

## A man with two loves

When it comes to Auckland area manager Mark Germann – his passions are simple – fishing and Hookers.

Now we know what he means by the latter – Hooker Pacific – where he looks after the busy Auckland office based in Mt Wellington.

By the former he usually means snappers – and his biggest to date is a 10 kilo monster caught off Whitianga not so long ago.

Mark's been in the transport industry for 25 years and has carted all types of loads mostly around the North Island. He started driving Fodens and they remain his favourite trucks even though he got out from behind the wheel and into Transport Despatch then Management back in 1992.

"In this job, there's always new challenges and different things happening within the company – no two days are the same," says Mark.

"You often have to work to a deadline and be able to think ahead. Planning is essential to making all the logistics work. Recent changes in direction for Hooker Pacific Auckland has seen more focus placed on growing our local container and bulk movement side of the operation."

Although Mark has worked for only two transport companies, he has had dealings with many more over the years and what he likes about Hooker Pacific is that even though it is a large company it's run like a family business that shows true commitment to it's staff and customers alike.

"All of the company directors are contactable and they are very hands-on," explains Mark. "They know every inch of the business and decisions are made very quickly."

With a bit of luck come the weekend, Mark will be packing up his fishing tackle and heading out on the big blue with a bunch of his best mates. They like to fish anywhere from the Bay of Islands to the Coromandel – just as long as the fish are running. But just to prove his fishing stories don't grow with time and liquid refreshments, Mark's had his grand daddy snapper mounted for his trophy wall at home!



Above: This looks a bit fishy!  
Below: Auckland Manager Mark Germann



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## WELL CONTAINED WITH FERGUSON SEACABS



Hooker Pacific Shipping Manager Brian Jacobs, General Manager Ferguson Seacabs Australia Carol Pearce and Hooker Pacific's General Manager Freightling Tony Hamilton

Hooker Pacific's position as a leading transport supplier for the oil and gas industry has taken another leap forward with the appointment as the New Zealand agents for Ferguson Seacabs – one of the world's largest providers of specialised containers for the offshore oil and gas industry.

Ferguson's has built a reputation for the design, manufacture, certification and leasing of containers that meet the rigors of work on offshore platforms all around the world.

Hooker Pacific's Shipping Manager, Brian Jacobs says that nearly 20 versions of Ferguson's specialised containers including bulk chemical tanks, portable workshops, and a range of cargo baskets are now available for lease from Hookers.

"This was set up after an initial visit by Eirik Ellingsen, CEO of Ferguson Seacabs Norway, and Carol Pearce, General Manager of Ferguson Seacabs Australia late in 2007," says Brian.

"Carol was instrumental in setting up a contract and from there on in it was all go."

There has already been a great response from the industry because it's the best range of quality equipment in the country, says Brian.

"For example – there's nothing like the portable workshops in New Zealand. They feature a durable workbench with a built in vice, drawers, shelving inside protective cages – and there's even variations with a hoist and rails for the lifting of heavy equipment."

All DNV certified and painted in Ferguson's distinctive navy blue livery, the brand-new Ferguson containers are available on a daily hire basis or on long-term hire contracts.

Versatility and ease of use is evident in the container design. General cargo baskets range from 1.5m to 14.3m in length, meanwhile drum baskets range from 3.7m to 4.2m and offer single or double opening side doors for ease of access.

Mini containers form the largest part of the fleet and feature a three piece shelf capable of holding 2000kgs and a cargo net that stops freight falling during transit to an offshore location.

Among the nearly 100 containers available from Hooker Pacific, there's also a range of half-height containers from 3m in length up to 7m – also with removable or swing doors for ease of loading and unloading.

"As one of the largest suppliers of offshore equipment in the world, Ferguson Seacabs has put a lot of research and design into its containers so they will meet the needs of the offshore industry," says Brian.

As well as offshore work this equipment is also available and suitable for onshore use.

For more information, contact Hooker Pacific's Shipping Manager, Brian Jacobs on 027 686 5776.

Below: A selection of Ferguson Seacab containers for hire



## A library of Duffy Books



Nearly 300 school children in Bell Block's Puketapu School are building their own private libraries with Hooker Pacific's funding of the Duffy Book programme for a third year.

The programme encourages children to develop a lifelong love of reading says Mike Johnson, the principal of Puketapu School in Bell Block.

"Children from age five to 12 are able to choose their own books – and because they have chosen them they read them from cover to cover," explains Mike.

"If we didn't have the financial support of Hookers we wouldn't be able to offer our children this opportunity. After three years of support, some of the children have a tidy number of books."

