

REFRIGERATED WAREHOUSE & TRANSPORT ASSOCIATION OF AUSTRALIA LTD

cold running

IN THIS ISSUE

- 1 A Frank Vale Winner in New Orleans.
- 4 METECNO Australia join FM Advisory Council.
- 6 LINDE electric forklift new release.
- 7 Electricity price shocks in carbon price
- 8 Fast track to energy efficiency
- 12 Australian energy regulator takes on electricity networks
- 13 METECNO Group upgrades
- 14 Dematic RapidPick
- 15 Xtralis solidifies its position
- 15 Nolans new look launched
- 17 Contacts

A FRANK VALE AWARD WINNER IN NEW ORLEANS

I jetted off to Atlanta for the Pre-Convention Tour with David and Dianne Costelloe on April 26 2011, almost 9 months after winning the Frank Vale Award. After nearly 30 hours without sleep, it was great to finally get to our hotel and relax before getting some much needed sleep.

We met up with Peter Quinn and Chris Cartwright from Montague Cold Storage the next day. We visited the Atlanta Braves Baseball Stadium and the Civil War Museum. Later that night, Gabor Hilton and his wife Deborah arrived to fulfil the Aussie contingent. We met a nice couple from Chile, also on the Pre-Convention Tour, and had a fantastic group of people to hang out with. The next day our tour of downtown Atlanta began; visiting the Atlanta Aquarium, The World of Coca-Cola, CNN and inspecting the Americold and Nordic cold store facilities.

Before we knew it, we were off to New Orleans or, as the locals pronounce it, "Nawlins". The



Matt Lishman, 2010 Frank Vale Award Winner

[cont'd over page](#)

It's not a crystal ball for cash flow, but it's close.

When your accounts are consolidated in one place, you get a clear picture of your cash flow position. Designed specifically for businesses, CommBiz brings you the flexibility and ease of online banking with 24/7 access.

To find out more about Commonwealth Bank's full range of working capital and transactional banking options, or to take advantage of the special offer to RWTA members talk to **Richard Nightingale**, Area Manager on **0414 789 418**.



Determined to be different

Important information: Terms and conditions issued by Commonwealth Bank of Australia are available on request. You should consider whether or not this product is appropriate for you. Commonwealth Bank of Australia ABN 48 123 123 124.

A FRANK VALE AWARD WINNER IN NEW ORLEANS

Convention was underway and into full swing, a massive opening parade starting it off in style; the streets were blocked off and we were taken on a police escorted walk behind a marching band down Bourbon Street.

All the speakers at the Convention were incredible and I learnt so much in such a short period of time, every speech was unique and different, all of them excelling in their own right. The Expo itself was massive, the GCCA organizing close to 100 exhibitors!

The night life in New Orleans was crazy, we had arrived at the perfect time- right in the middle of the largest Jazz and Blues Festival in the world; the streets were packed and full of action. After the devastation that was Hurricane Katrina, it was an experience of a lifetime to see New Orleans up close and personal. Only half re-built and many still living with planks of wood as their windows. I visited New Orleans Cold Store and could still see evidence of the disaster. However, after a lot of hard work, an amazing job has seen the facility fully functional again.

The day of my speech arrived and, surprisingly, I wasn't as nervous as I thought I would be. It helped having the entire Aussie contingent there in support. I was to speak on the main stage during the general session. I knew my subject and I was so excited to share my story with the worldwide players of the cold storage industry. It was a real thrill and a great buzz performing my speech to hundreds of people. The compliments and accolades I received were overwhelming. At one point I was known as a "Rock Star," I think everyone was quite bemused at what I have been able to achieve in such a

short time, especially being only 23 years of age.

The networking and contacts I made whilst in America were first-rate and will hold me in good stead for the remainder of my career.

It was time to relax; all the hard work was over. A few beers with Aussie's never tasting better. However, the trip had come to an end and it was my time to head home with memories and the experience of a lifetime to look back on.

I would like to thank Mr. Martin Porter from the Retracom Group for their generous and ongoing sponsorship of the Frank Vale Award travel prize. Also to Barry Harvey AM, Austco Polar Cold Storage and the RWTA, thank you so much for everything you have done for my career so far. I am now committed to the RWTA Victorian Division and look forward to offering my opinion, support, attitude and positive outlook on the Victorian Committee.

The opportunity this trip offered myself and will offer other young people in our industry is invaluable. It has given me the confidence and maturity to succeed with my approach to work, Austco Polar Cold Storage and my life.

I appeal to all companies to place a nominee from your organization into the Frank Vale Award and watch them grow, not only in their careers but as a person. It really is a life changing experience. Believe me, I've experienced that first hand.



GSA WORKERS COMPENSATION
Eye-opening insurance.



www.gsaib.com.au/RWTA-members

GSA has a specially dedicated team responsible for the provision & management of all your Workers Compensation.

Call us today for a cost free audit of your current Workers Compensation Insurance:

02 8274 8122

Run only to benefit *you.*



TWUSUPER has a 25 year history of delivering strong long-term investment performance, low fees and friendly, professional service for our members.

