



Beattie Times

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Feedback or suggestions

What would you like to read about in the next issue of the Beattie Times?

Let us know at marketing@beattietransport.com.au

Always in Motion



The end of the financial year has arrived, and we take a look at some of the projects that Beattie Transport completed over the last quarter, and at

changes that have an effect on permit applications, and at what's new, such as a number of technological innovations and BT's most recent accredita-

tion, the Achilles FPS registration.

Just like the dynamic business environment we operate in, Beattie Transport is always in mo- «

Message from the CEO

Phillip Mills

The first half of calendar year 2014 has been extremely successful for Beattie Transport, South Australia, with Western Australia and Queensland still recovering slowly, but both moving in the right direction to a full recovery by mid to late 2014.

A driving factor to our success is our strong team

who are known for their limitless aspirations and smart tenacity, drive and can do attitude, utilizing every available option and means to achieve goals. I have no doubt in my mind that the Beattie Transport team will continue to open the doors to a brighter future for Beattie Transport.

I would like to take this opportunity to review the major achievements in the first half of 2014 and to address our challenges and goals for the final half of this year.

We continue on our journey with our new marketing and sales program that is focused on larger tier 1 and 2 contracts sup- »



Message from the CEO cont.

ported by project and ad-hoc opportunities. As our opportunity pipeline continues to grow, the challenge in the second half of 2014 will be closing these opportunities with signed agreements.

As I have mentioned many times in the past, the key to company growth is retaining accounts while simultaneously adding new customers. I'm happy to report that we continue to receive many accolades and referrals from our customers, which is testament to our staff commitment and company systems.

Beattie Transport South Australia is well on its way to meeting this challenge with a large number of new contracts and projects signed and a strong pipeline of future opportunities. This year has seen a strong presence in Moomba, managing freight movement from ship's hook direct to the client, a large solar project in the Broken Hill region, storage contracts for three clients and defence project base work increasing.

BT Queensland has a very strong pipeline, dominated by a number of large project based opportunities which are looking promising for the second half of the

year, while Western Australia is looking towards realizing a number of opportunities associated with the Roy Hill project, and increasing volumes from current customers.

In order to continue our success and compete in today's marketplace, we must continue to diversify, expanding our services beyond our traditional markets, whilst effectively communicating both internally and externally why and how our service strategy has been developed for the broader market.

Equally important is having all staff understand that everyone in the business plays a part in the marketing and new business development strategy. Some of our goals include branding of our service strategy, revised website structure, welcome packs, conference attendance, strategically placed news stories and advertising in journals. We will also be looking to tie individual employee goals to the company's overall service strategy.

Over the next few months, in line with our continuous improvement program and HR strategy, our plan includes the alignment of job titles, job descriptions, individual performance

plans and performance reviews with the overall company strategy.

As Beattie Transport continues to grow, we will encounter a range of challenges that can slow down or even prevent business expansion. Transitioning, stabilizing and retaining our new and existing customers will require everyone in the company to pull together as one committed workforce.

Behind such significant achievements of Beattie Transport are our people. They are our most valuable asset and the foundation of all of our visions and dreams. Our competitiveness and sustainable growth depend on them. My goal for the end of 2014 is to ensure that every Beattie employee fully understands the company's vision and strategy. Most importantly each individual should understand their role and responsibility in the overall execution of our strategy.

I would like to thank everyone that has contributed to our current position and I'm confident that our journey is well on the way to realizing our short and long term goals!

Phillip Mills, CEO

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Operations and Scheduling System

By Todd Newmarch (Company Accountant)

We have engaged a company called Transfocus to develop a front end operations module for the Translogix system.

The key components of the project will be booking jobs, creating operational legs, checking vehicle availability and allocating equipment.

The software will consist of 3 main screens:

- An enhanced booking form
- An Enquiry and allocations screen
- An Equipment Availability screen displayed as a Gantt Chart

Below is a sample of the booking screen.

The sample booking screen enables a range of data to be updated from a single screen that would have previously required 4 screens in Translogix.

We expect this to be released in July 2014.

