



MAN CUSTOMER PROFILE

TRG Transport and MAN growing their businesses together

According to Tony Musolino, Managing Director of Adelaide based TRG Transport Solutions, no other industry offers an individual the opportunity to build a more generous and rewarding lifestyle nor a more secure future than does Australia's road transport sector.

However he warns that this will only be realised if the person is prepared to approach the work with loads of commonsense, absolute commitment and a genuine love for the industry.

This is regardless of whether they are an operator, driver, workshop mechanic or even a supplier.

The Truck Safe accredited TRG Transport is a general freight and container haulage carrier with a mixed fleet comprising of 15 prime movers and trailers including singles and B-double combinations. The operation also runs a side-loading trailer operation to handle containerised freight.

The company operates out of Salisbury Downs, an industrial suburb north of Adelaide in South Australia.

TRG Transport also draws from a pool of sub-contractors with which it has established good working relationships.

At only 36 years of age Musolino has built up an enviable transport business based on an attitude of caring for his customers, their freight and the industry people with whom he has dealings.

"I started out in the transport business when I was just 19 years of age at the suggestion of my father," offers Musolino.

"My father went guarantor on a loan to purchase a second hand six tonne truck and I put it to immediate work by subbying to larger transport operators.

"With a lot of hard work I had paid the loan off within the first year of operation. However in the same week that I made my final loan payment I had the misfortune of having an accident which put the truck off the road and me temporarily out of business."

Musolino was naturally devastated by the accident but with tenacity and a 'never give up' attitude similar to that of an Olympic champion, he has handled the good with the bad over the ensuing years.

Within the space of ten years Musolino has grown the fleet from one truck to fifteen prime movers and associated trailers and equipment along with a 10,000 square metre depot and workshop facility.

He puts a great deal of his success and growth in his transport business as well as his other business concern and passion Kars for Kats (a specialist American classic car hire business) down to finding the right people.

"Karen our Administration Manager and Frank our Operations Manager have literally turned the business around with their organized professional approach," enthused Musolino.

"Along with Frank, Dave who is my equipment manager, have relieved me of much of the day to day operational pressures because of the more than competent handling of their respective jobs.

"Naturally, a big part of our success is reflected by



One of TRG Transport Solutions MAN TGA480

the way our drivers will go the extra mile to ensure our customers' needs are met. All the drivers realise the importance of keeping the customer satisfied.

"Because our team cares about their respective jobs and how their performance impacts on our customers and ultimately everybody's welfare, I know that I can count on everyone doing their utmost.

"This has allowed me the opportunity to talk more with our customers on their current and future needs. I see this as a critical activity which allows me to better plan the direction of the business.

Part of this business review included consideration of the specification and type of prime movers that the company was purchasing to handle certain contracts.

"We have traditionally always purchased North American prime movers but I became very concerned in the middle of last year with the continuing rise in fuel costs," he said.

"I took a view that introducing a European brand prime mover into the fleet mix would be prudent so as to observe if we could improve the operating efficiency of the fleet."

Musolino settled on a purchase of an MAN TGA 480 in the third quarter of 2005 to handle a contract to freight 30 windmill generating towers from Melbourne to Cowell on the Eyre Peninsular and Edithburgh on the Yorke Peninsular of South Australia.

A subsequent order was placed a month later for another MAN TGA 480 and was put into service to cart containers for Toll Tasmania's client Big W in Monarto.

"Both contracts were important to us and we had to be able to deliver to our clients a cost effective transport solution and guarantee absolute reliability,"



Tony Musolino Managing Director TRG Transport Solutions

stated Musolino.

"Once we had made the decision to purchase a European prime mover we went with MAN for two reasons. The first was that Wakefield Trucks sold them and we have had a very good relationship with that dealer previously.

"The second reason was that we see MAN as a company that has similar goals and shared business values as ourselves. I said to myself, here's a company that wants to grow its business in Australia and is prepared to go the extra mile to do that.

"MAN has a similar approach to business as us. It makes good sense then that as we grow our business MAN will play a major role in ensuring that we stay competitive in the marketplace by delivering us efficient and reliable trucks.

"We have always enjoyed excellent support from Wakefield Trucks so this was the other advantage in going with MAN."

"The freight contract to transport the windmill generator towers each weighing a massive 45 tonnes has certainly proved to us that MAN was the right choice of prime mover for such a demanding job.

"The round trip for the truck is approximately 3,580 kilometres.

"When the driver for the trip returned he said the driving experience in the MAN was so easy he didn't feel like he had been working at all.

"He said that he felt like he could jump into the cab there and then and do it all again.

"On each trip we started to see improved fuel economy from the MAN and this was probably a mix of the engine loosening up as well as the driver becoming more used to the MAN having only driven North American trucks previously.

"In any event the MAN TGA 480 and Wakefield Trucks have proven themselves in our experiment to change to European trucks on some of our more demanding long haul routes."

So impressed with the performance of the MAN, Musolino is considering purchasing another two MAN prime movers for his side-loader operation.

"The MAN in my opinion would be the perfect vehicle for our side-loader fleet because of its maneuverability and handling in some of the tight areas in which we have to operate," stated Musolino.

The relationship between TRG Transport, one of South Australia's emerging transport companies, MAN and their dealer Wakefield Trucks appears likely to grow into an even stronger partnership in the coming years. ■



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