

# Business Extra

## Courier run a fast-track for success

Contractor wins company award for service and eyes expansion

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**A** number plate proved an omen when Daryl James bought his first business.

Now Mr James and his team at Sharp As Linehaul can lay claim to being the best transport linehaul contractor working for Fastway Couriers across New Zealand.

The Wanganui company received the award at the courier company's annual awards at Rydges Auckland.

Sharp As Linehaul is based in Wanganui but also operates in Napier.

"We outsource our delivery services to the Fastway Couriers depots to help move Fastway's packages in an efficient way. We also assist Fastway with the overflow freight at peak times of the year, such as Christmas," Mr James said.

He has worked in the road transport industry for 25 years and held a freight management position before he bought a run from Fastway Couriers in 2010.

"I set up Sharp As Linehaul when I bought my first Fastway run. The truck that I bought had "Sharp As" on the number plate, which I thought was a great name for the company. My wife [Tracey] and I moved to Wanganui with one truck and it has grown over the past five years.

"We now have nine outstanding drivers working for us," he said.

Mr James also drives one of the trucks during the day.

"It's a real team effort, and I'm pleased to say that our drivers are doing an awesome job. I mentioned this when I received the award from Fastway Couriers, but I honestly couldn't do it all without their hard work



**QUICK AS:** Driver Scott Meads (left) and Sharp As Linehaul owners Daryl and Tracey James.

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and dedication."

He said another important part of the business was employing local people whenever possible.

"And 90 per cent of our maintenance and tyres is done in Wanganui, supporting locals that use Fastway."

Looking ahead, Mr James said he would consider expanding the business.

"If the opportunity came up and I was offered another run, I would definitely consider it and see if it's possible for us to manage.

"It would not be out of the picture for Sharp As Linehaul, as Fastway Couriers is such a great business model," he said.

Sharp As Linehaul is one of 25 linehaul runs in the Fastway network and the Wanganui company made the shortlist of

three before being named the winner.

Scott Jenyns, Fastway NZ chief executive officer, said the judging criteria was based on service and commitment to the courier company's values.

"Daryl is an absolute professional, with a strong commitment to service.

"Fastway is a network that relies on a large number of individuals to get a parcel from A to B and as a part of this network, Daryl is very reliable."

Established in New Zealand in 1983, Fastway Couriers' global network includes 63 regional depots and 1200 courier franchisees across New Zealand, Australia, Ireland, Northern Ireland and South Africa.

Both its NZ franchise support office and global office remain based in Hawke's Bay.

### Spread the Word

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BUSINESS

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If it's a staff member, a picture of them would be a bonus. Just send a few words and a picture to us and we'll take care of the rest.

Send your contributions to:

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