

REFRIGERATED WAREHOUSE & TRANSPORT ASSOCIATION OF AUSTRALIA LTD

cold running

IN THIS ISSUE

- 1/2 Leading Industry Speakers At 2009 Conference
- 3 Peter Quinn Elected to IARW Board
- 4 Keep Your Business Running
- 5 LED Lights At Oxford
- 6 Winning the Frank Vale Award
- 7 The Cost Of Being Green
- 8 The CFC Debate
- 9 Leading Cold Chain Monitoring Now in Australia
- 10 Adapt-A-Lift Become Hyster Distributor
- 11 Toyota Launches New Electric Pallet Trucks
- 12 Kingspan
- 13 EPS Panel Systems
- 14 Peki Reaches A New Peak
- 15 Energywise
- 16 Colby Distributor Of The Year
- 17 Gabor Hilton
- 17 Contacts

LEADING INDUSTRY SPEAKERS AT 2009 RWTA CONFERENCE

In addition to the mix of inspirational and financial commentary keynote speakers secured for the 2009 RWTA National Conference and Exhibition, namely **Steven Bradbury, Michael Pascoe, Peter Fitzsimons, Craig James and Peter Davidson**, we have a superb line up of industry speakers.

Paul Hockridge, Partner, Deloitte Private and an acknowledged Australian tax law exponent, will share a lot of valuable information on business and personal tax planning, a subject that will appeal to all delegates.

Tim Bolam, the newly appointed **Chief Executive Officer for Costa Logistics**, which is part of the Costa Group, Australia's foremost fresh produce trading and logistics company.

Tim comes from the United Kingdom and brings with him a wealth of experience in the design and implementation of complex supply chain solutions, e-commerce solutions, application of logistical software and change/programme management concepts and practical experience. Tim



has had exposure to various chilled and ambient warehouses/businesses and has been involved in the development and implementation of sales and marketing strategies with specific targets and revenue objectives.

Tim's excellent business acumen, coupled with his strong technical skill sets has ensured his successful career thus far within the supply chain management and

[cont. over page](#)

The coolest things in

COLD STORAGE!



Toyota Material Handling's range of three leading brands – Toyota Industrial Equipment, BT Lift Trucks and Raymond Forklifts – allows us to offer Australia's biggest range of forklifts for use in cold storage applications.

Whether you are after a double-deep reach truck, a ride-on pallet mover, or any other type of forklift used in cold storage, your local Toyota Material Handling dealer will have a product to suit.

For material handling solutions, it's as easy as contacting your Toyota Material Handling Dealer for an obligation-free site assessment.

FREECALL 1800 425 438

www.toyotamaterialhandling.com.au

LEADING INDUSTRY SPEAKERS AT 2009 RWTA CONFERENCE

distribution operations over the past 22 years.

Tim will present on the award winning Costa personnel model and leading overseas logistics trends.

Steven Newton, General Manager Risk for Metcash Australia, has had extensive experience in the strategic planning for a major disruption to the Australian food supply due to deliberate or natural causes. Steven will present on the business implications for the food chain of a major pandemic.

David Allen, Development Manager-VIP, Vaughan Constructions will talk on some of the successful cold storage projects he has been involved with and how to successfully design and construct a cold store project that suits your business.

In the second part of their presentation, Vaughan Constructions will present on the general market conditions - opportunities in the current climate - and how to successfully plan and execute a new site acquisition and building project - from concept to completion.

David will take you through some of the more innovative projects he has been involved with recently - Coca Cola's fully automated 32m-high distribution centre, Woolworths 70,000 m² liquor distribution facility and finally a new project they hope to be able to announce in the next month which is very much a one-off, related to cold storage and working with an individual business's requirements to provide a business home for the next 30-50 years.

Alistair Gray, Inbound Transport Manager, Coles Logistics, will talk on the Coles DC network. He will cover the inbound strategy for Coles temperature-controlled supply chain to deal with capacity at the DC's, service levels, Coles Collect Vs other transport and an overview of the impact down the supply chain for these issues.

Alistair will also touch on the future strategy for Coles temperature-controlled supply chain, e.g., direct to store Vs DC and velocity of inventory throughput.

Ian Ross, Program Director for the Australian Logistics

Council will present on the latest developments with the Australian Logistics Council's Retail Logistics Supply Chain (RLSC) Code of Conduct which is supported by the Australian Food and Grocery Council and the major food retailers in their endeavours to improve the safety of those involved in the movement of goods within the retail grocery sector and companies individual responsibilities under Chain of Responsibility legislation.

Ian anticipates there may well be further developments around the National Logistics Safety Code (NLSC), by the time of the Conference, that may be timely to present.

Lauren Cavasin, Distribution Manager for Bidvest Australia, was the 2008 Winner of the prestigious Frank Vale Award. As part of her award, Lauren was sponsored to travel to the Global Cold Chain Alliance Convention in Palm Springs California in March this year to meet and network with the 600-plus attendees from the cold chain industry throughout the world and over 80 exhibitors.

Lauren will present on "The Winning Feeling" as she recounts her experience culminating in her presentation to 200 attendees at the GCCA Leadership Dinner.

Nathan Taylor, General Manager of Dematic's Real Time Logistics Group. Nathan has been involved in implementing some of Dematic's most innovative wireless and information technology solutions. His expertise is in Order Picking solutions including leading technologies such as Voice Picking and Wireless systems and has been the industries force behind the local success and adoption of Voice recognition technology in supply chain applications. Nathan has worked with a wide range of clients throughout the Asia Pacific region from many industries including major general merchandise and grocery retailers, food manufacturers, and primary industries.

And not to forget, **the five state finalists for the prestigious Frank Vale Award for 2009**.

What a superb line up!! Don't wait, book now. Simply, go to www.rwta.com.au, select Events, click on REGISTER HERE. Away you go. That simple!!



GSA WORKERS COMPENSATION
Eye-opening insurance.

In addition to offering solutions for your general insurance (fire, burglary, etc), GSA has a specially dedicated team responsible for the provision and management of all your Workers Compensation.