So if you work in transport – whether it's handling freight or behind the desk – it's good to know that there's an industry super fund run only to benefit you.

Speak to the people who understand the transport industry. Call 1800 222 071 or visit www.twusuper.com.au



TWUSUPER

Hardworking super for people in transport



Low fees > All benefits to members > No commissions

TWU Nominees Pty Limited ABN 67 002 835 412, AFSL 239163, is the trustee of TWU Superannuation Fund (TWUSUPER) ABN 77 343 563 307 and the issuer of interests in it. A copy of the current Product Disclosure Statement should be obtained from TWUSUPER (at www.twusuper.com.au or by calling 1800 222 071) and considered carefully before you make any decision whether to acquire the product or to continue to hold the product. TWUS 30901

METECNO BRINGS AN AUSTRALIAN VOICE TO FM APPROVALS INTERNATIONAL ADVISORY COUNCIL

Metecno brings an Australian voice to FM Approvals International Advisory Council

In an exciting move for the Australian insulated panel industry, Geoff Marsdon, General Manager of Metecno Australia which includes the Bondor and HH Robertson businesses, has recently joined FM Approvals Advisory Council.

FM Approvals is a member of the FM Global Group, the international insurance business with a unique risk management focus. FM Approvals is responsible for objectively testing property loss prevention products and services and certifying those that meet rigorous loss prevention standards. The Advisory Council is an important component in FM's relationship with its clients assisting it in staying at the forefront of trends, technological innovation and quality. The Council is made up of senior executives of FM clients representing the world's leading manufacturing companies.

Mr. Marsdon attended the combined council meeting in Providence, Rhode Island in June this year.

"I was very impressed with what FM Global and FM Approvals had to offer. The test facility in Rhode Island is a significant investment and allows for testing of a wide range of products in stress situations. Whilst there we observed seismic tests, cyclonic


tests on roofing and walling, explosions and large scale fire test demonstrations as well as facilities for testing sprinkler systems and electrical systems."

"The opportunity to share experiences with industry colleagues from across the world was invaluable and confirmed that we all face similar issues when it comes to developing, manufacturing and installing products and systems that provide a high level of protection for our customers and their products."

"The impact of the natural disasters in the first quarter of the calendar year was discussed and there is no doubt that the Australasian experience in dealing with these issues and how our buildings and management systems coped is of great interest overseas and will be the subject of further studies internationally."

"Involvement in this Council is a great opportunity for an Australian voice to be heard and the unique aspects of our environment to be considered when building standards are being evaluated."

Metecno Australia manufactures and markets FM Approved products MetecnoPanel and MetecnoSpan. The group is also a signatory (through its Bondor business) to the Code of Practice for insulated panel developed by the EPS Panel Manufacturers Group.



An energy efficient environment can now be found here on earth.

The future of super-efficient insulation is here.

For over 40 years Bondor® has been Australia's leading provider of light weight thermal building solutions. We have developed a fully integrated range of insulated roof and wall panels that are absolutely perfect for any space you have in mind.



equideck
by BONDOR

Industrial style long spanning insulated roof panel system, suitable for lower pitch applications & more.



purline
by BONDOR

Economic insulated roof & wall system for the agricultural sector. Suitable for a variety of applications.



metecno panel
by BONDOR

Fire retardant light weight sandwich panel. Steel skins & PIR core. FM 4880 – unlimited height.



equiwall
by BONDOR

Architectural facade walling offers design versatility, thermal efficiency & easy installation.



solarspan
by BONDOR

Domestic & commercial roofing, insulation & ceiling in one easy to install product.



metecnospan
by BONDOR

FM approved PIR core roofing & walling. Long spans reduce structural steel requirement & enable speedier installation.

Explore the possibilities today ph 1300 300 099 or visit www.bondor.com.au

BONDOR

FACT:

**WE DON'T SELL THE MOST
FORKLIFTS IN AUSTRALIA.**

**BUT WE DO SELL THE MOST
PRODUCTIVE FORKLIFTS IN
THE WORLD.**



We're not "Number 1" for forklift sales, but our forklifts produce the numbers that really count.

Our focus is on the outcomes that really matter – cycle times, fuel efficiency, servicing, labour and finance costs. In fact, independent tests have proven that Linde Forklifts are up to 22% more productive than their closest competitor. So, if you're impressed by numbers as well engineering quality, durability and outstanding after sales support, make Linde your 1st priority. Talk to Linde. We'll give you the facts.

1300 135 463 | www.lindemh.com.au

Linde
Material Handling

* Established using comparative published data and independent testing by TUV Nord.

MAJOR ADVANCES IN NEW ELECTRIC RANGE

Linde has unveiled a new range of advanced electric forklifts including 19 different standard model versions between two and five tonnes lifting capacity.

The new E20-E50 series extends Linde's technological leadership with numerous innovations which deliver economical energy consumption, high productivity, enhanced driver safety and convenience.

