

# PARTNER PROCUREMENT GUIDE **2023**







## INTRODUCTION

Dear Member,

BusNSW is pleased to provide you with the 2023 BusNSW Platinum and Gold Partner Procurement Guide. This tenth edition of the Guide provides details of our Partners' products and services available to you, and who to contact for further information and assistance.

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

In December 2022 the NSW Government announced the approval of \$3 billion to fund the next stage of Zero Emission Buses (ZEBs) and new charging infrastructure. This major investment will support the procurement of more than 1,200 new buses as part of a plan to transition the entire 8,000 plus bus fleet to zero emissions technology in Greater Sydney by 2035, Outer Metro regions by 2040 and regional NSW by 2047.

BusNSW continues to advocate for a procurement model that provides manufacturers with greater long-term certainty and enables more consistent levels of demand. The development of a skilled workforce for building,

operating and maintaining a zero emission bus fleet through different training packages also continues to be an important focus area.

The interconnections with fleet, depots, staff, suppliers, and contracts remains critical for bus operators. BusNSW looks forward to working on measures that support sustainable and safe passenger transport with the new NSW Government in 2023.

BusNSW is excited to be hosting the 2023 Member Conference at Novotel Wollongong Northbeach on the 4th and 5th October 2023. Members will have an opportunity to meet with our partner representatives in person and discuss new product and service solutions.

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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## 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 omissions 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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## 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](http://www.hino.com.au/buses)



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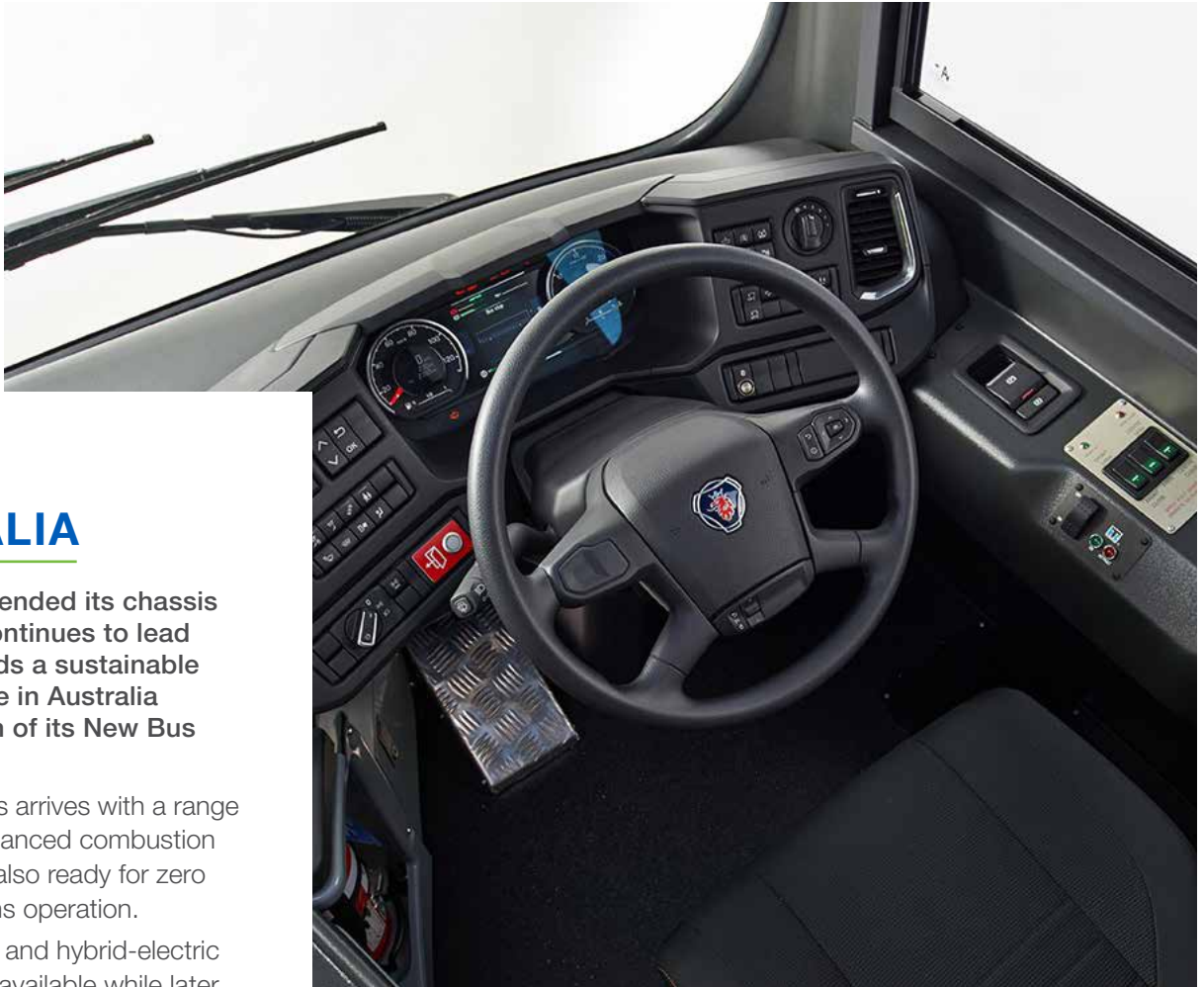
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# PLATINUM Partner



