



# priorityreport



VTA honors

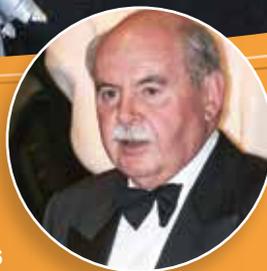
industry stalwarts

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VTA President  
re-elected  
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Vale  
Gavin  
Murphy  
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The  
smartphone  
on wheels  
evolution  
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THE VTA THANKS OPTUS AND TWUSUPER FOR THEIR ONGOING SUPPORT OF THE *PRIORITY REPORT*.



### CONTRIBUTORS

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**COVER:** CC Containers Managing Director David Muir (left) was presented with the WFD Chalmers Award and Freestone's Transport founder Paul Freestone was honoured with life membership during the VTA President's Dinner in October.

# BRENDAN HOPLY RE-ELECTED AS VTA PRESIDENT

**Murphy Transport Solutions' Chief Operating Officer, Brendan Hopley was re-elected as President of the Victorian Transport Association at the VTA's Annual General Meeting on October 28.**

Brendan has served as President for the past three years, and brings with him more than 40 years of experience in the transport and logistics industry.

Returning in the roles of Vice-President are FBT Transwest Managing Director, Cameron Dunn, and Ryan's Transport Leongatha Managing Director, Dennis Ryan.

Joining the board for the first time are David Muir, Managing Director, CC Containers, and Michael Roche, Operations Director, Roche Brothers.

VTA Chief Executive Officer Peter Anderson said he is looking forward to seeing what the new board can accomplish over the coming year.



Michael Roche



David Muir

"I congratulate Brendan, Cameron, and Dennis on their re-election to the VTA board. All three have worked tirelessly during their time with the VTA, to better our industry and ensure our members' interests are well represented," Mr Anderson said.

"I also extend a warm welcome to David Muir and Michael Roche, both of whom have a strong background in transport and come into their roles invigorated and eager to get stuck into the issues affecting our industry.

"The VTA has had a great,

productive year and I'm very proud of what the team has accomplished. From working to improve port productivity to ensuring the cost of infrastructure projects are not disproportionately borne by transport operators, and more, everyone has pulled together to keep our industry operating sustainably.

"I look forward to working with the new VTA board, with its mix of old and new faces, to continue to provide a strong industry voice for Victorian commercial transport, freight and logistics operators."

# PRESIDENT'S WELCOME



**As we approach the end of another year and prepare for the busy festive season ahead, it's timely to reflect on an incredibly productive and issues-rich year for the VTA, and for the broader transport industry it represents.**

But can I first thank my fellow directors for re-electing me as president of the VTA for a further 12 months at our October meeting, where we also welcomed two new board members – David Muir of CC Containers and Michael Roche of Roche Brothers Pty Ltd.

Peter Anderson and his team have done a fantastic job advocating and speaking out on the many diverse issues facing freight operators and the VTA membership in 2015.

From lobbying for the best possible outcome on the sale of the Port of Melbourne, rationally opposing curfews and restrictions on heavy vehicle movements in and around Melbourne, and facilitating dozens of education and training courses for members and their staff, the VTA team has had members' interests at the forefront of their activities.

And in between all that, the team has somehow managed to run

a number of very well-attended events to benefit members, and showcase the great achievements of the transport industry.

As this issue of Priority Report goes to print, the Andrews Government has at long-last received the much anticipated Standing Committee inquiry report into the lease of the Port of Melbourne. The VTA made a number of submissions and testified before the Committee about how the lease enabling legislation could be strengthened with better protections for operators at the port.

It's encouraging that the Victorian Government has listened to our concerns, and as an industry group we welcomed an announcement from the Treasurer in late September that safeguards would be included in the lease transaction documents to protect operators and other port users against excessive cost hikes levied by the monopoly owner of the port.

The Standing Committee inquiry has served its purpose of subjecting the legislation to rigorous review. With that process now complete, and the concerns of many groups satisfied, the VTA encourages legislators to support the Bill so that much-needed funding for transport infrastructure can be generated from its privatisation.

