

DRIVING WHEELS

TRUCK TRAILER NEWS

VOLUME ONE 2018



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INGREDIENTS FOR A BETTER TOW

The secret lies with not compromising on **STRENGTH, DURABILITY** and **PAYLOAD!**

Yet mixing in a healthy dose of **DESIGN** and **INNOVATION** with hassle-free trailer building.

Domett Trailers was founded on a simple yet important tenet "Experience is the builder – Quality is the salesman".

In 2018 this belief is just as true, if not more-so than it was back at the beginning. Now days, truck drivers and fleet managers know that the key to a good trailer is strength, durability and payload, yet adding a healthy dose of balance to that equation goes a long way to producing the perfect trailer and a better drive.

Since the beginning of Domett there has always been a focus around producing high quality trailers. Over the years, design and innovation have led to lower tare weights with improved overall payload without compensating on the drive quality and balance of the trailer. Paul Domett, the brains behind the design of Domett Trailers, says "We focus on design and performance as much as we do on manufacturing quality."

A high quality trailer is born in the design. Then transferring that design to high quality, leading edge manufacturing techniques, ensures we are producing trailers that ultimately drivers love to tow."

Loving your trailer might seem like something of an oddity, but when you're driving day in and day out, over hundreds of thousands of kilometres, over many years, getting the strength, durability and payload right are critical.

Safety and efficiency also come into consideration and with modern developments in design and manufacturing techniques, all of these elements add to the mix when delivering a trailer that is better balanced for a better tow.

“ Experience is the builder – Quality is the salesman. ”

CASE STUDY – 5 Axle Curtain Side Truck and Trailer

When other manufacturers said “NO” – Domett said “YES”

Jason Semenoff started the process of searching for his favoured truck-trailer manufacturer more than two years prior to making his latest purchase. In his own words he was "very picky with what I wanted."

It's fair to say that Jason's requirements for his truck-trailer unit were pushing the envelope in more than one way. A seven tonne tare weight goal for a steel decked 12 metre curtain side, as well as dual tool boxes, requires some creative 'can-do' thinking to make it all work and come in under a seven tonne tare weight. As most people do, Jason spent some time talking to a few different manufacturers but ultimately came down to land on Domett for a number of reasons, primarily that in his own words, "when other manufacturers were saying no it can't be done, Domett said yes."

Hauling all types of cargo for various companies in Northland, Jason says he drew Domett a picture of what he wanted. Domett then took that picture and went to work developing a proposal and a way forward to achieve Jason's specific goals for his truck and trailer unit, "Domett came back with a plan and a price that was highly competitive."

Now having had the truck and trailer unit for just a few months, Jason is thrilled with the unit itself and the experience he had working with Domett.

"The guys at Domett were great to deal with and happy to customise what I wanted which is why, ultimately, I chose to work with them. Now I've got a trailer unit that is built like a tank, with a stack of extra accessories and upgrades, as well as so much stainless steel on it that magpies would love it. In the end I got exactly the truck-trailer unit I wanted, that does everything I wanted it to do and all for a price that was highly competitive."

“ The design, engineering, build quality and paint work are some of the highlights for Jason in working with Domett. ”

Jason Semenoff, Owner/Operator, JBS Haulage Ltd



Let's talk about paint

“Magnetic Paint?”

(Electrostatic paint to be specific)

Steve Hancox
Blast & Paint Team Leader



Challenging the old way of thinking, Domett and Resene Automotive teamed up to deliver a better quality paint job for Domett's customers.

Hidden away in amongst bus builders, freight companies, and kitchen manufacturers, is a nondescript new building that is occupied by the Domett paint and blast team. This building has been custom built to house their team of eight along with their new electrostatic paint equipment.

Up until three and a half years ago the finishing and painting of the trailer units Domett built were spread out amongst their own painting plant and a contracted third party, which resulted in variable quality output. It was the only part of the production process that they did not control themselves.