Industry-first traction control, a self activating parking brake for loading ramp safety, breakthrough ergonomics and the advantages of LED technology are all incorporated in the new range.

The 19 models are specified to allow precise matching of forklifts to work roles, with the wide range ensuring customers only pay for what they really need.

All eight different load capacities from two to five tonnes are available in a High design with a centre of gravity of 600 mm for improved visibility over the load and a Flat design with a centre of gravity of 500 mm for low clearance heights, container use or picking work where the driver has to frequently get in and out of the truck.

Customers can also choose from a Long or Compact design for the High or Flat versions. The long models have a larger battery and provide additional energy reserves, but also allow the use of standard pool batteries. The compact models are recommended for tight, narrow working areas or less demanding use.

A new two-motor front drive is the key to the E20-E50 series producing the highest installed performance in this forklift class. Two rotary current motors power the truck with 9 and 11.9 kW, allowing the machine to reverse quickly and accelerate to a maximum of 20 km/h.

In addition to the standard "Efficiency mode" setting, the new forklifts have two other user selectable settings.

With the even more economical "Economy mode", power can be reduced in favour of lower energy consumption when less power is required. "Performance mode" provides the highest possible warehouse turnaround.

Even in standard "Efficiency mode" the forklifts represent the benchmark in terms of performance among all forklifts in this lifting capacity class.

Active steering support in conjunction with the top-connected combined steering axle also gives the four-wheeled forklift the turning radius and manoeuvrability of a three-wheeled forklift.

Only unveiled at the CeMAT 2011 trade fair in May, the new Linde E20-E50 series has already won the "iF product design award 2011", one of the world's oldest and most renowned industrial design awards.

Industry leading features include the first forklift traction control system on all models, to ensure a high degree of safety and reliable wheel grip even in poor weather conditions.

The traction control system distributes the drive force of the electric motor individually to both wheel motors and thus ensures that there will be tractive force even if one wheel is spinning.

The new E20-E50 series forklifts also have a self-activating parking brake for safe stops on loading ramps. The brake engages quickly and reliably when the driver gets out. It also enables restarts on slopes without rolling backwards.

Other features in the fully equipped models include an ergonomic armrest which can be adjusted horizontally and vertically with one movement and an optional new air-suspension seat.

Linde has also introduced a precise battery charge display which shows the driver for how much longer the forklift can be driven to the minute, before the battery must be replaced or charged.

fibreglass reinforced plastic for trailers and truck bodies for frp liners, roofs and ceilings - we've got you covered

Dynamic Composite Technologies offers superior panel choices for all types of vehicles. The advantage of using fibreglass reinforced plastic (frp) panels is the operational cost savings that can be obtained during the life of the unit. Engineered to be extremely tough, our exclusive range of Crane Composites frp panels will never rust, peel, dent, stain, harbour mould, mildew or bacteria. Liners, roofs and ceilings used in trailers and van bodies are dependable, durable and real world tested.



Unit 8,
171-175 Newton Rd
Wetherill Park NSW 2164

T 1800 051 100
E sales@dctech.com.au
www.dctech.com.au



ELECTRICITY PRICE SHOCKS IN CARBON PRICE & RENEWABLE ENERGY TARGET

The Energy Users Association of Australia (EUAA) commissioned Deloitte Access Economics to report on the impacts of two key climate-change policies, the existing Renewable Energy Target (RET) and the prospective Carbon Price, and model the impacts of these on energy users and the economy. The report was publicly released at the EUAA's annual Energy Price & Market Update (EPMU) seminar in Melbourne on Monday, 20 June 2011.

"The findings of the report are of concern to all electricity consumers – businesses and households – given the increases in electricity prices shown," Mr. Roman Domanski, Executive Director of the EUAA said in releasing the report.

"Under the 5% emission reduction target that the Government favours and without international trade in permits, a carbon price operating without the RET leads to a wholesale electricity price increase of around \$63/MWh by 2020 (an increase of about 48% on current wholesale electricity prices) and \$83/MWh (plus 53%) by 2030.

If a carbon price and the RET operate together (as envisaged by current policy), electricity price increases are driven even higher, reaching \$78/MWh (plus 121%) by 2020 and \$93/MWh (plus 215%) by 2030.

If there is a binding international agreement on a carbon price sometime in the future, its impacts on electricity prices are moderated somewhat but still significant enough to cause hardship for electricity consumers."

"These are obviously not welcome numbers for energy users. Electricity prices have already increased rapidly in recent years, are set to do so again over the next few years and there are predictions that they could rise even more before the end of the decade, even without these policies.

Energy users are already finding that the existing price rises have increased their cost of doing business and their cost of living to the point where it has become increasingly difficult to make ends meet. Adding the costs of climate change policies, like a carbon price and the RET to this will stretch the budgets of electricity consumers to tipping point and try their patience."

"In terms of the economy more broadly, the results show that the economy is also worse off.

