



A change for the better

For **Bulk Transport Equipment** to maintain its synonymity with high-quality trailer builds, it was necessary to change its provider to **JOST**.

"It's been a very good relationship," says Bulk Transport Equipment (BTE) Director, Alan Griffiths.

BTE has been specifying JOST products on its trailer builds for three years.

As it is now apparent, Alan decided to steer his ship directly towards JOST in

2020. Looking back on the success his business has continued to achieve since, he says he was definitely heading in the right direction.

"One of the reasons we chose JOST was because they had a good range of products," he says. "We had some issues

with other products that we weren't happy with, so we were looking for a solution for a better-quality option."

Now, Alan has completely indulged himself and BTE in the JOST product.

"What we're doing now is we're offering a complete trailer package, which is

really good," he says. "So, when we're spec'ing up, say, an A-double, we basically run kingpin landing legs, hoists and a turntable on each trailer, which is fantastic.

"It's good if a customer has to go to JOST, then they've got all JOST products on their trailer. And a lot of our customers do also specify JOST. Or if we say, 'This is what we run', most of them don't have an issue with that."

For those unfamiliar with the BTE name, led by Alan, it is a top-tier trailer manufacturer with purchases from some of Australia's well-known fleets to attest to its reputation. And while the builder has demonstrated its ability to keep up with the transport industry's high standards for many years, partnering with JOST has taken it to the next level in giving customers the best product possible.

"We went to them looking for a solution

with hoists among other products, and the service from the guys there has been fantastic," Alan says. "They put together a package for us and they're always very quick to get everything together for us. We're really enjoying this collaborative relationship. We always try to be flexible and offer the customer, where possible, what they want. But in a lot of cases, if they don't know what they want, they're happy with JOST too. We've never had any bad feedback from our customers regarding the JOST product."

Some of BTE's most recent B-double and A-double semi tipper builds, like the majority of them, were fully decked out with the JOST package. Continuing the tradition of aligning the JOST name with BTE, Alan says, is worth it.

"I think most of the customers' opinion of JOST is that it's been around for a long period of time and that it's got a reputation that pretty much means quality," he says. "Anything that carries the JOST name is reputable. From where we sit, the reliability across the product range is very good.

"The distribution from the JOST company is also very good," he continues. "They've got a good network of supply, and their product availability is generally always pretty good as well. Their lead times are usually spot-on and they've always got a good range of stock, which is always a good thing."

Although there are countless options which BTE could specify as standard on its trailer combinations, Alan says JOST fits the mould of BTE perfectly.

"You can always go for a cheaper product, but that's not us," he says. "We're not about just putting the cheapest thing on there. We want our customers to take delivery of a trailer, be happy with it, and not have to bring it back. With JOST, that's a guarantee."

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