With their commitment to Continuous Improvement and the production of the best quality trailers in New Zealand, bringing the entire finishing of paintwork in-house made a lot of sense. However, choosing the best type of paint and the best method of painting was the next critical question.

Working with Resene Automotive, Domett decided to invest in a new type of paint application called Electrostatic Paint. Whilst it might sound flashy and hi-tech, electrostatic paint is essentially magnetic paint.

When painting a steel chassis, an electrical charge is generated in the hand piece. It is then transferred to the paint. This gives the paint a positive charge which is attracted to the earthed trailer unit.

When the spray gun operator begins to spray, the paint “wraps” itself around the surface. An increase in film-build means the chassis has a far better finish and the edges, where older paint methods have the paint thinning, become rounded and thicker and therefore a stronger edge is achieved. Paint also finds its way into the hard to reach places where traditional methods would miss or provide a thin film cover.

With the new paint system Domett have also invested in equipment to measure blast profile, primer and paint thickness, air temperature, humidity readings and anything that can have an effect on paint quality. All these advances in production and technology mean better protection and consistency and of course, better quality.

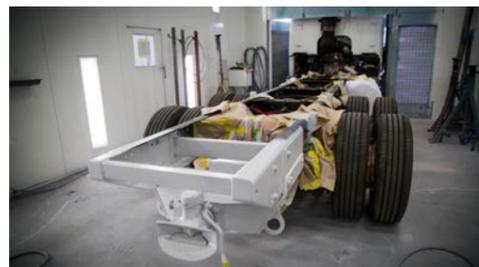
Domett also complete regular random checks of all areas of the system to ensure consistency and trailer specific reports can be generated if requested by the customer or for business analysis and quality control.

In short, using the electrostatic method of painting on the trailers, Domett achieve a stronger, better looking, longer lasting and more consistent finish, meaning a better-quality trailer is delivered to the client.

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QUICK FACTS ABOUT ELECTROSTATIC PAINT

01. Coverage of the steel chassis is 30% better as the paint is attracted to the steel, wrapping itself around the chassis.
02. A stronger film-build means a longer life for your trailer.
03. Paint is attracted to the edges creating a thicker, rounder edge where traditionally paint was thinner as it would fall away from the edge.
04. A better quality finish, more consistent colour and quicker dry time, equals a better trailer.



The clean walls and clean floor in each of the Domett spray paint bays are a graphic illustration of how the paint is attracted to the chassis of the truck or trailer.



Domett has partnered with Resene Automotive for the development of their paint system. Craig Marshall from Resene Automotive, the suppliers of the electrostatic paint Imron Fleetline HDC Elite, says that the paint used in the electrostatic painting process has many benefits over traditional methods of painting trailer units, but the major benefit is a better quality film-build and finish.

“The electrostatic paint system supplied by Resene Automotive creates better coverage, greater film-build, and a more resilient paint coating, whilst also saving time and money on productivity.”

Craig Marshall
Commercial Vehicle Manager
Resene Automotive & Light Industrial



CASE STUDY – Two x Quad Axle Sliding Bogie Skeletal Trailers

Innovation, build quality and service make the difference.

After 10 years in the New Zealand Police, Jason Carswell decided it was time for a change. Having driven heavy rigs on a part time basis over the years, and with his father driving full time, getting into the haulage business full time seemed like the obvious choice.

Based in Mount Maunganui, Jason could see the growth in the Port of Tauranga and the numbers of containers being moved around the country. With this as the basis of his business idea, JC Transport was born. Purchasing two ex-rental Freightliner Argosy vehicles from TR Rentals, Jason scoured the market for two ex-rental trailers to carry containers. TR Rentals units were all being used and any others were over 30 years old and not up to the modern day needs of container haulage.

