

One precious cargo

A multi-million dollar super yacht, SY "ONRA", built by Fitzroy Yachts in New Plymouth, for a European client is the third luxury ocean going yacht to come out of their workshop – and to be carefully transported to the slip way by Hooker Pacific.

Driver Terry Wilson driving our Kenworth T904 #3060 had responsibility for this awesome cargo.

At 25m long, 6.5m wide and nearly 9m high on the transporter, she made an impressive sight on her way to Port Taranaki for launching.



Doing our bit

We have a policy of being open to requests for sponsorship and support from the community. It's our way of saying thanks to the communities who support us as a business. Here's a selection of who we've helped along the way in the first part of 2005.

Hope For Children - Tsunami Appeal Variety show

The Trincomalee Tsunami Rehab Fund - For Sri Lankan Tsunami Fund

Telstraclear Taranaki Challenge - Pilot cycle ride around mountain & provide stage

Westown Golf Club - Sponsor twilight golf

Special Children's Extravaganza - Event Sponsor

NZ Masters Games (Wanganui) - Supply transport services & containers

Wanganui Fishing Club Tournament - Supply transport services & containers

Thanks from NZ Post

"Just a short note of thanks to you all for the level of commitment and dedication demonstrated over this year. Hooker Pacific has become an intricate part of our road network operations in the North Island and we have all been encouraged by your team's professionalism and willingness to make it happen for us when it counts.

Kind regards...

Alan, Dave, John, Tony, and the NZ Post Transport team..

Last voyage to Taranaki

The 20,000 tonne bulk chemical tanker, the MV "Golden Craig" slipped into Port Taranaki recently on its last voyage there – with only a few knowing it was named after a New Plymouth lad, and a former Hooker Pacific employee. She's named after Craig Kibby, who is now based in Melbourne as Managing Director for Dorval Tank Ships which has just sold the vessel after 20-year's service in the Asia Pacific region. Hookers Shipping acts as agents for Dorval at Port Taranaki.

Built in 1984, with 108mLOA, and 7088DWT, the MV Golden Craig berthed at Westgate.



Hooker Pacific Managing Director Jim Ramsay(R) and Shipping and Customs Director Larry Stewart (L) recently caught up with Craig to celebrate his 50th and reminisce over few beers.



AUTUMN 2005

CALTEX CONTRACT RECOGNIZES EXPERTISE

Hooker Pacific is investing in 30 new truck and trailer units to handle its appointment mid last year as the sole distributor of Caltex fuel products nationwide.

Painted in a distinctive hi-viz lime green livery for superior day and night visibility, the new high capacity truck units will be Iveco Eurotech MP4500 8x4 units powered by the Cursor 13 litre / 480 HP engine coupled to a Eurotonic 16-speed autoshift gearbox and Meritor differentials.

The truck tanks and 4-axle trailers are manufactured by Fuelquip in Wellington using Heil alloy tanks and Transpec supplied componentry. Features of the rigs includes air suspension all round, speed limiting, anti-roll systems, and disc-braking with ABS and EBL as well.

Nine of these combinations are already in operation with the plan to create a fleet of around 40 units operating 24 / 7 right around the country.

Caltex parent ChevronTexaco gave a global directive to evaluate and optimise fuel distribution operations with improved safety, service and cost, says Caltex Transport Manager, Peter Weston.

"Safety and support capabilities were the two of many objectives that we were looking for in a single supplier in New Zealand," says Peter. "The process included a number of potential suppliers over 18 months before Hooker Pacific was selected."

Being awarded the Caltex contract is a recognition that Hooker Pacific is one of the leading fuel haulage specialists in the country, says the company's Fuel Haulage general manager, Neil Ramsay.



Based at the Wiri Oil Terminal, this is truck #3305 and trailer #3605 driven by Hayden Miles and Shane Eagleton.

"Hookers started in crude oil cartage in 1980 for Taranaki oil producers," remembers Neil. "Since then we expanded our capabilities to handle bitumen cartage for Bitumen Supplies Ltd and carting LPG for Rockgas throughout the country."

The contract involves pick ups from depots right around the country and fuel deliveries to all Caltex service stations as well as truck stops, commercial sites, farms, contractors and boat stops. As Hookers largest single contract, it pays incredible attention to the calibre of the service it delivers which starts with driver selection and training.

"We now have 80 dedicated drivers supported by two full-time driver trainers, North and South Island team leaders, and administration staff to handle the contract," says Neil.

Who's Who at Hookers

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Dear Readers - Welcome to the first issue of HOOKER PACIFIC DRIVELINE – we will be bringing this to you every quarter, and our aim is to keep you informed of what's going on at HOOKERS, to introduce you to other customers and staff, and to cover any other items which we think might be of interest to all our supporters.

While HOOKERS have been around since 1869 (yes – 136 years!) we have experienced considerable growth over the last 10-15 years – we now operate some 300 trucks throughout NZ and provide direct employment to over 450 people.

On the Road Transport front, these trucks and people serve over 2000 customers NZ wide, and we also have the many NZ and overseas based customers which our Shipping Division interacts with.

I would welcome any feedback, any comments you may have – you can email me if you wish (jim.ramsay@hookers.co.nz) or contact me at the

New Plymouth office. (Fax 06 7579789 / Phone 06 7587799) and if you have anything to say, or any news you want to share, please don't hesitate to write in and tell us. We'd love to hear it.

I'm proud to have something great to announce in this first issue – the Company was recently audited and have now been certified as meeting the TERTIARY LEVEL requirements of the ACC Workplace Safety Management Practices Programme.