Under a 5% target (with no international trade in permits) plus the RET there is a decline of 3.4%, or \$64 billion in Gross Domestic Product (GDP) by 2020, nearly \$2,500 in per capita GDP and 127,500 jobs relative to the reference case. Real

wages also decline by nearly 5%," Mr Domanski went on to say.

"The EUAA supports the report's call that, if a national carbon is implemented, it needs to coincide with a thorough re-assessment of all other climate change policies, like the RET. It should also substitute for the multiple expensive direct action programs in place across jurisdictions, such as solar bonus schemes and solar feed in tariffs. To leave these policies in place will simply push more costs and burdens onto energy consumers and the economy, as well as being a very expensive and largely ineffective form of carbon abatement."

"It is imperative that Federal, State and Territory Governments agree on this happening and do so in a timely way through forums such as the Council of Australian Government (COAG).

The EUAA also calls on the Federal, State and Territory Governments to recognise the need for a rejuvenated reform agenda covering competitive energy markets and changes to the rules that are used in network price regulation, the unfair appeals mechanism and the governance arrangements, as this will take the heat off electricity price pressures, boost national productivity and also make any carbon price impacts less unpalatable."

"Obviously, compensation for households and some trade exposed businesses will help to alleviate the impacts on their costs of living or doing business but it will not prevent the increase in electricity prices. Moreover, there are uncertainties about the degree to which people will be compensated, by how much and for how long.

For business users, there are the additional issues that not all will be compensated (even if they are trade exposed) and that even those few that are will not be fully compensated. The large increases in electricity prices mean that there is a critical need to ensure that compensation is adequate to the task," he concluded.

The report "*Assessing the impact of key climate change policies on energy users*" and an Overview can be downloaded from the EUAA web site (www.euaa.com.au).

FAST TRACK TO ENERGY EFFICIENCY

Multisite and complex organisations have unique challenges when it comes to implementing coordinated and well managed energy efficiency projects. We are all busy people, and I'm sure have been on the receiving end of many unsolicited offers of energy saving goods and services. We probably all have an old energy audit or two gathering dust on the shelf too. These initiatives cost money – and when you are talking multiple sites, this can be big money. There must be a better way to trawl through the thousands of options of energy efficiency devices, meet regulatory & internal targets and generate savings for your business.

Well, there is.

Energy Performance Contracting.

You can make the energy savings you need now and you don't even need up-front capital.

An Energy Performance Contract (or EPC for short) is a structured process of identifying energy & water saving projects using a single independent & accredited contractor, and then proceeding with selected capital works identified with that single contractor who then guarantees that the identified energy (kWh) & water (kL) savings will be achieved. This performance guarantee means that the Contractor must make good if the savings in water (kL) & energy (kWh) are not achieved. EPC's allow for innovative funding models to pay for the energy and water efficiency works. You can pay upfront, use a third party financing company, or the contractor can offer funding terms that allow the works to proceed without upfront capital cost by paying back the value of the installations with the energy savings you make off your electricity bills.

Energy Performance Contracting is a well established industry overseas, particularly in North America for over 20 years, but is relatively new to Australia. In Australia, EPC's have only achieved market penetration with Governments including hospitals and local governments. Despite this, it has achieved some noteworthy successes in delivering energy reductions for customers. It is referred to in the Prime Ministers 1998

Kyoto statement as one of the delivery methodologies recognised to achieve Australia's target greenhouse gas emission reductions.

In Australia, there are associations set up to accredit contractors, known as "energy service contractors" or ESCO's. The key association is the Energy Efficiency Council, who also produce the Best Practice Guide to Implementing an EPC.

Energy Performance Contracting aims to provide guaranteed energy/carbon, and water savings. It is aimed at a lowered risk approach to energy reduction and greenhouse abatement.

- The technical risk lies with the contractor – the contractor is experienced in managing technical risk as part of his core business.
- The energy/carbon & water savings are guaranteed – every EPC contract includes a guarantee that the agreed level of energy/water reduction will be achieved. If it isn't the contractor will either implement additional measures, at their cost, to achieve the reductions or he will pay the customer the value of lost savings
- The level of expertise is very high –EPC contractors are specialists in their core business. With an EPC, different to traditional contracts, responsibility for savings lie with the contractor.

Energy Performance Contracts have a number of stages as outlined in the Best Practice Guide. These include:

Expressions of Interest - A public call for Expressions of Interest (EOI) is usually advertised in the local and/or national press. The purpose of the EOI is to identify all of the contractors able and willing to offer proposals for your project.

Requests for Proposal - The RFP is the mechanism for selecting the 'Preferred Proponent' with whom you then negotiate an EPC. The RFP defines the general scope of work, along with specific requirements that must be addressed by a performance contract. This information is much more detailed than what was included in the EOI.

[cont'd over page](#)

Retracom

Refreshing ideas in storage and distribution.



Our experienced staff can advise you on the Right Panel for the Right Application.

We can supply and install EPS, PIR and mineral wool core insulated panel systems along with doors and accessories for Cold and Freezer Stores, Blast Freezers, Food Processing Facilities, Agricultural Buildings, as well as Service and Maintenance.