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Customer Access Proof of Delivery

As an add on feature to our website and from the further development of Translogix, customers will be able to access their POD via <http://www.beattietransport.com.au/html/Login/>. Using their unique customer log

on, each column will have a search filter at the top of the column so they can search on any field on the portal.

Customers will also have the ability to re print their invoices.

The additional benefit to Beattie Transport is that it should reduce queries and speed up payment of invoices.

We expect this feature to be available in July 2014.

«

Job Number	Job Date	Consignment Ref	Customer Code	Customer Ref	Invoice Number	Invoice Date	Name	Sender Name	Receiver Name	Receiver Address	Receiver Suburb	Receiver PostCode	Quantity	Items	POD	Internal
3273871	24/07/2013	0	0	0	0.00	01/01/0001							0			
3273854	24/06/2013	23345	4088	NaN	0.00	01/01/0001	Pelkan Artline	Address	Advanced Light...	110 Lewis Road		3152	4		Not Available	Not Available
3273855	24/06/2013	0	4088	NaN	0.00	01/01/0001	Pelkan Artline	Address	Advanced Light...	110 Lewis Road		3152	4		Not Available	Not Available
3273856	24/06/2013	0	4088	NaN	0.00	01/01/0001	Pelkan Artline	Address	Advanced Light...	110 Lewis Road		3152	4		Not Available	Not Available
3273857	24/06/2013	0	4088	NaN	0.00	01/01/0001	Pelkan Artline	Address	Advanced Light...	110 Lewis Road		3152	4		Not Available	Not Available
3273858	24/06/2013	0	4088	NaN	0.00	01/01/0001	Pelkan Artline	Address	Advanced Light...	110 Lewis Road		3152	4		Not Available	Not Available
3273859	24/06/2013	0	4088	NaN	0.00	01/01/0001	Pelkan Artline	Address	Advanced Light...	110 Lewis Road		3152	4		Not Available	Not Available

Continuous Improvement

By Todd Newmarch (Company Accountant)

Back in 2012, Beattie Transport completed a business review with Enterprise Connect.

A business advisor spent a few days on-site gathering information throughout various operational levels to develop a thorough view of the strengths and weaknesses of the company, strategic business issues, critical areas for business improvement and

potential pathways for growth.

Beattie Transport implemented many of the primary and quick win recommendations that have enhanced BT growth.

In 2013 we applied for the Continuous Improvement Plan which looks at future opportunities that require extra resources to achieve the goals.

Beattie Transport has been **successful in accessing a Government Grant of \$20,000** to work on an improvement plan focusing on Human Resources, Operations & Scheduling.

With this grant we working to improve our Operations and Scheduling system (see previous page) and further develop our HR Policy and Strategy for future growth. «



An Australian Government Initiative



BT Interstate

News from Western Australia

The Western Australian branch draws a positive balance of the ending financial year. Business is going well, and the corporate growth strategy is put into practice by focusing efforts on both, serving existing customers and acquiring new clients across the country.

In addition to their work on ongoing projects, the WA team has been promoting the BT brand on various industry networking events, such as pipeline dinners, conventions, and recently the Mining Exhibition in Perth.



Syd, Steve and John at a networking event in Adelaide earlier this year

The efforts are paying off, and the team is currently working towards getting involved in major resource projects in the northwest of WA such as the Roy Hill Iron Ore mining project in the Pilbara region.

State Manager John Dale

has a positive outlook for the new financial year. Much more positive than his expectations for the Socceroos in the FIFA soccer world cup that started in Brazil in June, but that's a different story. «

New to the team: Briony Gilmore-Rankine

(National Compliance Manager)

Previous position and industry background:

I spent my previous 8 years as General Manager of a very specialised, engineered transportation company.

During that time, we delivered some of the most exciting state major infrastructure projects such as Northern Expressway, Southern Expressway Duplication, South Road Superway, eight different SA Windfarms, Adelaide Oval Western Grandstand and various other overpasses and underpasses around Adelaide.

Qualifications/degrees:

Cert 4 and Diploma in OHS. I also have a Bachelor of Arts Degree in Politics.