Left: Tony Hamilton presenting books to the children at Puketapu School

## Check out our website [www.hookers.co.nz](http://www.hookers.co.nz)

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Hello Readers

Christmas is sneaking up on us. Again! Time flies by, some things keep happening and some things change. Like the Government – good news for NZ, and the new crew look to be a little more business friendly. Looks like we might need that too – the Global Money Mess is sneaking up on us as well. Things could get tougher yet, so we might need to look out for a bit of high ground.

Some things don't change. It really is possible to have friends in business and our 30 years relationship with Ross Graham and his truck maintenance team is a great example. When hard times strike these long term relationships can be especially valuable and appreciated, and we are grateful to be part of many such arrangements, some going back over a half century and more.

We recently purchased more new Western Star trucks (the first one came into the fleet back in 1987) and these high specification vehicles will help us to remain on top of our game during the coming times.

It's important to re-invest in the best equipment if we are to continue to provide the best services. You will note in this issue that other leading companies are also investing in new equipment to serve their customers better.

Ferguson Seacabs and Winton Stock Feed are good outfits who like to do things right and we are pleased to be part of their plans.

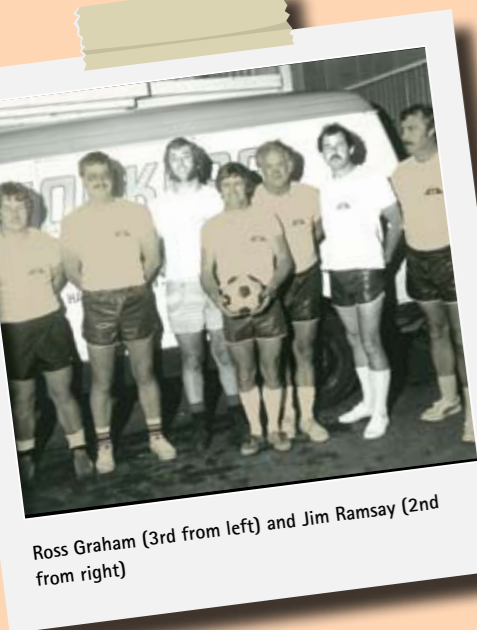
We're also pretty ecstatic that our Heartland of New Plymouth, Taranaki has been awarded the "NORTH & SOUTH MAGAZINE" top billing as the 'BEST CITY IN NZ' to Live, Love, Work, Play and Raise a family in'. Not Bad!!

But wait, there's more!! How about BEST CITY in the WORLD!! That's what the judges at the International Awards for Liveable Communities thought recently and of course they were right!

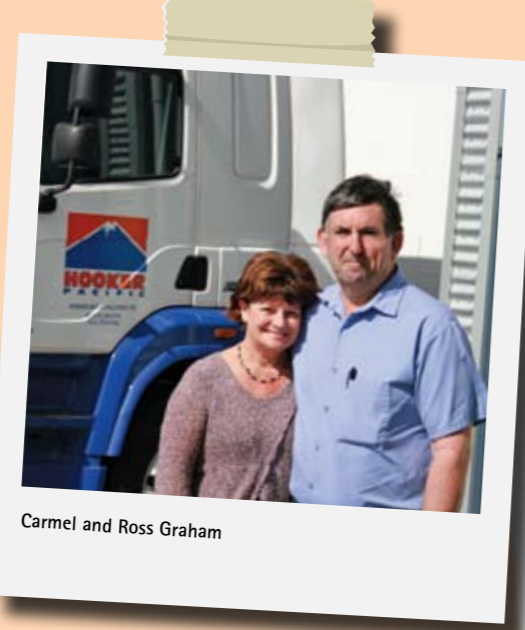
We knew it all along! But now you non-Taranakians know it as well, so why not come and check it out for yourself.

It's a mighty place to spend your summer holidays.

See you soon and Seasons Greetings to you all. Jim



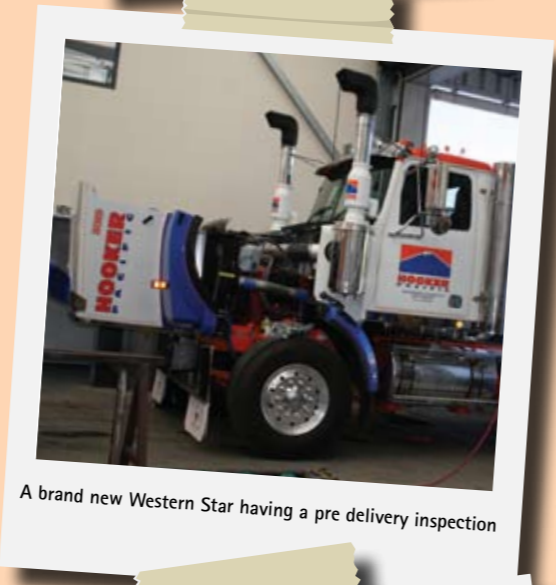
Ross Graham (3rd from left) and Jim Ramsay (2nd from right)