Retracom Pty Ltd 60 Magnesium Drive, Crestmead Qld 4132 Telephone (07) 3803 4733

Call today on 1800 077 044 or visit www.retracom.com.au



FAST TRACK TO ENERGY EFFICIENCY (cont'd)

Detailed Facilities Study - The DFS investigates all energy and water saving opportunities based on your minimum requirements as set out in the RFP. The Preferred Proponent normally investigates all

opportunities that will deliver a project within the required return on investment or the overall capital budget, or both.

Awarding the EPC - The final negotiations establish the project scope, the guaranteed savings, project timetable, and exact costs associated with the entire project. The method for monitoring energy savings and the financing arrangements (if required) are also finalised at this stage. The AEPCA National Standard Energy Performance Contract should be used as the basis for these negotiations.

Implementing the EPC - Once you have signed the EPC, it is time to manage its implementation. The steps in this process include:

1. the ESCO finalising its designs, procuring equipment and managing the construction process;

2. commissioning of the project (and project components) by the ESCO. It is strongly recommended that your operations staff participate also, to learn more about the performance

aspects of the project. Commissioning is typically not a static process, particularly when several energy conservation measures (ECMs) are involved. Also, with EPCs you may find that the commissioning process is one of 'fine-tuning' until the ECMs deliver on the expected energy savings proposed by the ESCO;

3. managing the savings period, including:

- measurement, verification and reporting – this defines what metering and measurements will be made each month, quarter or year and when they will be reported to you. This allows proof to be developed that savings are being met

and that performance of systems is maintained to agreed levels;

- maintenance; and
- continuous improvement.

Table 1: Tasks involved for a company in reaching award of EPC stage

No	TASK
1	Issue Public Call for EOI via targeted email/newspaper advert
2	Prepare EOI documentation
3	Provide copy of EOI document to interested ESCO's
4	Prepare RFP documentation
5	Complete EOI evaluation and select shortlist
6	Issue RFP documentation to shortlist
7	Prepare DFS and EPC documentation
8	Complete RFP evaluation / Select preferred ESCO
9	Issue DFS Documentation
10	Prepare DFS proposal
11	Contract negotiation
12	Award contract

Case Study – Metcash

In November 2009 Metcash engaged ECS Australia / Szencorp to undertake a Detailed Facility Study of seven of our highest energy and water using sites across the country to identify energy and water saving initiatives. Metcash operates from 83 warehouses including six offices around the country.

[cont'd over page](#)

Australian **JOBNET**

WE PROVIDE:

- Forklift drivers • Storeman/picker & packer
- Labourer • Delivery driver • Truck driver
- Machine operator • Management levels
- Warehousing • Cold storage

www.australianjobnet.com.au

E: info@australianjobnet.com.au

9 Hugh Street, Footscray VIC 3011

T: +61 3 9687 5586 F: +61 3 9687 5565 M: +61 441 682 572

Our priority is client satisfaction. We ensure that your staff requirements will be met in a shortest time. We always strive to exceed your expectations.

Whether you need staff for a short term project, seasonal work or for permanent appointments, we can deliver our quality services to meet your staff needs for your industry.

**AUSTRALIAN
JOBNET**
THE LABOUR HIRE SPECIALISTS
Australian JobNet is a trading name
of Son Le Enterprises Pty Ltd.
ABN: 38 122 912 565

FAST TRACK TO ENERGY EFFICIENCY (cont'd)

The Detailed Facilities study was completed in July 2010. It identified works worth \$3,700,237 and year one savings of \$490,886. Savings of 3498 tonnes of greenhouse gas emissions were identified, a 3.52% saving on Metcash's overall carbon footprint, and water savings of 7281 kL, a reduction of 15.42% for Metcash overall.

The Metcash Environmental Sustainability Committee (CEO Metcash, Director Logistics & Property, Director Merchandise & Marketing, Sustainability Manager, and General Manager Risk) decided in August 2010 to proceed with energy and water saving projects for two sites, Kidman Park, SA and North Plympton, SA. A CAPEX was raised and approved for these works, and they are now underway. After these installations have been monitored and verified, the Metcash Environmental Sustainability Committee will revisit the remaining five sites for which the Detailed Facilities Study was conducted.

In summary, the works at North Plympton are comprised of:

- Replace existing high bay luminaires with High Output T5 fittings
- Install stand alone sensors
- Install LED dichroic replacements in Admin building

Total cost \$157,424 ex gst.

Electricity savings based on conservative estimates of 8% annual increases in electricity costs:

\$15726 yr 1

\$16934.28 yr 2

\$18237.7284 yr 3

\$19643.91385 yr 4

\$21161.00916 yr 5

A 94 tonne saving in greenhouse gas emissions per annum, equal to a 6% reduction for the site.

In summary, the works at Kidman Park are comprised of:

- Install compressor optimisation modules for DX units
- Install flow restrictors
- Install AAA rated shower heads
- Install urinal controls

Total cost \$21,663 ex gst.

