



## Wodonga terminal gets the green light to proceed

Another sign of the SCT's expansion push is the announcement of the planned Wodonga terminal, expected to be operational by the second half of 2016. SCT CEO Glenn Smith, told the "SCT Xpress" that this brand-new terminal is a "greenfield" site being constructed from scratch, with the first sod turned in early December. "Approval has been given by the Board," said Glenn, "and we expect to be operational by August 2016."

Wodonga is one of the busiest inland manufacturing sites in the country, with many of the national and international names located there, already SCT customers. So it made a great deal of sense to the Board to place a modern terminal in the heart of this manufacturing hub, where SCT can increase and reinforce the service solutions they have made their name on. "We envisage having a daily service into the Melbourne ports, servicing all of the import and export needs of

the region," added Glenn.

Wodonga is only four hours by rail from Melbourne and has a growing population of more than 38,000 people and \$2 billion worth of regional output in 2014. "Our first consultation with the Wodonga Council on this project, would have been something like 10 years ago," recalled Glenn "While it has been a 10-year gestation, we have been focused on other projects, like South Australia which is now developed and working well, so our attention once again focused on the border town, and finally we have made significant progress".

Glenn said the company had received an extremely positive response from the Wodonga Council who saw what a facility like this will add to the city. "The centre will consist of warehousing, domestic linehaul and links to international logistics terminals and Melbourne ports. We will be looking for extra people in the region to join

us, and having the new terminal will also be a great attraction to customers who are seeking a viable rail option and potentially a distribution centre development. I think everyone involved feels it's a terrific addition to SCT and the region."



# MSIS scheme highly successful in getting trucks off Victorian roads

The Mode Shift Incentive Scheme (MSIS), was introduced by the State Government with the objective of attracting freight away from our regional roads and on to our regional rail services and supports SCT and other rail companies servicing regional Victoria. This government initiative has been extremely successful in meeting its objectives and has had a profoundly positive impact on reducing truck numbers on our country roads and highways.

The Victorian Government has now committed to the state-wide scheme for a four-year period, which provided a greater period of certainty for our WCL business in Horsham, our employees and the local export industry that we service by rail directly

into the Port of Melbourne. The recent initiative for us to run our Horsham trains directly into the Port of Melbourne rather than Altona, has not only streamlined the process for our customers, but also removed another 20,000 annual truck movements in and out of the Port of Melbourne.

"The MSIS scheme allocates a designated rebate for each 20' container," explained Allister Boyce, Wimmera Container Line General Manager. "So we collect that rebate from the government on the containers we process through our terminal. This allows us to be competitive with road carriers on what is generally considered a relatively short haul for rail.

"Ultimately, the plan is to develop the required volume over time, and reduce the requirement of the MSIS as SCT has a strong viable customer base, using rail transport to get their product to Melbourne."

*(L-R): Member for Lowan Emma Kealy, Wimmera Container Line General Manager Allister Boyce and Shadow Roads Minister Ryan Smith tour the Wimmera Intermodal Freight Terminal recently. Since the visit, the government has confirmed it would continue providing subsidies for Wimmera Container Line to put more freight on rail. Picture by Samantha Camarri.*



## We can never take life for granted

The death of well known and highly respected SCT driver John Wagner was a terrible shock to everyone who knew him.

Sixty-three year old John, affectionately known by everyone in the Northern Rivers area as 'Wags', was fatally injured in a road accident last October. Many of the personnel at the sugar mill had become personal friends with the SCT driver, who was a regular face when the sugar was running, and in recognition of the regard he was held in, the Broadwater mill was closed for three days following his death and on the day of his funeral.

'Wags' had worked for SCT for more than 11 years after a lifetime in transport. Hundreds of mourners filled the chapel to remember the



husband, father, grandfather, workmate and friend. John's son Anthony told mourners that his father was a "hard, fair man, and he and his sisters couldn't have asked for a better father".

John had five grandchildren who he adored, and while he was totally passionate about his family, he showed equal passion about the cattle he bred. Anthony said, "He loved his cows and gave each of his grandchildren one.

"Let his influence, character, warmth and deeds live on especially in the lives of his children and grandchildren," mourners were told.

John, from everyone at SCT, we will miss you and thank you for the opportunity to know and work with you over these years.