What I like about my work at Beattie

Transport:

No two days are the same here at BT. I enjoy the fact that my job can be very ‘dynamic’ and challenging.

Ways in which Beattie Transport is different to my previous employer(s):

The type of freight that is moved is very different. Therefore, I have had the opportunity to learn a completely new approach to freight and compliance at a national level.

Hobbies/interests outside of work:

Two small children..... what more can I say – I enjoy going to the gym when I can squeeze it in!

The first thing I do when I arrive at work:

Start my computer up and make a plunger of coffee!

What I would not like to work without:

I would not like to work without people with a sense of humour. It makes for a brighter work environment and can be very therapeutic!!

What influences my success at work the most is...

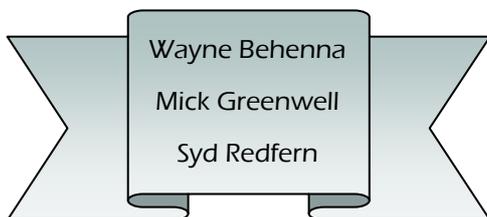
Definitely the participation that I get from others. To do my job, the support and information from other individuals and the authorities is crucial. This impacts my success in a big way!

«

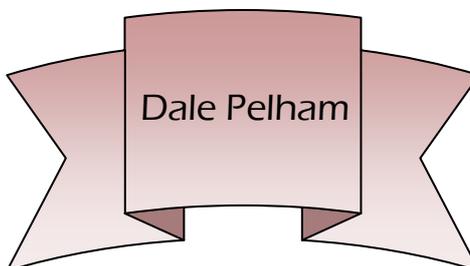
Anniversaries

CONGRATUALTIONS AND THANKS FOR BEING ON OUR TEAM!

5 YEARS



10 YEARS



ROAD RESTRICTIONS

ROAD CONDITIONS PH 1300 361 033

TRAVEL ON CLOSED ROADS IS PROHIBITED
SEVERE PENALTIES APPLY

STRZELECKI TRACK

LYNDHURST TO MT HOPELESS

4WD / HV

MT HOPELESS TO MERTY MERTY

4WD

Strzelecki Challenges

4WD

In recent months, Beattie Transport has increasingly taken on the infamous Strzelecki Track that connects Lyndhurst with Innamincka. And the 370 kilometres of dirt road up to Moomba are taking their toll on the equipment—raising the bar for BT's repairs and maintenance teams.

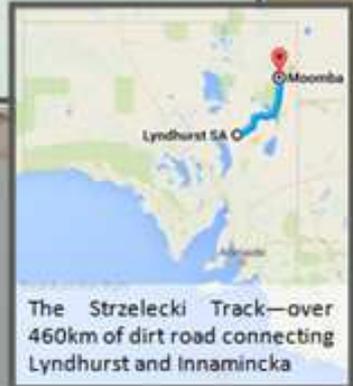
4WD / HV

Every time a truck and trailer return from a Moomba run, they undergo a general service and are carefully checked for damages. Not always a straightforward task: The dirt makes it difficult to diagnose problems. Suspension components suffer the most damage in trucks, with shock absorbers and height control valves having to be replaced more regularly when coming off the Strzelecki Track than off regular roads.

CLOSED

For the trailers, the most common damage involves the brakes or the suspension system. The majority of trailers returning from Moomba need repair to some extent—this can be anything from broken springs to completely re-lining the brakes.

The track is also tough on the tyres, which have to be replaced more frequently. Overall, with an average of around 60 Moomba runs a month, the workshop crew has been doing a great job in managing the increased workload.



The Strzelecki Track—over 460km of dirt road connecting Lyndhurst and Innamincka



Wayne checking the brake system of a drop deck trailer



Traffic hazard : Moomba flooded after heavy rainfall

On the right: Watching the road collapse on the Strzelecki Track in March 2010
Earlier this year, the track was reported to be in the worst condition many drivers had ever seen it in.



