



IT'S ALL IN THE DETAIL FOR NIGHTINGALE

Glenn Nightingale runs a business built on sensible goals and the acknowledgement that good people are essential to the success of a company. His team is succeeding with a quiet confidence and sense of achievement.

Nightingale Freightlines operates out of Jimboomba, 50 km south of Brisbane, and Unanderra, near Wollongong on the NSW South Coast.

In its distinctive pale blue livery, the well-presented fleet comprises a mix of Freightliner, Kenworth and Western Star prime movers – 22 in all – and also a mix of Cummins and Detroit engines.

Better on fuel than competition.

“Our preferred engine is the 15-litre Cummins,” states Glenn, who started the business in 1995. “The reliability of the ISXe5 is well proven and it’s also better on fuel than our DD15 engines.”

The two latest ISXe5 engines in the Nightingale fleet are in Freightliner Argosys and are Limited Edition Signature 600 versions. The Limited Edition engine marks the end of the Signature nameplate which disappears with the 2017 introduction of the X15 Cummins.

“We’ve kept the Limited Edition Signatures at 600 hp/2050 lb ft but our fleet preference is for a 550 hp/1850 lb ft rating,” Glenn points out.

He confirms that the next new engines to come into his fleet will be X15 which uses the same hardware and SCR emissions technology as the ISXe5.

Top: Freightliner Argosy features Limited Edition Cummins Signature 600.

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However, the X15 features ADEPT as standard – a suite of electronic features designed specifically to work with Eaton’s 18-speed UltraShift Plus automated transmission and aimed at saving fuel.

“We already have two UltraShift transmissions behind ISXe5 engines in the fleet and the drivers really like them,” Glenn confirms.

He says Cummins’ service support has yet to be fully tested: “To be honest we haven’t needed a lot of support because we haven’t had many problems. We’ve actually had a good run out of our EGR Cummins engines. One of them did 1.2 million kilometres before rebuild, while another is at the 900,000 km mark and yet to be rebuilt.”

Glenn Nightingale is receptive to extended warranties and has his Cummins engines covered by Cummins Warranty Plus for four or five years/1.2 million km.



Glenn Nightingale (left) with Cummins truck engine business manager Deon Roseneder.

Looking after the drivers.

Stability in the driver ranks is another important aspect of the Nightingale operation.

“Ninety-five percent of our drivers have had 10 plus years with us,” comments Glenn with a definite tone of pride. “We have a one truck-one driver policy and spend a lot of money ensuring they have comfortable sleepers with TV, fridge and so on. It’s an important part of managing driver fatigue.”

Emphasising the importance of driver retention, the latest Kenworth in the Nightingale fleet has around \$28,000 of ‘extras’.

Glenn started his business in 1995 in Unanderra on the NSW South Coast. Ten years ago he moved to Jimboomba in Queensland with the aim of setting up HQ there due to the financial incentives of operating a transport business from Queensland.

However, the business has grown in such a way that Glenn decided to maintain the company’s roots in Unanderra, expanding into a purpose-built site there with new office facilities and a new workshop where two fulltime mechanics are based.

Glenn still resides at Jimboomba, and close to half the fleet works out of this base.

Diesel has long flowed through his veins. “I remember washing trucks as a 10-year-old just for the love of it. I was truck mad. I did my apprenticeship as a diesel mechanic and then bought a small tipper for local council work,” he recalls.

One thing led to another, and he started driving interstate for a mate who had a contract with Thermal Ceramics (now Shinagawa Refractories) in Unanderra, transporting furnace bricks and other thermal insulation products.

When his mate retired, Glenn Nightingale took over the contract – a contract he still has today and which has underpinned the development of his business.

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