Electricity savings based on conservative estimates of 8% annual increases in electricity costs:

\$6071 yr 1

\$6517.88 yr 2

\$6999.3464 yr 3

\$7518.131192 yr 4

\$8077.18388 yr 5

A 32 tonne saving in greenhouse gas emissions per annum, equal to a 7% reduction for the site.

A 414 kL saving in town water consumption per annum, equal to a 28% reduction for the site.

These works will help the sites meet Metcash's internal resource efficiency targets.

Louise Rhodes

Sustainability Manager (CEnvP)

Head Green Teamer

Metcash Trading Limited www.metcash.com

Winner Tor Hundloe Young Environmental Professional of the Year 2009 Award - EIANZ

Paperless Warehousing

Our success is your success.



Paperless Warehousing is a key system within our business.

"I have been a user of the Paperless WMS for 7 years in two different organisations, it is a great system supported by a great team. We have so much faith in PW, we have just committed to linking it with our new ERP roll-out. Having the Paperless WMS is a key system within the business."

Mike Fraser
National Customer Service & Logistics Manager



Paperless Warehousing is the easy choice for your business.

"We won a national contract to warehouse and distribute a major Australian wine producers products and we knew we needed a WMS that we could trust. We called PW and their system was immediately implemented. Benefits include stock rotation, inventory control and real-time stock availability. Paperless was an easy choice and is advantageous our business."

Steve Cornale
Warehouse Manager



Paperless Warehousing has been our partner for over 10 years.

"We have partnered PW for over 10 years. Paperless WMS has evolved keeping pace with industry demands and covers all aspects of warehousing and distribution. It has been an extremely successful and enjoyable partnership and one that we are sure will continue to flourish, providing enormous value to our business well into the future."

Rod McQueen
General Manager



Paperless Warehousing has been an integral part of our business.

"Paperless Warehousing has been an integral part of our business, helping us to grow through greater productivity and efficiencies. PW is Australian-owned so support is local; and because their software is flexible we have been able to tailor to our needs. We would recommend Paperless Warehousing to anyone looking for a warehouse management system."

Daniel Moiso
National IT Manager

MONTHLY STOCK DISCREPANCY		
PRODUCT CODE	DESCRIPTION	QUANTITY
07644	2 speed impact drill and case	
10725	18V impact driver with cord	
11123	2 kilo potato	
11764		
13901		



We've been making warehouses paperless for over 21 years.

For all our latest news visit paperlesswarehousing.com.au

AUSTRALIAN ENERGY REGULATOR TAKES ON ELECTRICITY NETWORKS

Australian Energy Regulator takes on Electricity Networks

Report by Gabor Hilton on the proceedings of the EUAA National Price and Market Update seminar in Melbourne, 20 June 2011

The Australian Energy Regulator has conceded that Australian consumers are paying much more than they need to for their network and electricity distribution costs.

In a presentation at the Energy Users Association seminar in Melbourne on the 20th June 2011 the AER chairman Andrew Reeve said he would be pushing for changes to the rules that effectively allowed the network operators to excessively profit from the system. He said they were putting forward inflated estimates of required capital expenditure, and under the current regulations there was little the AER could do about it.

The soaring network charges on electricity bills have accounted for nearly two thirds of the recent surge in customer electricity prices, and for some customers now account for more than 50 per cent of total electricity costs. The question arises that how much is really necessary to maintain supply and how much expenditure could be avoided by smarter investments in energy efficiency and demand response management.

Now that state and federal governments are coming under pressure on rising electricity costs, the role of the regulators and the structure of the rules are coming under intense scrutiny, and will continue to do so as a carbon price is introduced and the green energy schemes are expanded.

The irony is that the worst offenders of these alleged network price gouging are the state government-owned utilities – particularly those in NSW and Queensland, where the greatest spending and cost increases have been reported. It's ironic that, while the NSW and Queensland governments are complaining about rising electricity bills, the network operators they govern are sourcing a new form of indirect tax by securing over-the-top increases in network charges. By contrast, in Victoria, the privately owned network providers have not over invested and the revenue will be little changed.

Part of the problem comes from an industry that rewards participants for simply building more poles and wires, and generating more electrons. The system is incapable of ascribing a value to reducing demand and using energy more efficiency.

This is what Reeves said on Monday about the way network operators submitted their spending targets to the regulator: "The AER is concerned that there is a systemic bias towards inflated forecasts because of the framework for establishing forecasts of required capital and operating expenditure".

"As it stands, the current regime provides network businesses

with incentives to submit revenue proposals that are at the top of, or beyond, what could be considered a range that 'reasonably reflects' the required expenditure."

And, he said: "We ... need to be sure that we are only making customers pay the minimum necessary to meet the cost of an efficient service provider for the safe and reliable supply of energy."

In cases where the AER rejected proposed electricity price increases, the companies applied to the Australian Competition Tribunal and they usually win.

The chart of the current final 5 year Distribution Prices was compiled by EUAA. The Vic DD are the amounts first approved by AER and the Vic FD is the final determination after appeal by the distributors to ACT.



