

## Many thanks

Congratulations for being part of the recent Relay for Life – A Team Event to Fight Cancer held at Yarrow Stadium. So far over \$90,000 has been raised and donations are still coming in. Your contribution of the truck and stage has enabled us to keep our costs down, which will help increase our overall total.

Relay for Life Committee Chairman Paul Franklin.

I wish I could convey to you in person how much we have appreciated your continued support for Habitat in this district. Saying thank you seems so inadequate to express how we really feel...

With grateful thanks,

Habitat for Humanity North Taranaki – Building Homes in Partnership with God's People in Need – Chairman Ross Cleland.

Just a little e-mail to say thanks to you and your drivers – especially Barry – who were always helpful and patient whatever the load. It all helped to make my life a lot easier at WOMAD this year. Cheers until next time,

Danny Hones.

Just a quick note to say thanks and acknowledge that we have received your kind donation in support of our corporate appeal. Thanks again,

Taranaki Rescue Helicopter Trust Manager N J Watson.

I would like to thank everyone concerned with the movement of the frac package from the Auckland wharf recently. Organising COFs in Takanini, roading to New Plymouth then Kapuni and Cardiff then return to Auckland for reloading, all on time for shipping. Credit to you all.

Halliburton NZ Ltd Maintenance Supervisor Tito Waller.

## Gold performance for festival transport

One of the unseen star performers of this year's Taranaki Festival of the Arts was Hooker Pacific.

As a Gold Sponsor, Hooker Pacific covered all the major transporting needs before, during and after the festival, which ran from July 27 to August 14.

A major sponsor for the fourth year running, Hookers carted five 40ft containers of equipment and other gear from Dunedin, Auckland and Wellington. This included all the high-wire and trapeze equipment for the Cirque Eloize Nomad performance and 15 large boxes of ice-skating boots for the temporary rink set up in central New Plymouth.

"There were some very tight schedules involved," says customer services manager Rodney Maiden. "It drives you mad but it's good fun. We're only too happy to support a huge event for the region which is enjoyed by thousands."



Trapeze at the Cirque Eloize: Nomade at Night, the Sky is Endless.

## 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 over the last several months.*

*Epilepsy Foundation – Supporting Ten Pin party  
Francis Douglas Memorial College – Secondary School Sailing Championships  
Hawera BMX Club – Supporting Indoor Trophy Meeting  
Deaf Sports Taranaki – 45th Deaf Games at Labour Weekend  
Homelink Road Safety Workbooks – Hawera and Coastal schools  
Morgan Coulton – trip to World Youth Games in Morocco  
Fire Safety Journal – For schools  
Full Throttle Events – Hi-ab for transport of equipment  
Wanganui Rugby Union – Supporting provincial team  
Wanganui U15 Hockey Team – Sponsorship for NZ Champs in Blenheim  
Kids Foundation, Palmerston North – Four children to Movie Madness*



WINTER 2005

## ANYTHING LARGE, WE CAN DO IT

A new venture between Hooker Pacific and Multi-Trans in Auckland has heavy hauling covered in the North Island.

Multi-Trans Heavy Haul Ltd was set up in February this year and although it's based at Hookers Pacific's New Plymouth branch, it's run separately from its parent companies.

Manager Phil McKeany has moved from Hamilton to Waitara with his wife Carol to take charge of the new business.

Phil's extensive experience includes running the rail milk system in Hawera, and back in the '80s he led the huge road haulage from the New Plymouth port for the building of Motunui.

Now he's working with Terry Wilson who started with Hooker Bros. in 1969. Terry has joined him with his T904 Kenworth, Hooker Pacific's largest tractor unit.

With even more pulling power, a Mack Superliner from Multi-Trans recently joined the team. There are also trailers with three rows of eight wheels, four rows of eight wheels and two with six rows of eight wheels. These can be coupled up long ways to make 12 rows of eight wheels or side-by-side to make six rows of 16 wheels.

Phil says the new company fills a special haulage niche market covering the North Island.

"Anything large, we can do it, from 28 tonne up to 300 tonne."

A branch in Wellington, run from the New Plymouth office, is operated by Mark Ruakawa who drives a Mercedes 3053 tractor unit. He has a three rows of eight transporter with a two rows of



Multi-Trans Heavy Haul Ltd Manager Phil McKeany and Terry Wilson with their T904 Kenworth.

eight load divider and a one row of eight tag unit.

With the largest platform trailer in Taranaki, Multi-Trans Heavy Haul Ltd is set to tender for the larger loads. It has already shifted a whale-watching boat for Fitzroy Yachts and expects to be involved in big moves for the oil and gas industry, such as Motunui and rig shifts.