## 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](http://www.scania.com.au)

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# SCANIA



PLATINUM Partner



## **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.**

In its 39th year, SURA Australian Bus and Coach has a long and proud history of insuring buses, and would like to thank the many BusNSW members who are supporting BusNSW by insuring their vehicles through us.

We pride ourselves on all aspects of our Business, and as Australia's only dedicated bus insurer, we are passionate about safety and security of the Bus and Coach industry, which we are proud to be a part of.

We look forward to continuing to strengthen our relationship with the BusNSW team and their members.

BusNSW members with enquiries are encouraged to 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.

# Purpose built cover for bus and coach operators



**S U R A** AUSTRALIAN  
BUS AND COACH

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## **VOLVO BUS AUSTRALIA**

**At Volvo Bus Australia, sustainability extends well beyond a zero-emission bus hitting the road. That's why we're proud to be leading the way in innovation, security, safety and sustainable business practices in the Australian bus market.**

Volvo is looking further than the chassis when it considers how it can be more sustainable as a company. Volvo's bus factory in Borås, Sweden where the Volvo BZL Electric is produced, has been completely powered by renewable energy for numerous years.

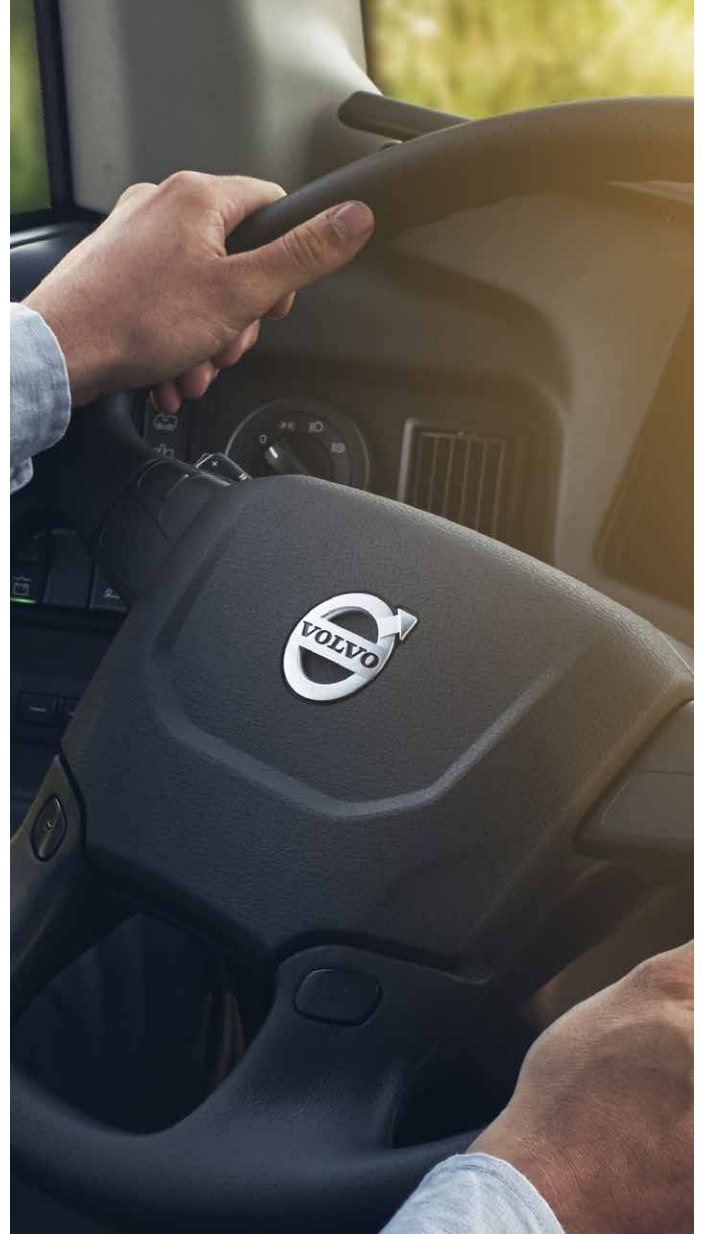
Volvo is moving to ensure it stays above board and aligned when it comes to the United Nations' sustainability goals. For example, The Volvo Group has a stringent supply chain audit in place, to ensure all materials and inputs into Volvo products are sourced in a sustainable way.