The Andrews Labor Government has just completed its first full year in office and it's worth acknowledging the fast pace they have set with an ambitious infrastructure program. The VTA is very supportive of investments to widen the Monash Freeway, remove level crossings on key north-south road freight corridors, and upgrade key regional roads and bridges to accommodate high productivity freight vehicles. We look forward to working closely with state and commonwealth governments next year to deliver better road, rail and sea freight infrastructure.

A highlight of the past quarter has been the annual President's Dinner, where VTA Life Membership was bestowed upon Paul Freestone, and CC Containers Managing Director David Muir was presented with the WFD Chalmers Award. Congratulations to Paul and David for their outstanding achievements, which are further detailed in this issue of the Priority Report.

I wish you and your family a safe and Happy Christmas, and look forward to another busy and productive year ahead.

**Brendan Hopley**  
President

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## THE VTA IS PLEASED TO ACKNOWLEDGE AND WELCOME THE FOLLOWING NEW MEMBERS AND SPONSORS:

### Members:

- ADA Transport Pty Ltd.
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- P & A Burdett Haulage Pty Ltd.
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- SeaRoad Holdings Pty Ltd.
- Transport Compliance Services Pty Ltd.

### Sponsors:

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**Inaugural Networking Night pictures can be found on page 21**

## THE TEAM AT THE VTA WANT TO HEAR FROM YOU

Whether your business is celebrating a milestone, anniversary or you've had a recent business win, we want to hear about it and we want to share it with your fellow members.

The VTA wants to celebrate its members' successes!

To showcase your business win or milestone in Priority Report, call the VTA's Relationship Manager, Kevin Halpin on **03 9646 8590** or email [kevin@vta.com.au](mailto:kevin@vta.com.au)



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## CEO'S REPORT



**The end of the year is always a good opportunity to review achievements and outcomes against what was established at the start, and to reassess priorities for the 12 months to come.**

Our three key priorities for 2015 were to enhance the value of VTA membership through delivering outstanding products, services and events, speak out confidently and regularly on issues affecting our industry, and to fight for the infrastructure projects operators and members need to be productive and profitable.

On these three priorities we have made many strong and positive inroads.

VTA training programs have been particularly well attended in 2015 and it's pleasing that many have been over-subscribed, leading to us hosting additional workshops and programs to cater to the strong demand.

This is very good evidence that operators continue to see benefits from investing in their people with opportunities to learn new things and hone established skills. Training provision is also a fantastic staff attraction and retention tool, and the VTA looks forward to an even stronger focus on professional development and training in 2016.

I couldn't be more pleased with the quality and calibre of our events this year.

Members may have noticed a slightly different look and feel to some of our events and I'm pleased we have injected an element of fun and informality to them without compromising their interest and appeal.

Old favourites like the Freight Industry Awards and our Golf Days were extremely well attended, and we also introduced new activities, such as the Ministerial Breakfast

in September and the Opposition Policy Briefing in October, as forums for members to meet elected officials and influence policy outcomes.

Look out for more of this in 2016.

On the advocacy front, we have regularly engaged with state and national policy makers on issues that are of vital importance to members, including road, rail and sea infrastructure investments, taxation and user charges, and policy and regulatory measures to create safer and more productive workplaces.

cost hike restraints by the new monopoly port owner, and with our concerns now satisfied we urge opposition parties to pass the legislation as soon as possible.

We are also making progress on our number one road infrastructure priority - construction of the North-East Link between the Ring Road and East Link. Policy makers on both sides of the political aisle are now listening to the sustained case we are making for that connection to be made, with the RACV also

*“Policy makers on both sides of the political aisle are now listening to the sustained case we are making for that connection to be made, with the RACV also advocating forcefully with us.”*

The new Victorian Government - just over 12 months into its first term - has impressed me with the quick pace it has established in delivering infrastructure promises. This is no mean feat considering the funding challenges with the Port of Melbourne sale being delayed in Parliament's Upper House.

Victorian Roads and Ports Minister Luke Donnellan and his departmental and ministerial advisers have shown a genuine interest in regularly consulting the VTA on a wide range of issues, which has enabled us to have a sustained influence on Victorian road transport and infrastructure policy.

