



PARTNER PROCUREMENT GUIDE **2022**



busnsw

Bus & Coach Association NSW



INTRODUCTION

Dear Member,

BusNSW is pleased to provide you with the 2022 BusNSW Platinum and Gold Partner Procurement Guide. This ninth edition of the Guide provides details of our Partners' products and services available to you, and who to contact for further information and assistance.

Members have shown a special resilience to get through another difficult year where in addition to COVID and natural disasters, there have been ongoing government projects, programs, reforms and contract procurement activities. Dealing with different challenges and opportunities has again highlighted the importance of business relationships.

People have significantly changed the way they live, work, travel and do business over the last few years. This has emphasised the need for bus operators, industry suppliers and government to work together in a coordinated manner to deliver safe and effective transport to the public.

The support of suppliers who have a history of assisting bus and coach operators is an important part of the BusNSW partnership program. Having access to market leading products and services, and strong relationships between operators and suppliers, has been vital to establishing a dynamic industry.

The NSW Government published a Zero Emission Bus Transition Strategy in August 2021 which considers a preferred pathway and timeframe for the procurement of electric and hydrogen fuel cell vehicles. BusNSW provided government with a submission on the Transition Strategy which covered a wide range of issues relating to the interconnections between fleet, depots, staff, suppliers and contracts.

BusNSW is excited to be hosting the Australasia Bus and Coach Expo 2022 which will be held at Sydney Showground at Sydney Olympic Park on the 5th and 6th October 2022. This will be an event like no other and members will have an opportunity to meet with our partner representatives in person and see new zero emission technology at the one location. Visit the Expo website www.busandcoachexpo.com.au for information.

BusNSW's Platinum and Gold partners continue to be committed to supporting BusNSW operator members in the contracted and non-contracted (long distance, tourist, and charter) sectors of the industry. We strongly suggest that when making selections regarding the procurement of goods and services, you consider the Partners who support your Industry Association.

Yours sincerely,

Matt Threlkeld
EXECUTIVE DIRECTOR

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PLATINUM Partner



THE DIFFERENCE
IS IN THE DETAIL



Approved supplier

for TfNSW

Procurement Panel

Celebrating our 30th Anniversary, BCI offer operators an extensive range of vehicles, including the new designed Citirider urban bus, our Classmaster and Cruiser school buses, the innovative Zero Emissions low floor and a stock of Euro 6 Mercedes-Benz chassis with the BCI multi-purposed Body, all approved models by the TfNSW Panel.



For further information, call our Sales Executive Robert Lanteri on 0436 840 157 / 1300 289 224

www.bcibus.com.au



BLK AUTO

BLK Auto is a specialist vehicle importer and distributor with more than six decades of experience and knowledge in specifying, engineering, complying, importing and selling commercial vehicles in Australia & New Zealand.

The company grew out of the former BCSA, distributor and pioneer for the BLK bus brand in Australasia for the past decade. While bus is the corner stone of the company's operations, trucks and other vehicles will be part of BLK Auto's future.

Our Company

The company's experience ensuring that vehicles being imported are engineered and specified for our unique and testing conditions. BLK Buses have won a strong presence in Australian market and reputation for reliability, efficiency, cost effectiveness while customers

will attest that after sales service and backup is second to none. The entire BLK Team has had extensive experience in distributing many new vehicle brands to Australia for many years and always ensure 24/7 support is consistently provided to customers along the way. BLK Auto understands the importance of stocking all spare parts to ensure your vehicle is supported. Our trusted agreements with our suppliers mean we have an extensive range of Spare Parts for all buses that BLK Auto distributes across Australia and New Zealand. This agreement gives us a total

parts solution knowing that we can access any part and despatch by either Air Freight or Road Freight on a daily basis.

Our Promise

BLK Auto offers the latest technology in its vehicle range including the latest safety technology with braking systems, stability control and other safety standards and will continue to target the latest advances in vehicle design and engineering, including zero emissions technology ahead, promising a cleaner transport environment.



