

# Cobra helps to move Halton Hills garbage

By BEN DUMMETT  
The Herald

Nobody likes garbage but somebody has to move it. And Georgetown's Cobra Manufacturing is one company set to take advantage of the task.

Cobra's co-owner Richard Hignett predicts that the transportation of garbage is one market that is expanding. And thus there will be a greater demand for transfer trailers.

Cobra's Georgetown plant employs 50 people. The firm builds a variety of dump trailers. The company also has a branch in Whitby which employs 10 people.

Garbage transfer trailers are self-unloading, said Mr. Hignett, meaning the trailer doesn't have to be tipped back to unload the garbage. This kind of specialty trailer is needed to transport garbage from a transfer station to a landfill because the ground at landfill sites is soft, explained Mr. Hignett. If the standard dump trailer was used at a landfill site the ground would be too soft to support the truck and when the trailer was tipped backwards, the truck would follow, he said.

The manufacturing of transfer trailers currently makes up five per cent of Cobra's business, but the market will expand as more garbage has to be transferred to landfill sites, said Mr. Hignett.

Cobra moved from Brampton in 1985 because a larger plant was needed, Mr. Hignett said.

The company lasted two years in Brampton starting in 1983, and during that period it was producing six dump trailers a month. Cobra currently produces between four and five dump trailers a week, said Mr. Hignett.

Eighty per cent of the company's production involves the building of dump trailers. The building of just the dump truck bodies makes up 10 per cent of the company's production. The company also builds combination dump units, said Mr.

Hignett. A combination unit might be composed of a truck with a dump trailer and a separate trailer towed behind the truck.

The company's biggest customers are aggregate, sand, gravel and asphalt producers. The trailers are also used by farmers to haul feed and grain.

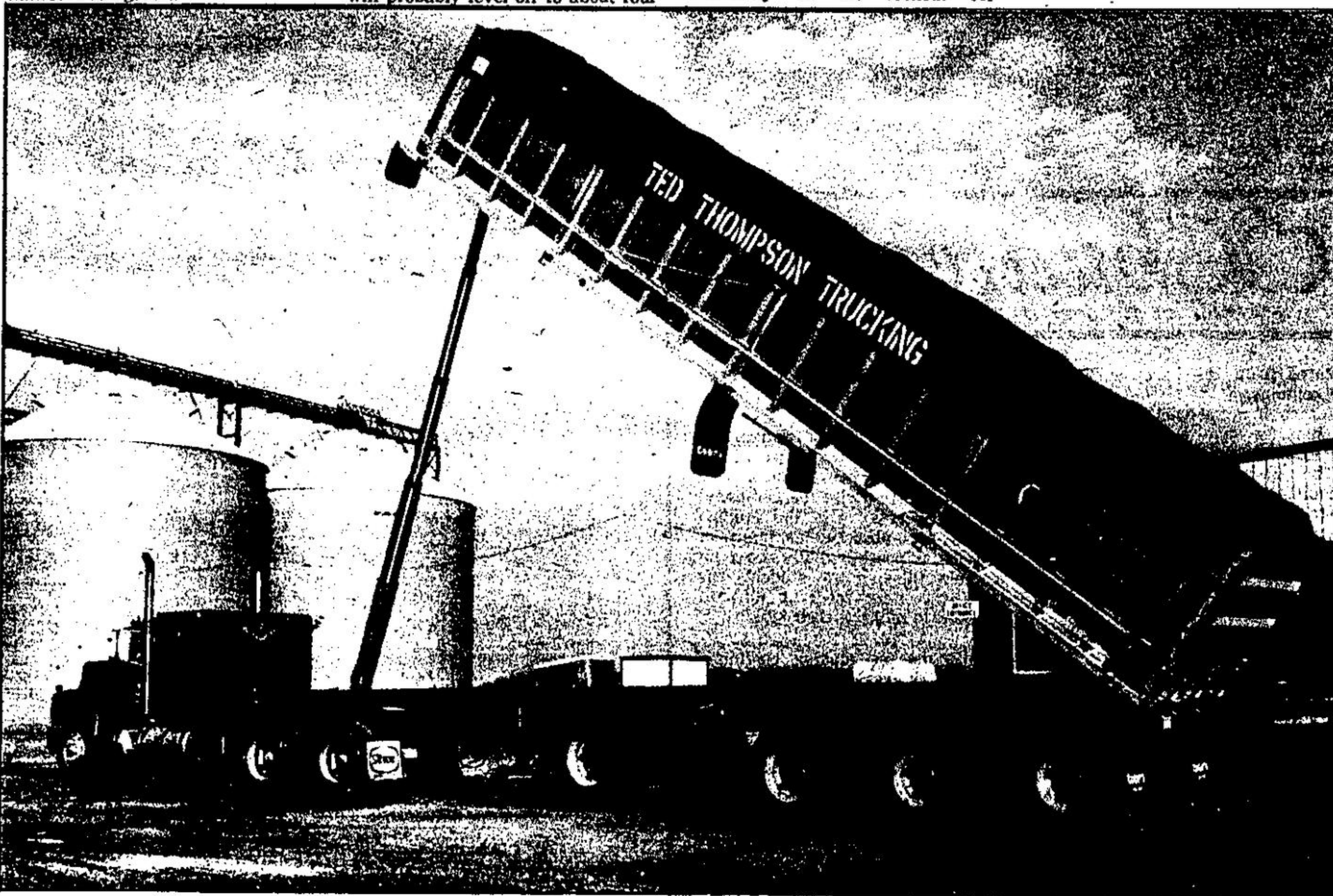
Although Mr. Hignett is optimistic about the future, he said the economy is going through a lull period. Cobra's business is geared to the construction industry which probably won't be as active in the near future as it has been in the past, he said. Cobra's production will probably level off to about four

trucks a week being manufactured this summer, he predicted.

But Mr. Hignett said the company is currently looking to expand into western Canada.

In terms of future changes in technology, Mr. Hignett said he is constantly on the lookout for

stronger and lighter steel. As it becomes available, Cobra will be the first to use it, he said. The lighter the steel the more an individual trailer can transport. And that means Cobra trailers will be that much more cost efficient, explained Mr. Hignett.



Cobra Manufacturing specializes in the building of dump trailers. Dump trailers like this one are used to transport various material in-

cluding aggregate, sand, gravel and asphalt and farming products like feed and grain. (Herald photo)

**RA** Boucher & Sons  
Aluminum Ltd.

## A FAMILY BUSINESS



Quality  
Workmanship  
is our  
Guarantee

For Your Spring  
Renovations  
We are EXPERTS

in:

- Siding
- Soffit
- Fascia
- Eavestrough
- Windows
- Doors

\* FREE ESTIMATES \*

**RA** Boucher & Sons  
Aluminum Ltd.

**877-8830**  
R.R.2, Conc. 8  
Georgetown