The company directors are Jim Ramsay and Greg Whitham of Hooker Pacific and Dave Brown and Malcolm Templeton of Multi-Trans.

For more information, contact Phil on 06 769 6130, or mobile 0274 891 229, or email phil@multi-trans.co.nz.



## We move...

One of half a dozen ex-British armed forces' Wessex helicopters being transported by Hooker Pacific from the Auckland Wharf to Heli Logging Ltd at Stratford.

## Who's Who at Hookers

**Auckland Area Manager**  
Mark Germann  
Ph 09 6345269 or 0274 775626  
mark.germann@hookers.co.nz

**Southern Region General Manager**  
Andy Stanley  
Ph 06 348 0064 or 0274 423427  
andy.stanley@hookers.co.nz

**Fuel Haulage General Manager**  
Neil Ramsay  
Ph 06 759 7954 or 027 4944054  
neil.ramsay@hookers.co.nz

**Shipping and Customs Director**  
Larry Stewart  
Ph 06 7597902 or 0274 433807  
larry.stewart@hookers.co.nz

**Moving and Storage General Manager**  
Ross Adamson  
Ph 06 7597951 or 0274 818600  
ross.adamson@hookers.co.nz

**Customer Services Manager**  
Rodney Maiden  
Ph 06 759 7910 or 0274 430 476  
rodney.maiden@hookers.co.nz

**Director Finance and Administration**  
Greg Whitham  
Ph 06 758 7799 or 0274 717 120  
greg.whitham@hookers.co.nz

**Taranaki Transport Division General Manager**  
Tony Hamilton  
Ph 06 7597912 or 027 2403952  
tony.hamilton@hookers.co.nz

**Hawkes Bay & Napier Manager**  
Peter Hynes  
Ph 06 843 3858 or 0274 481 795  
peter.hynes@hookers.co.nz

**Hawera Manager**  
John Parker  
Ph 06 278 0063 0274 421 590  
john.parker@hookers.co.nz

**Wanganui Manager**  
Blaine Pritchard  
Ph 06 348 0067 or 0274 713 977  
blaine.pritchard@hookers.co.nz

**Manawatu Manager**  
Terry Puklowski  
Ph 06 353 0545 or 0274 458 421  
terry.puklowski@hookers.co.nz



**Dear Readers** – This issue of Driveline introduces you to a major client, **Humes Pipeline Systems**, and profiles our Napier operation, which plays a cornerstone role in the Humes distribution network.

We also bring you the story of **Multi-Trans Heavy Haul Ltd** – a specialist operation based at New Plymouth. This company is an example of the diversity of operation and wealth of practical experience found within our organisation. And talking of experience we are proud to congratulate Hooker Pacific people who have achieved the milestone of 25 years service (or more!) A great effort, thanks to you all for your terrific contributions over the years.

Moving on to the future, things look promising on the work front – certainly volumes are holding up, even if there is downward pressure on profit margins.

Profits have been impacted by rises in costs, particularly fuel, and we need to increase utilisation and rates in order to maintain momentum and further grow the company.

Quality, performance and safety remain high priorities and a recent Bureau Veritas (BVQI) Audit reconfirmed our ISO 9001:2000 Certification.

Remember – **STAY SAFE OUT THERE!**

**Jim**

# A SMOOTH TRANSITION FOR HAWKES BAY



## KEEN TO DO IT WELL

(L - R) Owner Driver Matthew Madgwick and Humes' Murray Gibson.

Humes Pipeline Systems' mission is getting quality pipeline products into every road, farm, subdivision and pipeline project in New Zealand and the South-West Pacific.

Helping them do this is Hooker Pacific, one of the principal carriers of its concrete pipes and other products around the North Island.

The New Zealand Humes brand dates back to 1923, when pioneering industrialist Walter Hume opened a concrete pipe manufacturing plant in Masterton. Today Humes operates eight manufacturing operations and 20 sales centres throughout New Zealand and has been behind significant innovations in its industry.

Hooker Pacific transports Humes' products from all its northern plants to the North Island's west coast and to Manawatu, Wellington, Wairarapa, Poverty Bay and Hawkes Bay.

Hooker Pacific began its association with Humes with the take over of Schreiber Transport in New Plymouth and it further developed with its acquisition of Bearsley Express in the Hawkes Bay. Humes is now a major customer.

Humes North Island dispatch team leader Murray Gibson credits Hookers' Rodney Maiden, Jim Ramsay and Andy Stanley with the development of their working relationship.

"From the beginning it was pretty obvious to us that they were people who were very keen to do the right thing, keen to build a relationship with us and keen to do it well. And that impression remains to this day," remembers Murray.