This is the highest level achievable, and I believe it reflects the genuine commitment to safe operating which is to be found among the staff at HOOKER PACIFIC, and also out there in many of the workplaces we visit – many of our customers have played a big part in assisting us with, and encouraging, our leading safety programme.

Remember – ROADS THE MODE!!

Jim



30 YEARS OF HIGH-PRESSURE DEADLINES ... AND STILL GOING STRONG

Les Magrath (L) and Don Smith check a consignment.

Even after 30-odd years meeting high pressure deadlines, you couldn't get a better customer describes Hookers' Les Magrath of his relationship with all at Alpha Customs Services.

Alpha was established in Taranaki in 1977 by Don Smith and Karel Hobo to provide customs clearing services to the burgeoning oil industry in Taranaki. Karel has now retired, and Clayton Imbs became a director and started looking after the company's Auckland office which opened in 2000.

Having been an former employee of Hooker Pacific's – Don naturally went to his former company and Les to handle the transportation needs for his clients, he says.

"Hookers are just very good at getting the job done," says Don. "They know the oil industry well and how to meet deadlines."

Because the oil industry is a high pressure, big expense business, when something breaks the pressure comes on to replace it quick – which is when Alpha Customs steps in to handle the international freight, customs and import requirements for the required part and Les and his team handles its transport.

Called "specials" – equipment can be flown in from all over the world with a requirement for immediate delivery to an oil project site, says Les.

"Handling specials means we can be meeting three planes in a weekend alone to pick up and deliver urgently needed equipment," explains Les.

"But it's not all about specials. With our heavy haulage expertise we can also be transporting huge pieces of drilling equipment or thousands of tones of drilling pipes from Westgate and other ports to drilling rigs around Taranaki."

THE BIG SMOKE – BRANCH PROFILE

Of the 10 branches, in excess of 450 staff and 300 truck units Hooker Pacific operates around the country, Auckland is one of the most significant operations.

Run by Auckland Area Manager, Mark Germann, the Auckland operation has 40 staff including 30 drivers, with a fleet of 13 trucks including 9 tractor units, 3 six wheelers and 1 eight wheeler.

With a night operation and working some weekends, the branch operates "24/5" as Mark says. "We act as a hub for the entire company, and enjoy some substantial cartage contracts such as Fletcher Steel and Oasis Industries," says Mark who has some 20 years experience in the industry – the last five with Hookers.

Also operating a storage operation, the branch can store up to 2000 tonnes of steel for Fletchers as well as offer a warehousing and distribution service for other clients such as Payless Plastics.

With a total storage capacity of 5000 sq metres, Hookers has a fleet of seven forklifts including a 10-tonne forklift for heavy lifting of Fletcher Steel product.

Located in Neilsen St, in the south Auckland suburb of Onehunga, the branch is situated alongside TNL, Provincial, and United – all part of the "5 Star Group" of which Hooker Pacific is a cornerstone member.

"Hookers is a great company," Mark says. "Every time you turn around, there's always something new happening!"

The busy Auckland operation has three receptionists that visitors or callers will reach – Robyn Randall, Raewyn McSweeney or Donna Johnson. Mark is backed up by Operations Manager, Scott Phillips, while Marlin Nepia looks after general storage and Les Banks dispatch operations.

MEANWHILE, DOWN ON THE FARM...



The "Tegel Tanker" – truck #3290 and trailer #3690 on display.

Activating wheel disinfectant sprays are just one of the new procedures Hooker Pacific drivers are learning for a new cartage contract for Tegel Foods subsidiary, NRM New Zealand.

Dubbed the "Tegel Tanker", Hooker Pacific has invested around \$500,000 purchasing a Volvo FH12/460 HP 8x4 truck to deliver up to 24 tonnes of stock feed at a time into farm silos. The specialised feed bins on the units were built in Mt Maunganui by Total Transport Engineers.

The FH12 Volvo is the first of a new fleet that has customized bulk feed loading and unloading equipment for collecting a range of stock feed from NRM's Auckland mill in Takanini and delivering to Tegel broiler chicken farms in the greater Auckland area.

Each wheel in the truck and trailer unit is fitted with a disinfectant spray that must be turned on to clean the wheels when leaving each farm. This prevents the spread of any possible animal infections from one farm to the next.

Painted in NRM livery, HP driver Fred Clarkin is suitably proud of his new rig – especially since it won "Best Rig" in the 8-wheeler category by public vote in a recent Truck Festival at MOTAT in Auckland.

The new contract provides great variety for Fred as each day he loads a range of different feeds destined for different farms – so there is no set run.

Hooker Pacific is on track to provide three dedicated truck and trailer units to NRM which has been supplying stock feed in New Zealand for more than 110 years.

As New Zealand's largest stock feed sales and marketing company, NRM caters for all types of animals from calves and horses to rabbits and alpacas.

Thanks from the Sri Lankans

"To Rodney (Maiden) and the staff at Hookers . . . Thank you very much for your generosity and help in aiding the tsunami victims in Sri Lanka." *From the Sri Lankan community of New Plymouth.*



For more information, contact Mark on 09 6345269, or mobile 0274 775626, or email: mark.germann@hookers.co.nz

Ever wondered?



If you've ever wondered who Hooker Pacific's bubbly and friendly receptionist in New Plymouth is – it's Jo Campbell.

Jo has spent 28 years in the road transport industry – and 24 years of that with Hookers! With a

motto of "treat others the way you would like to be treated yourself", Jo enjoys the contact with people and has built up a great rapport with our clients with her great sense of humour.

Jo says she enjoys working at Hookers because the company and staff have a family feel about them. Next time you call, you might like to know that Jo's outside interest are gardening, music, and dancing – turn the music up and she's the last to stop!