

## Stick with what you know

35 YEARS OF TRANSPORT EXPERIENCE HAVE TOLD ROB CROSBY OF **HALLS HAULAGE** THAT A QUALITY PRODUCT WILL ALWAYS SELL ITSELF. TAKE **TCK AUSTRALIA'S** TOW COUPLING REPAIR KIT - A PRODUCT THAT, ACCORDING TO ROB, EXCEEDS THE LIFE OF ITS PEERS IN THE MARKET. IT'S NO SURPRISE HE RECOMMENDS IT TO HIS OWN CLIENTELE AS WELL.

After spending the past three years working in the aftermarket parts and service segment, Rob was hired by Western Australian transport specialist, Halls Haulage, in January this year to take on the role of Operations and Maintenance Manager.

"I've known Rob since 2009, when he was servicing our trucks and trailers at his previous company," says Halls Haulage's Managing Director, Brian Hall, who founded the company in 1974.

"If there was anything we needed in terms of new parts or fixing any issue related to

our vehicles – Rob was the man to speak to. He looked after us pretty well, and we're certainly glad to have him aboard." Rob will now oversee the running of Halls' 75 tippers, which used predominantly in WA's grain and fertiliser market in a road train configuration. With the grain season

in full swing, he will need to ensure the equipment on Halls' road trains is up to scratch, especially the tow couplings used on the rear of each tipper. To achieve that, Rob is using tow coupling kits courtesy of TCK Australia.

"When I started there in 2009, it wasn't long before I met Graeme Rowlands of TCK who convinced me to trial his Australian manufactured tow coupling repair kits on Halls' road trains," recalls the 51 year-old, who also spent 18 years as a truck mechanic. "A few months later, following some positive feedback, I started putting in bigger orders and

that hasn't changed since."

According to Rob, the wear parts in the kits are one of the strongest products that he's ever come across. "Tow couplings take a great deal of punishment from the roads and the loads they have to pull, especially the first coupling on the lead tipper," he explains.

"The lead coupling has to be able to pull as much as 100 tonnes, which wears much quicker than the second coupling. Usually they need replacing after nine months of use.

"However, TCK Australia's tow coupling repair kits can last as long

as 12 to 18 months, which represents immense value to the end user.

On top of that, it's reasonably priced, which is a major selling point for many operators. Any time you can deliver a product that is cost-effective and lasts long, clients will always gravitate towards it." ■

#### Contact

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