

Marshalling strength

TANKER EXPERT, **MARSHALL LETHLEAN**, SAYS AS MOST LARGE CONTRACTS ARE ALREADY AWARDED, THE REST OF 2016 WILL BE TOUGH FOR FINDING NEW TANKER MANUFACTURING DEALS – BUT IT HAS A PLAN TO BALANCE THE BUSINESS.

Much has been said of tough times in the Australian transport industry, with the end of the mining boom or an uncertain economy in the face of political turmoil impacting many. Yet for tanker expert, Marshall Lethlean, there is no such thing as downtime – instead, it is making a plan to balance business regardless of uncontrollable variables.

Having produced quality tankers for over 40 years, Marshall Lethlean is a name familiar to most in the transport industry. Based in Victoria's Dandenong South, Marshall Lethlean produces a wide range of road tankers for transporting fuels, lubes, chemicals, gases, bitumen, food products and dry bulk powders for farming and construction industries.

While the extensive catalogue is enough to keep Marshall Lethlean occupied, even in the slower periods, the tanker builder is continually adding more models to its repertoire – much to the delight of its customer base, notes National Sales Manager, Richard Antczak.

Richard, who joined the company during a major management restructure in January 2016 (see *breakout box*), says increasing options means Marshall Lethlean can cater for a diverse range of applications that meet almost any of its customers' requirements, which is what led to the design of a new 20m B-double combination. Based on its successful 19m B-double design, the elongated version features the same semi-elliptical profile,

with the rear trailer using a tapered front-to-back design to allow maximum volume, while retaining the lowest possible centre of gravity.

"When we announced our intention to enter the 20m B-double market, it wasn't long before customer orders started coming in, including one from Ben Wilson from Petrogas," Richard explains – adding that the new 20m B-double combination joined a fleet of Marshall Lethlean tankers that are preferred by the well established haulier. Petrogas was created in the 1980s from the merger of Metro Vac and East Oil to create what the company calls a 'formidable force' in the market place. Since its first days, Ben says the management team has only



sourced equipment based on the latest in safety technology. "I have been part of the Petrogas team for over 20 years and I'm very proud to be part of the companies' evolution to date. Over the past 18 months, Petrogas has more than tripled its volume and we're hungry to continue that growth," Ben says.

Although the company has gone through many changes in its lengthy history and is now part of the H W Richardson Group, the requirement for leading safety technology is the same. The 20m

B-double combination lives up to those expectations, Richard says, as it is equipped with a Wabco Electronic Braking System (EBS) to look after the braking, roll stability and integration with the prime mover's braking system, as well as side under-run protection. "The Petrogas 20m B-double is also fitted with Liquip compartment equipment and BPW suspension," says Richard. "The lead tank capacity is 29,800 litres and the follower tank capacity is 32,000 litres, so Petrogas is benefitting from 4,000 litres more payload than a 19 metre B-double."

Ben says that with the first of the new combinations joining the fleet, Petrogas is 'right on target' to achieve its growth strategy. "Our aim is to continually increase the quantity of our quality petroleum product, without compromising safety," Ben explains. "This can only be achieved by building and strengthening relationships with our great business mates, like Marshall Lethlean."

As the tanker manufacturer bolsters its relationships with customers like Ben, Richard says the new management team is experiencing a balanced 2016, focussing on wholly manufacturing in Australia. "Strengthening relationships with customers like Petrogas is all part of our business plan, as it is thanks to the support of loyal customers that we can continue to grow our product range and display our capabilities as a premier supplier of road tanker equipment."

Management Restructure

In January this year, Marshall Lethlean made several changes to its management team. Longstanding Engineering Manager, John Zhang, has been appointed as the General Manager, to uphold the company's focus on Australian manufacturing from the company's Dandenong factory, while Omid Rostamian has taken on the role of Engineering Manager. The senior management team also includes Paul Hollywood, who has been with Marshall Lethlean 30 years, as Production Manager, Maureen McGregor as Financial Manager, and Richard Antczak as National Sales Manager. Marshall Lethlean has also strengthened its sales team with the appointment of Amber Moore, Regional Sales Coordinator, Stuart Clark, Regional Sales, and Michael Kapauks, Laverton Service Manager.

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