

Wodonga terminal a real boom for local industries



While it may be a little presumptuous to call the new and nearly completed Wodonga terminal the jewel in the SCT Logistics crown, this new addition to the company's transport and logistics network will give the growing and important Albury/Wodonga industry base a much-needed injection of alternative transport.

The terminal, opening in September, is situated 10 kilometres from the city's heart and is part of a prescribed industrial hub developed by the Council.

"SCT Xpress" spoke to SCT CEO Glenn Smith recently to review the project and discover how and why SCT invested in adding a major freight source for this regional manufacturing area. "We believed there was an opportunity for SCT in Wodonga and it must be close to 10 years since we first spoke to the local Council," explained Glenn, "The Council wanted a common user terminal which would service anybody, but the problem with

that approach is who would invest \$30 million for a terminal for general use? Over the period the Council became more resigned to that and we started working with them about two years ago when they started to develop some strategies."

Glenn said the building itself is about 6000-plus metres with a 2000-metre awning. "We have about 6km of rail track on site where we can park and manoeuvre on a land area of 20 hectares with an option for around another 20 hectares."

He said the site would be ready for business in September and the present Manager for the Horsham WCL, Allister Boyce had been appointed Terminal Manager. "He's been in our business for 23 years, has been the State Manager for Victoria for many years and has a huge range of experience," said Glenn. "He left us for a couple of years and worked in a number of different areas - which has probably brought a skill-base into our business we didn't have previously. He's very much

across all aspects of our business, be it domestic freight, import/export, which are the three target markets out of Wodonga, and we think he'll fill the bill very well."

Glenn said that from week one Wodonga will be running three trains a week servicing Melbourne ports, Adelaide and Perth and from January 2017 this will increase to four which is at the same time as SCT will commence four services a week to Brisbane. When it's up and firing we'd expect Wodonga to be employing an extra 70 personnel with truck drivers, forklift drivers etc - most of whom would be local, so that's a plus."

Asked about SCT's commitment to its Parkes terminal, he said the benefit was in its great positioning. "It's not there just to service the central west. It services all of our Sydney-based customers and allows SCT to run the most efficient 1800 metre trains to 6.5 metres high. Also of course, we're hoping for the go-ahead of the inland rail line to really enhance its true value."



SCT Logistics Wodonga Launch

SCT Logistics welcomed over 100 local business and government representatives to the Wodonga Cube facility on the 14th July. The event was organised to provide the local Albury/Wodonga business community with an update on the SCT Logic Intermodal Park Development, which is due for completion at the end of September 2016.

Geoff Smith (SCT Managing Director), provided the audience with a detailed history of the SCT business and what this development means to the local industry. SCT also invited John Fullerton (ARTC, CEO and Managing Director), to be a keynote speaker for the night, during which he detailed his strong support for the development and provided an update on the inland rail project. SCT's Glen O'Brien (General Manager, Sales), said: "It was a great night for local customers - new and existing - to hear first-hand a high level update of the project and the potential benefits it will bring to the local supply chain."

The 23-hectare site has direct access

to the mainline rail track and features a 6000m² cross dock terminal, a 5000m² container handling area and more than 5km of internal rail track.

Services include domestic rail linehaul; port shuttle services to Melbourne by rail; import/export container handling; and future warehousing/property solutions.

The prime location of the site, allows SCT to provide the region with direct rail services across the Eastern Sea Board, South Australia and Western Australia.

SCT's new facility will provide:

- Domestic rail linehaul services
- Servicing Victoria, Western Australia, South Australia and Queensland
- Port Shuttle Services by rail
 - Direct access to DP World in Melbourne
 - Import /Export
- Warehousing /Property Solutions
- Packing/unpacking import or export containers
- Property developments for customers requiring direct access to rail.

Another SAP crew member keen to help



Another new member of the SCT SAP team is Mr Prasad Paranjape, who says

he enjoys connecting dots for people, building bridges between systems, and finding simpler, robust ways of making things work.