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

02 8274 8100

Or visit our RWTA members webpage:

www.gsaib.com.au/RWTA-members



GSA
Eye-opening insurance.

Peter Quinn Elected To IARW Board

The 2009 GCCA Annual Convention & Expo proved to be a major event for not only Montague Cold Storage but also the Australian Cold Chain Industry. Peter Quinn, General Manager & Director of Montague Cold Storage and National Chairman of the RWTA, became the first Australian ever to be bestowed the honour of being elected to the IARW Board of Directors.

This honour was in acknowledgement of Peter's extensive contribution to the Australian and overseas Cold Chain Industry, whereby his input and skills are highly sought after and valued. Peter has over 40 years' experience in the Cold Storage Industry, during which time he has owned and managed facilities and been the General Manager and Director of Montague Cold Storage for more than fifteen years.

In front of over 600 attendees from around the world and Peter's work colleague, Rod McQueen, Commercial Manager Montague Cold Storage, Peter accepted his appointment in true Peter Quinn style by downplaying his significant contribution. However, the significance of this event cannot be downplayed, as it is truly a momentous occasion for the Australian Cold Chain Industry.

Apart from the highlight of Peter Quinn's appointment to

the IARW Board of Directors, the 2009 GCCA Annual Convention & Expo was a fantastic event in its own right. Held in beautiful Palm Springs, California USA, the Convention attracted over 600 delegates and over 80 exhibitors and provided informative site visits and immense networking opportunities.

The Convention is a great social event with fantastic hospitality afforded by Bill Hudson and his team as well as the chance to build beneficial business relationships. The next GCCA Convention/Expo will be held in Arizona in April 2010 and is highly recommended.

Peter Quinn was exceptionally impressed with the professional level of the Convention but also observed that it showed that our own RWTA Annual National Conference and Exhibition is indeed world class and a must for all members within the industry.



Support *your* industry super fund

TWUSUPER is Australia's largest industry super fund for the transport and logistics industry.

- ✓ Low member fees
- ✓ All profits to members
- ✓ Open to family members
- ✓ Strong long-term investment performance
- ✓ Easy administration and online access

TWUSUPER knows and supports your industry.

To find out more about your industry super fund

phone 1800 222 071

email twusfadmin@aas.com.au
or visit www.twusuper.com.au



Keep Your Business Running

Now more than ever, it's essential for business owners to have access to the funds they need to keep their businesses running, says Gary Pretty of the Commonwealth Bank of Australia.

Is your cash flow under pressure? If it is, then you're not alone. In April 2009, ratings agency Dunn & Bradstreet reported that businesses are taking longer to pay their bills, suggesting that many are struggling with tighter cash flow. Business-to-business payment cycles have blown out to their longest in seven years, with firms taking an average of more than 57 days to stump up.

Even more alarmingly, Dunn & Bradstreet said that they had rated nearly 150,000 businesses at a higher risk of defaulting on their bills.

In this environment, it's essential that business owners have access to the extra funds they need to keep their businesses running. After all, fixed costs like rent and salaries don't just go away because your customers are slow to pay.

And it's not only about cash flow. Plenty of businesses are looking for funds to re-tool their businesses and maintain their competitive edge — especially now that the federal government's 50% investment tax break has made new assets much more affordable. Others are using the downturn to expand at a time when competitors may be faltering. This all takes money.

We're still lending

There's a misconception among some business owners that banks have stopped lending to businesses. But that's simply not the case, at least where the Commonwealth Bank is concerned.

Not only are we still lending, but we've been working to make it straightforward for business owners to access credit.

In the year to March 2009, we lent an average of \$12 billion to Australia's SMEs, and we have every expectation of equalling that figure in the current 12 month period. Our lending criteria are exactly the same as they were a year ago, before the downturn — and despite tighter global credit markets we have ample funds to lend.

But that's not all. We've introduced streamlined lending procedures, plus a business investment package designed to make it easier for businesses to access funds cost-effectively.

We know that the availability of funds is something of enormous concern to many business owners right now.

The small business investment package

The Commonwealth Bank's small business investment package is all about giving small businesses the knowledge and long-term financial stability they need to weather the downturn and come out the other end stronger than before. It has two main strands:

- **Small business forums** - We've been running free small business forums around the country. Presented by business coach Peter Switzer and other expert commentators, they have a dual purpose: to arm small business owners with vital information for dealing with the downturn; and to get their feedback on the issues they're facing. You can find out about upcoming forums at www.commbank.com.au/smallbusinessforums.
- **Affordable finance.** To help small businesses access essential capital, we've cut the interest rate on some business loans and begun offering reduced rates on others, including car and equipment finance solutions that could help you take advantage of the government's tax break. You can find out more at www.commbank.com.au/supportingsmallbusiness.

Helping your bank help you

So as you can see, at least one bank is still just as committed to small business as ever.

During tough times it's a great idea to get to know your business banker. Invite them into your business and share your plans for the future — give them as much information as you can. They spend every day working with businesses just like yours, so the likelihood is that they'll have plenty of ideas to help you make the most of your resources.

And if you think you might need a financial safety net at some time in the future, now is the time to ask your banker to help. Don't wait until you get into difficulties. After all, when you take out an overdraft or a line of credit, you only pay interest on the money you use, and while there are fees, they can be a small price to pay for peace of mind.

Gary Pretty is an Area Manager at Laverton Vic for the Commonwealth Bank's Corporate Financial Services division, a specialist division dedicated to the needs of business clients. To find out more information, contact Gary on 0414 789 431 or prettygj@cba.com.au.

A proud partner of the Refrigerated Warehouse and Transport Association of Australia. All the best for 2009.

Our market expertise and local knowledge is a driving force behind the success of many businesses.

To find out how we can help yours, talk to **Gary Pretty**, Area Manager on **0414 789 431**.



