



R.W.T.A.

Refrigerated Warehouse & Transport Association of Australia Ltd.

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REFRIGERATED WAREHOUSE & TRANSPORT ASSOCIATION OF AUSTRALIA LTD

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SEASON'S GREETINGS FROM THE CHAIRMAN

"I would like to thank all members for their tremendous support for the RWTA in 2008. It has been a year of great achievement for our industry and I wish everyone and their families a happy and safe festive season and a most successful 2009."

Peter Quinn
National Chairman, RWTA

FORMATION OF NATIONAL OH&S STEERING GROUP

Following a decision made by the National Board of the RWTA during the 2008 Conference, Victorian members have established a National OH&S Steering Group.

The aim of the OH&S Steering Group is for the RWTA to publish Cold Storage Industry Guidelines for the construction and safe operation of facilities based on Australian Standards and Codes of Practice.

The RWTA document will cover and expand on topics covered in Worksafe Victoria's publication "A Handbook for Workplaces – Safe Operation of Cold Storage Facilities", June 2008.

The guidelines will also cover issues such as environmentally friendly design and construction of facilities, emergency procedures, ammonia safety and chain of responsibility. The publication will be a practical reference guide, based on the best industry practices. Readers will be able to seek guidance on a large range of issues by referring to a simply worded and well illustrated practical document.

Foundation members of the Steering Committee include representatives from Swire Cold Storage, Versacold, CB Cold Storage, National Workplace Training, Newskills, Safety in Australia, Latus

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FORMATION OF NATIONAL OH&S STEERING GROUP (Cont)

Business Solutions, Dematic, Beca and Oxford Cold Storage.

The initial task of the Steering Committee is to identify the issues to be covered in the Reference Manual. Four Focus Groups have been formed:

- Building & Construction
- Refrigeration
- Operation
- OH&S

The Focus Groups have been asked to find reference material for their special interest subjects and to compile a

summary of their methodology and desired outcomes.

The Steering Group will put together a business plan with the aim of obtaining funding (state and federal) to prepare a professional document and for training.

OH&S is a major issue for all members. This is a national initiative and all members are invited to participate.

For further information and, if you feel that you are in a position to contribute to the work of the Committee, please contact:

**Gabor Hilton P: 03 9240 4015
E: gaborh@aboxford.com.au**

M: 0411 860 669

REPORT FROM THE EXECUTIVE OFFICER



I am very pleased to present our final newsletter for 2008, which provides some fine reading over the holiday season.

2008 finishes on a very positive note for the RWTA after a most successful National Conference and Exhibition, strong membership attendances at state meetings, golf days and social functions and the

advancement of members' interests on a number of major issues.

One of the major issues tackled by the RWTA over the past few years has been OH&S and it is most gratifying to see the formation of a new OH&S Steering Group,

under the chairmanship of our Victorian Chairman, Gabor Hilton. The objectives, scope and program for this Steering Group are outlined in the feature article on page one.

In 2009, we will be working towards the formation of more committees to advance key issues. Areas under consideration include the current implementation of chain of responsibility legislation and how we can best assist our operator members, particularly refrigerated transport members, and the development of Australian Benchmarking data. I will be seeking members with the appropriate expertise to assist championing these and other issues.

A large number of companies have contributed articles to this edition, in response to my request for positive stories. At a time when the Australian cold storage

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REPORT FROM THE EXECUTIVE OFFICER (Cont)

industry is going through one of its best years in the past 30 years, it is extremely gratifying to see so many strong success stories coming from our various associate members. I hope you enjoy reading about these successes.

There is every reason to believe that 2009 is going to be another great year for the RWTA and the Australian Cold Chain.

I would like to thank the National Chairman, Peter Quinn, and all Board Members, as well as all State Chairmen and their Committees for the excellent support throughout 2008.

Finally, I would like to wish everyone a safe and happy festive season and a very prosperous new year.

David Costelloe
Executive Officer

SOFITEL BRISBANE VENUE FOR THE 2009 RWTA CONFERENCE AND EXHIBITION

DATES: 23-25 AUGUST 2009

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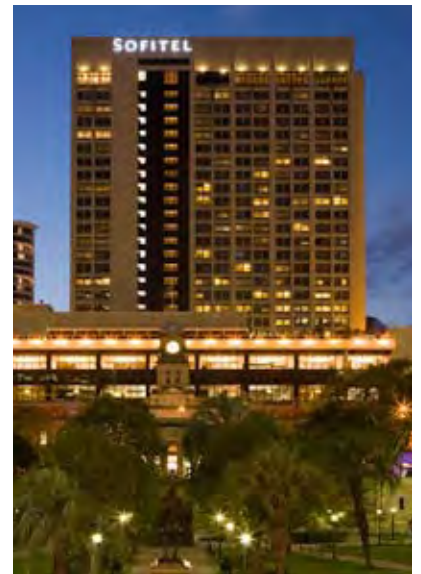
429 elegantly appointed rooms, including 20 luxurious suites, overlook some of the city's best views.

The Sofitel is Brisbane's largest hotel and function centre. The first floor Ballroom Le Grande will be dedicated to our Conference with ample surrounding space for 25 exhibition booths.

