



TRAILER FEATURE



GOOD DESIGN: Graystar Trailers have developed vertical double loader systems.

PHOTO: CONTRIBUTED

Graystar listens to client needs and provides solutions

THIS June will mark the fourth anniversary of Graystar Trailers in the Refrigerated Transport Manufacturing Industry.

The year 2009 was probably not the ideal time to be starting a new manufacturing business.

Unforeseen circumstances were the reason that David and Samantha Gray chose this time to take the plunge.

"We are very lucky to have some extremely good clients, and suppliers, who helped us to establish the business," said Mr Gray.

"We won't mention any names, but we would like to thank them all very much for their help in making it all happen."

He said last year was relatively quiet with new equipment, but the business diversified and still kept busy with repairs and refurbishments.

While the last three months of the year showed a resurgence in new equipment which has continued on in to 2013.

"We have recently employed another three staff members to help with the increased workload, and will soon be putting on another two."

"We have also implemented a training course for all employees to help with producing equipment that is of the highest standard."

Another development Graystar Trailers are pushing into quite heavily, is vertical double loader systems.

"We had built a couple of prototype B-doubles for one of our biggest clients."

"These have proved to be very successful."

"Obviously with the OHS benefits of this system, and the quality of our construction, there has been a lot of interest."

“We are interested in listening ... and providing a top quality product.”

— David Gray

"We presently have a few trailers in build for other clients who have seen these trailers in operation."

Another great benefit to this system is the fact that the bars are contained in the trailer and cannot be lost or stolen.

The other main thing Graystar Trailers have been concentrating on over the last couple of years is weight reduction.

"We have been doing a lot of research and development in to

both chassis design and laminated panel construction.

"The latest trailers we have built are around 300-400kg lighter than what we had previously built as a standard."

"To keep up the quality levels that we require, all Graystar Trailers are still built on a full chassis for maximum strength."

"New designs with our laminated panels have allowed us to build them lighter without sacrificing any strength."

In fact, Graystar Trailers believe the latest construction designs have allowed them to build stronger trailers, that are also better thermally.

"The size of the business means that we can work with the clients to provide what they require, and it is something that we do very well."

"We are interested in listening to them and providing a top quality product, not just selling mass produced equipment."

"This, and the fact that we bend over backwards to help, are probably why we are finding that the product is basically selling itself."

This year is looking to be a very exciting year for Graystar Trailers as they look forward to continuing to grow and to expanding their horizons.

Revolutionary Wheel Handler

Fast
Safe
Precise

View on YouTube:
youtube.com/SLEECOWheelHandler

Contact Sales:
TRUCKLINE 1300 552 525

Knight Industrial Brake and Clutch, Kewdale WA
Gary 0418 958 403

DA Slee & Co - David Slee 042 8411 608
Email: david.slee1@bigpond.com

SLEECO From DA Slee & Co

Patents - USA & 1,337,044 Australia Patent Pending

GATES 'R' US AUSTRALIA'S PREMIUM GATE BUILDER AUSTRALIAN OWNED

ARE YOUR TRAILER GATES UP TO AUSTRALIAN STANDARDS?
DON'T RISK IT CALL US NOW!!!

- WON'T BE BEATEN ON PRICE
- WE SUPPLY AUSTRALIA WIDE
- GREAT SPECIALS THIS MONTH!

TRAILERCORP

17 Halley Crescent
Campbellfield Vic 3061
Savvas: 0413 333 331
☎ 03 9303 7434 ☒ 03 9303 9421

5169298aa

It's Safer To Keep It Covered

With... **EVERLAST AUSTRALIA WIDE TRUCK TARP**

- Mobile Fitting All over Australia
- Australia's Most Reliable and respected windback system

EVERLAST AUSTRALIA WIDE AND LOCAL EVERYWHERE
PH: 1300 795 112

Website: www.everlasttrucktarps.com Email: everlasttrading@bigpond.com

3957637aa