Jason went to the manufacturer market and quickly settled on the newly designed sliding bogie trailer system as being the most appropriate for the company's requirements. Four manufacturers in New Zealand built these trailers, and at the Annual Truck Trailer Expo at Mystery Creek in Hamilton, Jason got to meet and see the trailers of these four manufacturers. He quickly noticed the difference between the Domett trailers and the other companies he was considering.

“It was obvious that the workmanship and quality of the trailer's build was superior to others and I could tell their designs looked strong. I also found their price point to be highly competitive.”

After deciding to work with Domett, Jason was able to customise his two trailers to the company's specific requirements.

“Nothing was ever a problem for Hayden and the Design and Engineering team. They set about solving problems and designing innovative solutions for everything we needed. From the addition of exterior rear view cameras, to in-cab trailer controls, we got exactly what we wanted.”

Now, one year on from starting the business, Jason says that the after sales service of the Domett team is amazing. “They could not be more helpful, they are a great bunch of people, really easy to deal with. They are problem solvers and understand the business of haulage. Add to that the build quality and strength of the trailers is awesome, and they look amazing as well.”

With plans to grow his fleet in the near future, Jason doesn't hesitate to recommend the team at Domett, “I simply wouldn't go anywhere else.”

“It was obvious that the workmanship and quality of the trailer's build was superior to others and I could tell their designs looked strong. I also found their price point to be highly competitive.”

Jason Carswell
Owner/Operator, JC Transport



How two simple words evolved into BUILDING BETTER TRAILERS!



CONTINUOUS IMPROVEMENT – what does it mean for trucking companies and drivers?

Sitting back in the office one afternoon at the Domett factory in Tauriko, Tauranga, Andy and Paul Domett decided it was time to change the game.

They knew that Domett had always had a name for quality, well-balanced trailers in New Zealand, but they also knew they needed to get better and to continue getting better if they were to keep their place as a leading trailer manufacturer.

The concept of Continuous Improvement was nothing new to Andy and Paul, but applying it to the Domett way would be the challenge. Backed by empowering a 'team of teams culture' and by tasking Malcolm Bangs with the core function of driving it, they set about creating and implementing a programme of Continuous Improvement across the business.

Starting on the factory floor, getting staff on board would be critical. That started by engaging all staff in the discussions and plans for the changes that were going to occur. Change can be upsetting but for Domett, it has ultimately paid off, says Malcolm. "We knew we had to change the way we were doing things and that this could be a bit of an upheaval to some people. In fact, the opposite occurred. Staff quickly got on board, morale improved, and general workplace safety improved dramatically."

With staff on board, systems and procedures were developed to make sure the factory floor was operating efficiently. Staff were all empowered to develop the systems they worked on and to refine and improve them as they worked. In this way staff would 'own' their workspace and their work, resulting in better quality along the production line.

All systems and procedures were documented and continue to be refined, and each trailer's build recorded in every part of the manufacturing process. In essence, Continuous Improvement has allowed Domett to provide each customer with an individualised story about the build of their trailer, whilst also providing themselves with valuable insight into the manufacturing process.

Two years into the Continuous Improvement programme and Malcolm says, "the results have been amazing. It's been hard work, but the end game means we are all getting better at our jobs, producing more consistent, high quality trailers for our customers and have happier, more engaged staff. These results mean it is well worth the effort."

For their customers, this drive to Continuous Improvement means there is a clear focus on delivering a continuous, consistent and high-quality product. Gone are the days of inconsistent quality rolling off the factory floor.

Every trailer Domett build should be better than the last.

And that is where the Continuous Improvement rubber meets the road; if each individual trailer is the best one Domett has built so far, then Domett will continue to improve the quality of their trailers for the benefit of their customers.