## Message from our Managing Director



With the passing of one of our colleagues in tragic circumstances, we're reminded of the fragility of life as we approach Christmas, a generally joyous time. At John's funeral and the wake that followed, it was clearly obvious the profound impact of his loss on not only family and friends, however the broader community that he was so clearly an integral part of.

As I write, we are in the thick of our busy October, November and December period. I notice year on year the additional pressures across our branches and our staff during this peak period as we are pushed to the limits in meeting demands and maintaining the high levels of service that our clients expect and we pride ourselves on. Unfortunately at the time of this newsletter going to publication, a rail incident involving an SCT train will result in a disruption to our services and the network in general. Thankfully none of our staff have been injured.

I'm pleased to see that the government's proposed 'foreign shipping policy' was recently voted down in the Senate. Whilst I'm sure there are sea lanes that can become more competitive, sea cargo travelling to Perth for example, already travels on foreign vessels offering extremely competitive rates. The new legislation would have removed any remaining requirements for international ships in competing for our domestic cargos, including the need for them to pay Australian wages as land based rail and road companies such as SCT are required to do.

We've recently received board approval for the commencement of a new Rail Freight Centre at Wodonga in Northern Victoria (see front page story). This is a region that SCT has had a long affiliation with, having established a number of long term partnerships over the journey. I'm really excited at the prospect of once again building something from scratch and hopefully offering improved logistical solutions to the market.

We are very much looking forward to 2016 and the opportunities that exist in what appears to be a changing landscape in the logistics space.

On behalf of myself and the broader Smith family; very best wishes to all of our staff, our clients and our partners for the festive season.

Geoff Smith - Managing Director



## 27 years ago Barry Carrick walked into SCT and never left

Barry Carrick has retired after 27 years with the company. Back in 1988 he was made redundant by his previous employer K&S Freighters who were located across the road from SCT. He walked across the road and saw one of the Smith boys. He got a job straight away, starting that afternoon and never left.

Initially Barry was doing labouring work in the depot and warehouse, but over time he undertook fork-lift driving and for many years Barry was a wagon-loader. But as age catches up with all of us, it was deemed that he move back to the warehouse loading and unloading trucks which was less strenuous.

Those who knew him said Barry was a quiet achiever, and a happy-go-lucky, good natured worker with a sense of humour which he kept under control. "I've only been in the business for 10 months," said State Manager Cameron Lucas, "so I have only gotten to know him better during the latter part of his time here. Even on the day he was retiring we said you can go home early Barry, but he said 'Oh no, I'll work till the end of my shift.'"

According to Cameron he was a mad Richmond supporter with a wife, son and daughter, and right until his mid 50's he was playing Super Rules football for the Sunshine North club. Cameron said Barry was heading off to Tasmania for 'his first overseas trip' for 10 days, and after that he and his wife were planning a grand trip to Europe. "So going from never having been much of a traveller he's suddenly got the world at his feet," said Cameron. "And good luck to him".

## Old motorbikes never die they just get better and better!

When you bring together a band of motorbike enthusiasts, who lovingly own vintage Norton, Indian, BSA and Harley Davidson motorbikes as well as customised modern bikes, you have all the ingredients for "Motorcycle Heaven". And that's what SCT's WA Financial Controller Andy Tunks did with a group of diehard collector friends in Perth.

Andy explained: "I belong to a "Retro and Custom" motorcycle group. It is a closed Facebook group and we get together and go for rides. Our common interest is both owning and riding customised and retro-style motorcycles. It is a fairly small group of about 40 with a core of about 10. We decided to hold a custom motorcycle show on the rooftop of one of the tallest buildings in Perth

- the old Myer's building - their old car parking area."

Andy said the show was called "Ride On" and they had trade stalls, motorbikes on display and three bands playing. In addition, there was a bar, food, and it was something Perth had never seen before. "We had 50 bikes on display and frankly, we were all pretty nervous as we didn't know if people would even turn up. But we needn't have worried. At the 3pm opening, we had bikes lined-up from the top level of the multi-storey car park, all the way back down to the entrance and beyond. All waiting to get in."

Andy said more than 1,500 people attended their not-for-profit event, and plans are already afoot to stage another event next year.

## Sale of Logicoil Business

In September, we settled on the sale transaction of the Logicoil business to Liberty Oil.

Our involvement with the Logicoil business commenced in 2009 and grew into a dynamic and innovative business with an exceptional reputation in the marketplace that we were most proud of.