A SAP professional for more than 15 years, Prasad strongly believes in the importance of being professional and surrounding yourself with good people who enjoy working hard and who get along together. "A professional is someone who can do his best work when he doesn't feel like it," said Prasad. His role as an SAP Functional Analyst means he can draw on his years of experience to ensure that the program runs as smoothly as possible.

When not glued to his computer Prasad is a family-man with two children, enjoys pottering around in the garden and cooking for the family. His current reading interest involves discovering the breakthroughs in solar panels and battery technologies and how they affect the auto and energy industries.

SCT makes big investment in rolling stock technology

SCT's unique 48ft refrigerated containers are another example of what sets the company apart from others.

The company's ground-breaking approach is to design the container to take the best advantage of the rolling stock and their customers' product. The dedicated refrigerated freight cars are sent to Adelaide holding a container. There another container is hoisted on top for the long journey to Perth.

Glenn Smith said when you start

with a 48ft long refrigerated container, with the motor and fuel tank added to the end you cannot get it into the wagon well. "What we have done is create a design so they go into the well because the motor and fuel tank sit higher up. By doing this we don't impede the well and it allows us to maximise the space both within and above the wagon."

He said an order for an additional 20 units has been placed which gives the company a fleet of around 60 units



to cover the Trans Australian route. The modified design has become SCT's standard container now and while the company has a range of different size containers, Glenn said they are striving to reduce this to either 40ft or 48ft varieties.

Message from our Managing Director

Wow, it's hard to believe that we're in the second half of 2016. Whilst we're coming out of our traditionally lower volume months, it's been anything but static in our strategic planning.

It's been pleasing to see an increase in rainfall across the country. It's been a tough period for many in the farming community and we look forward to meeting the increase in demand out of the Wimmera, through our WCL business.

We're now only a matter of weeks away from opening our Wodonga Rail Freight Centre. As covered in this newsletter edition, we recently held an information night with local industry and a variety of VIPs and politicians from the local region, including the CEO of the ARTC, John Fullerton as the

keynote speaker. The positive feedback that we received after the event in regards to our plans in Wodonga, was particularly pleasing.

As most will be aware, we're also well advanced in the development of our Bromelton rail facility in Queensland. Whilst we'd been operating services between Melbourne and Brisbane in partnership with an existing operator, those circumstances changed, resulting in our decision to commence our own independent rail services. Whilst the North South corridor continues to be dominated by the road industry, we're confident that our approach to this particular market, complemented by SCT's unique rail model, will allow us to provide a value proposition to the market.



With two new major rail terminals nearing completion, the commencement of new rail services and an influx of new opportunities, it's time to strap ourselves in once again.

Solid new business builds for a strong future

The successful addition to a large number of brand leaders over the past few months, has underscored the efforts made by the SCT sales team.

Glen O'Brien, General Manager Sales, said that two of the great FMCG names have placed their freight into the hands of SCT - Goodman Fielder and Pepsico (Smiths Chips).

Glen said that SCT had been charged with moving all Goodman Fielders dry and temperature controlled product from the East coast of Australia through to the West. "It's been a significant contract win for the group, and links both our temperature control and dry divisions together on this major account. The Goodman Fielder product range is very diverse covering spreads, butters, margarines, cake mix and frozen pastry products."

Another great new business gain was the Pepsico (Smiths Chips) business. "We were already working with Smiths with product out of Brisbane going into WA, but have now extended that

relationship, adding significant volumes from Brisbane to SA on rail as well as product out of Adelaide into WA."

Glen said SCT's new business focus has been on building a strong base out of the new Wodonga Terminal and increasing our presence in non-traditional rail lanes. "We've been gearing-up personnel-wise for these developments and welcome four new additions to the team - Shane Cavagna (Wodonga Strategic Business Development Manager), John Stefanovski (Victorian Strategic Business Development Manager), Matt Eryurek (National Development Manager - Port Services, Rail) and Dean Swaney (Sales and Marketing Co-ordinator).