**BLK
AUTO**

Zero Emission's *our mission.*

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PLATINUM Partner

Insurance Brokers for the Bus & Coach Industry



BUSINSURE

The name says it all. For more than 20 years **BusInsure** has been providing unparalleled insurance advice, claims and risk solutions to the Bus and Coach Industry.

Our expertise spans hundreds of operators across Australia, including most BusNSW members. Today it's seen us grow to be the Industry's #1 dedicated insurance broker.

As an Industry Partner, **BusInsure** has always worked closely with BusNSW & Operators to understand the requirements of your Industry. Actively working with major Industry bodies and Insurers, BusInsure can offer BusNSW members tailored insurance solutions.

Providing advice on all classes of general insurance including workers' compensation, along with a dedicated in-house claims service, **BusInsure** delivers unrivalled Industry knowledge and expertise.

Every business is unique, to explore how **BusInsure** can help yours contact us today.

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BusInsure
Bus and Coach Industry Insurance

BusInsure is a division of Austbrokers RIS Pty Ltd - ABN 25 094 825 859. AFSL 239291. The information contained in this document is general in nature and has been prepared without taking into account your objectives, financial situation or needs. Before acting on this advice consider whether or not it is appropriate.

PLATINUM Partner



CUSTOM DENNING
we're part of **dunn**group



ELEMENT



ADVENTURER



ENDEAVOUR



Custom Denning, Australia's oldest and Sydney's only bus builder. Established in 1955, Custom have been producing quality buses supplied to meet the expectations of the Australian customer. Element, Australian designed, manufactured and assembled is truly Australia's Electric bus. To learn more, please contact our helpful team.

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PLATINUM Partner



HINO MOTOR SALES AUSTRALIA

Hino Motor Sales Australia has been delivering buses to the Australian market for over 55 years.

Hino continues to bring innovative products to the Australian market and like all Hino products, Hino buses are built with the core brand attributes of quality, durability and reliability (QDR).

The versatile Hino Poncho features an ultra-low floor design offering enhanced accessibility, safety, comfort, and is DDA compliant. The Poncho is the perfect mobility solution for bus operators providing on-demand services with easy access for all passengers.

As a Toyota Motor Group Company, Hino has a suite of business solutions for its customers. This comprehensive program - Hino Advantage – provides Hino bus customers with fleet training, financial services, a dedicated in-house Customer Care centre and access to Hino Genuine

Parts and Service. It is a range of support solutions designed to help customers reduce costs over the life of the vehicle.

One Toyota is Australia's only complete fleet solution. Together, Toyota Fleet, Lexus, Hino Trucks and Buses, Toyota Fleet Management and Toyota Material Handling work together to give you access to a range of vehicles and assets, from cars to forklifts to trucks and buses. It's your one stop shop comprising a powerful group of companies with one convenient point of contact. A range of funding offers are available with Toyota Fleet Management.

With over 60 dealerships and services centres across the country nationally, Hino is proud of its longevity and commitment to the Australian market.

For further information about Hino bus products and aftersales support, please visit www.hino.com.au/buses



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MERCEDES-BENZ BUS & COACH AUSTRALIA

Mercedes-Benz Bus & Coach Australia have been a key supplier to the NSW market for over 50 years. Our sales and technical teams are exceptionally experienced and ready to provide support across a comprehensive range of buses and coaches for the Australian market.

Throughout our range of category 3 & 4 school buses, 1 & 2 door city buses and luxury coaches, our chassis can be equipped with optional advanced safety systems such as Advanced Emergency Braking System (AEBS), Electronic Stability Program (ESP) and Lane Departure Warning System (LDWS). These systems combined with our reliable chassis and suspension provide an outstanding level of comfort and safety for drivers and passengers alike.

In the school charter market we have the RF chassis on the TfNSW panel, which is available in both Euro 5 & 6 emission standards in the 300 or 360hp category. We also have the 0500RS product which is 360hp and comes with our safety systems as standard making it suitable for school/charter. With Euro 6 drivelines offering better fuel economy than its predecessors, and the new Electric City Bus Chassis (eCBC) coming soon, the Mercedes-Benz product portfolio offers one of the most comprehensive and efficient range of vehicle applications in the market.

