

Murphy's link

LIKE ANY INDUSTRY, 'NETWORKING' IS AN ESSENTIAL PART OF AUSTRALIA'S TRANSPORT INDUSTRY. PEOPLE SHARE LEADS, IDEAS, AND HELP EACH OTHER GROW. **MURPHY'S TRAILER REPAIRS** FOUND THAT OUT WHEN IT CAME ACROSS THE LATEST IN MODERN COUPLING TECHNOLOGY, COURTESY OF **TCK AUSTRALIA**.



Renowned for its famous mine that produces lead, silver, copper and zinc, Mount Isa is the commercial and industrial centre for Queensland's vast northwestern region. It's also the home of Murphy's Trailer Repairs, who service the state's transport industry as well as operators in the Northern Territory since 1992.

"We repair and maintain of all types of transport equipment, including tippers, livestock trailers, skels and tankers in any configuration," says Managing Director, Mark Murphy.

Just like any repair-focused business, Murphy's depends on a steady supply of components to keep the workshop running. "The transport market is so diverse up here, especially regarding the equipment used. There is heavy mining machinery, general freight, livestock and fuel to be transported," Mark says. "With so many different operators coming through, you end up making a lot of friends and speaking to people from different segments of the

market. And as a result, you get a lot of advice and recommendations on the equipment they're using."

In 2009, Mark would touch base with an acquaintance in Perth – and the meeting turned out better than expected. "When

honest, since we started fitting them we have not had any callbacks at all. Despite the harsh road conditions and environment here up in western Queensland, the couplings remain intact," Mark says.

"It's a reliable product that's delivered very

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I met up with my mate who works at the Perth office of power steering equipment company Hydrosteer, it just so happened that he was trialling a group of trailer couplings from TCK Australia. At the time, I thought it wouldn't hurt to try a few as well since we required some for our workshop." Almost four years on, Mark has become one of TCK Australia's biggest clients, regularly placing orders for couplings. "The couplings are used predominantly to connect the road train applications we service. To be perfectly

quickly once orders are placed, and I've received the same feedback from other operators I've spoken to in the industry. It's a credit to Graeme Rowlands of TCK Australia, who goes out of his way to look after his clients and is always willing to work with you to achieve a competitive price." 

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