"We're expanding on our traditional transport skill-set, because as our sales efforts are shifting to new markets, we need the personnel to respond. As a team it's not just securing new business in the new markets but making sure we're servicing our existing major accounts to the high standard they require and expect."

Laura moves across the country



When SCT employee Laura Harvey decided she needed a change from working in SCT's Operations department in Perth, she most likely didn't think she would become totally involved in SCT's SAP Support Team in Melbourne.

Laura says she loves Melbourne and is discovering all the delights of the fastest-growing capital in Australia. "It's exciting seeing first-hand how SAP is improving and helping SCT to grow, and I look forward to all that is yet to come," said Laura.

Laura is recently engaged and enjoys music, art and fine dining.

Peter Smith Award


AUSTRALASIAN RAIL
INDUSTRY AWARDS

2016 Category Winner:
Career Achievement

On the 7th of July, the rail industry came together for its Annual Awards night, which recognises the contributions of individuals to the rail industry, in a variety of categories.

"We'd taken the decision some months earlier to nominate our father for the major award of the night, the 'Career Achievement' award," said Geoff Smith. "And whilst awards and acknowledgment of achievements haven't historically been a priority for the group, we felt that dad's achievements more than epitomised the spirit and criteria of this particular award.



(L-R): Howard Collins OBE, Chief Executive of Sydney Trains and ARA Board Member, presenting the Career Achievement Award to Peter Smith.

"So, I'm pleased to advise that he was successful on what was a memorable night for Dad and the management, as well as the friends and family who attended.

"Congratulations Dad."

New Wodonga Business Manager knows the local scene



Newly-appointed Wodonga Terminal Business Development Manager, Shane Cavagna, brings impressive credentials from working in agribusiness, fast-moving consumer goods, and transport logistics companies.

Shane is an ex Border Express BDM/Account Manager and has had a lifetime of working for well-known names like ALDI stores, Coles Myer Group, and others, gaining expertise that will undoubtedly assist in his new role.

Shane is a graduate from Deakin University with a Bachelor of Commerce majoring in accounting, and has a post graduate Diploma in international business. In addition, he has a Diploma in Commercial Agronomy and is a licensed Property Stock & Business Agent.

He said highlights in his career, have been his Bayer Overseas R&D study tour and undertaking a Melbourne University Skills course.

In his spare time Shane enjoys kayaking, country football and spending time with his family.

Vale Russell Hunt

Perth branch was swept with sadness recently, when one of their Intermodal team members Mr Russell Hunt, passed away.

According to Eddie Davies, Rail Operations & Intermodal Manager, Russell was one of those drivers who would help you with anything that was within his capabilities. "He was easy-going and respectful to his fellow work mates and had a great sense of humour," recalls Eddie. "He was a keen golfer and often spoke about having a game with his fellow worker Shrek - but they couldn't agree on the terms of a can a hole.

"Russell's work ethic was like no other and he had an excellent rapport with SCT clients and fellow staff members." There is no greater respect than receiving condolence from one of your customers. Mr John Rodrigues, NDC Co-ordinator for Woolworths Limited said: "We would like to express our sincere condolences on the recent passing of Russell. He was very highly respected throughout the workforce and profession. And his good works



changed the lives of many. No comfort is quite enough to replace the loss.

Russell was a wonderful employee who understood the meaning of the word Team. He was more focused on the good of the company and helped us in numerous ways. His work will not soon be forgotten."

Universally, Russell will be missed by all who have had the pleasure to work alongside him.



John rises to the challenge

Newly-appointed Strategic Business Development Manager John Stefanovski has returned to SCT after a previous and successful stint as Business Development Manager. John, an MBA graduate, brings skills gained in key commercial roles for both Sadleirs Logistics and TNT.