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Or visit our RWTA members webpage:

www.gsaib.com.au/RWTA-members



EDUCATION AND ADVICE THE KEY TO MINIMISING INAPPROPRIATE SUPER SWITCHING

Increased communication and access to advice have been the key to minimal numbers of TWUSUPER members reacting to the current investment market downturn by switching their investments to cash. Bill McMillin, Chief Executive Officer of TWUSUPER, the industry super fund for the transport industry, said:

“The Fund has increased its communication to members throughout the year, with the objective of raising the awareness that volatility in markets is a natural course of events. In this environment we have encouraged members to seek professional advice rather than make potentially ill-informed decisions that might have negative consequences for their superannuation.”

TWUSUPER appointed Money Solutions as the Fund’s financial advice provider earlier in the year, with the

provision of single issue advice a key differentiator of Money Solutions’ model.

“We’re in the fortunate position of having an established service in place to support members. There’s ongoing work with Money Solutions and AAS, our administrator, to identify needs and give members who need advice, the option to speak to a financial adviser.”

McMillin emphasised the importance of people riding out the current volatility and not making reactive decisions.

“Our message is clear. For most people the appropriate course is to maintain an exposure to growth assets but if you have concerns, get advice so that you make an informed decision.”



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COMMERCIAL PROPERTY VALUATION

With the banks being overly cautious these days as a result of a spin-off effect of the sub-prime crisis in the USA and the general softening of the real estate values across Australia, getting finance companies to sign on the dotted line of a mortgage commitment letter is becoming increasingly difficult.

Special purpose buildings, such as cold stores, transport depots or manufacturing facilities with cranes are typically more difficult to finance even in buoyant markets, but it is even more of a challenge in a stagnating or retracting market, such as the one we are experiencing now in most state capital cities.

There is an interplay of several factors making it difficult for a cold store operator to finance expansion of an existing building or an acquisition of a new one.

First, the loan-to-value ratios (LVRs) have dropped from nearly 90% before the market correction to about 65-70% now. Sure enough, the banks will still do 90%, but not without other collaterals that, in better times, could have been used for financing assets of the business other than brick and mortar.

Another important issue is determining the value of the total project, hence the importance of the selection of the right valuer, experienced in dealing with cold stores.

Recently I have come across two different valuers, one involved in establishing the value for new construction of a cold store in Eastern Park, Sydney and the other providing valuation for a similar project in Lytton Industrial Estate, Brisbane.

The outcome of those two valuations was totally different, even though the land values and the construction costs in those two locations were similar.

The Sydney valuer drastically undervalued the project and caused the cold store operator a lot of frustration, whilst the Brisbane one provided a thorough analysis of sales and leasing data of comparable space.

He did not stop there. In order to support the numbers he

created a business model involving pallet rates, in and out charges, length of storage, as well as percent utilisation of space. In other words, he created a dynamic, present day business scenario, as opposed to just a snapshot of the past market conditions.

While nothing can be done about the LVRs, ascertaining that the valuation is realistic is something that a buyer of a cold store can have some control over.

It starts with the real estate agent involved in a transaction. It would be prudent to make sure he or she has the understanding of the cold storage business. While his or her knowledge will never be as thorough as the cold store operator's, some basic grasp of how the business works is essential. Otherwise he or she will not be able to get involved in the selection process which may lead to some costly mistakes.

Ideally, the real estate agent should have a database of valuers and personal contacts with the ones experienced in cold storage valuation.

Any real estate agent who sits back in this challenging market hoping that the transaction will still happen once in due diligence, as it used to prior to the present correction, is bound to be disappointed.

In this economic climate, it is necessary to be in charge of as many links in the chain of events leading to the settlement as possible. The agent should also have excellent contacts with financing sources, as not all lenders today will have the appetite for a mortgage investment in a single purpose asset. However, if the agent checks all the right boxes, the chances of bringing the transaction to successful completion will be increased dramatically.

This article expresses the views of the author and are not necessarily the views or opinions of the RWTA. The author is Voyt Reich of Raine and Horne Commercial. Voyt can be contacted on 07 3216 6666 or 0403 662 212 or voyt@rnhcommercial.com.au.

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AMMONIA TASK FORCE

Following a spate of incidents involving ammonia refrigeration plants in Victoria, the Melbourne Metropolitan Fire Brigade in conjunction with WorkSafe Victoria set up an Ammonia Task Force. In August 2008, the Australian Institute of Refrigeration Airconditioning and Heating (AIRAH) took over the management of the Ammonia Task Force.

Members of the ATF include:

- | | |
|-----------------------|---|
| • Heather White | Chair - AIRAH |
| • Gabor Hilton | RWTA and representing cold storage facilities |
| • Ian Broughton | Fosters Group |
| • Andrew Pang | Trainer and Consultant |
| • Ray Clarke | ISECO – Consulting Engineers |
| • John Mott | Gordon Brothers Industries |
| • Mark Christoffersen | Gordon Brothers Industries |
| • Adrian Simonetta | WorkSafe Victoria |
| • Chris Watt | MFB |
| • Glen Sutton | MFB |
| • George Proimos | BOC |
| • Rob Carman | Kraft |
| • Matt Daniels | CFA |
| • Alex Trajikov | Orica |
| • Russell Steddar | SPC Ardmona |

The ATF was set up to establish an “Industrial Ammonia Code of Practice” that will encourage best practice for the construction, operation and maintenance of ammonia refrigeration plants in compliance with AS 1677 Parts 1 & 2:1998 “Refrigeration Systems and Safety Requirements”.