Beattie on the Move

Projects

Joined Forces

Beattie Transport supports the new Australian Defence Force contractor by recently joining forces with them, coordinating the uplift and safe delivery of our defence operations armoured personnel carriers to their next training manoeuvre which has seen Beattie Transport working closely together with the Army personnel.

The new Army Barracks within the RAAF Edinburgh Base (SA) have certainly been upgraded and extensively developed to cater for the vehicle division now residing within this base. Between the contractor and Beattie Transport, there were 24 armoured personnel carriers (APCs) repositioned to the remote Cultana Range over a period of 4 days in early May 2014 in readiness for the Army manoeuvre. Upon completion of this same manoeuvre, Beattie Transport returned to bring these 24 APCs back to Edinburgh after 4 weeks of hard training.

The journeys required detailed planning on the part of our operations and compliance teams initially, as it meant the placement of Load Masters on the defence site to ensure vehicles, equipment and consolidations were all accommodated by the defence specific materials experts in terms of load restraints and overall safety.

The precision required to ensure that the APCs travelled safely to and from site is no accident, for at Beattie Transport, we take all consolidations seriously. Our client received a range of accolades in terms of the on time delivery, our drivers' willingness to assist the defence personnel on site, compliance to fatigue regulations and importantly no damage in transit. Well done to our drivers, operations and compliance teams for a job well done!

Simple projects like these don't just happen without huge amounts of preplanning and as a reward for this effort, Beattie Transport has been awarded another significant Joint Forces task, this time in Queensland, to assist our team in Brisbane with the push to defend our country.



Santos Cooper Basin Project

By Syd Redfern (General Manager Projects)

Beattie Transport supports the Cooper Basin region with timely delivery of materials and goods to this remote and harsh area. This is nothing new as we have been travelling the Strzelecki Track to Moomba for many years, in fact way back in our history Malcolm hauled tankers carrying crude oil in the Jackson region for a number of years. Beattie Transport work closely with a number of the rig operations in field near Moomba and Innamincka performing rig and camp relocations, as well as carting all the drill casing for Marubeni (MITO) ex Adelaide wharf to Moomba, where Beattie Transport operate their 3PL on-site distribution facility.

More recently, Santos approached Beattie Transport to assist with an urgent task that appeared to them—not feasible but asked anyway just in case we were able to accommodate with one of our innovation distribution solutions. The initial call came at 3.15 PM detailing the complex uplift requirements that required urgent delivery to the Cooper Basin—ASAP. A two-driver road train hot shot was the solution here, so the fresh drivers were called in, whilst the operations supply base team prepared in readiness both trailers and prime mover for this task. Beattie Transport have a no driving in the dark policy in terms of the Strzelecki Track, given it is notorious for destroying vehicles; however in this instance with a two up driving team, it became the exception and was signed off by our compliance officer.

Local drivers were dispatched to perform the collections from the sending suppliers to Santos, given that these businesses all closed at 4.30 to 5.00 PM. By the time the main drivers had arrived at our Adelaide supply base, the consolidations had arrived and were being examined as part of our Chain Of Responsibility, journey management plans and pre trip departure checks. Beattie Transport vehicles are fitted with IVMS (In Vehicle Monitoring Systems) and as such we were able to support Santos and the receivers with timely in-transit reporting so that nobody had to call to find out where the in transit vehicle was located.

The vehicle departed Adelaide at 6.00 PM with an estimated time of delivery between 9.00 – 10.00 AM the next morning, and with the support of in transit reporting via email to all stakeholders, Beattie Transport completed this task by 9.30 AM—task closed out. Another successful hot shot program delivered on time with open communication to stakeholders, all in a night's work at Beattie Transport.

What the client at Santos had to say:

“ Thank you for your help, everyone without exception in our Frac team was very impressed at the service level we received especially around the time constraints we were under. We really appreciated it and look forward to providing you with more opportunities in the near future. Thank you again. ”

“ Thank you for your updates/feedback. Greatly appreciated! It is refreshing to see. Well done. ”



The precision required to ensure that these consignments travelled safely to and from site is no accident: at Beattie Transport we take all consolidations seriously. Beattie Transport received a range of accolades in terms of the on time delivery, our drivers' willingness to assist the infield personnel on site, compliance to fatigue regulations and importantly no damage in transit—well done to the our drivers, operations and compliance teams for a job well done. Simple projects like these don't just happen without preplanning, process and systems being adhered to.

