



Keeping its cool

WHILE IT MAY STILL BE A RELATIVELY NEW PLAYER IN THE REFRIGERATED TRANSPORT EQUIPMENT GAME, **GRAYSTAR TRAILERS** IS ALREADY ATTRACTING AN AMPLE CLIENT BASE THAT IS IMPRESSED BY THE COMPANY'S ABILITY TO CUSTOM BUILD QUALITY EQUIPMENT.

Graystar Trailers commenced operations early in 2009. The company is owned and operated by David and Samantha Gray who lead a team of staff that specialise in the design and manufacture of refrigerated transport equipment. David's 27 years of experience in the industry coupled with an entrepreneurial desire led to the formation of Graystar Trailers.

David took possession of the 8000 square metre premises in June 2009 and the hard work started immediately. The first step was designing and building jigging for all the steelwork. The vacuum table for the manufacture of the insulated panels was also a high priority. With orders for trailers already on the books, the need to start manufacturing was of the utmost importance.

David acquired the services of Roger Wiltshire who had semi-retired. With his extensive knowledge of the trailer industry and suppliers as well as a close association with many clients, Roger's engineering skills and knowledge of laminated panel constructions are highly valued.

David has assembled a very experienced

team in the workshop, with each member being a specialist in a particular field and also capable of stepping into any other role as required. As the majority of its trailers are custom built, Graystar Trailers sees multi skilling as very important. Staff are encouraged to learn new skills and training is also provided.

Graystar is geared up to build freezer vans as it is a specialist in this field. Trailers built are to the same exacting standards that David has been associated with for almost 30 years in the industry, however the team constantly strives to 'raise the bar'. All members of the Graystar team have been handpicked with their standards of workmanship being one of the main requisites. Having started the business from scratch has also allowed the company to initiate new concepts that it believes will stand them in good stead for the future. David says that the expressions of support and offers of assistance have been overwhelming and that Graystar's aim is to continue to succeed. Whilst freezer vans are its niche, it is currently in discussions with clients regarding dry freight trailers. Repairs,



spare parts and the supply of various styles of laminated panels to other industries are also available.

While it may still be early in the Graystar Trailers' story, the future is certainly looking bright. Graystar Trailers is a specialised manufacturer and has identified the market demand for custom, hand built, high quality trailers. It looks forward to supporting its current and new valued clients as the business continues to grow. 

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