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Mildura Truck Centre's Natural Stag Solution for Conway's Natural Gypsum.

Looking to upgrade his fleet, Tim Conway of Conway's Natural Gypsum recently acquired a great looking Lusty EMS Stag 25m B-Double tipper. He had approached Mildura Truck Centre, his local Lusty EMS dealer, seeking an outfit that would increase his operational efficiency and maximise payload.

Operating a small fleet consisting of two Prime Movers and two trailers, Conway's primary function is delivering gypsum from the pit in Hopetoun, Victoria to mainly Victorian based customers.

Exploring various options with MTC Sales Manager Shane Gathercole, Tim was immediately impressed when presented with the Lusty EMS Stag combination as a solution for his business. The 25m Stag ticked all the right boxes in terms efficiency, capacity, ease of use, potential to contribute to overall profitability and of course spectacular appearance driving down the highways!

Firstly, the Stag provided a lower tare weight than traditional B-Double Tipper combinations, resulting in a higher payload. Also, the Stag has the capacity to carry, in some cases, up to 75 cubic metres, depending on load density. This will allow Conway's to stockpile bulk gypsum and increase the number of customer drops per load and hence their operating efficiency.

With the extra mass carrying capacity, the Stag also provides Tim with added flexibility to diversify his loads to occasionally cart alternative materials including grain and fertiliser should the opportunity arise.

More impressive however, is the Stag's ability to unload both trailers in either jack-knife or straight line application without uncoupling, rolling the body or sliding the suspension.

As a small operator, Tim views these time-saving benefits as being invaluable to both his operations and his customers, adding, *"This particular feature is providing quicker turnaround time for the trailers during unloading, making us more productive. This means we'll be able to offer our customers improved service levels, something on which we pride ourselves."*

The Lusty EMS Stag is available in two main configurations of either 19 metres or 25 metres, and also has side height options of up to 6 feet for the lead trailer and 7 feet for the tag trailer, providing even further scope for payload maximisation.

With emphasis on performance and durability, all Stag trailers use high quality materials and components that reflect the stringent quality control, craftsmanship and attention to detail that Lusty EMS builds into every single trailer.

The body is constructed using Lusty EMS designed extrusions and all welding is to the highest standard using water cooled Pulse MIG welders. Options such as rock sheeting and wear floors also help extend the service life of the trailer body whilst components such as LED lights provide long and reliable life and adapt automatically to varying voltages in truck power supplies.

Shane believes that the combination of a quality product from Lusty EMS and exceptional after-sales support presents an attractive opportunity for customers, adding that, *"Everyone at Mildura Truck Centre and Lusty EMS takes a genuine interest in the customer's business. It helps us to learn about them and then, with Lusty EMS, we are able to design a solution that fulfils the customer's needs and expectations and of course, we are always on hand to provide expert advice and back up assistance should it ever be required."*

Mildura Truck Centre, with dealerships in both Mildura and Swan Hill, specialises in the sales and support of the full range of Lusty EMS tippers and trailer equipment as well as Freighter and Maxi-CUBE products and leading truck brands.

Shane Gathercole has over 18 years experience in the transport and freight industry and can help businesses select the most appropriate trailer for their needs based on application, budget and custom requirements. Sales contact details are available at www.milduratruck.com.au.

Further information on the Stag B-Double, including a video presentation and downloadable specification sheet, can be viewed at www.lustyems.com.au or please contact your local Lusty EMS dealer.

Images overleaf -->



ABOVE: Impressive performance that is matched by its impressive appearance!

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