This was most evident on concessions we helped to attain that led to the Port of Melbourne sale transaction documents being revised to address our concerns around non-prescribed operator charges. The revisions will give operators greater certainty around

advocating forcefully with us. We will continue to prosecute the case for that connection in 2016 through ongoing dialogue with state, local and commonwealth government officials.

At the conclusion of my first full year as CEO, I would like to thank you, our members, supporters and sponsors, for your contribution towards making the VTA an effective and influential industry group.

Our pivot to getting back to basics will continue to gather momentum in 2016, and we look forward to delivering programs, events and activities that provide tangible benefits and real value for our members and supporters.

I wish you a safe and happy Christmas and every success for the coming year.

**Peter Anderson**  
Chief Executive Officer

# VTA COMMITTEE REPORTS



**Brad Close**  
Industry Services  
Manager

## Help shape industry – join a VTA group or committee

The VTA has a number of committees and groups that cater specifically for different areas of the industry.

Participation in these is open to all VTA members and we actively encourage our members to become involved in those groups in which they have an interest or which reflect the area of responsibility within their positions.

Members can make their contribution to any of the following:

- General Freight Committee
- Container Group
- Long Distance and Regional Freight Group
- Oversize/Overmass Group
- People Group
- Wharf Carrier Group
- Safety and Compliance Group
- Technology Group
- Transport Industry Safety Group (TISG)

Contact the VTA today on 03 9646 8590 to express your interest.

## General Freight Committee

**This is the engine room of the VTA and one that is focused on the issues that affect our industry.**

In recent meetings the spotlight has been on pallet reform. It has been just over 12 months since the ALC released its guidelines on Pooled Equipment and at the time the VTA was critical of the publication as, at best, it was felt that it represented a “reasonable road map of the current practices employed by the major customers (users) and the hirers of this pooled equipment” and fell significantly short of providing a platform for genuine reform.

The committee has spent considerable time taking advice and comment from people who are experts in the field, along with representatives of the working group who produced the guidelines. Based on this advice,

the committee has agreed to reconfirm the position of the VTA with reference to pallet reform and in doing so, seek to raise issue with the current guidelines.

Some time ago the VTA along with the Victorian Small Business commissioner set out to seek from the major customers and the hirers a “fair deal” for transport operators in relation to pallet management. Many of you will agree that the cost of managing pallets is increasing, the responsibility is shifting and the cost associated with getting it wrong can be catastrophic.

So, in response to this, the committee has agreed to push forward and put pressure on those that directly influence the outcomes to improve the process without making it any more complex, and importantly have an avenue for independent issue resolution to take place in which transport operators can be heard.

## North-east curfews trial

With the election-promised curfews now in place, the VTA has been actively engaged in the debate around the curfews. Our committee has been one such mechanism that the VTA has used to gauge operator sentiment on this significant issue for operators who are required to move through the inner north-east.

The VTA continues to call for sensible reform around road use and promotes the need for all road users to accept there is a requirement to share the road. The issues that again have been highlighted in this recent curfew trial is that a truck is not always what it seems and many of the persons now caught up in the curfew are not traditional truck operators, but rather they are those people who use a truck (vehicle greater than 4.5T GVM)

to conduct their business, such as plumbers, builders, cabinet makers and alike whose trucks are predominant in the area and are very much required to allow for communities to prosper and be serviced.

This is something all parties and interest groups need to get their heads around and understand how widespread the impact of a truck curfew extends.

The VTA also continues to advocate for “big trucks on big roads” and agrees that the roads being used by trucks should be appropriate for the size of vehicle. The bigger question is when will governments accept that there is a need to have a structured transport network that allows for all modes of transport to move throughout this vast city and suburbs? North-East Link, anyone?

## Technology Group

The Technology Group continues to meet and it was very encouraging to see a number of new faces at the last meeting.

VTA members are encouraged to come to these meetings to hear from policy and decision makers on those issues that will affect your businesses moving forward.

Technology is all around us and is being offered to transport businesses at an ever increasing rate. This group helps to explain how best some of this technology can be used.