Determined to be different

LED Lights in Oxford

Oxford Cold Storage Company uses energy saving LED lights in its new extension

Oxford Cold Storage Company's new 14,500 pallet freezer store will use energy efficient Solid State Light Emitting Diode (LED) high-bay lights and will save 58% of the lighting running costs. After calculating the reduction in refrigeration load, the savings will be \$43,000 and result in a saving of 635 tons of CO2 per year.

The light level in the high rise store was calculated at 1 meter from the floor at 160 Lux. The design called for 169 Metal halide (MH) or High pressure Sodium (HPS) lights with 400W heat load each. These were replaced with 257 LED lights with 110W heat load per lamp.

The estimated payback time for the additional cost and additional number of lights is 1.74 years. After four years the lights will have paid for themselves in electricity savings.

Benefits of LED

LEDs bring several advantages including high efficiency and durability, and, with superior life over other lamp sources, their required maintenance is greatly reduced. This translates into energy savings, maintenance savings and an overall reduction in cost of ownership over the product's lifetime. LED fixtures also have an environmental advantage in that they contain no mercury, last longer, produce less waste and they are made from fully recyclable materials.

Environmental Benefits:

- Uses less energy, reduces pollution and water use in power stations
- Produce no ultraviolet (UV) rays or infrared radiation (IR)
- Does not contain mercury, lead-containing solders or other harmful gasses
- Helps to reduce GHG emissions
- The quoted life is 50,000 hours at ambient temperatures, but the colder the environment the longer they last. 100,000 hours or more can be expected
- Durable solid-state technology. No filaments to burn out or break
- Instant on/fully dimmable illumination. Eliminates the warm-up period of HID lamps
- Occupancy sensors may be used in all areas
- Minimal degradation of light output
- Eliminates the cost of periodic re-lamping and regular maintenance. Average lamp life of MH is 20,000 hours and HPS is 27,000 hours
- Much reduced heat loss. Energy savings on A/C or refrigeration systems

Disadvantages:

- Increased initial cost
- The power input and the light output of the LED chips is improving, but the more powerful units are more prone to overheating and the lamp life may be reduced. Hence more light fittings are required
- The lights can't be repaired, they are throw away units

For further information email Gabor Hilton:
gaborh@aboxford.com.au

ECOLITES

Lighting Solutions for a better tomorrow.

contact Dean Clarke
0411 211 108
dean.clarke@ecolites.com.au
www.ecolites.com.au

Ecologies Australia implements sustainable lighting applications that deliver economic and environmental benefits.

We specialize through the use of innovative products such as LED (Light Emitting Diode) technology to deliver lighting applications that deliver bottom line savings and environmental benefits:

Business Benefits (3L Business Drivers)

1. Less Energy
2. Longer Life
3. Low Maintenance

Environmental Benefits

1. Less Energy = Reduced Pollution
2. Does not contain mercury or lead
3. Produces no ultraviolet rays (UV) or Infrared Radiation (IR)

Our focus is around Cold Storage, Warehouse & Logistics organizations.

Winning the Frank Vale Award **By Lauren Cavasin**

I would like to start by thanking the RWTA for their outstanding support throughout the whole Frank Vale Award process.

The Frank Vale Award (FVA) is of great importance because of the global recognition it can bring to your company and what it can mean to the staff member you nominate. The wonderful feeling of being acknowledged by your workplace is by far the best part of the whole experience. To know that they think that highly of you means so much more than you could imagine. Right there, win or lose, you immediately have been noticed in a way that makes you feel like you are a valuable part of the team at your work place.

Being nominated for the FVA was just the beginning of an amazing and eye opening journey for me, not only professionally, but personally as well. The process for the FVA is one of learning and progression. As a nominee for Queensland, I was put through my paces by firstly being interviewed by a select panel from the RWTA, which enabled me to show off my knowledge of the warehouse in which I worked and also the area in which I specialised.

Not long after this process, I received a call and was informed that I had been awarded the winner for the Queensland division. With the state win in hand, it was time to get ready for the conference and prepare myself for the next grilling! A presentation and another set of gruelling questions were the next criteria, this time by the RWTA panel of judges at the 2008 RWTA National Conference and Exhibition.

The next few months were spent preparing myself for the conference, which was held at the Crowne Plaza in the beautiful Hunter Valley. The conference was exceptionally well-organised by the RWTA, and all of the State winners were made to feel very welcome by all of the attending RWTA members and guests.

Now that I was at the conference, the panic, sick feeling and trembling began. I sat and watched the other state representatives deliver their presentations, which I might add were all very well done. The calibre of the state finalists was outstanding, proving my point again that there are young people in our industry wanting to make a difference. We were all nervous, but we all got through it; and I must say that once I was up there, I felt like I was a respected part of the Cold Chain Industry and that I was really being listened to. It also helped that I got a few laughs!

Once the presentations were over, I started to really relax. My knees stopped shaking and the butterflies dissipated, but then came the interrogation from the judging panel. It was surprisingly relaxed though and I seemed to be at ease with the questions they were asking.

Then came the waiting period until the Gala dinner where they announced the winner for the 2009 FVA. Each state finalist was extremely worthy of this title, and I would not have wanted to be on the judging panel and have to choose a winner. We were all called

up for the announcements. When they called my name as the 2009 FVA winner, it was awesome! I accepted graciously and the night seemed to end before it had begun. We danced and laughed; it was a night I will remember forever!

Back at my workplace, the staff and management were buzzing, it was a win not only for me, but for Bidvest as well. Just when I thought it was done and dusted, I started preparation for the USA trip, which was graciously paid for by Retracom as part of the prize. Again I was prepping for another speech and psyching myself up to represent Australia, the RWTA and Bidvest at the Global Cold Chain Alliance (GCCA) convention in Palm Springs!

Winning the FVA was the most exciting thing I had ever achieved. It boosted my confidence, my professionalism and gave me opportunities I'd never thought possible. I got to mix with GCCA representatives and I met some of the most influential members of the WFLO and the IARW. I got to network with people I would never have met if not for the FVA. Some of the people I met I still remain in contact with, and I will always be in debt for their hospitality. I was also given a standing ovation for my speech at the GCCA convention and was made to feel like the centre of all things cold!