The team from Mercedes-Benz Bus & Coach look forward to strengthening our relationships with BusNSW members through providing these products and services.



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PLATINUM Partner



SCANIA AUSTRALIA

Scania has extended its chassis offering and continues to lead the shift towards a sustainable transport future in Australia with the launch of its New Bus Generation.

This new chassis arrives with a range of efficiency-enhanced combustion engines, and is also ready for zero tailpipe emissions operation.

Diesel, biodiesel and hybrid-electric powertrains are available while later this year Scania will evaluate fully battery-electric powered within this new generation chassis. The new chassis incorporates advanced driver safety assistance systems (ADAS) as well as a new-look, high-feature driver station for added comfort and reduced fatigue.

Scania's 'here and now' focus means that our frugal diesel, and low emission bio-fuel compliant engines meet the needs of today and tomorrow, while the hybrid-electric option adds silent mode for arriving and departing from

stops, and cuts fuel consumption and emissions by up to 30%.

A new 500 hp six-cylinder engine is also available for touring coach operators.

For more information visit www.scania.com.au

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SCANIA



VOLGREN AUSTRALIA PTY LTD

Volgren is Australia's leading bus body builder with manufacturing plants in Victoria, Queensland and Western Australia providing a full range of bus types.

Established in 1977, the company has grown rapidly in recent years focusing on safety, reliability, service and environmental standards. Over the past four decades, Volgren has redefined bus manufacturing, design and bus safety.

Volgren is compliant to ISO9001 and AS4801 and are constructed from aluminium (Cobolt®) which provide vehicles that are reliable, corrosion resistant, meet all ADR's and are built to a very high quality standard.

This is reflected in Volgren's 15 year structural warranty and comprehensive after sales service.

Today, Volgren designs and manufactures public transport buses of all types (route, articulate, school, charter and double deckers) across all states and territories; supplying approximately 60 percent of all route buses in Australia, including a new whole range of electric and hybrid buses.

VOLGREN

A Marcopolo Company

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PLATINUM Partner

VOLVO BUS AUSTRALIA

Volvo Bus Australia has been providing sustainable transport solutions to the Australian market for over 50 years.

We take pride in delivering products and services that reflect our core values of quality, safety, and care for the environment, and are committed to setting the industry standards for fuel efficiency, service, support and innovation.

