



# CRAFTED

## WITH CAPRAL

For over 35 years, Sloanebuilt has been the preferred choice in custom rigid bodies and truck trailers.

Sloanebuilt design and manufacture quality heavy vehicle trailers nationally renowned for their strength, durability, and reliability.

Capral is Sloanebuilt's exclusive aluminium supplier, supplying proprietary and standard extrusions and plates.

The two businesses have a longstanding partnership built on shared values, culture and commercial integrity.



# AUSTRALIAN KNOW-HOW AND ALUMINIUM KEEP INDUSTRY MOVING.



Since its inception in NSW in the 1970s, Sloanebuilt Trailers has become a driving force in Australian heavy transport.

Sloanebuilt designs, manufactures, and repairs quality custom rigid bodies and truck trailers for various industries, including transport, construction, mining and agriculture.

Owned and operated by Fred and Helen Marano since 1986, the company has consistently forged new benchmarks for innovation and quality.

The Marano's have taken Sloanebuilt from a two-person operation to a manufacturer of nationally renowned products, including tippers, flattops, rigid beavertails, dog trailers, and curtain side semitrailers, all crafted with a focus on durability, efficiency, and safety.

"Our range is always growing, particularly with the new performance-based standard trailers." For better outcomes, Fred Marano says, customers need better resources and inputs.

Fred attributes Sloanebuilt's success to its ethos, people, supplier relationships, quality, innovation and customer satisfaction.

"We always strive to be at the forefront of technology and design, and our highly skilled and dedicated team makes it possible."



In addition, the company's continual reinvestment has enabled it to keep pace with industry advancements and produce exceptional quality trailers.

"We've invested millions and millions of dollars in engineering, R&D, and integrating CNC machines and technologies," Fred says.

"We built a facility to manufacture trailers over 30 metres long. Now we're stocking it with the best technology, whether a CNC or a thousand-tonne press. It's paying off, we have 130 people working for us, and we still keep growing."

Furthermore, Sloanebuilt's unique design approach, which places a premium on

*"Our two businesses are in synergy; they are a partner – much more than a supplier," Fred says. "Capral has had the same management and sales teams in place for many years, which shows they have a great culture."*

customisation and attention to detail, sets it apart from competitors. As Fred puts it, "When someone becomes a Sloanebuilt customer, our retention rate is very high. They see the quality we build into every trailer; it's like we're making it for ourselves.

"Everyone on the team comes to work

smiling and leaves smiling, which shows in our products.

"Our market presence is about our people, how we engage, keep and train our people. I have instilled a little bit of my energy in everybody that works here."

Sloanebuilt operates a fully integrated manufacturing process at its main facility at Smeaton Grange, on Sydney's southwestern edge. The Sloanebuilt team takes aluminium or steel, cuts or bends, sands, cleans, paints, and assembles. These processes demand skills across procurement, sales, engineering, machining, press operation, weld fabrication, painting, sandblasting and mechanics.

"They're all highly skilled specialist fields, and our HR team finds people with the best attitudes who choose to do quality work," Fred says.

Australian-made is another critical driver of the Sloanebuilt business, which has brought back and integrated each of its processes without international outsourcing.

"We love Australia, we build everything here with local people, and know our product's superiority.

"We have the best tippers in the world because they work in conditions not seen worldwide—Australia's a more testing ground for tippers," Fred remarks.

One of Sloanebuilt's key opportunities lies in the increasing demand for specialist, lightweight and fuel-efficient trailers. The company quickly recognised the advantages of using aluminium in manufacturing trailers.

"Aluminium is versatile, ageless, lightweight, recyclable – it gives operators a

vast advantage in payload efficiencies. It doesn't rust, so it's low maintenance. It's easy to manufacture and has good value. Your return on investments far exceeds other options in the trailer industry. It's a far superior product," Fred enthuses.

Capral is Sloanebuilt's exclusive aluminium supplier, supplying proprietary and standard extrusions and plates. Fred views Capral as a crucial partner in their success. Not only does Capral more than satisfy its supply agreement, but he says the two businesses also share values, culture and commercial integrity.



# “...CAPRAL EXCEEDS IN EVERY WAY FROM TOP TO BOTTOM. THEIR PRODUCT IS EXCELLENT, AND TOLERANCES ARE ALWAYS WITHIN RANGE...”

“We find Capral exceeds in every way from top to bottom. Their product is excellent, and tolerances are always within range. They do the job right the first time, every time. Their products are safely loaded and restrained, so they are safe to unload.

“Our two businesses are in synergy; they are a partner – much more than a supplier,” Fred says.

“Capral has had the same management and sales teams in place for many years, which shows they have a great culture.”

Fred remains as passionate about Australia’s transport industry as when he purchased Sloanebuilt 37 years ago.

“We’re a family-run business. I like giving young people an opportunity, whether from my family or an apprentice. To see them leave school, get a trade, mature and take pride in their work is very satisfying.

“Every trailer we build could win prizes any day of the week because we’ve got that much pride in what we do.”



**Watch the Sloanebuilt Crafted with Capral case study to learn more about Sloanebuilt and their long-term partnership with Capral.**

