



# Part of the landscape

**Australians are regarded as down-to-earth types. They want things to be straight-forward: to be 'fair dinkum', as we say.**

We're also good at carving out successful businesses when we see there's a real need for what we can offer. So when you put these two traits together the ground is readied for an enterprise like Australian Native Landscapes.

Based in Sydney but serving a broad sector of NSW, the company is known as the area's leading supplier of landscaping

and gardening products – and has been so for 35 years. It's also the largest manufacturer and composer of recycled organics in Australia. What isn't widely known is that ANL has one of the largest Mitsubishi Fuso truck fleets in the Sydney region – some 80 vehicles at last count.

This number represents only ANL's small and medium truck fleet: the heavy-duty

side of the operation involves many Kenworths, Peterbilts and Sterlings working semis, B-doubles and truck and dog combinations.

Managing Director, Patrick Soars, used small Daihatsu tippers in the early days but met the Mitsubishi Canter factory tipper when he acquired a nursery that used them. Since then, these small tippers



Top Photo: ANL's Managing Director, Patrick Soar, runs both light and medium-heavy Mitsubishi Fuso in his large fleet. Above Photo: Stuart Robson manages the busy Terrey Hills site.

Patrick Soars. "I think the make is an excellent product," he says. "And it's nice to be able to standardise over a broad part of your fleet. ANL currently runs three Fuso FV 6x4 models and because they work well for us, we intend to run more. As tippers they offer greater stability and higher capacity," he adds.

**"We even have some Canters with 500,000km on the clock, and these are carrying 3.5 tonnes all day every working day."**

Terrey Hills Site Manager, Stuart Robson recently had cause to log a milestone that saw an FV 517 run 450,000km on its first set of brake linings. "It's a very high figure," he says, "as the truck has led a pretty hard life running around the metro area. Its good exhaust brake probably helped it achieve such a long brake life."

The factory-tipper Canters have recorded some impressive mileages as well.

Patrick notes that at least half of the Terrey Hills Canters have from 200,000 to 300,000km under their belts. "This would be unheard of in the domestic Japanese truck industry," he says, adding that a big factor in ANL's success is that "our drivers identify with the company and we're protective of them as well. The result is that our vehicles live a long life. We even have some Canters with 500,000km on the clock – and these are carrying 3.5 tonnes all day every working day," he reveals.

The ANL link with Fuso trucks goes back a long way as does their relationship with The Truck Centre at Milperra.

It isn't surprising that the earthy nature of the ANL operation is reflected in the trucks it employs.

have become the primary vehicles for delivering 'small' payloads to customers around the metro area. The strength and reliability of the Canter encouraged ANL to buy FK and FV models in the medium-weight range – working as rigid tippers and 14-pallet flat-tops for deliveries of bagged products to nurseries, landscapers and to mega-stores like Bunnings.

One of these has a Hiab truck crane for lifting one-tonne 'bulka' bags for lifting landscape materials on to sites with limited access. The Terrey Hills headquarters of ANL is also home base for around half of the 50 or so Canter tippers in the fleet, together with a number of the larger models. The other Canters are spread between ANL Sydney's three other divisions of

Badgerys Creek, North Ryde and Seven Hills. In all, there are 13 sites within NSW (ranging from Lismore and Gunnedah in the north, to Dubbo in the west and Tumut and Wagga in the south) devoted to recycling over one million cubic metres of products each year. "And we've now won a contract to design and build a composting site in Victoria," Patrick says.

Badgerys Creek – established in 1983 – is the largest site in NSW and is producing 200,000 tonnes a year of composted material from organic waste including green refuse, sewerage sludge and forest residues. A new composting facility using similar production techniques has been established in an old goldmine at Blayney in the Central West; while at Eastern Creek in Sydney,

green waste from the area is ground up to produce finished composted products such as garden mulch. **"I think the make is an excellent product. As tippers they offer greater stability and higher capacity."** The Mitsubishi Fuso fleet's role in delivering finished material is highly regarded by