

Underpinning truck industry

SILENT
ACHIEVER

NIGEL
AUSTIN



GRAEME Rowlands has developed a lucrative business to suit the lifestyle he desires by building a world-leading coupling pin system for the trucking industry.

His company, TCK Australia, has already grabbed 30 per cent of the Australian market since starting nine years ago.

It also enjoys strong and growing export sales in New Zealand, Indonesia, Malaysia and South Africa.

He spends about three days a week on his business, allowing him to pursue the lifestyle he wants.

"Our capacity is far more than we are doing at the moment, but I want to balance my lifestyle," he said.

A mechanic by profession, Mr Rowlands had been the general manager of engineering for the Stateliner bus company.

He developed his superior



SOLD: Graeme Rowlands with an export order.

Picture: MARK BRAKE

coupling system, made from heat-treated toughened steel, with the help of extensive testing by the University of Adelaide's Department of Mechanical Engineering.

They were not only better than their overseas-made counterparts, but significantly less expensive through his small-business, low-cost approach.

Mr Rowlands said his big break came in 2000 when Scott's

Transport Industries started using his coupling systems.

It has extended to Northern Territory Freight Service, Ascot Transport Services, The Toll Finemore Group, Brambles Holdings, Boral Transport and Cleveland Freightlines.

"The reason my business is successful is not only do I have a good product, I travel around Australia and listen to what people want," he said.