Winning the FVA had made me feel like a superstar within the industry and allowed me to show the Cold Chain of Australia and the world that I love what I do. It also allowed me to once show that there are young people out there who want to make a difference in the industry, and the FVA is the perfect way to motivate your staff and give them a voice.

The whole experience has given me a new outlook; it has enhanced my confidence and self worth. I am happier within myself for the achievement I have gained.

My workplace has a high level of respect for me and knows that they have a special kind of person within their management team. The FVA has opened doors for me and given me options, and has made me a highly regarded member of the Cold Chain Industry.

Nominate one of your own for the FVA so that they too can have these same opportunities. You never know, it could be them standing up there next year at the Gala Dinner, representing your company and our industry.



MetecnoPanel and MetecnoSpan achieve new heights in insulated panels.

- › FM Approved for unlimited height applications.
- › Australian-made using quality BlueScope Steel pre-painted COLORBOND® steel.
- › The fire-resistant solution for all panel applications including cold stores and freezers.

Contact Bondor today; Australia's ONLY manufacturer, supplier and installer of PIR, EPS and Mineral Fibre panel systems.

1300 300 099

www.bondor.com.au

Metecno Pty Limited trading as Bondor

Bigger. Better.

BONDOR®



The Cost of Being Green

Is Solar Power Viable?

There is no doubt that of all the industries, cold storage is right at the top when it comes to energy consumption. Needless to say, any increases in the cost of conventional energy affect the profitability of the whole industry. The issues that the large energy users are facing today have been very eloquently expounded in the EUAA response to the draft Energy White Paper. It is evident that with the CPRS (Carbon Pollution Reduction Scheme) and RET (Renewable Energy Target) on the government agenda, sooner or later the emerging renewable energy technologies will be more widely adopted.

In this article I will concentrate on the viability of solar power.

Various photovoltaic technologies have been in existence since the seventies. Back then, the implementation cost was several times the cost of grid energy, so nobody could consider them seriously. The cost of photovoltaic panels has been coming down significantly over the last few years, as new technologies have been replacing the old ones.

The first generation was a crystalline silicon panel which contained large amounts of expensive silicon and had a very low efficiency by today's standards.

The panels made of thinner layers of cadmium, tellurium, indium and gallium in crystalline form came next. These panels are cheaper to manufacture and have better efficiency. I will mention the efficiency in the context of utilisation of the only real estate available to a cold store owner, which is the roof of the building, in one of the later paragraphs.

The latest generation is thin film panels, also known in the photovoltaic industry as nanometre technology. I have surveyed many global sources of these panels and now the cheapest panels have a manufacturing cost of about US\$930 per kilowatt of generating power. By the time they reach the Australian

shores and pass through various layers of distribution, each step adding the distributor's profit to the final price that the consumer has to pay, they cost US\$2,500. To ensure grid connectivity, that is the ability to feed solar power to the grid and sell it to a retailer, there is an additional cost of US\$2,000 for the DC/AC inverters and associated hardware. The installation cost is about AUD\$400 per kW, relatively insignificant in comparison to the cost of hardware. It is uncertain at this point whether these panels will last any longer than twenty years. So now the cost is approximately AUD\$6,000 per kW to install, or the carrying annual cost at 7% interest with a twenty year amortisation, of \$552. With 1,600 solar equivalent hours a year in Queensland, that is equal to 1,600 kWh at \$0.17 at peak, or \$272 in savings.

My conclusion is that today solar power is not viable. Various government incentives only distort this reality by subsidising some at the expense of the other users, which is not a fair system.

It is widely believed in the solar industry that within the next two to three years thin panels will have better efficiency, which is a measure of how much power can be generated out of one square metre. The reason this measure is important is that the only free real estate is the roof, so the more the better. The manufacturing cost of panels is expected to drop to US\$500/kW and it is possible that the competition will drive the prices of inverters down, but to a lesser degree. If there is a significant increase in the energy cost and the cost of carbon credits, then the solar power may become economically viable on its own, without subsidies.

For further information, please contact Voyt Reich, Transport and Logistics Sales and Leasing Executive, at Raine and Horne Commercial on mobile 0403 662 212 or at voyt@rnhcommercial.com.au.



FOR SALE

Raine & Horne Commercial

BRISBANE VACANT COLD STORE FOR SALE IN MURARRIE

- Close to the Gateway Bridge & Port of Brisbane Motorway
- Building 1 – 6,173m²
- Building 2 – 2,376m²
- Building 3 – 3,324m²
- All buildings are freezers
- Ante rooms with dock level shipping
- Ammonia refrigeration
- 32,600m² of land – ample room to manoeuvre

Voyt Reich
0403 662 212
Voyt@RnHcommercial.com.au

3216 6666
RnHcommercial.com.au

Local Knowledge - National Strength

The CFC Debate

THE green movement's greatest triumph – the abolition of ozone-destroying CFC gases in the 1980s – may become its biggest embarrassment, as research shows their replacements are accelerating global warming.

CFC, or chlorofluorocarbon, gases were widely deployed in air conditioning and refrigeration units before they were found to destroy the ozone layer and banned under the 1987 Montreal Protocol. They were replaced by HFC (hydrofluorocarbon) gases that have far less effect on ozone, but have since been revealed as extremely powerful greenhouse gases. A tonne of HFC-23 used in refrigeration has the same global warming potential as 14,800 tonnes of CO₂.

A tonne of HFC-134a, widely used in vehicle air conditioning units, is equivalent to 1,430 tonnes of CO₂. The problem has been increased by rising demand for refrigeration and air

conditioning because of economic expansion and population growth in Asia.

A study to be released this week will warn that, by 2050, HFCs could account for up to 19 percent of global warming. "By 2050, the contribution of HFCs to global warming will be more than that of current global CO₂ emissions from houses and office buildings," said Guus Velders of The Netherlands Environmental Assessment Agency, who did the research. "The contribution of HFCs to global warming is currently small, but can increase to between 9 percent and 19 percent of the total CO₂ contribution by 2050."

