

Linde technology the key for new 3PL provider

Client: Shaw's Darwin Transport
Location: Wetherill Park, NSW
Application: Transport & 3PL
Equipment: 1.5-4.5 tonne LPG forklifts
 A15 turret trucks



The road journey from Sydney to Darwin isn't for the faint-hearted. From the snow and ice of the Blue Mountains, across the barren plains of western New South Wales, into Queensland's flood prone channel country and the emptiness the Territory, to the tropical conditions of Darwin ... this 4,500km trip is a great challenge.

Twenty years ago William Shaw set out from Sydney in his first Kenworth, with his first road train of freight, on his first trip to Darwin. The mission was simple – travel safely, arrive on time, deliver the freight in good condition, and earn the respect of a satisfied client ... then do it all again the next week.

Every week since then, an increasing number of the red and blue Kenworths operated by William Shaw's company, Shaw's Darwin Transport and Logistics Services, have been making the long haul to Darwin.

Above: Shaw's designed its new VNA warehouse in Sydney around the operating parameters of the Linde A15 Turret Truck.



A P P L I C A T I O N R E P O R T



Today the company owns 20 prime movers, has a turnover in excess of \$15 million and employs more than 60 people.

The key to surviving and growing for 20 years in the tough world of transport is: "finding a niche and sticking to it," according to Managing Director, Will Shaw.

"We won't move anything that's not by road train. We operate the heaviest 'highway' specification road train available – three trailer combinations with a gross mass of 120 tonnes. Few organisations have the knowledge, experience or commitment to operate scheduled services over such distances and conditions. To ensure driver safety, we use a 'double-up' system, which means we always have two drivers in the trucks – while one's driving the other is sleeping.

"Today our clients include major freight forwarders as well as many individual clients moving a wide variety of goods. A significant part of our operation is the refrigerated transport of fresh produce from the Ord River and Katherine growing areas to the Sydney Markets.

"All our services operate to defined schedules and we are one of the few carriers who can claim to have a client's goods under our direct control from door to door," said Mr Shaw.

For a company that has been so focussed and successful in its unique skills and experience, its recent move into the area of third-party logistics (3PL) could be viewed as a risky one. In 2001, Shaw's constructed a purpose-built warehouse facility offering 8,000 pallet locations in a high rise, VNA (very narrow aisle), fully racked configuration.

"We didn't view the move into warehousing as a distraction from our core business, it was more a case of refining what business we were in and ensuring our customers were storing and moving their products in the most effective way," explained General Manager Allan Thornley.

"At a time when the value of 3PL providers is being questioned, our move into warehousing for our transport clients has been a winner for all parties. I believe this can be attributed to our clients putting a lot of thought into outsourcing and doing it for the right reasons. Another key issue is we are operating a very efficient, cost-conscious logistics operation.

"Our successful foray into the world of 3PLs was helped by having the right suppliers involved from the start. That is, companies that could offer proven solutions, without the ridiculous price tags that get bandied around in the logistics industry.

"We didn't have a lot of spare yard space at our Sydney facility so we had to build a high bay/narrow aisle warehouse. Anyone could build and fit-out this type of facility, but the type of pallet retrieval equipment was our main concern, with the choice being between cranes and high-level turret trucks.

"The decision to run with turret trucks came down to our confidence in Linde.

"Linde demonstrated how we could most effectively maximise

“The Linde very narrow aisle handling system has met all of our objectives in terms of flexibility, productivity and reliability.”

Allan Thornley – General Manager, Shaw’s Darwin Transport



The operation has the capacity to handle 1400 pallets per day.

The A15 turret trucks are all wire guided and also include Linde’s latest feature, the Co-ordinate Address System. This state-of-the-art positioning system is an integral part of Shaw’s operation as Will Shaw explains: “It’s more than an operating aid for the driver. It eliminates pallet location errors, and with 8,000 pallet locations, that is absolutely critical to our whole operation.”

By entering the desired pallet location into the terminal, the Co-ordinate Address System guides the turret truck to the requested pallet, raising the tynes while travelling, and stopping in position ready for the operator to either retrieve or place the pallet.

The combination of this Co-ordinate Address System and Linde’s fast travel and lift speeds results in exceptional cycle times from the A15 Turret Trucks.

the available area and we eventually designed the warehouse around the Linde A15 man-down turret truck, enabling aisle widths as small as 1450mm and a top pallet height of 12m.

“A turret truck is a lot more expensive than other forklift types, but the ability to achieve 8,000 pallet spaces in the available area allows for future growth without the concern or restriction of having to relocate and build additional warehouse space. The decision to buy the turret trucks will save us considerable money and hassle in future years.

“The Linde VNA handling system has met all of our objectives in terms of flexibility, productivity and reliability,” added Mr Thornley.

Four A15 Linde turret trucks are used in the warehouse for pallet retrieval and putaway, which most days accounts for around 600 pallet movements.

Above & Below: Shaw’s fleet of Linde gas forklifts are used for warehouse and yard duties. Many of the units are fitted with 8ft tynes to enable loading and unloading of trucks from one side only.



“Once an operator becomes accustomed with the hydrostatic control, they never want to drive another type of forklift.”

Will Shaw – Managing Director, Shaw’s Darwin Transport



Left: Linde’s Co-ordinate Address System ensures fast cycle times for the A15 turret trucks.

In addition to the turret trucks, Shaw’s also operates 12 Linde gas forklifts, ranging from 1.5t to 4.5t capacity. The majority are fitted with extra-long (8’) tyres to enable truck loading and unloading from one side.

“We bought our first Linde six years ago and have purchased Linde only since. Once an operator becomes accustomed with the hydrostatic control, they never want to drive another type of forklift. The Lindes are very simple to operate and incredibly smooth for the driver. We don’t even have sideshift on our forklifts – the drivers don’t need it due to the precision of the Linde steering system,” said Mr Shaw.

“You may pay a premium upfront for the Linde, but I know from our experience you recover any extra costs in a short period, from the uptime and productivity. Their reliability is also excellent. We have never had any major problems and considering the work these trucks do, that’s very pleasing,” added Mr Shaw.

Linde manufactures an extensive range of forklifts, with capacities from 1.2 to 52 tonnes. The company has a national factory-owned customer support network and operates one of the largest rental fleets in the country.

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