CONTINUOUS IMPROVEMENT

So far using this new way of thinking, Domett have achieved the following benefits:

- > Greater stability
- > Increased payload weights
- > Lower tare weights
- > Higher overall quality and finish
- > Fewer health and safety issues during manufacturing
- > Higher staff satisfaction and morale

MEET MALCOLM –

The man charged with driving Continuous Improvement at Domett

"When I was 12 years old I announced to my mother that I was going to be a truck driver"

Driving a 68 metre long road train through the outback of Australia might never have been Malcolm's specific goal when he announced to his mother he was going to be a truck driver, but it certainly fitted with his love of heavy trucks and trailers. Nine years later, now at Domett as their Continuous Improvement Manager, Malcolm often reflects on those days deep in the Australian outback – "bloody big bits of kit those trucks, no matter how you looked at them."

Malcolm's career has been diverse and indeed began as soon as he was old enough to get his truck licence. He remembers hauling livestock around Matata and working insane hours delivering bewildered livestock to new owners 24/7. During this

time was when he first drove towing a Domett trailer, "I had a 320HP Nissan towing a three axle Domett trailer. It was bloody stable and we went to some pretty rough country in Gisborne and the East Cape".

Of the 68 metre long Road Train, Malcolm remembers his time fondly and that it ultimately led to him taking a role as Production Manager in charge of Haulage. It was here and at his next role with Wagner Investments that Malcolm learnt much of his knowledge he now brings to the Continuous Improvement programme. At Domett, Continuous Improvement is simply about putting in place checks and balances for people to follow, checking those things and improving on them as we go. It is a process that's all about going from good to great.

For Malcolm, Continuous Improvement is more than just a job, it's a way of life.



Malcolm Bangs
Continuous Improvement Manager

CASE STUDY – Alloy Bulk Tipper Truck and Trailer

"Superior to anything I've bought before, exceptional service and at a fair price"

Having purchased a trailer 12 months earlier, Wayne McLoughlin knew exactly what was important to him with his next purchase of an alloy bulk tipper trailer.

Living and working around Tauranga, Wayne knew of Domett Trailers but had never worked with them. It was only when chatting to a friend who had bought product off Domett that he decided to give them a call.

"I called Domett and spoke to Tim. He was really good. He listened to what I wanted and the different specifications for our trailers. When something I specified did not fit what they normally would do he went and found a way to make it happen."

Top of Wayne's list of needs for this build was backup service. With Domett and working with Tim, Wayne could see that this was not going to be a problem. Wayne ordered his first Alloy Bulk Tipper from Domett and was thrilled with the result.

"Buying a trailer off Domett was great. Tim could not have been more accommodating. The workmanship and attention to detail of the trailer is superior to anything I've bought before and you can see the pride the Domett guys have taken in the build process. It's custom made and the tare weight is bang on."

And of the back up service, Wayne says

"...and get this. I had a problem with one of our other trailers at 6:00am on a Sunday morning. I rang Tim and asked for his help. Tim came and grabbed the trailer unit, took it back to the factory, fixed the problem and returned it to me by 11:00am that same morning. And it was a SUNDAY!"

Now that's back up service! And Wayne doesn't hesitate when recommending Domett to other truckies.

"Go to Domett because you'll get exactly what you want for a fair price."



Wayne McLoughlin, East Coast Bulk

How ready is our industry for the **FUTURE OF TRUCKING?**

2017 brought us Tesla's all-electric truck, Uber Freight and further advances in Driverless Automated Trucks



Image Source - Tesla



Image Source - Uber Freight

UBER FREIGHT: A free app that matches carriers with shippers. Just tap a button and instantly book the loads you want to haul.



Image Source - Tesla

THE TESLA SEMI: An all-electric, semi-autonomous truck with a range of over 500 miles per charge.



Image Source - Freightliner

THE FREIGHTLINER INSPIRATION TRUCK: The first licensed autonomous commercial truck to operate on an open public highway in the USA.



Image Source - MIT News

PLATOONING: Groups of trucks travelling together, linked by software that regulates their speed, following distance and braking.

Technology is changing the face of trucking – so what's next and are we ready?