The American Safety Training Institute (ASTI) published a series of very detailed guides on Emergency Response and Training to handle ammonia leaks and emergencies. ATF will be drawing on the expertise of the USA One Plan Group through RWTA’s membership of the Global Cold Chain Alliance.

RWTA’s participation in the ATF will enable members to use this material in the proposed RWTA OH&S Steering Committee’s Cold Storage Guidelines publication.

Ammonia is a natural refrigerant and it is the most thermodynamically efficient and the cheapest refrigerant with zero global warming and ozone depletion potential. Hence its use will continue and it is up to cold store operators to ensure it is always used safely.

It is hoped that this Victorian initiative will be adopted by interstate organisations and will lift the ammonia refrigeration plant’s safety standards nationally by providing safer workplaces for company and fire services employees.

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The coating also has very strong corrosion inhibitors (or rust converters) to prevent any further rusting after the application of Thermoshield. When Thermoshield has been applied, the maintenance will be reduced to almost nil. Surface degradation is primarily due to thermal shock (expansion and contraction). Once Thermoshield has been applied, thermal shock, rust and waterproofing problems are eliminated.

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APC STORAGE SAFETY AWARD



APC Big on Safety 2008 Worksafe Awards

The 2008 WA Worksafe award for best solution to an identified workplace safety and health issue was won by APC Storage Solutions. The company developed a mechanical aid for the installation of pallet racking frames in response to a recognised manual handling risk when raising frames weighing up to 100kg. Paul Burton, APC's Human Resources Manager said this is the first device of it's kind in Australia and it demonstrates APC's commitment to safety. The forklift attachment will be used on all installation projects over heights of 4800mm.



The award winning device in action



PROBLEM

APC install teams were faced with repetitive manual work to raise the 30 to 100kg pallet racking frames during installation, posing a high risk of manual handling injury and fatigue.

SOLUTION

In response, APC developed a mechanical lifting aide in-house, that is easily fitted to a forklift and encloses the frame to prevent it from falling while being raised. It is a real hit with workers, has lead to a more positive attitude to safety and a reduction in manual handling injuries. An award winning result.



WA Treasurer Troy Buswell presenting APC's HR Manager Paul Burton & APC'S Design Manager John Rayner with the prestigious safety award.



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A GREAT EXPERIENCE



By Patrick De Haan, Swire Cold Storage, WA, 2008 Frank Vale Award Finalist

When I was first asked to write an article on my Frank Vale Award experience, I had a nasty flash back to year 12 English. Once I got over my fear of writing, I thought it would be an opportunity to use a skill I haven't used for some time. I must admit, I enjoy completing monthly reports that have been formatted and all I do is fill in the gaps!

It is an often used cliché that it is an honour to just be nominated, though for me it truly was. Many employers underestimate the worth of simply acknowledging the work their employees do. Though, it doesn't have to be nominating them for an award, even just congratulations for a job well done. That being said, I thank my State Manager Steve Martin for nominating me and giving me the opportunity to go through the Frank Vale Award experience.

I was going to enter a line here about the nomination meant more to me than a salary increase, but won't on the grounds it may come back to haunt me at salary review time! Sometimes you need both.

As you may know, the first stage is an interview at State level. I feel people's time is often an undervalued commodity, and while we all acknowledge how busy our lives are, the giving of ones time is often unrewarded. Being the President of an Amateur Football Club and serving on the RWTA, I understand first hand the value of someone's time, so again I wish to use this article to acknowledge the time given by our State judges – Keith Agar, Paul Sefton & Jack Irons.

I really enjoyed the interview because it made me stop and think about my role in the Cold Storage industry, reassess the goals I had set for myself and look at my role from another angle. Again with all our time constraints, we often forget to smell the roses or come up for air and this experience gave me that opportunity. Winning the State nomination was an added bonus. I will never wear the baggy green or play the Irish in International Rules, so for me this is probably the only opportunity I will get to represent my State.

The next phase was the opportunity to attend the RWTA Conference. It was a great location, great line-up of speakers and displays and an opportunity to network with the movers and shakers of our great industry. Suddenly that is all forgotten when I realise, not only do I have another panel interview, but I also have to do a presentation at the Conference.

They say public speaking is more feared than death and I can understand why. I speak to groups throughout my working life in my role as a trainer, but it is nothing like getting up in front of the industry you work in and telling them what you do and why you deserve to win the Frank Vale Award. Having to go last, and on the second day, made my wait even more nerve-racking, as all 4 presentations by Lauren, Connie, Ben & Peter were excellent.

To be honest, I didn't know what to expect, but was overwhelmed by the support, encouragement and congratulations of all of the nominees. Although, this is a competition, and with the victor go the spoils of a prestigious award and opportunity to represent the RWTA at the GCCA conference in the USA, the nominees were supportive rather than competitive. The support didn't end there, with many of the attendees taking the time to congratulate me on my presentation throughout the Conference. I can tell you that it was appreciated by me as you never really know how you have gone, and to get that reassurance from people you have only just met is a great feeling.

