

The strongest link

AUSTRALIAN-OWNED **O'PHEE TRAILERS** HAS LONG PROVEN ITS TRAILERS ARE CAPABLE OF HANDLING THE COUNTRY'S ROUGH CONDITIONS, A FEAT IT ACHIEVES BY TRUSTING QUALITY COMPONENTS FROM SUPPLIERS LIKE **JOST AUSTRALIA**.

Queensland-based manufacturer O'Phee Trailers, now part of the Drake group, knows that when it comes to trailer building, you're only as strong as your weakest link. Taking the oft-quoted idiom to heart, the O'Phee business has put all efforts in to ensuring quality is maintained across the entirety of each vehicle it builds. By doing so, O'Phee Trailers has earned a reputation for constantly producing reliable, resilient trailers for more than 40 years, using local knowledge to guarantee all trailers coming from its Wacol facility can withstand the rough roads, high temperatures and high mass combinations that are specific to Australia. "Everyone can build a standard trailer, but only few can design a product that constantly performs and is guaranteed to last," Mick O'Phee explains.

With each Australian-built trailer contributing to the company's reputation, Mick says O'Phee is careful to only build

with the highest quality components that it can trust to put the O'Phee name on. "You need to understand that when we are building a trailer that will have the O'Phee name emblazoned on it, we are responsible for every aspect of the equipment," Mick explains. "It's important to ensure our customers are satisfied with the quality of each and every part of a trailer we deliver, so we have to be sure that all components can meet those expectations without a doubt."

Mick says that's why O'Phee Trailers uses proven components from JOST Australia. "You can't afford to second-guess the

quality of equipment, and we know we can build with JOST king-pins, fifth wheels and Modul landing legs, and not have to spare them a second thought," he says. "JOST recognises that all markets present unique operating environments, so the company ensures all its fifth wheels are re-tested here to ensure they provide optimum performance in these well defined conditions."



According to Mick, JOST components have proven themselves capable of the responsibility. "As an Australian business, we certainly have an advantage in fully comprehending what is required to handle the unique conditions, complications and benefits of the local industry," Mick says – adding that the home-grown advantage has allowed the trailer builder to have a helping hand in developing local initiatives, such as the Performance-Based Standards (PBS) scheme.

Involved in the now world-famous concept since its first days, Mick says that O'Phee Trailers has been able to lead the uptake of the high-productivity scheme. "We recognised early on that Performance-Based Standards would provide not just O'Phee Trailers, but also our customers with a competitive advantage, if we got it right," Mick says – revealing that the company's success in promoting the scheme skyrocketed after it unveiled a new A-double design in 2009.

Now an expert in the complicated high productivity scheme, Mick says the trailer building company puts in all efforts to make sure there are no weak links in the company's PBS-approved trailers. "There are a lot of intricate parts to PBS that can be difficult to get your head around if you don't work with the scheme every day," Mick says. "We take care of much of the process to provide simplicity to our customers, which makes it even more important to be able to rely on the quality of the components we use."

Mick says that having JOST equipment

as a standard means O'Phee Trailers can concentrate on the other aspects of designing and building the most appropriate trailers for his customers. "What we do goes way beyond designing and selling a simple commodity item. We want to offer the transport industry performance, reliability and excellent customer service – underwritten by the O'Phee name and reinforced with quality equipment."

Fast Fact

According to Mick O'Phee, the trailer builder's JOST fifth wheel of choice is the JSK 37CW Greaseless, and the company also prefers to manufacture trailers using the Modul B series landing legs and KZ series king-pins.

Contact

JOST Australia
18-20 Prince William Drive
Seven Hills NSW 2147
Ph: 02 9838 8100
Web: www.jostaustralia.com.au