He found that by 2050 demand for HFCs would have increased by 800 percent compared with today's figures.

Tony Juniper, former director of Friends of the Earth, said industry had long known about the HFC global warming threat.

"We did not know so much about HFCs back in the 1980s," he said. "But the evidence about them has been around since the 1990s and that should have given policy makers and business time to replace them too."

Gabor Hilton of Oxford Cold Storage comments that Australia will become the first country to tax HFCs and all other refrigerants under the Rudd Government's CPRS scheme. With many refrigerants having GWPs between 1,800 to 15,000, the cost of these refrigerants will sky rocket. It is estimated that all industrial refrigeration systems lose around 25% of their charge. Even the replacement cost of refrigerants to existing plants will run into thousands of dollars. Natural refrigerants such as ammonia with zero GWP and carbon dioxide with 1 GWP will remain the only economical refrigerants in industrial refrigeration.

Raine & Horne
Commercial



SALE / LEASE

BRISBANE - COLD STORE FOR SALE OR LEASE
IN MORNINGSID

- Close to the City and Gateway Motorway
- Chiller – 2,353m²
- Ante Room – 356m² with 5 dock level doors
- Battery Charging Area – 128m²
- Office - 258m²
- Total building – 3,223m²
- 8,422m² of land – ample room to manoeuvre
- Ammonia Refrigeration – can be upgraded to freezer standards
- 200mm EPS panels
- Floor can be insulated to convert to a freezer

Voyt Reich
0403 662 212
Voyt@RnHcommercial.com.au

3216 6666

RnHcommercial.com.au

Local Knowledge - National Strength

Leading Cold Chain Monitoring Now in Australia

The leading Euroscan Temperature Monitoring and Tracking System for refrigerated transport is now available in Australia. The system, which can be installed on refrigerated trucks and trailers, meets the stringent standards being adopted around the world for Hazard Analysis and Critical Control Point (HACCP) compliance.

At its simplest, the Euroscan recorder keeps track of cold compartment temperatures and can produce a printed trip report that provides the customer with proof of temperature controls. At its most sophisticated, fleet managers can monitor temperatures, door openings, speed and direction of travel online, and with the help of Google Maps, it can also track truck locations in real time.

The Queensland based SCA Australia has taken on the Australian sales, installations and service of Euroscan products. SCA is an importer of air conditioning components, tools and technologies, with a long history in automotive air conditioning and refrigeration. The company is the Australian importer and agent for the food safe coil cleaning products from Refrigeration Technologies, and Unicla air conditioning compressors for standard vehicle and heavy duty transports.

Euroscan instruments are made in Germany and are renowned for their durability and advanced electronics design. Their monitoring systems are tracking refrigerated cargoes around Europe and America for major food companies, and Euroscan is a market leader in Europe.

SCA Managing Director, Mark Mitchell, is aware of growing concerns in the food, medical and livestock industries about the consequences of failed shipments through refrigeration loss and delays, coupled with the need to be able to prove to customers



that temperatures have been maintained at the critical level for the entire trip.

“There are no second chances in food or pharmaceutical transport,” Mark said. “One failed mission could cost the company its reputation and future orders.”

There’s a Euroscan solution for any size fleet – one truck or a hundred. The basic unit is the entry level that can be augmented with add-on technology to increase the functions and level of monitoring. The Euroscan recorder can be connected to any make of refrigerated truck and can monitor any mobile refrigeration unit.

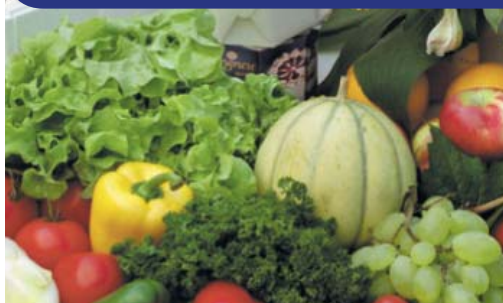
The entry level X2 Euroscan recorder onboard monitors temperatures and door openings through up to four digital inputs and six temperature sensors, including probes for snap inspections. All data is centrally stored, allowing the operator to print trip reports that provide the customer with proof of temperature controls. Status and alarm reports can be monitored onboard the truck in real time.

The next level includes a SIM module, which sends alarms via text message to pre-determined mobile phones to alert an emergency repair service or base. At the top and most impressive level, a GPS module is added, which allows satellite tracking of the truck’s position in real time and monitors truck speeds. Trip temperature and event reports can be viewed online, downloaded for filing into a long term log and can be printed in data or graphical format.

For further information, phone Ken Newton on 0438 569 517 or Mark Mitchell on 0409 392 319.

KEEP YOUR ~~COOL~~ COLD!

The latest Euroscan® Temperature Monitoring and Tracking System brings vital data to the right people, at the right time – automatically



- check historical temperature data
- check if doors have been opened
- configure alarms, with alerts to base

Available exclusively from:
SCA Australia Pty Ltd
 Ph 07 5571 1986
sales@sca-australia.com.au



- satisfy the most fastidious client with data reports that track temperatures in all truck compartments at all stages of the journey
- find trucks in real time on a road map or a satellite image
- reduce the risk - there are no second chances in Cold Chain deliveries



See you at Booth 12 - RWTA NATIONAL CONFERENCE AND EXHIBITION 23 – 25 August, or ask us for a brochure.

Adapt-A-Lift Become Hyster Distributor

Adapt-A-Lift Forklift Rental and Sales and NACCO Materials Handling Group, Inc. recently announced that the companies have signed an agreement under which Adapt-A-Lift (AAL) will acquire NACCO Materials Handling Group's Hyster retail operations and the National Fleet Network's (NFN) rental fleet within Australia.

Adapt-A-Lift is Australia's largest privately owned forklift rental and sales company, a leader in forklift fleet management solutions, with a reputation for being an innovative, technology based organisation, always looking for opportunities to grow, even in this uncertain economic climate.