As you are all aware, I didn't win the 2008 Frank Vale Award, but this in no way diminished the experience for me. Only positives come out of the Conference and I recommend all those reading to consider nominating an employee for the Frank Vale Award next year. You are providing one of your up and coming employees with recognition, an opportunity to be exposed to new parts of the industry and network with peers from other companies and related industries.

I plan to use my experience to mentor WA's Frank Vale Award finalist next year and provide any assistance if they require it. Also, my English teacher will not believe I was published in such a prestigious national publication, so this is another achievement I can add to this experience.

Finally, I would like to thank my company, Swire Cold Storage, for their support and development; the RWTA national office for organising and funding the experience; the National judging panel (Paul Fleiszig, Martin Porter & Peter Mirco); all those involved in making the Conference a great success and last, but not least, my wife Hayley for her support and listening to my speech many times the night before.

MURRAY GOULBURN'S INNOVATIVE HIGH DENSITY STORAGE SOLUTION

Murray Goulburn, Australia's largest exporter of processed food, has implemented the country's first Pallet Runner high density storage system at its Integrated Logistics Centre at Laverton in Victoria.

Designed and installed by Dematic, the Pallet Runner system sets new standards for space utilisation and operator productivity.

Combining the density of drive-in racking with the benefits of pallet flow, the Pallet Runner system uses self-propelled 'intelligent' carts to handle pallets within the storage system.

The Pallet Runner carts run on rails, which pass under each pallet location on each level of the storage system.

Unlike other storage system layouts which require multiple access aisles, Pallet Runner systems only require aisles for pallet entry and pallet retrieval, making them very space efficient - the longest single lane in the new high density store is 58 pallets deep!

The carts can be easily lifted out of one storage lane and transferred to another by a forklift, making it possible for a single cart to service multiple lanes.

A specific requirement for Murray Goulburn was for the storage system to include means by which it could pre-assemble and stage orders. The staging lanes each hold up to 34 pallets, which equates to a full B-Double truck load.

The Pallet Runner system makes it possible for a full load of 34 pallets to be unloaded from the store and loaded onto a truck in just 34 minutes!

"Our storage system partner, Dematic, carried out an extensive analysis of all storage systems and methods to establish which would be the best fit for our batch processed products and stock movement patterns," said Murray Goulburn's National Storage & Distribution Manager, Phil Saunders.

The Pallet Runner concept came out the clear winner, providing space for around 14,500 pallets compared to about 9,000 for Drive-In Racking.

"As well as providing excellent space utilisation, the Pallet Runner system enables us to handle double the throughput with less than half the operators it would require with any other type of storage system,



such as Drive-In Racking."

"An efficient supply chain is absolutely critical to success in the dairy industry," added Mr Saunders.

"The combined effects of the drought and rising fuel prices made 2007 a particularly difficult year for many of our members, with the total milk intake for the year dropping from 3.6 billion litres in 2006 to 3.3 billion litres in 2007."

Despite this, Murray Goulburn still managed to increase sales revenue for the year by \$430 million to \$2.6 billion.

"This excellent performance was only made possible by the Co-operative's manufacturing and supply chain being flexible enough to direct available milk supply into the optimum product mix, and manufacture in a manner which maximised profitability and efficiency," he said.

Murray Goulburn's innovative high density storage solution was recognised at the Supply Chain & Logistics Association of Australia's annual awards dinner in Brisbane on November 13, 2008, winning the Manufacturing Logistics Award.

For more information, please contact Arthur Dardoumbas at Dematic on (03) 9535 3500 or visit www.dematic.com.au.

CAN YOU SAVE MONEY AND THE ENVIRONMENT?

Even though diesel emissions are high on everyone's minds at the moment, the potential impact of refrigerants on the carbon footprint of a business is significantly higher. Dr Michael Bellstedt of the Green Cooling Council spoke to delegates at the recent RWTA Conference about the high impact of refrigerants on their carbon footprint. With high levels of Global Warming Potential (GWP), the leakage of fluorocarbon based refrigerant poses a real problem for operators of traditional transport refrigeration units.

The unique Carrier Vector all-electric refrigeration system dramatically reduces the risk of refrigerant leakage by using a sealed compressor and by reducing the number of brazed joints in refrigerant pipe work by more than 60%. By doing so, the potential for refrigerant leakage has been reduced significantly. To put this in real terms, a fleet of 100 Carrier Vector units has the potential to save the equivalent of almost 2 million kilograms of carbon dioxide equivalent over their lifetime.

Some transport operators have already recognised the impact that this can have on their business and, this year, hundreds of new refrigerated trailers hit the road powered by Carrier Vector units that are a radical departure from conventional mechanical refrigeration. Carrier's Vector uses an electric generator to power the major refrigeration components. This significantly reduces the potential for refrigerant leaks, reduces noise and emissions, and importantly reduces lifecycle cost by eliminating many maintenance items and increasing performance and reliability.

In a conventional trailer refrigeration system, a diesel engine provides power via a system of shafts, belts and pulleys to an open type compressor that requires

a vulnerable shaft seal to contain refrigerant. Carrier's Vector uses a high-output electric generator that drives the refrigeration components such as the fans and a fully sealed, semi-hermetic compressor. This proven electric powered refrigeration technology has fewer components, greater reliability and significantly better refrigerant containment.