Health & Wellbeing Corner

Avoiding cold and flu this season

Whether you work in an office or outdoors, there is good chance you might contract a virus from someone at your workplace during the winter months.

The tricky thing with cold and flu is that those viruses are contagious even before the first symptoms appear. Therefore, it is not enough simply to avoid people that are already coughing and sneezing. While this is still an important part of stopping the virus from spreading, effective cold and flu prevention at work requires more.

What can you do to stop viruses from spreading at work? Here are some useful tips provided by My Virtual Medical Centre:

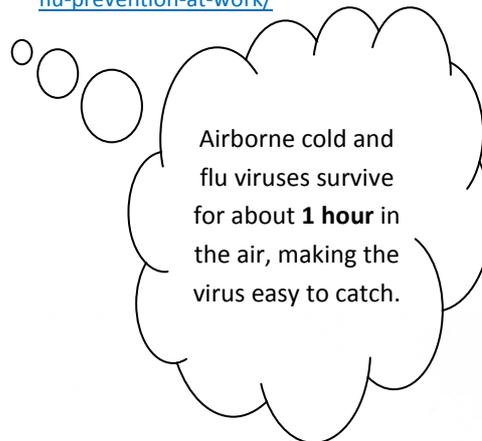
1. Avoid people who already have cold and flu symptoms.
2. Avoid touching your face after touching surfaces that might have been exposed to the virus (this includes handshakes), and keep surfaces clean.
3. Stay away from work when you have the cold or flu until your symptoms resolve and you are no longer contagious—be prepared from when you might have to take time off: try to train another person to complete your most important tasks or talk to your employer about possibilities to work from home during the time when you are still contagious but feeling well enough to work.
4. If you feel that you are coming down with a cold or flu at work, go home immediately.
5. Maintain good hygiene at work: Wash your hands often with soap and warm water and dry them thoroughly. You can also use disinfectant gel.
6. For employers, consider equipping the

workplace with cold and flu signs and reminders for staff and visitors, for instance regarding hygiene practices such as hand washing when entering the workplace.

7. You might want to consider getting a flu shot, although this cannot protect you from the common cold.
8. Stay fit by maintaining a healthy diet, regularly exercising, avoiding stress, getting plenty of sleep; quit smoking, drink plenty of fluids but consume alcohol in moderation.

For more information visit My Virtual Medical Centre:

<http://www.myvmc.com/lifestyles/cold-and-flu-prevention-at-work/>



“An apple a day...”



NHVR – New challenges related to permit applications

By Briony Gilmore-Rankine (National Compliance Manager)

Since February this year, we have had the (not so subtle) introduction of the National Heavy Vehicle Regulator (NHVR) as a permit issuing body and regulatory authority. This was 'sold' to the transport industry as a 'one stop shop' for permits and assistance which most states of Australia had committed to.

I believe that the inception of the NHVR has been a huge challenge to not only our industry but the entire way that we conduct our business. Suffice to say that this introduc-

tion came with a level of scepticism and negativity that ultimately contributed to its immediate failure as a workable system.

Since then, we have witnessed individual states taking back some control as a means of assisting NHVR with the workload that had been clearly underestimated. This has assisted the NHVR with understanding better how the permits process needs to function in particular. We are at a point now where intrastate travel permits are being handled entirely by the state based

regulatory authority where the travel is to be conducted. However, permits requiring travel across the border are being handled by the NHVR, which, I must say, are definitely improving their processes.

It is vital to highlight to both staff and clients the way in which the introduction of the NHVR have forced us to change our business practices. By and large, the transport has always, and should always, be considered a SERVICE industry. The nature of services indus-

"Some of the state based issuing authorities' charter is to process applications within 28 days."