Technology has disrupted nearly every industry in the economy today, and for the trucking industry it would seem that our turn could be just around the corner.

2017 saw the hyped launch of the Tesla Semi, an all-electric, semi-autonomous truck with a range of over 500 miles per charge, Uber launching its Uber Freight App, designed to cut out the middleman freight broker, and the completion of the first automated driven trucks making deliveries (albeit only for 'show' purposes). And whilst only one of these is actually active and available in the market place, Uber Freight, the signs are clear that the future is nearly upon us.

So what does the future of trucking look like?

Fuel: Whilst Tesla stole the spotlight with its electric Semi, other manufacturers have launched prototype Hydrogen Fuel Cell trucks, combined Compressed Natural Gas - Electric Hybrid trucks and the long talked about Bio-diesel engines, all with a view to improving fuel efficiency, reducing carbon emissions and reducing fuel costs.

Automation: Self-driving trucks would seem to be the subject of futuristic sci-fi movies, but with no fewer than 60 startups in the USA focused on the self-driving market it seems that the future could be with us sooner than we think. From Automated Truck 'Platooning'; groups of trucks travelling together, linked by software that regulates their speed, following distance, braking etc to take advantage of slip streaming and other energy saving benefits, whilst freeing up the drivers time to spend on other work; to trucks that are fully automated and travelling point to point with no driver required in the cab at all; these developments look likely to disrupt the marketplace.

Big Data: Love it or hate it, the term Big Data is impacting on the trucking industry and Uber Freight is just the start of it. Data will revolutionise the loading and unloading of trucks, enable greater efficiency and payload to be achieved through better logistical handling of loads to and from locations (apparently computers are better at logistics than humans?), reduce free space and empty trailers travelling the country (think productivity gains!) and ultimately feed into the development of the automation curve outlined earlier.

All in all, the future of trucking will change and develop. How big these changes are and how fast they impact the industry is anyone's guess, yet the future is coming and in some cases it is here already. Many questions still remain as to how these changes will impact on the industry and opinions vary from the widely optimistic, "Think changes on the scale of the development of the Steam Engine in 1810, or the first mass produced motorcar of 1908", to the more circumspect "automation will never do away with the driver, but it may make them a better and more efficient driver", but one thing is sure, the future is coming!

CASE STUDY – 5 Axle Hard Box Tipper Trailer

Hassle-free service puts the shine on top of a premium steel tipper build!

For Austin Transport Services in Nelson, the latest trailer purchase was the first time the company had worked with Domett. Having used various manufacturers in the past and with a growing fleet, Bryan admits he likes to keep an ear to the ground on the talk and reputation around all the NZ truck trailer manufacturers. With that said he was quite keen to talk to Hayden from Domett Trailers when he first touched based to arrange a catch up.

Nine months after having made the decision to purchase his latest trailer from Domett, Bryan now looks back and reflects on dealing with Domett. Bryan says that "even though they have a reputation for high quality, design, performance and finishing, ultimately it's their service that in my experience is what really defines them.

"This was my first trailer bought from Domett and right from the word go they were so easy to deal with."

Bryan says "Domett kept me up to date with progress reports and photos of my trailer on the production line, and once it was complete, even allowed me to pick it up on a Saturday afternoon."

"Domett made it all very easy and we now have a premium steel tipper trailer with a high payload that is super strong and has been faultless. So much so that I am already in conversations with them about what the next addition to our fleet will look like!"

Bryan Austin,
Austin Transport

“ I couldn't be happier with what we got, and I reckon the finished trailer is probably one of the flashiest gravel trailers in Nelson. ”

IN NEED OF A NEW TRAILER?

FREE NO-OBLIGATION QUOTE

Wayne Monk – 021 716 720

Sales Representative - Northland, Auckland, Waikato

Hayden Sargent – 021 991 241

Sales Representative - BOP, Lower North Island, South Island

Tim Finlay - 021 971 026

Sales Manager

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