

# Celebrating a major milestone

MELBOURNE-BASED OEM **GRAYSTAR** TRAILERS HAS PRODUCED ITS 150TH VEHICLE LAST MONTH. THE LANDMARK BUILD, A 22-PALLET FULL FREEZER DOUBLE LOADER TAG TRAILER, HAS BEEN DELIVERED TO **SARGEANT TRANSPORT** IN BALLARAT.

Six years after the company's inception, Melbourne trailer business Graystar has come full circle last month with the delivery of its 150th trailer to Sargeant Transport – one of the brand's first and most faithful supporters. "Sargeant Transport was one of the first transport businesses that came on board with Graystar Trailers. It has always been at the forefront of technology and is still only running the best-specified equipment," says David Gray, who founded Graystar in 2009. "It's great to see that our milestone build is going to such a loyal client. Since we first started, many hours have been spent on research and development to ensure that the Sargeant equipment would set a new benchmark in both thermal efficiency and safety. A considerable amount of these advances have shaped today's Graystar portfolio, so the team at Sargeant certainly helped us get to where we are now in more than one way."

According to David, the 150th Graystar build is a prime example of the technical expertise that has been jointly developed since 2009. "Just like every trailer we've done for Sargeant Transport, the milestone vehicle was specifically built for the customer and includes all the features it requested," he explains. "These features include a recessed track vertical double loader system with low profile bars, stainless steel load control tracks, LED internal and external lighting as well as a knurled finish airflow floor for greater safety." David has "extremely high standards" when it comes to the materials used in every Graystar build. Components are made in-house where possible and local fabricators are used quite frequently. For example, when none of the local importer/suppliers could provide stainless steel rear door hinges to Graystar's standard, they commissioned a Melbourne company to produce them. Other items are regularly sourced from Europe, the UK or the

US. "This is not the cheapest way to build a trailer, but we have found it is the only way to build one that is to the standard that we require, and we are proud to put our name on," says David.

As a case in point, David says that BPW Transpec has supplied the tri-axle air suspension for the aptly named '150'

#### Fast Fact

Graystar Trailers was established in 2009 by David Gray, who has been in the industry for more than 30 years. "We recognised a need in the marketplace for high quality refrigerated semi trailers, road trains and B-double combinations that were better than just average," he says. "That's how the whole thing started."



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trailer. "The suspension is built to Graystar's specification, the two main advantages of which are the fitment of rear mount shockers and the use of larger diameter air bags," he explains. "This combination has proved to be just about bullet proof when fitted in conjunction with a Graystar Trailer. Disc brakes are fitted on all Sargeant Transport trailers and BPW's disc brake monitor system is also fitted as part of the standard specification."

On top of that, Narva LED lighting is used both internally and externally. "A plug and play system is used throughout, which makes it incredibly easy to add or take out lights from the system. On the rare occasion of an electrical problem, it also allows the area with the fault to be easily found and isolated," David explains – adding that Graystar Trailers carries an extensive range of spare parts, lighting and wiring components that can be used with this system.

The double-loader system, meanwhile, is supplied by Allsafe Jungfalk. "This German company provides load restraint systems that are second to none," says David, explaining that the system's aluminium tracks are recessed into the sidewall panels when they are built to provide what he calls a "vertical double-loader" system. The low-profile double-loader bars are mounted – and locked

– in these tracks and can be lifted to roof height when not being used.

According to David, this system is very safe to use and will ensure that "lost bars" become a thing of the past. And, because the bars stay in the trailer there is also no requirement for a bar storage box.

To control the temperature within Graystar's '150' build, the company opted for Thermo King's Precedent S-700 refrigeration unit, supplied by Southern States Group. "The Precedent S-700's contemporary design, combined with the SR-4 technology, micro-channel coils and new engine makes this the most powerful, yet economical unit available," David comments. "I believe that the Precedent S-700 really complements the superior thermal efficiency of the Graystar Full Freezer trailer. The result is a trailer that will deliver the ultimate in temperature control, is great for the environment with lower emissions and saves the customer money with the lowest running costs."

To commemorate the achievement, David Gray and Khan Silinzieds from Signmedia collaborated to come up with the distinctive signage on the '150' trailer. "The brief was to have something that celebrated the milestone, recognised the client and suppliers, and stood out from the crowd," says David. "It was also necessary that dark colours were

kept to a minimum so as not to absorb heat. The end result certainly filled the brief and provides a very 'cooling' effect."

Celebrating the one-of-a-kind build, David and Sam say they would like to thank everyone that has supported them since the business's inception back in 2009. "We have had fantastic support from most of our suppliers, some of them have backed us from the word go," they say. "We have very good relationships with them and appreciate what they have done for us. Our clients are our greatest assets and some of them were instrumental in us establishing the business in the first place. We strive to work with them to produce exactly what they want."

The two say setting up the business in close collaboration with suppliers and customers has been a "great learning curve" for them and produced many ideas which are now included in Graystar's current-day line-up.

"Many improvements have been made over the last six years. These improvements now allow us to build trailers that are lighter, stronger and more thermally efficient. The '150' trailer, for example, weighs in at 9,420kg. And, yes, that does include the fridge unit and fuel tank, with fuel. All this on a full chassis that is road train rated. Safe to say we've come a long way."

#### Fast Fact

According to Graystar Director David Gray, Narva LED lighting is used both internally and externally on the aptly named '150' build. "Even the road-train rated wiring loom, which is used as standard on all Graystar Trailers, is supplied by Narva."

#### Contact

Graystar Trailers  
219 Dundas Street  
Preston VIC 3072  
Ph: 03 9484 4568  
Web: www.graystartrailers.com.au