Recently, a unique opportunity was presented for AAL to cement itself as a key player in the retail area by entering into an agreement to acquire the Hyster retail operations and take over NFN's fleet network within Australia. Already a leader in

the rental sector, this acquisition will enhance AAL's first-class service and enable the company to become a market leader in the retail sector by aligning with one of the largest and most renowned forklift manufactures in the world.

Under the terms of the agreement, AAL has purchased selected Hyster retail and National Fleet Network assets, and secured the rights to the Hyster brand name, registered trademarks and associated intellectual property within Australia.

AAL will build upon its forklift fleet management system by extending its rental fleet from 5,300 units to over 10,500 nationwide, as well as creating an immediate opportunity to compete in the national retail and parts market. The acquisition will increase AAL's national representation from five dedicated branches and service centres to fourteen.

"This acquisition represents a significant step forward in developing our core business," said Peter Whiffen, Managing Director, Adapt-A-Lift Forklift Rental and Sales. "In addition, we will now have a greater presence in the retail sector, where we see significant opportunities for growth."

AAL is scheduled to take over Hyster's retail operations and NFN on 30th June 2009. This will include a 90 day transition plan, ending 28th September 2009. Over these 90 days, AAL will commence the process of integrating the current NMHG operations into the AAL business. As part of this process, AAL intends to offer employment to as many current NFN/Hyster employees as operationally practicable.

For Further information call Adapt-A-Lift on 1300 552 422 or visit their new website at www.adapt-a-lift.com.au.

adaptalift

forklift rentals & sales pty ltd



Adapt-A-Lift are the new national Hyster representatives for Australia.

- Complete range of lift trucks
- All types of applications, walkie stackers or ride-on units

1300 880 335

www.aalforklifts.com.au

sales • service • rentals



**STRONG PARTNERS.
TOUGH TRUCKS.**

Toyota Launches New Electric-Powered Pallet Trucks And Stackers

One-stop forklift solution specialist, Toyota Material Handling Australia, has launched a new range of pedestrian electric-powered pallet trucks and electric-powered stackers.

Toyota's new range of BT "Levio" electric-powered pallet trucks has five model choices, ranging from 1.4 to 2.5 tonnes payload. Toyota has also launched a new eight-model BT "Staxio" range of electric-powered stackers, with a payload range of 0.8 to 1.4 tonnes.

The first BT Levio models have arrived in Australia from Sweden, with the first BT Staxio models expected in the second quarter of this year. A new range of BT Reflex Series reach trucks is also due for launch this quarter.

The three new product ranges represent a stunning 70 per cent of the total electric forklift market in Australia, according to Toyota's national product manager - electric products, Stuart Warren.

"The new BT pallet trucks and stackers combine BT's 60 years experience in warehouse trucks with the fruits of technology cross-fertilisation and production systems within the Toyota Group of Companies," he said. "The key development objectives for these machines were: safety, durability, reliability and ease of operation."

The acceleration, maximum speed, braking characteristics and tortoise speed function can be programmed to suit individual operators. Each machine has a PIN-code start up, so it can assume the appropriate setting for each operator and prevent use by untrained personnel.

"The reliability and durability of both the pallet trucks and stackers have been enhanced through design improvements and the introduction of AC technology to reduce maintenance costs and extend shift life from batteries," Mr Warren said.

"Other improvements include the use of electrical connectors similar to those used throughout the Toyota Group of Companies. These will prevent the intermittent faults sometimes created by deteriorating connections in wiring.

"Also included are quick release hydraulic connections on all hydraulic hoses - to reduce the time it takes for service technicians to service the equipment and carry out repairs," Mr Warren said.

The Staxio pedestrian stacker range has also been developed with



a new "Sensilift" system that allows for slower and more precise feathering of the hydraulic controls. Sensilift operates by simply pushing a button on the control handle. This allows the operator to remove and place pallets at height with infinite control, with less risk of an accident or damage to product.

For further information on the Toyota Material Handling product range, freecall 1800 425 438, or visit the Toyota Material Handling website at www.toyotamaterialhandling.com.au.

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





They told me it was safe

What they didn't say was that, when it comes to cold storage insulation materials, not all products are created equal. Some soften at less than 100 degrees, melt at 240 degrees and can form blazing rivers of fire that spread through entire buildings. Others, like PIR, are built to beat fire. But don't take our word for it: to see for yourself go to theburningtruth.com.au and watch PIR withstand temperatures of over 1000 degrees for a full 30 minutes without burning. Major cold storage warehouses have invested in PIR; you can't afford not to. **KINGSPAN 1800 098 604**

EPS Panel Systems Are Not More Fire Safe Than PIR

There are times when an individual or business has to say enough. That time has come for Kingspan Insulated Panels following an article in the Australian Meat News magazine proclaiming “EPS more Fire-safe than PIR”. If you want to know the truth about EPS (Expanded Polystyrene) panel systems, ask the fire-fighters, who would prefer not to risk entering an EPS fire. Alternatively you can read post fire investigation analysis’s or add up the hundreds of millions of dollars of damage involved in EPS fires. Lives have been lost in major EPS fires overseas, and you have to ask - how long until we see a fatality in Australia? Fire safety is something that Kingspan Insulated Panels take very seriously, so for more of the truth read on.

There are many confusing messages in the market place today surrounding the fire performance of different sandwich panels. Several have referenced BCA tests and classifications under ISO9705, which unfortunately are largely inapplicable to controlled environments. Even more concerning is the context in which test results are being portrayed. Explanation is not given to the fact that the conditions under which these tests have been conducted & how panels have been installed for testing may not, in reality, reflect standard installation practice.

BCA ratings that have been inaccurately achieved are giving misleading information to specifiers & designers. When you see Class 1, you should always ask for a full copy of the test data, as EPS panel systems are deemed by many as not safe.