A number of suppliers and SMEs attend, but they too are seeking feedback from industry on how and where technology can be effectively implemented.

At our recent meeting the topic of Electronic Work Diaries was widely discussed with presentations from the NTC, TCA and the NHVR on how the implementation of EWDs would look.

However, EWDs are in many cases just another tool in the operators’ ever expanding “tool kit”.

Intelligent transport systems, including road management

systems, were also discussed. How will intelligent transport systems ultimately result in a more effective transport delivery system? How will a smart road result in transport company “A” meeting the demands of its customer?

The VTA Technology Group is open to all members of the VTA who have an interest in technology, be it EWDs or other technology-centred solutions and the VTA encourages its members to be a part of the discussions around this rapidly changing part of the industry. The meeting dates for 2016 will be announced in the new year.

## Wharf Carrier Group

“It’s beginning to sound a lot like Christmas” is a familiar tune and for wharf carriers, Christmas has always been seen as the busy time.

This year is shaping up to be not too dissimilar to the previous. The Wharf Carrier Group continues to meet regularly and discuss the issues affecting this sector.

Whilst there is still considerable debate around the future ownership of the port and some of our members have been directly involved in the parliamentary inquiry, there are still quite a number of concerns around the port lease.

One that is important to the operators is the non-prescribed services having similar protection as to those that are deemed to be prescribed. Non-prescribed services are the components of the port operation that directly affect the “doing” in the port and

thus, affect members of the VTA Wharf Carrier Group.

The VTA has been consistently raising concerns to government around how these services will be protected against excessive and unrecoverable increases that will ultimately be borne by the end user.

Busy times at the port precinct mean busy and congested roads in the adjacent areas. The VTA, through this group, is still advocating for effective road connections into and out of Australia’s busiest port.

As the Webb Dock redevelopment moves closer to completion, the Wharf Carrier Group has invited the newest stevedore, the Victorian International Container Terminals (VICT), to present at our next meeting.

As the development begins to come out of the ground at Webb dock, the carrier community looks forward to hearing how this new terminal will work in the supply

chain. Along with the new container terminal, the new auto terminal has commenced operations and the Webb Dock precinct has never looked as vibrant and is bustling with activity.

The Wharf Carrier Group continues to focus on operational improvement within the supply chain and continues to raise the issues around stevedore performance and other sectors of the supply chain that influence productivity.

The group, through its member representation, has raised issues with other players in the supply chain, including the empty container parks.

The calendar of meetings for the 2016 year will be released soon and VTA members that have a predominant component of their business dedicated to wharf/container cartage are encouraged to attend and join in the conversation.

# ACTU CLAIM WOULD UNFAIRLY COST THE WORKPLACE



As part of the Fair Work Act mandated four-yearly Review of Modern Awards to be conducted by the Fair Work Commission (FWC), the Australian Council of Trade Unions (ACTU) is seeking to vary all 122 awards, including the Road Transport & Distribution Award and the Road Transport (Long Distance Operations) Award to insert clauses dealing with Family and Domestic Violence Leave and Family Friendly Work Arrangements.

## Family and Domestic Violence Leave

This claim seeks to have the FWC vary all modern awards to include leave entitlements around family and domestic violence, particularly the following:

An employee experiencing family and domestic violence will have access to 10 days per year of paid family and domestic violence leave to attend legal proceedings, counselling, appointments with a medical or legal practitioner, relocation, the making of safety arrangements and other activities associated with the experience of family and domestic violence. If paid leave is exhausted, then a further entitlement of up to two (2) days unpaid leave per occasion where paid leave would be available. The leave would not accumulate. Leave can be taken as consecutive or single days or as a

fraction of a day. Family and Domestic Violence Leave is in addition to any other leave entitlements. Notice must be given by an employee and an employer can request proof that would satisfy a 'reasonable person'.

## Definition

Family and domestic violence is defined as any violent, threatening or other behaviour by a person that "coerces or controls a member of the person's family or household or causes the family or household member to be fearful. It includes current or former partners in an intimate relationship, whenever and wherever the violence occurs. It may include physical, sexual, emotional, psychological or financial abuse."