The AER requested the government that AER reference guide lines be changed to give him more power when making determinations. The AER proposed that legislation should provide for;

- Unbiased forecasts of efficient capital and operating expenditure
- Strong incentives for the firms to spend no more than is necessary and efficient
- Process for setting the cost of capital that properly reflects the costs of funds

METECNO GROUP INVESTS IN THE FUTURE

The Metecno Group have long been leaders in innovation and quality when it comes to insulated panel.

Over the past two years Metecno have upgraded the production facilities for their Bondor business unit in Sydney and Adelaide and are now expanding the facility in Brisbane. Over the same period all Bondor production lines across Australia have been refurbished and an upgrade program is almost complete. All of this is aimed at improving overall quality and service delivery for a growing customer base.

This commitment to quality has also seen an increase in the research and development team based in Brisbane. Metecno now offers the largest in house technical support services of any insulated panel manufacturer in Australasia. The team are involved in significant product development projects but also support the group's customers on specific project related inquiries.

The Metecno Group actively supports the Australian Building Code and works extensively with industry bodies and research establishments to improve building standards.

Demand for MetecnoPanel and MetecnoSpan products has grown significantly over the last three years and in an effort to support this growth Metecno has further demonstrated its commitment to quality by searching the world for expertise in urethane chemistry and the manufacture of PIR foam. Whilst some people use lookalikes of famous German scientists the Metecno Group has gone one better by employing experienced chemist Dr. Reinhard Zuta to oversee all aspects of improvement for our PIR product.

Dr. Zuta has had an immediate impact on the PIR production line and his chemistry lessons for production crew and sales staff have been very popular on the Queensland site. Supporting Dr. Zuta has been an extensive upgrade in laboratory and testing facilities. Each run of PIR panel now gets its own 'birth certificate' outlining panel quality, production conditions and history.

The Metecno Group is now looking forward to further developing its PIR capability with a range of products currently in the development pipeline.



ACHIEVE PICKING RATES OF 1000+/HR WITH NEW DEMATIC RAPIDPICK



Dematic has introduced new RapidPick ergonomic split case picking stations capable of increasing operator productivity rates to over 1000 items per hour.

The innovative configuration of the picking stations, which can be set up to process multiple orders concurrently, are tailored to match operators' individual requirements, including height adjustable operator platforms and work tables. Height and rake adjustable display screens provide simple step-by-step management of the picking process.

The high-resolution screen displays simple, easily understood symbols for order volumes, along with photos of the products to be picked, facilitating fast, accurate and safe order picking. Check weighing can also be integrated to further improve accuracy.

With Dematic's RapidPick, order fulfilment becomes just like an assembly line, with the stock for orders arriving at precisely the right time and in the correct sequence to fulfil orders as efficiently as possible.

Totes containing stock for orders are retrieved from an automated storage and retrieval system (ASRS) and transported by conveyors to the workstations. As they enter the workstation, the totes are scanned and a monitor indicates the pick quantity for the tote and order.

For picking stations configured to process multiple orders at a time, Pick to Light (PTL) displays indicate the location and quantity of items required for each of the orders being processed concurrently.

The workstation operator picks the indicated quantity and puts the items into the relevant shipping cartons. When the required quantity of stock has been removed from the tote, the operator is informed that picking for that item is complete. When the operator releases the tote, it will be automatically transported to the next workstation requiring that item, or be returned to the ASRS if no further goods are required.

Further information: Darren Rawlinson, Dematic Pty Limited, 24 Narabang Way, Belrose NSW 2085 Australia. Tel: +61 2 9486 5555. Fax: +61 2 9486 5511. www.dematic.com.au

XTRALIS SOLIDIFIES ITS POSITION

Xtralis Solidifies Its Position as the Premier Provider for the Fast-growing Global Intelligent Remote Monitoring Market

HeiTel agrees to be acquired by Xtralis thereby joining forces to develop the Intelligent Remote Monitoring Market

6 July 2011 – Xtralis™, a leading global provider of powerful solutions for the early detection of fire, gas and security threats, today announced the acquisition of Germany-based HeiTel Digital Video GmbH. This acquisition enhances significantly Xtralis' position as the premium manufacturer of video surveillance and central monitoring solutions globally.

"The Intelligent Remote Monitoring market is one of the fastest growing segments of the maturing video surveillance market due to quickly advancing technology and industry standards. Intelligent Remote Monitoring provides proactive protection through video verified alarms and controlled response at much lower annual costs than alternative solutions," explains Samir Samhoury, President and CEO of Xtralis, the global leader of the remote video monitoring market through its ADPRO® brands.

Like ADPRO by Xtralis, HeiTel has a very strong presence with Central Monitoring Stations. By joining forces Xtralis and HeiTel will provide a complete Intelligent Remote Monitoring platform including video verification, analytics and perimeter protection to the global market.