EPS Panels do not perform as well as PIR (Polyisocyanurate)

Panels when tested for fire safety. If tested “as built” EPS Panels would be seen to propagate fire spread and add substantially to the fire load, resulting in the production of large amounts of heat, smoke and toxic matter. These materials are simply deemed as not safe by many specifiers, who will not take a chance of putting lives at risk by specifying EPS.

Grave caution should be exercised when specifying EPS materials, as the risks are much higher. Fire spread can be hidden within panels where sprinklers will not be able to control fire, and structural integrity will be compromised, making total collapse probable.

Fire fighting in these conditions can be extremely hazardous, with early collapse, high fire load and massive smoke production being major factors affecting fire fighter safety. Often fire fighters will adopt defensive tactics to fight EPS buildings, as the EPS materials can create conditions that are simply too dangerous.

EPS has been excluded from the world’s most stringent fire testing body, FM Global, on the grounds that the material is thermoplastic, which means it softens when heated and adds to the fire load in the building. FM Global is one of the world’s most respected fire standards bodies who demonstrate uncompromised test standards & guidelines. The FM trademark represents a fire standard that encompasses the concerns of the broader stakeholder – insurers, building owner, occupants and the fire fighter. The test regime is very severe and to achieve approval there has to be no flame spread or fire propagation to the extremities of the panel construction.

Kingspan Insulated Panels treat the fire safety of its products very seriously and has invested heavily in product innovation to maintain the highest standards. Kingspan Insulated Panels comprise a FM approved Polyisocyanurate core, which offers superior fire performance credentials to EPS. PIR is a thermosetting material, which means that it does not melt, flow or drip when exposed to fire. Rather, it forms a strong char that helps to protect the foam core and prevent flame spread within the panels themselves. Kingspan Insulated Panels were the first FM approved ‘unlimited height’ PIR Panel Systems made in Australia.

Kingspan’s KS1200 CS is a wall and ceiling solution that provides high performance temperature controlled solutions; the perfect system for cold stores, chill stores, food hygiene/processing or food preparation and cleanroom environments. Kingspan Panels have a life expectancy in excess of 40 years and also quality approved to ISO 9001: 2000.

For more information contact Kingspan Insulated Panels Pty Ltd on 02 9673 5069 or refer to the company website www.kingspan.com.au.

Peki Reaches a New Peak at National Awards



Peki received a powerful endorsement of its customer focused approach to manufacturing, and a welcome surprise, when it was announced they had won the Australian Industrial Product of the Year Award. This was received in May at the 2009 Manufacturer's Monthly Endeavour Awards for their 1,000th custom built trailer.

The Endeavour Awards recognises the essential role manufacturing plays in Australia's economy and is the only national awards program held specifically for Australia's manufacturing industry. The Australian Industrial Product of the Year category applauds entrants who, in the last 12 months, have introduced creative new products, or products that have significantly improved on existing designs, for use by the industry.

The Peki 1,000th special commemorative semi-trailer was built specifically for Nolan's Interstate Transport who, coincidentally, was also celebrating its 100th year of operation. The "stand-out" Peki Sub Zero semi-trailer was designed to not only further enhance the operational efficiency and provide great on-road performance and handling for Nolan's, but also communicate and promote the collaborative achievement between Peki and Nolan's Transport.

The trailer features fully insulated walls, floor, roof and doors for superior thermal efficiency and operates at temperatures down to -18°C . The side wall thickness, combined with the high profile airflow aluminium floor, makes the trailer particularly suitable for the loading and transportation of palletised frozen

products, whilst maintaining low temperature performance.

According to Peki National Sales Manager, Michael Jenkins, this award reaffirms Peki's long standing history and commitment to all its customers. Mr Jenkins stated that, "Peki has a tradition of providing quality and personal service that dates back over 30 years, built on a desire to grow the business through the establishment of new customer relationships, whilst aiming to exceed the expectations of existing clients every year. Our customers come from a wide range of industries including small goods, bread, dairy, parcel freight, line-haul freight, produce, ice cream, frozen food and many more."

The prestigious awards and presentation gala dinner, which was held in Melbourne during National Manufacturing Week, was attended by Peki Manufacturing Manager, Peter Kleins and Sales Administrator, Melissa Elliott. In his acceptance of the award, Peter acknowledged the tireless work by everyone involved at Peki, as well as the ongoing support from its customer base.

Peki trailers have always fulfilled customer's critical temperature requirements in terms of providing consistent temperature performance. More importantly, they also provide great on-road performance and handling, which is particularly important for the safety of not only the truck drivers, but all road users in general.

Further information is available at www.peki.com.au, or contact Jozef Horvat on 03 8368 1117 or jozef.horvat@maxitrans.com.au.

Energywise

It is no wonder Australian business owners and managers are concerned about the impact on their bottom line from the cost of energy needed to run their operations – It is very clear that electricity prices are set to continue their dramatic rise. Contract prices, network charges and the likely introduction of a form of emissions trading scheme will all contribute to this continual escalation in costs and subsequent erosion of profits.

It is hence becoming very profitable to find ways to save electricity. One very exciting product to help achieve this is called 'The Ark' Energy Saving Unit. The Ark has been in Australia since 2002 and has really come to the fore in the last 2-3 years with the rise in electricity prices. During this time it has extensively proven itself under Australian conditions.

The Ark is primarily a Voltage Optimisation device. Approximately 90% of buildings in Australia receive excess voltage, causing machinery to run inefficiently and energy to be wasted. The Ark optimises the voltage to a level that is suitable for each individual business premise, enabling electrical equipment to run more efficiently and creating significant electricity and carbon emission savings. The Ark also works to improve the following key areas of the electricity supply: voltage phase balancing, harmonics filtering and power factor. It effectively refines and optimises the raw power quality supplied by the network authority – tailoring usage to a site-specific basis. It can be applied to all or part of a facility and creates energy savings across nearly all types of electricity uses, including lighting, air-conditioning, refrigeration, computers and general

plant and machinery. It is The Ark's ability to work across general power loads as well as mechanical services loads that makes it so adaptable to meet the energy saving needs of Australian businesses. And it is one simple, maintenance-free installation.