## Employer obligations

The ACTU claim seeks to make employers:

- appoint a family and domestic violence workplace contact person to provide a point of first contact for employees experiencing family and domestic violence. The name and contact details of the nominated contact person shall be disseminated to all employees.

- ensure the contact person is trained in family and domestic violence issues and be able to provide employees with access to the relevant Employee Assistance Program and / or appropriate local specialist resources, support and referral services.
- take reasonable measures to ensure the safety of the disclosing employee, other employees or visitors of the employer where it is determined that any of them could be at risk of physical harm.

## Return from Parental Leave

Currently, an employee returning from parental leave is entitled to request that she be able to work part-time. The employer must consider such request and respond

within a defined period. It can reject such a request on a 'reasonable business grounds' basis.

As part of this claim, the ACTU is seeking to create a distinct and positive entitlement to work part-time if an employee is returning to work after taking parental leave and has responsibility for the care of the child. In other words, it could be necessary for an employer to 'create' a part-time job to fit the employee's situation.

## Next Steps

The FWC has indicated that preliminary/jurisdictional issues will be subject to Full Bench jurisdictional proceedings. A further mention/directions hearing was scheduled for 25 November 2015. It is unlikely that the FWC will consider the merits of the ACTU claims before mid-2016. Clearly, this claim if granted in full (or even in part) would have serious cost implications for the road transport industry.

## Editorial comment

It is unquestionable that domestic and family violence are wrong and constitutes criminal behavior but it seems that this claim is simply an attempt to move a societal issue and cost across to the employer/employee relationship, with which it is completely separate. Governments, at all levels, should commit more resources and better policy planning to domestic and family violence issues.

The proposed clauses can be accessed online at: [www.fwc.gov.au/documents/sites/awardsmodernfouryr/common/AM2011and2-sub-ACTU-130215.pdf](http://www.fwc.gov.au/documents/sites/awardsmodernfouryr/common/AM2011and2-sub-ACTU-130215.pdf).

## Paul Ryan

VTA Industrial Relations Officer

# ENVIRONMENT POLICY: HOW SHOULD GOVERNMENTS PURSUE?



To fulfil an election promise, the Victorian Government released in late 2015, a discussion paper on the issues of banning e-waste to landfill.

The reasons the paper gave for justifying a ban are: precious metals are being sent to landfill; that there are health and environmental effects through leaching of base metals from landfills, and that a ban will provide more employment and investment in the recycling sector.

The VWMA has expressed reservations about such a blanket ban because of the experience of the unforeseen near collapse of the National Television and Computer Recycling Scheme in 2014 when it was inundated with material after funds ran out. As a result, a number of social enterprise recyclers closed their doors when they stopped being supported with processing material. The experience has shown that there are many hurdles to overcome to achieve any sort of sustainable e-waste recycling in Victoria, let alone Australia – and this does need to be a national scheme with one set of rules to have any chance of success.

While the waste and recycling industry (which is seen as a key player in the e-waste sector) is generally supportive of resource recovery, it is unlikely to ever invest its own capital in a business model that is never going to be profitable without substantial government underwriting.

Governments respond to perceived community values and the "all recycling is good" ethos is about as rusted on as you can get. Unfortunately, there is a lack of critical thinking about when recycling is not cost-effective. It might be heresy to suggest but landfill is the only solution to products that communities don't value anymore.

So will a ban on e-waste as is being considered by the State Government, work in Victoria when you consider the following?

1. E-waste is a national problem so unless there is a uniform approach by all states and territories, there will be leakage of material across to states that do not have a ban.
2. The amount of e-waste in Australia is tiny (less than 1 per cent) compared to the overall amount of waste generated and even though it is expected to grow over the next 20 years, lack of landfill space will never be an issue as it is in Europe.
3. The threats to human and environmental health are overstated. Modern day landfills are highly regulated by EPAs and operated under best practice guidelines to prevent escapes into the environment.
4. Employment generation in the e-waste sector has to date been modest and largely restricted to dismantling by hand mostly by community recyclers who operate under different parameters to those of purely for profit businesses.
5. Use of recovery technology in the sector has been restricted to lead recovery from CRT glass using an existing lead smelter. Currently there are no hydrometallurgical or pyro metallurgical recovery of other metals from e-waste in Australia, which is what's needed



to extract the full value.