Processing times for all oversize or mass permits are taking longer than they used to at the moment

tries as such that items are transported, as the need arises. This being the case, our clients do not always give us the notice that we would really like! We completely understand that unplanned events occur – machinery can fail, sites need relocation sometimes with little notice and this means that we need the support of a streamlined process to obtain a permit for these unforeseen circumstances.

What we all need to understand that at the present time: some of the state based issuing au-

thorities' charter is to process applications within 28 days. Yes – 28 days!!! Is that fair, is that realistic, does that meet ours and your business need – very unlikely. When breakdowns do occur, there is little that can be done but apply pressure to get these permits to travel in an acceptable time frame.

That being said, it is important to highlight that ALL oversize or over mass permits are taking some time at the moment and we need to be realistic when we commit to our clients when this can possibly be

achieved. This needs to be assessed on a case by case basis. Our clients also need to understand that at the moment, this is very challenging for our business so the more notice the better! We need these permits to achieve our tasks and legally comply. The challenge is balancing *our* 'service' need with an authority that are still gaining momentum to support that need.

I can freely admit that by no means is this current situation ideal. However, it is important to report that the NHVR have responded »

NHVR—New challenges (cont.)

to the industry feedback in a very positive way. They are answering enquiries faster, gaining more knowledge, and being far more helpful as the months pass. MY view is that it is beneficial right now, and more than ever, for the individ-

ual states to adopt a more collaborative approach and be determined to work with the NHVR.

As a market leader in this industry, Beattie Transport must ultimately give its support to the NHVR and

assist where possible as a means to a better system. Those that are refusing its support are only making it far harder for themselves in the long run – the NHVR is here to stay after all.

«



Health & Wellbeing Corner (cont.)

Stretching your productivity

Are you sitting at a desk most of the day, leaving you feeling stiff or sore after a while? Then you might want to try regular stretching exercises to get the blood flow through your muscles going again and release the tension that has built up.

If you need some inspiration on how to stretch, you can always ask Dr. Google or browse videos on YouTube. But let’s be realistic—it is too easy to get

distracted by random videos, slide shows and articles, and soon you are straining your eyes instead of stretching your limbs.

A good offline alternative is a desk card provided by SafeWork SA: Fold it up, place it on your desk, and choose your stretch of the moment.

Here at Beattie Transport, you are likely to have one on your desk already. If not, contact our HSE staff.

The desk cards are also available to download in the Resources section of safework.sa.gov.au and free printed copies can be ordered from SafeWork SA Bookshop (details online).

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Find SafeWork SA’s Resources here:

http://www.safework.sa.gov.au/show_page.jsp?id=113068#U4vlsfmSw_a

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Visit our website:

beattietransport
.com.au

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At Beattie Transport, we provide Australia-wide innovative distribution solutions. Specialised in heavy haulage, over-dimensional transport, road train services and hot shot deliveries, we also offer rail and sea freight handling and general freight services, as well as transport-related services such as logistical support, project management, storage and warehousing.

With depots and offices in South Australia (Adelaide), Queensland (Brisbane), Western Australia (Perth) and the Northern Territory (Darwin) and a national network of strategic partners, Beattie Transport services all Australian states and territories.

Mining industry transport, transportable building transport, pipeline transport, truck transport and drilling rig shifts are a few examples of our daily business. In addition to over four decades of transport industry experience and a can do culture, we have the following accreditations: ISO14001, ISO9001, AS/NZS4801, CSG Level 1, Bechtel A+ and Achilles FPS.

No job is too big or too small!

Contact us today to discuss your logistical requirements:

www.beattietransport.com.au

New Achilles Registration

As of June 2014, Beattie Transport is fully registered with Achilles as a supplier on FPS for Intermodal Freight, Bulk Truck Transportation Services, Truck Package/Product Transportation Services, Rail Freight and Freight Transport Services.



45 Years of Innovative Distribution Solutions, Driven by Service

It all started with a fledgling single-vehicle operator in Adelaide back in 1969. Today, Beattie Transport has grown into a specialist in end to end logistics supply. To learn more about our company, services and capabilities visit our website!