"The addition of HeiTel will help the Xtralis group of companies excel and expand in the delivery and monitoring of its leading early detection technology; it will also enhance the companies geographic and market segment reach. HeiTel's product offering, channels and geographic presence complements the Xtralis ADPRO offering. Together ADPRO with HeiTel will have a dominant position in the markets they serve. We see no significant overlap between ADPRO and HeiTel and we intend to maintain all the products, channels, locations and talents that HeiTel has worked on building over the last 20 years."

NOLAN'S NEW LOOK LAUNCHED

It was a case of introducing a new look with new refrigerated equipment when Queensland's largest privately-owned refrigerated transport company, Nolan's Interstate Transport, approached Freighter Maxi-CUBE Queensland (FMQ) to custom build a Maxi-CUBE B-Double Reefer to carry frozen freight across Australia.

As one of Australia's leading distributors, Nolan's Transport provides a total supply solution to the fresh produce, meat, confectionary and dairy industries and the management and staff pride themselves on their focus on supplying customers with a total transport service that also includes Cold Storage

Xtralis and HeiTel will both work to expand the awareness of the Intelligent Remote Monitoring but will operate as two separate business entities working with their respective channel partners.

HeiTel is located near Hamburg Germany with a substantial employee presence engaged in the design, development and sale of video surveillance technology including:

- Digital video remote transmission via computer networks
- Digital recording integrated into their video transmission concept for local long-term storage
- Integration of video receiver technology into security monitoring centres, emergency call and serviced centres

For more information about HeiTel, visit at www.heitel.com

About Xtralis

Xtralis is the leading global provider of powerful solutions for the early detection of fire, gas and security threats. Our technologies prevent disasters by giving users time to respond before life, critical infrastructure or business continuity is compromised. We protect high-value and irreplaceable assets belonging to the world's top governments and businesses. Our solutions include VESDA by Xtralis – high-sensitivity aspirating smoke detection, ICAM by Xtralis – flexible aspirating smoke detection, ADPRO® by Xtralis – perimeter, multi-site and enterprise security, and ASIM™ by Xtralis – traffic detection. To learn more, please visit us at www.xtralis.com <<http://www.xtralis.com>> .



and Warehousing.

The new Nolan's branding and livery has been designed to reflect the overall professionalism and scope of the Company without sacrificing the Nolan's ribbon and name logo which has been, for many years, so recognisable on all its transport equipment.

Enhancing the new branding, all Nolan's graphics will now be digitally printed on self adhesive vinyl that covers the whole wall. This allows them to remove their livery without leaving any imprint, thus providing a clean skin and higher resale value.

[cont'd over page](#)

NOLAN'S NEW LOOK LAUNCHED (cont'd)

The latest Reefer B-Double, delivered by FMQ's Mark Kelly, exemplifies Maxi-CUBE's commitment to providing tailored innovative solutions that meet unique and often challenging requirements.

Nolan's, in particular, has been a loyal customer of Maxi-CUBE and also Freightner, with around 80% of their trailers coming from the two product stables. The relationship between FMQ's Dealer Principle Mark Kelly and Terry Nolan extends over 30 years and with son, Flea Nolan, now controlling the Company Operations and Purchasing, the mutual respect and trust between the two organisations is set to continue for many more years.

With a fleet consisting of well over 200 trucks, trailers and rigid vehicles, you can begin to appreciate why Nolan's is continually finding new ways to increase fleet productivity and safety through flexible and efficient transport equipment.

As part of enhancing their fleet safety, all Nolan's trailers are now specified with Electronic Braking Systems (EBS) as standard.

The most innovative feature on the new Nolan's new B-Double is the revamped Maxi-CUBE Roll Back design on the lead trailer that features a more powerful hydraulic drive motor that provides even smoother movement of the body.

When the body of the lead trailer is parked in the forward position, the body weight is lifted off the rollers to extend roller life and durability, so critical to a smooth transport operation.

The Roll Back hydraulic pump, control box and battery source

have also been redesigned and improved, ensuring optimal performance and ease of access and use for drivers in almost any location and situation.

The B-Double incorporates 300mm cross-members and is fitted with BPW AL2 suspension and D36 airbags.

Able to perform at temperatures down to -30 degrees Celsius and providing a total capacity of 34 pallets (12 for the lead and 22 for the tag), the B-Double has also been fitted with Maxi-CUBE's high profile aluminium air-flow floor that ensures cold air is evenly distributed throughout the trailer, maintaining the freshness of produce, meat and dairy.

Importantly, the Maxi-CUBE van has also been built to conform to the full range of food transport safety requirements. Nolan's uses the internationally recognised and scientifically based food safety system known as HACCP (Hazard Analysis and Critical Control Point) and their involvement in this program ensures that their goods, and the equipment they use, are always of the highest order.

Further information contact:

Kevin Manfield

Maxi-CUBE

Tel: 07 3717 2846

Mob: 0419 755 362

kevin.manfield@maxitrans.com.au

Jozef Horvat

MaxiTRANS Australia

Tel: 03 8368 1117

Mob: 0409 501 443

jozef.horvat@maxitrans.com.au