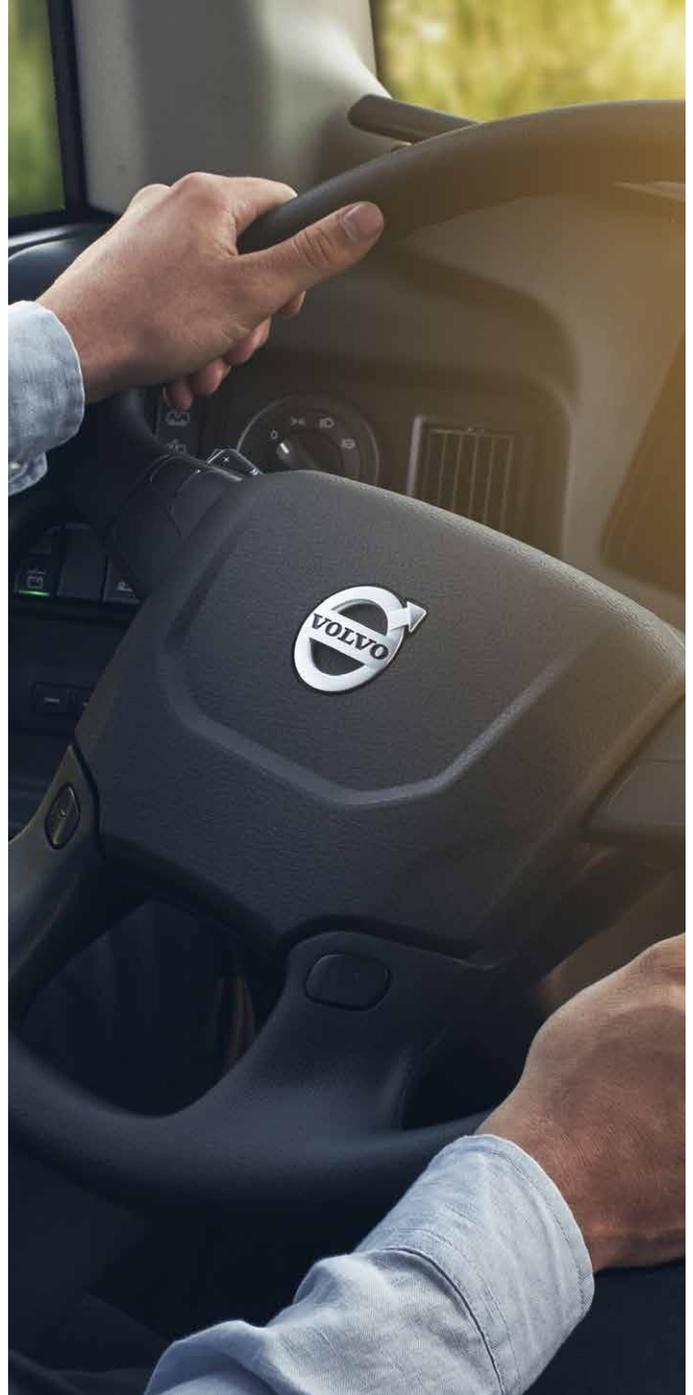
The Volvo Bus Australia team is the largest dedicated bus team in the industry with 21 bus specialists that together boast more than 340 years of combined bus industry experience – including eight team members located in New South Wales. This dedicated team, who has full autonomy for running the Australian Volvo Bus business, is further supported by one of the largest state-wide dealer networks with Key Bus Technicians and 24/7 Volvo Action Service roadside assistance.

All new Volvo buses and coaches come with extensive services and fleet management technology as a standard, meaning the specialised bus service team, and dealer network can support you anytime, anywhere via remote diagnostics.

Volvo's dedicated effort towards fuel efficient and reliable products in the city, school and coach range has been instrumental in contributing to its longstanding success, with Volvo Bus Australia marking 12 consecutive years of market leadership in 2022.

The newly launched Volvo BZL Electric and Hybrid S-Charge product are also redefining vehicle efficiency in the Australia market through clean and sustainable energy, with Volvo Bus focusing on consistent innovation within the electromobility space. Volvo's aim is to be your best business partner in the industry, and in addition to high quality vehicles, offer a full range of value-adding services from financing, to parts supply and maintenance plans.

To find out more about Volvo's products and services please call our team, or visit volvobuses.com.au



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NATIONAL
DISTRIBUTOR
FOR



YUTONG BUS

We endeavor to achieve excellence, innovate and produce mobility solutions in a sustainable manner to minimize our environmental impact. Conduct business in an ethical and lawful manner and meet our social responsibility to our industries most valued resource, people and the environment.

Yutong is the world's largest bus manufacturer, known across the globe for its service, reliability and quality vehicles in a wide range of markets spanning six continents. With a daily product capacity of 445 Diesel Powered Vehicles and 375 Green Energy Vehicles Yutong's commitment to excellence, quality, customer service and backup is its primary goal. All Yutong products are engineered and manufactured, using the latest robotic welding techniques in frame assembly, automated electro plating, fully robotic painting and then full assemble on Yutong's state-of-the-art assembly line from parts that have been fully tested in Yutong's R&D Centre to ensure every vehicle meets Yutong's quality standard.



Yutong Australia began importing buses in 2012 and has achieved a significant market share in school transport, public transport, mining, charter and touring buses, making it one of the leading brands in Australia. Yutong introduced its Full Electric, ZERO Emission vehicle in 2018 into the Australia market.

Each vehicle is specially customised to suit the Australian conditions. Yutong Australia has established an enviable sales and after sales service network to support its product range throughout Australia with an experienced team with more than 200 years of combined industry experience.