In delivering these benefits, Carrier has not compromised the performance of the Vector. In direct comparisons to existing conventional units, the pull-down of the Vector is up to 27% faster. Once it reaches set-point, the advanced microprocessor maintains the engine at low speed reducing engine emissions and increasing fuel savings.

It is the capacity to perform on electric standby that is really outstanding. In the past, electric standby has not always been given serious consideration by operators due to the capacity loss in conventional units. When running a conventional reefer unit on standby, the unit can lose up to 60% of its capacity. Running a Carrier Vector on electric standby the capacity is decreased by a mere 20%.

With the high cost of fuel, Carrier Transicold is encouraging fleets to take advantage of its Vector Diesel Electric technology to substantially slash their fuel costs and reduce their carbon emissions. At current prices for diesel fuel and commercial electric power, the cost of operating on electric standby is now almost one third the cost of running on diesel, now without compromising performance and the cold-chain integrity.

For further information, please contact Kelly Geddes, National Marketing Manager Carrier Transicold on (07) 3276 7433 or at kelly.geddes@carrier.utc.com

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OXFORD SCOOPS THE POOL



Oxford Cold Storage was presented with the Environmental Excellence Award during the 2008 Australian Supply Chain and Logistics Awards in November. This award, first given in 1966 and dedicated to Ken Pike, is presented for significant achievement in any area of environmental concern, including traffic congestion, packaging, waste disposal, recycling and energy consumption. Achievement in the specific application and its wider applicability must be demonstrated, thereby promoting the best environmental practice.

This accolade was achieved by Oxford for its submission on Rain Water Harvesting for use in their refrigeration condensers and thereby reducing the need on mains supply, which has already saved in excess of 9 million litres of water in only 4 months of operation.

Swire Cold Storage received a High Commendation, as did Air Road for its efforts in trailer design – increased freight volume/ decreased fuel consumption – as a real and practical project and outcome with significant flow on environmental benefits.

The standard of submissions for this year's award was extremely high. The initiatives being considered by the industry ranged from recycling, to vehicle technology and to management practices aimed at reducing resource and energy consumption, something for which all nominees should be congratulated on.

Finalists for 2008 were Air Road, GlaxoSmithKline, Global Cold Chain Solutions, Oki Tedi Mining, Swire Cold Storage, TNT Australia, Travel Smart and Queensland Transport.



Gabor Hilton, Oxford's Engineer, accepts the Environmental Excellence Award from David Doherty, Chairman of SCLA, on the 26th November 2008

INFOLINK WIRELESS SYSTEM

Crown Equipment has officially announced the release of InfoLink, a new wireless remote fleet management system that has been designed from the ground up to address five key areas of fork truck management.

The first system of its kind in the world, designed and supported by a lift truck manufacturer, InfoLink now allows fleet managers to lower overall costs by better understanding how their lift trucks are being used, where, by whom and when, throughout their entire organisation

According to the Australian General Manager, Marketing for Crown, Craig Kenchington, InfoLink has been designed to monitor truck efficiency, usage, productivity, safety and maintenance – wirelessly and in real time – and report to a central base station.

The system also links to trucks and their operators and is capable of working in Temperatures down to -40 degrees celsius.

“InfoLink allows managers to identify their most productive trucks, operators, facilities and shifts, helping to dramatically lower overall operating and safety costs,” he says. “It can also identify the least productive elements in their fleet.

“Based on reports the system can generate, fleet managers can make informed fleet usage decisions, make informed fleet and staff changes, and better plan timely maintenance programs.” This information is held on the companies own server allowing these reports to be run anywhere in the world at anytime.

InfoLink addresses key OH&S issues and increases safety awareness. Inspection, certification and training features include reports and email alerts to management.

“An operator can’t even start a lift truck without an ID number that confirms his or her training is current,” Kenchington says. “Nor will that unit start until the operator has completed an on-board vehicle safety check.”

Based on a range of metered operating hours, the system can help managers avoid unnecessary or



overdue maintenance problems. These intervals can now be based on actual operating hours rather than calendar intervals.

“This alone can help organisations save money on maintenance throughout the life of their fleets,” Kenchington says.

Savings also can be made by identifying, in real time, which operators and trucks collide with racking and other warehouse structures. This can provide clear opportunities for retraining of operators, again leading to overall better fleet performance and safety recognition.

Another benefit for Managers is they are able to monitor operator and vehicle log-ons, idle time, travel and hydraulic hours, allowing them to better plan consistent service intervals.

InfoLink also allows managers to locate trucks and operators, and to communicate with drivers via their on-board consoles.

“Being able to instantly locate and communicate with both vehicles and their operators is an enormous boost to operating efficiency – especially in larger organisations,” Kenchington says.

For further information, please contact Craig Kenchington, General Manager Marketing, Crown Equipment on (02) 8788 0511 or Mobile 0412 559 or at Craig.Kenchington@crowlift.com.au.

IIAR ASSOCIATION REVIEW

The IIAR (International Institute of Ammonia Refrigeration) is an international association serving those who use ammonia refrigeration. It has developed as a leading support organization in this field, providing both at a technical level and as a broader promotional body for best practice operation. The organization is based in America offering the following industry benefits involving various associated activities.