6. Exporting material even with strict controls (adherence to the Basle Convention) has resulted in e-waste material going to cheap labour, low tech processing (burning away the plastic, using potent acids to dissolve metals) and to countries with little environmental or human health controls.

Governments need to consider the full life cycle of recycling and get away from policy approaches that assume a ban immediately changes a waste's financial value. Such policies will fail and result in perverse outcomes even with significant government support. Consideration also needs to be given as to how much of the community's cash (e.g., the landfill levy) they are prepared to gamble to achieve the policy outcomes they seek.

The real question for both governments and the community is whether they are prepared to pay a higher price for items up front (extended producer responsibility) to fund a recovery scheme that might involve local community dismantling and/or mechanical crushing with overseas processing in highly regulated smelters.

If not, then e-waste should be landfilled, perhaps to be dug up again in hundreds of years.

## Andrew Tytherleigh

VWMA Executive Officer



## AN INSIGHT INTO THE NTC OBJECTIVES

The National Transport Commission (NTC) is a statutory authority established under Commonwealth legislation. NTC is funded by all nine governments in Australia and I report to all transport ministers, in a formal sense, via the Transport and Infrastructure Council.

We are unique in that we are not dependent upon any one government. That both empowers us but it also puts a lot of responsibility on me as Chief Executive to ensure that when we put a national transport policy reform proposal on the table for discussion it is both evidence-based, practical and can deliver real benefits to Australia in terms of safety outcomes, productivity benefits and/or environmental impacts

As we develop these reforms we also look for ways to improve regulatory efficiency in the

legislation affecting road, rail and inter-modal transport sectors. At the end of the day our aim is to create a stronger economy and to help local businesses and communities thrive.

That sounds almost philanthropic but creating a stronger economy is incredibly important for every Australian. In my view a transport system is a bit like the arteries in the human body, in that an effective transport system helps make our whole economy work more effectively. The NTC's job is to help make our national surface transport system as effective and efficient as possible.

One recent example of where NTC has sought to improve the effectiveness and efficiency of our heavy vehicle transport system has been in the area of heavy vehicle roadworthiness.

Recently, ministers agreed to a range of recommendations designed to improve roadworthiness outcomes. These recommendations were developed followed almost two

years of research, analysis, and consultation with industry and governments.

They cover areas such as improved national consistency of roadworthiness related vehicle inspections and associated procedures, development of a new risk-based inspection regime for heavy vehicles, enhancements to roadworthiness related compliance requirements under the HVNL and improvements to the NHVAS auditing and inspection requirements.

I know there are many well-established heavy vehicle operators out there who have invested a lot of time, effort and capacity into running best practice businesses. They have very good safety management systems in place to make sure that they never intentionally put a heavy vehicle on the road that's unroadworthy or a driver behind the wheel of a heavy vehicle who isn't fit to drive.

However, it would be naïve to think that every operator and every heavy vehicle travelling

on our roads in Australia meets that high standard. The reality is that maintaining vehicles in a roadworthy condition requires a degree of expertise, adequate resourcing and a mindset that says I have an obligation to keep my vehicle roadworthy not only because there is a moral and a legal obligation to do so, but because it actually also makes sense from a business perspective.

Most businesses don't want their vehicles sitting on the side of the road somewhere, causing grief for somebody because they haven't delivered their freight load on time. Most transport operators want to prevent any defect-related crashes, especially those involving a loss of life or where somebody gets seriously hurt.

measure transport productivity improvements or challenges.

At the moment we don't have an agreed set of transport productivity measures. If we can't measure how we are doing against where we want to be, or understand where the biggest opportunities lie, how can we fix or influence the underlying issues affecting productivity?

That's why we are about to embark on a new productivity framework project that will provide everyone with consistent and meaningful transport sector specific productivity data that will help tell us what areas are performing well and what areas need further attention.