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YUTONG

**TRANSPORT
YOU CAN
TRUST**



GOLD Partners

EXPRESS COACH BUILDERS



Express Coach Builders

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Established in 1995 with a commitment to quality, integrity and technology, Express Coach Builders has a solid reputation for being a premier Australian manufacturer of quality buses & high-end coaches.

With a strong focus on customisation to customer requirements - from chassis selection through to seat trim & multimedia system - Express engages with the customer through all aspects of production, ensuring build quality is consistently superior from the first weld to pre-delivery. Our highly skilled and passionate team have developed, and continue to refine and improve, the procedures that support our position as an industry leading manufacturer.

Our specialised body builds are built tough for Australian conditions - our 'Express Excellence' policy ensures the longevity & repairability of the body and additional strength in frame construction using the most resilient steel on the market.

Enquire now for production availability



expresscoachbuilders.com.au

INSTITUTE OF TRANSPORT AND LOGISTICS STUDIES, THE UNIVERSITY OF SYDNEY BUSINESS SCHOOL

The Institute of Transport and Logistics Studies has a reputation for success in custom design and delivery of training programs to suit the needs of particular organisations.

In partnership with BusNSW and Transport for NSW, we have developed the Bus and Coach

Operator Accreditation Scheme, an online training program for new entrants to the bus industry. We also offer the Certificate of Transport Management, a professional development course for staff in the bus and coach industry, including operators, suppliers and consultants, designed to provide knowledge and

skills in management, planning and policy areas that are central to the success of this industry.

A refresher course is available to staff who have previously completed the Certificate of Transport Management and wish to keep up-to-date with the latest developments in the industry.



THE UNIVERSITY OF
SYDNEY

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INTO TRAINING AUSTRALIA

Into Training Australia (ITA) has been servicing the needs of the Bus & Coach Industry nationally since 1999, and partner with BusNSW to develop training and assessment strategies for the industry, and access financial support where available.

Our aim is to offer our industry Partners progressive solutions to ensure risks are reduced and customer service improved. In particular we offer nationally recognised qualifications that can assist our partners to develop in-house capacity to cover the learning needs of their organisation,

including Certificate III in Driving Operations & Certificate IV in Heavy Vehicle Driving Instruction. Over the years, thousands of bus drivers have benefited from specific training in the following areas:

- defensive driving
- customer service
- conflict resolution
- work health and safety
- fatigue management
- on-board security
- bus driver authority
- heavy vehicle licence up-grades (if required)



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IRIZAR

Irizar i6S

The combination of Design and Technology



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GOLD Partners

KLINFIRE



INDUSTRY LEADERS CHOOSE KLINFIRE

Protecting Australia's fleets of diesel, hybrid, electric & hydrogen buses

PURPLE K Dry chemical agent that is Non-Corrosive, Non-Conductive, Environmentally Friendly and Heat Absorbing	MAINTENANCE Simple yet advanced system that can be maintained by the end user, with the benefit of vast cost savings	AS5062 & P-MARK CERTIFIED Full compliance for all types of buses; Complies with Australian Standards	DETECTION Armoured & Linear Thermal; Optical Sensor; Hydrogen Sensor; Smoke Detection	DISPLAYS Small Bus Module; Mini Display	DATA LOGGER 6 & 12 Channel; CAN Integration

www.klinefire.com.au

LUMINATOR TECHNOLOGY GROUP

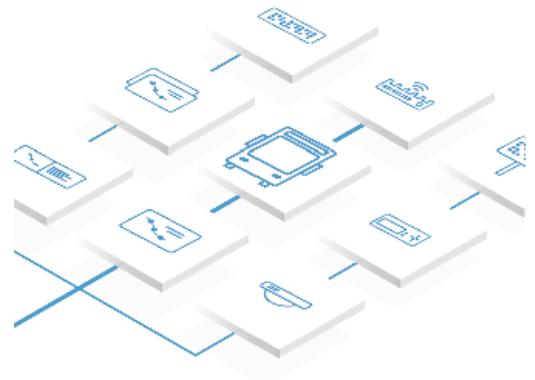
Luminator, previously trading as Mobitec, has been supplying to the bus and coach industry since 1995.