Murray says he's found the Hookers team very responsive "and always wanting to do it well and address any issues or obstacles with us in order to do things better".

Since starting work for Humes back in 2002 Hooker Pacific has been very impressed with Humes' professionalism and attention to customer requirements.

"In the three years we have thoroughly enjoyed working with the Humes team and we're very proud of the relationship that has developed between our two companies," says customer services manager Rodney Maiden.



(L - R, front to back) Sheryl Atkins, Lisa Savage, Leanne Schicker, Peter Hynes, Nikki Schmidt, Viv Osgood, Stephen Knauf, Terry Northcott.

For more than 20 years Hooker Pacific's presence on the East Coast was a one man band, but since the acquisition of Bearsley Express last year the branch office has become one of the company's largest.

Hawkes Bay branch manager Peter Hynes says it was business as usual through the take over in February last year and staff and customers had to adapt quickly.

"We finished with the old company on one day and started Hooker Pacific the next, says Peter. "Everyone pitched in and put in a really good effort and it's all running like clockwork now.

"We all feel like we've been given unlimited support and accepted into the Hooker Pacific 'family' with no hassles. And now we're just like one of the team," he says.

With 30 staff and a fleet of around 20 trucks, the branch operates out of its large premises in Edmundson St, Onekawa which has a warehouse used for distribution and storage, as well as outside storage and parking facilities for all trucks.

A lot of capital has gone into refurbishing the fleet with Hooker Pacific livery and there's been a boost in the number of trucks based in Napier. The fleet includes curtain-sided and refrigerated trailers, curtain-sided dry goods units, skeletal and flat-deck trailers, Hi-ab truck and trailers and a swing-lifter. Also, two new Hi-ab truck and trailer units will be in service over the coming weeks, dedicated to moving concrete products for the branch's largest client Humes Pipeline Systems.

The branch operates set runs from Auckland to Napier and vice-versa, six nights a week, with a trailer swap in Tokoroa. It carries mostly produce, general freight and a dedicated truck takes NZ Post. "We also cover from Gisborne to Wellington, with connections to Wanganui, Taranaki, Wairarapa and the South Island," says Peter.

There's also the movement of egg and apple packaging, "an awful lot of wine", white wear, electrical goods and FMCG's for the New Zealand supermarket chains.

"Our busiest period is from November to June with the bulk of the freight being summer fruit, corn, grapes, packaging, timber and concrete. Adding to this, we recently picked up a major contract to carry export containers of apples, and have transported about 500, 40ft high cube containers to Wellington, Tauranga, Auckland and Napier ports," says Peter.

Dispatch coordinator Terry Northcott organises the daily movements of the trucks moving Humes products from its factories in Auckland, Hamilton and Hastings to around the North Island. Terry also looks after the flat-deck and container trailers and Stephen Knauf looks after the curtain-siders and the general freight trucks.



## DIESEL DAN

Diesel Dan is back on board and his attitude is as positive as it ever was, since being severely injured in an accident at Port Taranaki.

Danny Morrison, an owner-driver, was on top of a bitumen tank when an explosion left him a paraplegic and with communication and airway difficulties.

He returned to work at Hooker Pacific in the New Plymouth transport division a few months ago, on Tuesday and Thursday afternoons.

With a little help from his caregiver Moira Swetnam, Danny checks COFs, drivers' running and inspection

sheets and does the filing.

Danny's next challenge is the shift from doing his job manually to doing it on the computer. "It's a very big learning curve; it's like being a kid back at school again."

"I'm sure we can figure it out as long as they can cope with me," Danny jests.

Managing director Jim Ramsay says he admires Danny's strength and determination. "Not only am I pleased he's here, it's the amazing effort he's put into getting himself to this stage."

## HERE FOR THE LONGHAUL!

Our congratulations and thanks to the following staff, who have each given more than 25 years service to Hooker Pacific and associated companies.

- |               |               |               |             |
|---------------|---------------|---------------|-------------|
| Jo Campbell   | Ross Adamson  | Terry Wilson  | Jim Ramsay  |
| Jim Dombroski | Dave Stallard | Geoff Tate    | Gary Webber |
| Jim Priest    | Les Magrath   | Nancy Magrath | Harold Shaw |
| John Carey    |               |               |             |

A pretty impressive record – and – that's not all either. A lot of company records were lost in 1989, and we also recognise previous service with companies which have been acquired and absorbed into Hooker Pacific. Some of those records are a bit scanty, so we may have missed a few!

NOTE TO POSSIBLE 25 YEAR STAFFERS: We would like to get this correct. If you have put in 25 years or more – by whatever route you came – PLEASE let us know the history by emailing [jim.ramsay@hookers.co.nz](mailto:jim.ramsay@hookers.co.nz).