

## The story that snowballed...

When the story was first heard, the snow was up to Jonno Roessen's knees when he disembarked from his truck on the road side up Titiokura Saddle. It was Thursday June 22, at about 3.02pm, and New Zealand was coping with the coldest winter in years.

On State Highway 5, just 50kms out from Napier, Jonno found his fully concrete-laden truck sliding off the icy road. Pulling over, he parked up near several other trucks which had already come to a standstill after also losing traction.

The Police soon closed the road and drove them into Napier. Around 24 hours later, the road was cleared enough to get the trucks out and later that week at the pub, the story snowballed... "It was the worst weather we've had this century! . . . the snow was up to our waists . . . and all the truckies had to walk all the way back to Napier, mate!"



## Stepping up the service

Photographed is one of Hooker Pacific's Auckland curtain-sider trucks. Hooker Pacific have a long and well established relationship with MCK Metals Pacific Ltd who extrude aluminum profiles as well as fabricating products for a variety of sectors at its New Plymouth plant. - MCK also manufacture and produce the range of Alco ladders in New Plymouth.

ALCO products, MCK's retail arm that sells the Alco NZ made ladders to all leading hardware and trade outlets, saw the opportunity to enhance the relationship while securing high exposure for their ladder range.

Hooker Pacific freights MCK Metals Pacific's products including at least a B-Train a week of Alco ladders from New Plymouth to Auckland.



Hooker Pacific's Rodney Maiden and Black Sox captain Jared Martin present Duffy Books to Puketapu School's teacher Maryann Baylis and her pupils.

## Breaking the cycle of "booklessness"

Hooker Pacific is proud to be a lead sponsor for the well known and respected Duffy Books in Homes programme. By contributing a substantial amount for 2006-2007, the company is helping to provide children with books - books they can take home, call their own, read and re-read.

This money has been gifted to Bell Block's Puketapu School in Taranaki - one of 463 schools that benefit from the Duffy programme which aims to create a more literate and employable society by breaking the cycle of "booklessness" for children.



# DRIVELINE

EDITION NO.5

## SWALLOWED BY A WHALE OF A PLANE



This Antonov transporter was so big an entire Hooker Pacific truck was able to reverse into its fuselage.

Hooker Pacific's New Plymouth dispatch received a SOS call from international freight forwarding client Cunningham Gill Ltd to move over 100 tonne of drilling equipment to Auckland Airport to meet a large Antonov freight aircraft. Especially chartered for the job, this equipment, belonging to BJ Services (NZ) Ltd and MI Swaco, was required urgently at a well site in Papua-New Guinea.

To complicate matters all the large items had to be broken down into smaller sizes as the only access to the well site in PNG was by helicopter.

Steve Runciman from our New Plymouth dispatch office was tasked with co-ordinating this project, and spent a whole day helping the BJ Services crew break down large 21 Tonne pumps, packaging up smaller items and making sure they all fitted onto the trucks.

Hooker Pacific received the call on Monday afternoon and all this equipment had to be at the airport by 7am on the Wednesday morning.

This was a very challenging and demanding project which we were able to complete within a very tight timeframe to the satisfaction of all involved.

## 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 06 755 9417 or 027 4944054  
neil.ramsay@hookers.co.nz

### Shipping and Customs Director

Larry Stewart  
Ph 06 755 9456 or 0274 433807  
larry.stewart@hookers.co.nz

### Moving and Storage General Manager

Ross Adamson  
Ph 06 755 9454 or 0274 818600  
ross.adamson@hookers.co.nz

### Customer Services Manager

Rodney Maiden  
Ph 06 755 9412 or 0274 430 476  
rodney.maiden@hookers.co.nz

### Managing Director - Jim Ramsay

Ph 06 755 9465 or 0274 445 474 - jim.ramsay@hookers.co.nz

### Director Finance and Administration

Greg Whitham  
Ph 06 755 9460 or 0274 717 120  
greg.whitham@hookers.co.nz

### Taranaki Transport Division General Manager

Tony Hamilton  
Ph 06 755 9422 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

### Big or small - we appreciate you all

Well folks...there are more than 1300 stories in the Naki'd city, and in this edition of Driveline we're gonna bring you just some of them.

The story begins one night when I was reading our Debtors Ledger (music to my ears, and nothing on TV) and I was reminded that we do indeed service more than 1300 clients, hailing from all over New Zealand.

That number includes a few biggies - some pretty impressive ones actually, Kiwis and multinationals - but the message of this edition is that you don't have to be big to be beautiful - all of our customers matter to us.

So to all you smaller - but regular - users of our transport network, a big thank you - you form a vital part of our business mix, and the transport system which

we all rely on. See inside for a few examples of this great bunch of supporters!

At Bell Block, work continues on our new Taranaki Transport & Storage Complex, which is already home to all our operational activities. Administrative divisions and functions recently transferred to the new offices, and we are all looking forward to operating as one team from the new site.

Further south, we are also considering our depot options in Wanganui and Palmerston North. Smaller branches, like the smaller clients, are just as important to our business mix, and the Wanganui / Manawatu teams have grown their work considerably in the last 5 years, so it's time we looked at improving the facilities in these areas.

