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**CHANNELLING APPLE ISLE SUCCESS WITH ISUZU TRUCKS**

In a state where word of mouth is absolutely paramount, Tasmanian businesses only survive by providing top-notch service, reliability and quality gear.

This has been the ethos of [Channel Earthmoving](https://www.channelearthmoving.com.au/), a Tassie success story that employs around 70 local people for its earthmoving, wet hire and bin hire operations, and its diverse fleet of Isuzu trucks keeps the company on an upward trajectory.

Channel Earthmoving was established by Malcolm Frost, a local with over 20 years of experience in the construction industry. Malcolm grew up in rural Tasmania, steadily gaining his knowledge, skills, and qualifications living and working in the Apple Isle, as well as time spent working on the mainland.

"We service the construction industry, supplying quality plant and equipment to building and engineering companies, enabling them to complete their projects successfully," said Malcolm.

“We work across a range of construction projects, from major commercial and government projects to private works—right across the island.”

**A varied fleet**

The company relies on a fleet of 15 trucks, which includes 11 Isuzu trucks and another two on order.

“We have a bit of everything here,” Malcolm enthused.

“We need a variety of trucks for our business, including hook lifts, tippers, tilt trays and more.”

The Isuzu fleet includes an [FYJ 300-350](https://www.isuzu.com.au/our-range/series/fy-series/) twin-steer tilt tray, two [FXZ 240-350](https://www.isuzu.com.au/our-range/series/fx-series/) Autos with tipper bodies, three [FVR 165-300](https://www.isuzu.com.au/our-range/series/f-series/) hook-lift trucks and a capable [NLS 45-150](https://www.isuzu.com.au/our-range/series/n-series/) all-wheel drive service truck for on-site maintenance of excavating machines.

There are also a few of the popular pre-built [Ready-to-Work](https://www.isuzu.com.au/our-range/ready-to-work/) N Series and F Series [factory tippers](https://www.webstertrucksisuzu.com.au/our-range/ready-to-work/tipper/) on the fleet, which can be driven straight from the showroom floor to the worksite.

The [FVR models](https://www.isuzu.com.au/our-range/series/f-series/) are perfect for hook lift work, fitted with the powerful yet economical 6HK1-TCS engine that puts out 221 kW (300 PS) @ 2,400 rpm and a hefty 981 Nm @ 1,450 rpm of torque.

Malcolm deals exclusively with Shane Hilder of [Webster Trucks Isuzu](https://www.webstertrucksisuzu.com.au/) in Hobart for his transport needs.

“Websters build the trucks for us, and when they build a truck, they build it right, and you don’t have any drama,” Malcolm said.

“Just turn the key and go to work. Shane and the team at Webster’s are the best in the business down here, for sure.”

**Reliability is key**

Malcolm says that reliability was as big a factor in his choice of trucks as it is for his business overall.

“In our game, you must be reliable, and your business can only be as reliable as your truck, so that’s one of the reasons we stick with Isuzu. They don’t let you down.

“We have an Isuzu here that has done over half a million kilometres, and it’s still going strong.”

Channel Earthmoving has its own workshop where routine servicing is done, and the trucks are kept in tip-top condition.

“Our machines are all regularly serviced and maintained to the highest standards as demanded by the industry,” said Malcolm.

However, if there is any overflow or need for spare parts, they always turn back to Webster Trucks.

“They’re always there for us. They’re a great team,” Malcolm added.

**Safety first**

Due to the nature of the work, safety is paramount, and Malcolm says that Isuzu trucks are more than up to the task.

“We work with a lot of councils and the State Government, so the trucks have to tick all the boxes in terms of safety, which the Isuzu trucks do,” he said.

“We also want to have the safest trucks for our drivers and other road users, and the Isuzu trucks are class leaders in safety; that’s another reason we stick with them.”

The company works out of new premises in Kingston but provides a state-wide service across Tasmania.

“Our trucks do a lot of kilometres all over the state, so they need to be reliable, comfortable and safe,” said Malcolm.

“We’ve had a few other brands over the years, but the Isuzus are just good, honest trucks, and we’ll keep going back to them.

“We just stick with Isuzu now, and we’ll continue to do that,” he concluded.

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