"A lot of thought is going into what we present to the market," says Mitch Peden, Volvo Bus Australia General Manager. "We are incrementally putting steps in place to have a long-term sustainable business model that can be relied upon to enhance the social license of operators and partners using our products."

Having been in the Australian market for 52 years, Volvo understands the complexity of needs from Operators across the country. Their dedicated industry-leading After Sales support team offers unparalleled support for customers – whether they are running electric, hybrid, diesel, or a combination of all three. This team is further supported by one of the largest statewide dealer networks with Bus Technicians and 24/7 Volvo Action Service roadside assistance.

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

To find out more about Volvo's products and services please call our team, or visit [volvobuses.com.au](http://volvobuses.com.au)



**V O L V O**

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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.

Vehicle Dealers International is the National Distributor for Yutong, 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**

# BusNSW

## 2023 MEMBER CONFERENCE

4 - 5  
OCT  
2023



SAVE  
THE  
DATE



# NOVOTEL WOLLONGONG NORTHBEACH



## BUS & COACH INTERNATIONAL (BCI)



**It's about time to reinvent ourselves.** How can we do things better? Keeping the essence, expanding our vision, building our buses just for you. BCI manufacture a complete range of zero emission buses.

### BUS & COACH INTERNATIONAL

For further information contact our Sales Executive Robert Lanteri on 0436 840 157 1300 289 224 or visit [bcibus.com.au](http://bcibus.com.au)



## DENSO

# DENSO BUS AC

## The Key to Optimal Bus HVAC Systems

DENSO has a dedicated engineering team based in Melbourne to complement our national service network.

-  DENSO offers globally renowned engineering and service support Australia wide.
-  Extensive simulation, climate chamber testing and real-world operation.
-  Proven technology produces stable temperature control, energy savings and unmatched reliability.
-  Service and maintenance training for bus builders and operators.

# DENSO



[www.DENSO.com.au](http://www.DENSO.com.au)



# GOLD Partners

## 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**

**Professor David Hensher**

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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 Motor Vehicle Driving Instruction. Over the years, thousands of bus drivers have benefited from specific training in the following areas:

- chain of responsibility
- 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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[intotraining.com.au](http://intotraining.com.au)



# GOLD Partners

## IRIZAR



# Irizar i6S

The combination of Design, Technology, School Charter, Coach and Mining

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For service and parts,  
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or [service@irizar.com.au](mailto:service@irizar.com.au)  
**irizar.com.au**

## KLINFIRE



**KlineFire**  
VEHICLE SUPPRESSION SYSTEMS

# 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](http://www.klinefire.com.au)



# GOLD Partners

## LUMINATOR TECHNOLOGY GROUP

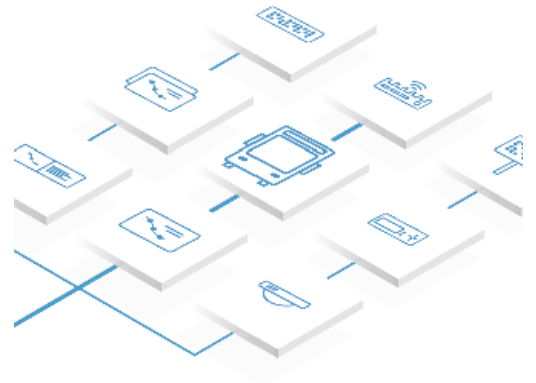
Luminator, previously trading as Mobitec, has been supplying to the bus and coach industry since 1995.

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**

## MAN TRUCK & BUS

With a history dating back over 250 years and a world-class pedigree, MAN produces some of the world's finest buses and trucks.

Proudly distributed in Australia and New Zealand by Penske, MAN's bus range redefines efficiency, safety, and comfort and caters for a wide range of customer applications from heavy-duty, long-distance transportation solutions to city bus, coach, and school buses.

And with an eye firmly on the future, we are now in the test phase of the all-new Lion's Chassis E LF. A fully electric low-floor chassis, the Lion's Chassis E LF is based on the MAN Lion's City E, which was voted International Bus of the Year 2023 and has successfully proven its superior performance and reliability in Europe.



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# GOLD Partners

## NEC AUSTRALIA

World leading smart transport services  
delivering superior passenger experiences

Find out more at

[nec.com.au/sts](https://nec.com.au/sts)

Orchestrating a brighter world **NEC**

## SPIRIT SUPER

**We'll navigate the journey with you**

We back hard-working Aussies with low fees, award-winning service and a focus on strong returns – it all starts with spirit.