The future looks good - so KEEP ON TRUCKING!

Jim

# RECOGNISING JUST A FEW OF OUR SMALLER, VERY VALUED, CLIENTS



Branch manager Dan Trusk loading poles for Wellington

## Busck Prestressed Concrete Ltd

### Manawatu

Busck Concrete started in Whangarei in 1946, when it recognised New Zealand's growing need for large scale construction. It opened a branch in Palmerston North last year and is soon to open another in Christchurch.

With staff of 75, plus various other sub-contractors, Busck Concrete manufactures power poles for power supply companies North Power and Vector, and makes a huge variety of other products such as cattle grates, concrete stairs, wall panels and bridges.

Since Busck Concrete began operating in the Palmerston North area, it's contracted Hooker Pacific to move a significant number of concrete products throughout the North Island.



Hooker Pacific's Tau Taulai unloading a Filmchem container in our Auckland depot

## Filmchem Limited/lenkermusic.co.nz

### Auckland

Filmchem Limited import and distribute plastic film, foil and chemicals, while its musical instrument company, called lenkermusic.co.nz, imports musical instruments and sells direct to the end user.

Hooker Pacific transports 40ft containers for the businesses between Auckland and New Plymouth every month, and supplies container transport and devanning and storage facilities in Auckland. Hookers and Filmchem have worked well together for more than eight years, says Filmchem's Grant Morris.

"There's an expectation the job will get done within a certain time frame. Working with Hookers is no fuss - just everybody following good systems," says Grant.

"On the few occasions when we've needed a slightly quicker delivery time - it's like dialing an emergency number - the response is immediate and everybody is kept informed of the progress," he says.

## Wanganui Auto Wreckers

### Wanganui

Wanganui Auto Wreckers has been dismantling cars since 1958 and now specialises in parts for late model Ford, Holden, Mazda and Suzuki. With more than 150 cars on site and parts needing fast delivery, the auto wreckers depends on Hookers to transport its larger goods all over the country, says owner Tony Swain.

"The guys at Hookers are reliable, we know that if they pick up a gearbox it will be there by lunch time the next day," Tony says.



Wanganui Auto Wreckers Tony Swain & Hooker Pacific Wanganui branch manager Blaine Prichard

## Norwood Farm Machinery Centre

### Hawera

The Norwood company pioneered the national distribution of tractors and farm machinery back in 1948 and has since developed as one of the best known names in New Zealand agriculture.

In every sector of the market from tractors and harvesting machinery, to tillage and seeding, materials handling and ground care equipment, Hooker Pacific transports the new and used machinery between Hawera and the other 17 Norwood branches and its 70 dealers around the country.

Hookers' Hawera branch manager John Parker is always proactive, obliging and on the case for any situation, says Norwood spare parts manager, Ken Dombroski.

"We've dealt with Hookers for more than 20 years. They're handy and very user friendly. It's just a matter of ringing up Tracy in the office and the job's done," Ken says. "What more can a customer ask for?"



Hawera branch driver Jim Dombroski & Norwood Machinery's Ken Dombroski



Furniture Removal staff making another pick-up from Newton Gordge Joinery

## Newton Gordge Joinery Ltd

### Hooker Pacific Furniture Removal New Plymouth

Newton Gordge Joinery, started in New Plymouth 25 years ago, manufactures, sprays and finishes its joinery on-site and employs Hookers Furniture Removal division to transport most of it all over New Zealand, says owner operator Newton Gordge.

"Our joinery needs to be delivered to clients without a scratch, so Hookers rug it all up carefully and make sure it doesn't get damaged," Newton says. "And the drivers go out of their way to get it there on time."

## Shelving Shop Napier

With more than 19,000 shelves in stock and more arriving daily, the Shelving Shop in Hastings needs a reliable transport firm to move its product around New Zealand. Specialising in new and used shelving and shop fitting systems, the company has worked with Hooker Pacific Napier Branch manager Peter Hynes for more than 12 years - keeping their business with him as he moved between companies, says Martyn Currie, Shelving Shop sales manager.

"Any freight problems, we can ring Peter 24 hours a day and he will sort it out straight away, even if it involves putting on extra trucks. He will move mountains when we need him to, especially when we're working to tight time frames," Martyn says.



Hookers truck gets loaded up at Hastings for the Shelving Shop



Hooker Pacific's New Plymouth Customs Agent Brian Scanlan and Shuk Engineering Distributors' Alan Mountain.

## Shuk Engineering Distributors Ltd

### Hooker Pacific Customs Agency New Plymouth

Shuk Engineering Distributors is New Zealand's largest industrial gasket manufacturer, with branches in New Plymouth, Auckland and Christchurch. The company also has major agency distributorships of gasket products which requires large volumes of materials coming in from all around the world.

Shuk relies heavily on Brian Scanlan from Hooker Pacific's New Plymouth Customs Agency (NPCA) to take care of all the clearances and delivery arrangements, says Shuk general manager Alan Mountain.

"NPCA's understanding of Shuk's business and products, and knowledge of shipping/border requirements means we don't get involved with importing and exporting allowing us to get on with what we do best," says Alan.