His success and solid reputation is built on his extensive knowledge of the market, combined with professional, communication and inter-personnel skills. In his last position, John achieved strong consistent growth over an extensive period. He's delighted to be back with SCT and is excited about his new role. He will be responsible for seeking and securing new business opportunities.

John said: "I'm encouraged by the company's ongoing investment in strategic development and capabilities, and the associated opportunities it will enable us to secure in the market place."

He is married, with two children and enjoys AFL, motor racing and travel.

The Sidebottom Team - a winning combination

Reece Sidebottom is one of Australia's most talented Karting champions, and combined with the knowledge and support from Dad Brett – who works for SCT – they've become a very formidable combination. Reece competes at the highest levels of the sport: the Rotax Pro Tour and Australian Kart Championship, and has been behind the wheel for more than eight years. He started racing as a cadet in the Junior Sprint Classic, where he was placed first.

With a taste for fuel, dirt and danger, Reece climbed up the karting ladder, moving through various karting categories and taking out in 2009, the Australasian Kart Title in the Cadet division and being named Junior Top Gun that same year.

In 2015, Reece with enormous assistance from Brett, took out the National Title in Australia's Elite Junior Category. He is now looking at blazing a strong

finish in the KZ2 Gearbox category of the Australian Kart Championship.

His long range plan is to eventually become a professional car driver on the international circuit.



"Johnny" closes his log book

Well known Brisbane SCT employee Keith "Johnny" Donaldson has decided it's about time he did something other than work and has closed his log book for good. Johnny who featured in the "SCT Xpress" back in 2014 had driven

trucks for more than 67 years – 20 of those with SCT.

He was farewelled by his mates, work colleagues and friends, at a Brisbane reception recently. All the best from everyone, on your retirement Johnny.





SCT employees star in new international documentary

SCT drivers and crews on their Trans Continental service between Adelaide and Perth were some of the stars in the most recent "Railroad Australia" documentary series, aired on Sky Discovery television channel. The series, comprised of 8 x 47 minute videos and was shot for the international market and follows on the back of another series showing off some of the most

famous and challenging rail services in the world.

In one episode drivers Phil Garrad and Darren Blados star when the 6PM9 from Perth to Adelaide develops fuel problems half way across the Nullarbor. The professionalism and experience of the crew shines through as they sort out the problem which adds to the drama of the episode. The program is a

showcase for the Australian railroad freight industry, and shows the daily challenges our rail crews face as they deliver freight 2,700 kilometres across the country. SCT employees Ryan Bickle and Robert Cooke also feature well within this series.

There is to be a special edition released sometime this year under the banner of the BIG Series, also on Discovery. The BIG Series looks at BIG Ships, BIG Trucks and everything which is large and impressive. In this edition SCT will be the only freight train featured and again headed for international release and viewing around the world.



A handy man to have in your corner!

Not only is Matt Eryurek a sixth Dan Black Belt in Tae Kwan Do, but he's represented both his State and Australia in local and international tournaments.

Now Matt has been recruited to play a major role in the new terminal at Wodonga and brings more than 17 years experience in the transport and logistics business to his new role. Matt has worked for some of the top shelf companies in Australia including Container Swing Lift, Patricks, and Australian Air Express.

He was invited to attend an

Asciano Management training course - one of only 20 to be selected. He has negotiated multi-million dollar contracts and designed and implemented successful CRM programs for a number of previous companies. His reputation in the freight and logistics area has been achieved through winning major contracts and tenders. His previous role was GM of sales with Container Swing Lifts.

He has hit the ground running at SCT and impresses everyone with his enthusiasm and dress sense.



Do you have a story to tell?

SCT Xpress is your voice, so if you have a story to tell, contact Kim Edwards on 03 9931 5361 or Kim.Edwards@sctlogistics.com.au You don't have to be a budding novelist as we can help you.