Carmel and Ross Graham



The new truck wash in operation



A brand new Western Star having a pre delivery inspection



Jim Ramsay and Ross Graham

# Ross Graham Motors - we've grown up together

The photos from the late 1970s say it all. Hooker Pacific's Jim Ramsay and Ross Graham – a little more hair, a little flatter stomachs – but a lot of the same loyalty that has been the basis of a working relationship spanning more than 30 years.

Jim and Ross first met in 1977 when Hookers bought out Stratford Transport Limited where Ross was the chief mechanic.

Hookers soon encouraged Ross to set up his own workshop with the Hookers fleet as a cornerstone client – and the two businesses have grown up with each other ever since, says Jim.

"Mechanics are like doctors – you rely on them to tell you what's wrong," considers Jim.

"Our relationship with Ross is based upon trust. He looks after the maintenance and repair of our fleet nationwide through a network of like-minded souls."

That network involves up to 60 specialised mechanics from Kaitiaki to Invercargill looking after around 250 tractor units and 500 trailers. Ross and his team provide a monthly maintenance database on every unit as well as fleet management advice.

Hookers' fleet consists mainly of Fodens, IVECOs, Western Stars, Kenworths, and Hinos – and is a modern, well maintained fleet.

"It is one of the larger fleets in New Zealand so we're on call 24/7," says Ross. "As Hookers has grown bigger and better, so have we."

Ross has built a purpose-built workshop alongside Hooker's main depot in New Plymouth. While it features all the high tech diagnostic equipment required for a modern fleet, it also has a functional design with plenty of natural light and a 25 metre pit so a complete B-train can be serviced at one time. It also has an environmentally friendly "drive thru" truck wash that a number of transport operators in Taranaki also use.

While Ross says he's good friends with Hooker's directors – when he needs to get away from the nuts and bolts of the company's fleet management – he hits the race tracks on any one of five classic motorbikes he owns and cherishes. So maybe a little of the 70s wild child hasn't quite let go yet!

# Molasses on the moooo – ve!



The new blending plant with some of Hooker Pacific's operating team Warren Reid and Les Magrath with Winton Stock Feed Engineer Doug Macdonald

Taranaki cows have developed such a taste for sweet molasses that distributor Winton Stock Feed Limited is doubling capacity for local output – and doubling Hooker Pacific's molasses transport operation.

South Island entrepreneur Nelson Lindsay started Winton Stock Feed in the late 1980s and it's grown into a nationwide operation since then. For distribution to Taranaki farmers, Nelson imports molasses by the container load from Fiji through the Port of Taranaki.

Hookers pick up the containers containing large bladders of molasses and process the molasses into a more liquid form by heating it using a plant on their Bell Block depot. The molasses is then distributed to farmers in Taranaki and the lower North Island using bulk liquid tractor and trailer units.

The operation has proved such a success that Winton Stock Feed is investing in a new production plant to double the amount of molasses than can be processed, says Nelson.

"Farmers have discovered that our Fijian molasses is a very high grade so demand is soaring," says Nelson.

"And there's no fuss with Hookers. They are a very big company and you think that would make them impersonal. But that is not the case – they are very good people to work with."

For Hookers' Les Magrath, the Winton Stock Feed contract is anything but sticky.

"We have two dedicated tankers working six days a week to keep up with demand," reveals Les.

"We're currently handling 10, 25-tonne containers a week. The new plant means we will be able to speed up production and put new tankers on the road to meet farmers' orders."

Below: The control room for the new blending plant



## We're on top of the world!

New Plymouth is on top of the world after winning big at the recent International Awards for Liveable Communities hosted in China, less than a month after being named the best place to live in New Zealand by North & South magazine.

Following presentations by a New Plymouth District Council team led by Mayor Peter Tennent, the city collected:

- A Whole City award, as the best city of our size in the world.
- The Sustainable Projects Award for our magnificent Coastal Walkway.

- A Community Sustainability award.
- Two gold awards (for the whole city and sustainable projects categories).

Mayor Tennent says that "New Plymouth is on top of the world and it's all down to the incredible vision and passion of this community!" "These awards are further recognition of what we in New Plymouth already know. This is a fantastic place to live, work and visit."

The team at Hooker Pacific congratulates the New Plymouth District Council on these fantastic achievements.

We are very proud to be part of this city's growth for the past 140 years.