The Australasian distributor of The Ark is Energywise, who is a market leader in the supply of energy efficiency and energy management products and services. Technical Manager, Max McKinnon, has recently performed a series of Technical Service Reports on installations of The Ark in a range of different applications.

"We promote The Ark as being able to create electricity savings of up to 20%," says Mr McKinnon. "What we have seen in our comprehensive verification testing is that it is actually creating savings as high as 25% and 30% across mechanical loads. And this is from the electricity usage costs alone, not taking into account reductions in peak demand charges and improvements in the running efficiency of the equipment."

Due to The Ark's proven ability to save energy and its' demonstrated reliability, it is quickly becoming a key tool for Australian businesses to tackle the trend of rising electricity prices and generate positive financial, environmental and operational outcomes.

For more information about The Ark, visit www.energywise.net.au or call '1300 THE ARK' today to arrange for a free assessment of the energy saving potential at your site.

KEY FEATURES		KEY BENEFITS
<ul style="list-style-type: none"> • Eliminates electricity wastage • A 'Set and Forget' installation • No maintenance or ongoing expenses • The Ark in itself uses no power and has no moving parts • 10-year warranty on the core component • Projected working life of 30+ years • Available in 22 sizes for differing needs, ranging from 22.5kVA to 6000kVA • Extensively proven in the Australian market, under Australian conditions 		<ul style="list-style-type: none"> • Reduces electricity usage and carbon emissions by up to 20% • Reduces repairs and maintenance costs and extends the lifespan of motors, lighting and equipment • Reduces electricity peak demand charges • Helps protect electrical equipment from short-term power surges • Helps protect sensitive equipment from the damaging effects of harmonic distortions • Typical payback between 2-4 years • Maintenance free operations

Visit www.energywise.net.au or call '1300 THE ARK' to find out how you can achieve

Electricity and carbon emission Savings
of up to **20%** across your entire site
from **The Ark Energy Saving Unit**

Colby Distributor of the Year Award for Able Storage

Able Storage Distributor Principal, Robin Chislett, is proud to have won the award in what was a very difficult year for the storage equipment industry.

"We are delighted to be named Colby Distributor of the Year. It is the second time we have won the award, having been presented with it in 1997," Mr Chislett said. "The past 12 months have certainly been the most challenging I've experienced. It is a tough market at the moment and margins are tight. However, it is at times like these that the strength of your long-term relationships really come to the fore."

"This industry is all about service," he added. "When someone decides they need additional storage equipment, they usually want it installed yesterday. With our large stockholding of storage components, and four specialist installation crews, we can normally meet most customers' requirements on the spot. It also pays to be flexible," he said. "In addition to storage equipment, we also manufacture specialised custom stillages and other types of pallet cages."

A key highlight for Able Storage over the past 12 months was

its largest ever project, a multi-million dollar custom-designed storage solution for Melbourne-based food manufacturer, Mission Foods.

"This was one of the most complex jobs we have ever worked on," said Mr Chislett. "To meet the company's varying storage requirements from raw materials all the way through to finished goods distribution, we just about supplied the full monty. This included the installation of Palletflo, Push Back and Selective Racking, various types of shelving and one of Australia's first Pallet Runner satellite warehousing applications."

A special feature of this installation was the supply of all storage equipment in a custom gold colour to meet Mission Foods' corporate requirements.

"Being part of the Colby Storage Solutions network means we have access to Australia's most innovative range of storage equipment and accessories," Mr Chislett said. "OH&S is very much top of mind for customers these days, and the feedback concerning Colby's exclusive Protect-a-RACK safety accessories is always excellent. With Colby's world-class manufacturing plant in Sydney, we can beat just about anybody's lead times when it comes to custom design and supply."

While most of Able Storage's project work is in Melbourne, the company also provides storage solutions Australia-wide for national customers.

"A key strength of our network is that if a job is required anywhere in Australia, we can either help customers directly or call on the local Colby Storage Solutions distributor to meet their needs," said Mr Chislett. "As we say at Colby, there are no problems, just solutions!"

Further information:

Able Storage, 13/177-181 Northbourne Road, Campbellfield, Vic 3061.

Tel: (03) 9305 3676. Fax: (03) 9305 2422. Web: www.ablestorage.com.au

Colby Storage Solutions, 24 Narabang Way, Belrose, NSW 2085. Tel: (02) 9486 5304. Fax: (02) 9486 5511. Web: www.colby.com.au

GABOR HILTON

Gabor Hilton is now making a good recovery at home, under the care of his wife Deborah, following his recent successful quadruple bypass surgery.

Gabor Hilton, our RWTA National Board Member and tireless OH&S Committee Chairman and Immediate Past Chairman VIC Division, had a heart attack on 30th June.

The RWTA would not be where it is today without the selfless and passionate work that Gabor does on

behalf of the operator members of the association to advance our technical and business skills.

Gabor would like to thank all those RWTA members, Australia-wide, who have expressed their best wishes with flowers and messages - and there were many.

Gabor will be recuperating for at least 5 weeks, and we look forward to seeing him and Deborah at the 2009 RWTA Conference.

RWTA DIVISIONS

"The RWTA 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:

National Office

Executive Officer David Costelloe Ph: (03) 8620 2802

Victorian Division

Secretariat Robin Meyers M: 0420 961 720

Queensland Division

Secretariat David O'Brien M: 0419 723 7908

South Australian Division

Secretariat Peter McGuire Ph: (08) 8345 9900

Western Australian Division

Secretariat Peter Micro Ph: (08) 9455 8582

Tasmanian Division

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.



**REFRIGERATED WAREHOUSE & TRANSPORT
ASSOCIATION OF AUSTRALIA LTD**
c/- VTA Offices, 50 Wirraway Drive
Fishermans Bend VIC 3207, PO Box 5, South Melbourne VIC 3205
T: 613 8620 2802 F: 613 9646 8596 E: info@rwta.com.au
www.rwta.com.au