More recently we decided to narrow

our focus onto core activities given our investment into the Wodonga Region and opportunities that exist for growth more specifically in the rail sector.

We would like to thank our staff and team at Logicoil who worked tirelessly for us over the journey and wish them and the business well into the future.

## Do you have a story to tell?

SCT Xpress is your voice, so if you have a story to tell, contact Bree Hillsdon on 03 9269 5437 or [bree.hillsdon@sctlogistics.com.au](mailto:bree.hillsdon@sctlogistics.com.au) You don't have to be a budding novelist as we can help you.

# SCT's sales arm keeps kicking goals as we head towards year's end

According to Glen O'Brien, SCT has been highly successful in attracting new accounts over the past 12 months.

The CUB contract was one major win for the company being the east/west corridor and carrying packaged beer, kegs from their Yatala, Queensland, site as well as the Abbotsford, Victoria production site into SCT's CUB warehouse in Forrestfield, WA. "The Sydney sales team has placed significant focus on the temperature-controlled business and we are now seeing significant growth and new business acquisitions," said Glen.

Other major accounts to sign, have been Baxter Australia who supply West Australia with high-value medical products via SCT's temperature-controlled service. Cerebos Australia has chosen to partner with SCT out of NSW and Victoria into WA. Cerebos is

market leader in the supply of sauces, spice, coffee products, with key brands like the well known Gravox, Fountain Sauces, Saxa Spices and Mocopan Coffee.

In another win, SCT has retained the Mars Australia account, handling Mars Petcare, Birdcare and food business. This was achieved in a competitive tender process and SCT looks forward to growing the relationship with Mars, a partnership that has now extended to over 40 years. Glen said that SCT has recently added the Mars chocolate business to the SCT refrigeration portfolio, transporting key brands such as Mars Bars, Snickers and M&M's into the WA retail market.

Another recent win on the east/west corridor was Grain Corp Australia, taking product from Victoria. The product line-up includes packaged and bulk oils, bakery shortenings and table spreads.

Glen said the team at SCT exerted a real push to re-enter the Margaret River Wine region with the intention to provide a high end rail solution west/east for the 200 local wine growers. SCT has also added its support to the 2015 Margaret River Wine show in sponsoring the "2015 Best Cabernet Sauvignon Trophy". "Well done to SCT WA's Brad Moore and Jim Lindsey on rolling out this important sales strategy," said Glen.

SCT would also like to welcome two new members of the SCT Sales Team. In South Australia we have Mike Ortenstein, while in New South Wales we have Michael Lee as NSW Sales Manager.

The SCT team are working tirelessly on a number of major new business contracts which we hope to announce in the next edition.

## Changing profile dictated changes to insurance cover

The continuing expansion and development of additional rolling stock, locomotives and the new distribution centres planned for 2016, required Chief Financial Officer, Michael Fiteni, to review the insurance arrangements the company had in place.

Michael said SCT management was conscious that the group's growth profile and diversity is changing and accordingly the insurance challenges these changes create. "We were conscious to secure the best combination to meet the future needs of the group and so we conducted a tender process. We selected insurers we felt were capable of meeting our needs and who had a reputation in the market to handle in particular, rail, and from there, an extended overall package to accommodate our combined businesses into the future.

"We ended up choosing JLT as our broker," explained Michael. "And in addition, we also appointed an insurance advisory firm called Risk Advisory Services. They will help us with claims management, insurance advice, as well as the policy structure we have for our assets."

He said SCT has experienced an incredible expansion over the past five years, and while the company appreciated the insurer they had worked with for many years, the environment had certainly changed in that time. "The review was necessary to ensure insurance cover kept pace with that investment. On top of that, the risks keep changing as well," said Michael. "The use of the internet in business operations today, creates other challenges in itself, and risks that just weren't there to the same degree say five years ago."

The new business arrangement took effect from May.



## Blinky Bill gets a free ride!

While SCT staff at Penfield are not sure where "Blinky" joined the SMP9 when it arrived at the site, or if he had any appointments in Adelaide he had to catch the train to get to, the presence of an adult koala isn't something that the Penfield employees are accustomed to.

A stern lecture was given to the "free rider" about the danger of riding on the side of a freight car, before the RSPCA was called to find a more suitable home for the little stowaway.