1. Published an ammonia data book and a vast array of bulletins and technical papers. .
2. Conducts seminars, training workshops and an annual conference and exhibition. .
3. Recognized globally as an authority source about ammonia refrigeration.
4. Plays a pro-active role as an industry advocate before regulatory bodies and code and standard development committees.
5. Provides all facets of industry with comprehensive documentation on best practices, operating procedures, safety requirements and guidelines for standards interpretation.

Involvement with a group such as the IIAR is beneficial to serious owners of ammonia refrigeration equipment such as RWTA members. They allow access to a library of knowledge and provide many educational opportunities to staff.

Refrigeration Plant Safety Requirements

The IIAR has developed a helpful document on the minimum safety criteria for a safe ammonia system. This includes a complete checklist to assist plant operators in maintaining a safe working operation. Whilst the information is helpful, and the listed practices sound, they are not mandatory under Australian requirements. Australian refrigeration plant requirements are governed by the following standards.

AS/NZS 1677.2:1988 'Refrigerating Systems Part 1 & 2'

AS/NZS 3666:2002 'Air Handling and Water Systems of Buildings'

AS/NZS 3788:2001 'Pressure Equipment In Service Inspection'

Plant Safety Inspection

A full safety inspection should be conducted every 5 years combined with an annual visual check. Sadly, this is often overlooked as are many compliance requirements. This includes a number of areas that have lapsed due to budgetary constraints or labour shortage. Many plant operators are simply unaware of their obligations and surprised at the number of non-compliance items tabled in the final report.

Safety Inspection Areas

The refrigeration plant safety inspection is conducted by a suitably qualified independent third party and covers the following.

1. Piping and valve systems
2. Pressure equipment and vessels
3. General condition and operation
4. Building considerations and access
5. Mechanical safety devices
6. Electrical safety devices
7. Ventilation and detection
8. Instructions and signage
9. Personal safety equipment

Plant Safety Report

Gordon Brothers Industries are an industrial refrigeration engineering company that conducts such reviews. The inspections are carried out with pre-determined check lists derived from a combination of the relevant Australian codes and the IIAR guidelines. A report is issued complete with a table of non-conformance items and any photos where it offers relevant support.

In the current climate of stringent adherence to safe work practices, the maintenance of a code compliant plant is essential. The mandatory requirements of every owner operator of any ammonia (freons are not excluded) refrigeration plant is paramount.

For further information, please contact David Brown, Project Manager QLD for Gordon Brothers Industries on (07) 3277 0577 or at davidbrown@gordonrefrig.com.au.

GABOR HILTON WINS PRESTIGIOUS TS MORT AWARD

The RWTA would like to warmly congratulate Gabor Hilton on winning the prestigious IIR TS Mort Award.

The Award was presented to Gabor by Didier Coulomb, Director of the IIR, at a dinner hosted by AIRAH in September.

The following is the text of the thank you speech delivered by Gabor Hilton.

"I am honoured to have been awarded this prestigious prize for my work in the installation of rainwater harvesting at Oxford Cold Storage.

My special thanks to Silvia Estrada who nominated me for the T.S. Mort Award and to Richard Guy for his support.

Thomas Sutcliffe Mort was a pioneer Australian.

In 1860, Mort established a dairy farm at Bodalla, south of Sydney. He produced high quality milk and cheese.

Mort partnered with Thomas Macarthur, a marine engineer, and in 1866 built a ship's engineering shop and foundry, and later extended the company's activities into building railway carriages and locomotives.

In the mid 1860s Mort began to look to refrigeration to make better use of his foundry and using his railways to get better access to the Sydney markets for his dairy products.

From 1866, until his death in 1878, Mort financed experiments by E.D. Nicolle to design and produce refrigeration machinery suitable for use in ships, trains and cold storage depots. In 1868 and 1875 he made failed attempts to ship frozen meat to England.

Mort and Nicolle went on to develop commercially viable refrigerated businesses with:

- Slaughtering and chilling works in the Blue Mountains

- A cold store in Darling Harbour
- Milk depots in the Southern Tablelands
- Refrigerated railway vans for meat and milk

Financially, his refrigeration venture, on which Mort spent over £100,000, provided very little return.

This brings me to Oxford's Rain Water Harvesting project which also makes marginal returns.

The rain water is collected from 50,000m² roof area and is used to replace potable water evaporated in our refrigeration plant's cooling towers. Over the past four months, during times of reduced rainfall, Oxford's potable water use was reduced by 60% or an average of 100,000 litres per day.

The total cost of the project was \$300,000 after a 50% government subsidy.

The current price of potable water is 12 cents per 1000 litres. The daily savings are \$120 and the payback time is 7 years. As the cost of water is expected to double over the next five years this period will be substantially less.

Like Mort's pioneering work in cold storage logistics, our rain water harvesting project demonstrates the possibilities for the practical application of good engineering principles. All cold stores use huge amounts of water and the wider use of rain water harvesting throughout the industry would make a significant contribution to reducing the use of an increasingly rare resource.

Oxford's contribution to the environment has been highlighted in many publications. It has given a great sense of pride to Oxford's management and staff and has become a wonderful marketing tool. Many large companies prefer to deal with environmentally friendly businesses like Oxford.