 1800 005 166  
[info@spiritsuper.com.au](mailto:info@spiritsuper.com.au)  
[spiritsuper.com.au](https://spiritsuper.com.au)

Past performance isn't a reliable indicator of future performance. Consider the PDS and TMD at [spiritsuper.com.au/pds](https://spiritsuper.com.au/pds) before making a decision. Issuer is Motor Trades Association of Australia Superannuation Fund Pty Ltd (AFSL 238 718, ABN 14 008 650 628). Advice is provided by Quadrant First Pty Ltd (ABN 78 102 167 877, AFSL 284443).

BC-9124



# 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 FPAA Code of Practice.



## UNITED SAFETY & SURVIVABILITY CORPORATION™

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## VOLGREN

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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# Bus Signs+

- Bus Signage
- Safety Equipment
- Tachograph Cards & more

**BusNSW Members  
receive 20% discount  
off marked prices**

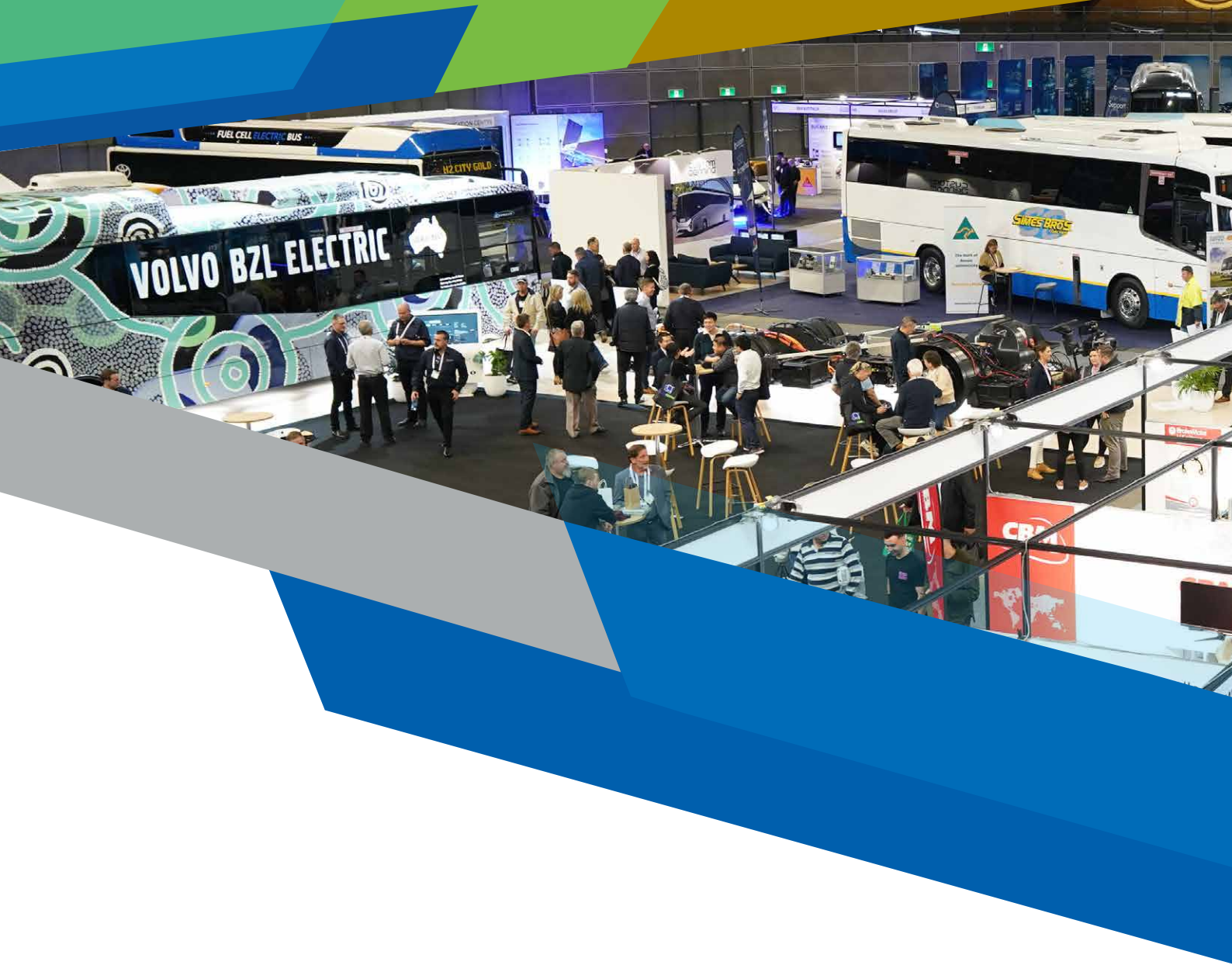
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and order online  
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[www.busnsw.com.au](http://www.busnsw.com.au)



**busnsw**

Bus & Coach Association NSW



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