We are known for our high quality products and excellent customer service.

- Passenger Information Systems provides next stop, disruption and connection information using state of the art onboard TFT displays.
- The economic Ultima destination sign range with its 50 step sensor technology increases life of the sign and provides ease of visibility to passengers.
- The latest high resolution CCTV system with system health monitoring and download capability.

- Stationary sign systems that provide real time, disruption and connection information to passengers at interchanges and bus-stops.
- Remote real-time information.

Luminator Technology Group offers a fully integrated and reliable suite of transport technology solutions that deliver intelligence, safety and efficiency to your bus operations.



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INTELLIGENCE SAFETY AND EFFICIENCY IN
PUBLIC TRANSPORT



GOLD Partners

MAN TRUCK & BUS

MAN Truck & Bus is a leading international supplier of commercial vehicles and transport solutions, and is proudly distributed in Australia and New Zealand by Penske.

One of the largest dedicated bus manufacturers globally, MAN's bus range redefines efficiency, safety, and comfort. Our purpose-built products ensure superior performance and ease of use, exceeding all expectations.

Highly versatile, MAN's range of city, coach, and school buses feature bespoke bus chassis that result in premium solutions that deliver low whole-of-life costs. This is all backed by an extensive national service network ensuring optimum uptime.

To learn more about MAN Truck & Bus visit www.man.com.au.



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NEC AUSTRALIA



World leading smart transport services
delivering superior passenger experiences

Find out more at

nec.com.au/sts

Orchestrating a brighter world

NEC



GOLD Partners

SPiRiT SUPER

A fresh take on super with a focus on you

We back hard-working Australians with support they can count on, low fees and a history of strong returns.



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Issuer is Motor Trades Association of Australia Superannuation Fund Pty Ltd (ABN 14 008 650 628, AFSL 238718), the trustee of Spirit Super (ABN 74 559 365 913). Read the PDS and TMD at spiritsuper.com.au/pds before making a decision. Past performance isn't necessarily an indication of future performance.



Raymond
Spirit Super member



SURA AUSTRALIAN BUS & COACH

SURA Australian Bus and Coach is proud to support BusNSW as the preferred provider of Bus Proprietors and Motor Liability insurance solutions to BusNSW members.

Since 1979, SURA Australian Bus and Coach has proudly been insuring buses, and would like to

thank the many BusNSW members who are supporting BusNSW by insuring their vehicles through us.

BusNSW members with enquiries, please contact Tony La Rocca of SURA on (03) 8823 9416 or 0499 970 085, or their preferred licensed insurance broker.

SURA AUSTRALIAN BUS AND COACH IS A TRADING NAME OF SURA PTY LTD ABN 36 115 672 350 AFSL 294313

Information contained in this document is intended as a guide only. Acceptance is subject to our underwriting guidelines and the specific terms and conditions as outlined in our policy wordings. For more information about our products, please contact your SURA Australian Bus and Coach representative.

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GOLD Partners

UNITED SAFETY & SURVIVABILITY CORPORATION

United Safety offers a range of products and solutions to ensure your drivers, passengers, and assets are protected.

- Fogmaker Fire Suppression
- TPMS
- Child Check-Mate
- Active Air PHI
- Reacton Fire Suppression

United Safety is a certified FPA Gold Member and supports the FPA Code of Practice.



UNITED SAFETY & SURVIVABILITY CORPORATION™

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AUSTRALASIA BUS & COACH

EXPO 2022

OCTOBER 5-6 • SYDNEY SHOWGROUND

busandcoachexpo.com.au



World class exhibition covering 14,000 square metres



\$50M+ worth of buses and coaches including zero emission technology



100+ exhibition booths displaying products, services and industry information



Free entry to expo, technical workshops and demonstrations



Social Functions to network with industry professionals

To keep up to date with current Expo news and information please visit

busandcoachexpo.com.au



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