I wish to thank IIR and AIRAH for this honour and hope you all enjoy the rest of the evening".

OOMIAK UPDATE



Mark Twigger, John Katsikis, Peter McGuire, Cate McGuire and Mark Holden discussing a customer's requirements.

Oomiak is fully up to speed with the most advanced solutions to help customers tackle the challenges of climate change and associated legislation, especially the impending emissions trading scheme and phase out of HCFCs and HFCs.

Mark Twigger Oomiak's Design team leader recently attended the Chillventa exhibition in Germany. This is one of the most important trade shows on the international circuit because it represents the largest number of manufacturers and suppliers to the refrigeration industry outside the United States.

The main focus of Mark's trip was to increase Oomiak's knowledge and expertise in new technologies and applications, particularly in relation to energy efficiency and tackling climate change. For customers, this means Oomiak is able to offer the most advanced and efficient solutions for their refrigeration needs and support

in addressing the challenges of climate change legislation including the impending emissions trading scheme and phase out of HCFCs and HFCs.

Mark Twigger and Business Development Director Mark Holden can be contacted on Oomiak's toll free number 1300 731 699 to talk about the implications of Emissions Trading Scheme And Phase Out Of HCFCs and HFCs .

Oomiak opened their new Service Centre in Brisbane on 27th October 2008.

The new Service Centre is a one-stop location for all of Oomiak's services, including preventative maintenance and emergency service support, full design and engineering services and installation and equipment leasing.

'Starting a new service centre is an important and exciting strategic step forward for Oomiak', says Chief Executive Officer Cate McGuire. 'Importantly, it ensures we are able to support our existing customers in Queensland with a full range of services and provide new customers with an alternative level of service'.

Oomiak recently joined the Queensland Branch of the RWTA and attended their first meeting in November. Oomiak Business Development Executive, John Katsikis, found that the meeting was very worthwhile in terms of developing new contacts and hearing about current issues.

The Service Centre is conveniently located in Morningside and customers are invited to contact the Customer Support Team by phoning the toll free number 1300 731 699.

TOYOTA IS WORLD'S TOP FORKLIFT SUPPLIER

A leading industry journal

has named Toyota Industries Corporation (TICO) as the world's top forklift supplier - for the sixth successive year.

The United States-based magazine Modern Materials Handling ranked TICO number one in its annual top 20 ranking list in August 2008.

TICO is world leader in materials handling equipment and the parent company of Toyota Material Handling Australia.

TICO is based in Aichi, Japan, with a range that includes BT and Raymond products.

The top 20 rankings are based on worldwide revenue in US dollars.

The magazine said Toyota's dominance reflected a global industry that is experiencing steady growth, with worldwide orders increasing by 12 per cent in 2007.

Its revenue for 2007 is reported at US\$7.8 billion - up 20 per cent from its US\$6.5 billion revenue in 2006.

The World Industrial Truck Statistics show Europe as the largest market, with orders growing by 16 per cent in 2007 to 400,000 forklifts.

Orders in Asia grew by 17 per cent to 280,000 - so the Asian market now comfortably exceeds that of the Americas.

In fact the only region to experience a decrease in orders was the Americas, with a 3.5 per cent drop. Oceania experienced 17 per cent growth and Africa nine per cent.

Globally, the number of orders placed in 2007 grew to 955,000 forklifts.

The president of Toyota Material Handling Australia,



Steve Harper, said the keys to TICO's number one status were its industry-leading commitment to research and development, and putting the customer first.

"Toyota Material Handling products have always reflected the vision and ingenuity of Toyota people and their drive to put the customer first," he said.

"Toyota thinks about the needs of any manufacturing or warehousing operation, how to help it improve productivity and how to optimise conditions so forklift operators are comfortable and efficient.

"These issues are at the heart of what Toyota does as a forklift manufacturer. We would not be the global leader we are today without our focus on the end-user," Mr Harper said.

For more information on Toyota Material Handling products please call 1800 425 438 or visit on-line at

www.toyotamaterialhandling.com.au

MICROLISTICS - THE STORY SO FAR

Mark Dawson knew he was on a winner when Microlistics launched with its first ISIS warehouse management system in 1992. As the founder of a leading Australian supply chain consultancy (that he was still with at the time), Mark had years of practical experience and knew what was needed. "In the early 1990s we led the way advising clients that multi-user warehousing was the future – but to do this a generic, flexible warehouse management system was needed that could be easily configured to specific needs," he said.

"We developed ISIS specifically to meet that demand. As a rules-based product it doesn't require code to be constantly written or changed and it can be attached to any size and type of warehouse operation."

ISIS sold well in Australia and took its first international steps when Nestle installed it in its Malaysian facilities. In 1995, Mark left the consultancy to focus on growing the business of Microlistics across South East Asia, including to Singapore, China, Japan, New Zealand and Thailand.

Today, the company has established facilities in Australia, Asia and the Middle East. Its systems are used by some of the world's largest third party logistics (3PL) providers and across most industry sectors, including food, retail, pharmaceutical, wholesale distribution and fast moving consumer goods. ISIS is also selling well in some of the world's fastest emerging markets.

The company competes successfully against larger NASDAQ-listed companies for several reasons. "The main reason is that our products are functionally strong," said Mark. "They're practical and fast to install and provide a rapid return on investment with minimal impact on operations. They can be integrated into existing IT infrastructure relatively quickly, making them a true best-of-breed alternative. "Word of mouth has always been the way we make sales.

Our clients take on major projects around the world, often in emerging markets. They typically have a lot at stake and they want to be sure the system they install works so they take us with them. "We've been live in super-sized warehouses within weeks. You'd think that would be impossible but we actually do it. We only get minimal calls to

our 24-hour help line. That's why we sell the next system and keep expanding into other countries."

The practical industry experience of Mark and his staff is also valued. "I still visit most clients myself because I like to see their operations in action so I'm sure we're

developing what they need." The company's most recent growth has been in the emerging markets across the Middle East.

Global word-of-mouth drives the international growth of Melbourne-based supply chain technology firm Microlistics.

"We're working on large projects in Qatar with the Qatar Port Authority and the Gulf Warehousing Company and we're getting a lot of interest from Dubai and other local UAE markets like Abu Dhabi as well as Oman," said Mark.

Despite its growing global business, Microlistics plans to stay in Melbourne. "It's a good business environment here and the lifestyle and climate is great," said Mark. "The retail market is diversified and very competitive so it's also a good testing ground for us." Melbourne is the centre of Australia's ICT industry and produces most of Australia's ICT graduates, including many international students. It has a highly creative, skilled and multicultural workforce that Mark says makes a difference. "We've doubled our workforce in recent years and we've been able to find all of them in Melbourne. We've formally employed a Chinese post graduate student who had studied in Australia and now he's back in China working for us. Staff are also very loyal here – we have a great track record with maintaining our staff and this is quite unique in the IT industry."

Mark is optimistic about the future of smaller ICT businesses in the global market because they offer what clients increasingly want. "The multi-user 3PL Logistics market is growing and there are lots of opportunities for us there," he said. "We're into second generation systems now and we know we've still got what it takes. We invest over 25 per cent of our annual revenue in research and development. "We find the new markets don't have the preconceived ideas of the big brands. They see our systems work well, are robust and reliable and they buy them. It's refreshing to see this logic. We know the performance of our products is excellent so we know our markets will keep on growing."

For further details, please contact Mark Dawson at Microlistics on (03) 9326 7422 or at mark.dawson@microlistics.com.au.

NEW REEFER EQUIPMENT IN DEMAND

Built specifically for the Australian market, SCF Container's refrigerated containers are proving a hit with customers in the Australian transport industry. The fleet of 50 units have been out with customers since their arrival in Australia earlier this year and the feedback is positive.

In fact, David Cartan from Pacific National commented that 'these units are very reliable and the star track equipment provides a major benefit to our operations as it allows us to monitor them in our fleet. Furthermore, we can flex our capacity to meet fluctuating demand due to the availability of SCF's hire fleet'

Due to the suitability and effectiveness of these units, SCF Containers is investing further in this product range with 40' and 46'6" units in the production pipeline. 'The economic turmoil has yet to impact significantly on demand for refrigerated containers and we are striking while the iron is hot' SCF Containers refrigerated container specialist, Don Tonks said.

'The demand we are seeing is testament to the quality of these units. They meet all Australian Standards and are perfect for general transport customers due to their quality thermal properties, double-stacking ability and intermodal capability. Further, tracking units is simple as all units are equipped with Star-Track monitoring from Monitoring Oz, which is of great benefit to our customers'

SCF Containers International is an independently owned and operated Australian container sale and leasing business with its Head Office in Adelaide, South Australia. Established in 1991, SCF manages assets worth over \$60 million in three



Divisions – **SCF Containers** (rail freight, including cold storage), **Simply Containers** (portable storage) and **Tank Containers Australia** (liquid transport and storage). With its focus on design, quality and customer service, it is a leading supplier to the Australian transport industry and has offices in Adelaide, Darwin, Sydney, Melbourne, Brisbane and Perth.

For further information, please contact Christy Kosch, Marketing Manager on (08) 8208 0930 or at christy@scfcontainers.com.au



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RWTA DIVISIONS

“The RWTAA Ltd has a Division in each state of Australia. These State Divisions are run by an elected Committee, appointed by the members at their respective AGM, and each Division nominates a representative to the National Board of Directors.

All Divisions conduct regular business meetings, including breakfasts and luncheons, with guest speakers on a wide variety of topics and site visits, where possible.

The meetings are designed to provide a suitable forum for information exchange, update on issues and activities at the national level and enable participants the opportunity to network, an integral part of today’s business environment.

In addition to business meetings, each Division conducts an annual golf day and a variety of mid-year and end-of-year social functions for members, their partners and guests. These sporting and social functions are strongly supported in all states”.

CONTACTS

For information on the RWTA or your State Division please contact the following:

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Secretariat Jeff Franklin Ph: (03) 6391 8655

New South Wales Division

Secretariat John Howell M: 0419 974 678

INFORMATION, PUBLICATIONS ETC.

The RWTA publishes and distributes a variety of industry relevant protocols, guidelines etc. For information on any of these publications, please contact your State Division Secretariat. For information on all RWTA publications and industry guidelines, please visit our website at www.rwta.com.au.



R.W.T.A.

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