Of course NTC does not undertake

*“ I know there are many well-established heavy vehicle operators out there who have invested a lot of time, effort and capacity into running best practice businesses. They have very good safety management systems in place to make sure that they never intentionally put a heavy vehicle on the road that's unroadworthy or a driver behind the wheel of a heavy vehicle who isn't fit to drive. ”*

The roadworthiness measures agreed by ministers, once implemented, will help to make Australia's roads safer for all road users.

Of course we don't just focus on safety issues at NTC. The good thing about our current four-year work program is that we have really started to increase our focus on productivity. To help us do that we first need to make sure Australia has an agreed and specific yardstick to help us

all of this work in isolation. We rely on the contribution of important industry stakeholders like the VTA. For example, at our regular Industry Advisory Group (IAG) meetings, there's always an opportunity for IAG industry stakeholders to put reform proposals on the table and have them tested for their relative merit with other industry stakeholders in the room.

They also get the chance to both hear where we are at with our



**Paul Retter**

Chief Executive and Commissioner, NTC

current program of work and to shape some of the new proposals that we will take forward to ministers.

This engagement is designed to make sure that our future reform proposals address the key issues and problems that industry leaders can see emerging.

It is also important to note that as the new national regulators mature, they will be increasingly expected to do more of the heavy vehicle related operational policy work and the NTC will be expected to increase our focus on more strategic national policy reform issues.

I believe this is an exciting time to be at the NTC as we start to broaden our work and address some of the more strategic challenges we see on the horizon.

# VTA 2016 EVENTS CALENDAR

The VTA has taken the unprecedented step of publishing its events calendar for 2016 to give members and supporters better flexibility to plan and budget for attending key VTA seminars and events.

The first part of 2016 will involve a combination of social, networking and instructional events, starting with the Viva Energy Golf Day at the Long Island Country Club in Frankston on Friday, 12 February.

This will be closely followed by the TWUSUPER Women's Lunch on Friday, 18 March, and the second VTA Ministerial Breakfast on Wednesday, 13 April. Guest speakers for the Women's Lunch and Ministerial Breakfast will be confirmed in early 2016.

The events for the first half of 2016 are outlined below. Sponsorship opportunities are still available for some events, so please contact

VTA Relationship Manager Kevin Halpin on 9645 8500 if your organisation has an interest in sponsorship.

MONTH	DATE	EVENT
FEBRUARY	12 (Fri)	Viva Energy Golf Day – Long Island
MARCH	18 (Fri)	TWUSUPER Women's Lunch
APRIL	13 (Wed)	Ministerial Breakfast
MAY	5 (Thu) & 6 (Fri)	Vehicle Outlook 2016
MAY	30 & 31 (Mon/Tue)	State Conference
JUNE	TBC	New Members Welcome Function

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# TWUSUPER GOLF DAY A MAJOR SUCCESS



Representing the sponsor of the TWUSUPER Golf Day were (l-r) CEO Bill McMillin, Duncan Smith, Lucas Rooney and Jerom Lotscher.

Close to 80 players teed up in immaculate conditions for the TWUSUPER Golf Day, held for the first time at the highly-rated Commonwealth Golf Club on November 18.

Following a welcome by VTA CEO Peter Anderson and TWUSUPER CEO Bill McMillan, it was down to business with a shotgun start.

The day was won by the Vawdrey Australia team of Paul Vawdrey, Cameron Dunn, Craig Parow and Luke Wilkinson with a score of nett 55.75. Luke also won the longest drive and a nearest the pin, topping off a most successful day.

Runners-up were the Optus Limited team headed by Rick Pearce (55.875) with third going to Western Star Trucks Australia, captained by Bruce McKee (56.75).

During the event dinner, guests were fortunate to hear from Golf Australia Director of Championships Trevor Herden,

who enlightened the group on the challenges facing golf in Australia, as well as which players would be in contention for the upcoming Australian Open in Sydney later that month.

Thanks to TWUSUPER for sponsoring a great day, and a special thanks to all players for participating. We all look forward to our next VTA Golf Day on Friday, 12 February, 2016.



VTA CEO Peter Anderson (left) presented the golf tournament's runners-up prize to the Optus Limited team of (l-r) Matt Chalmers, Rick Pearce and Nick George.

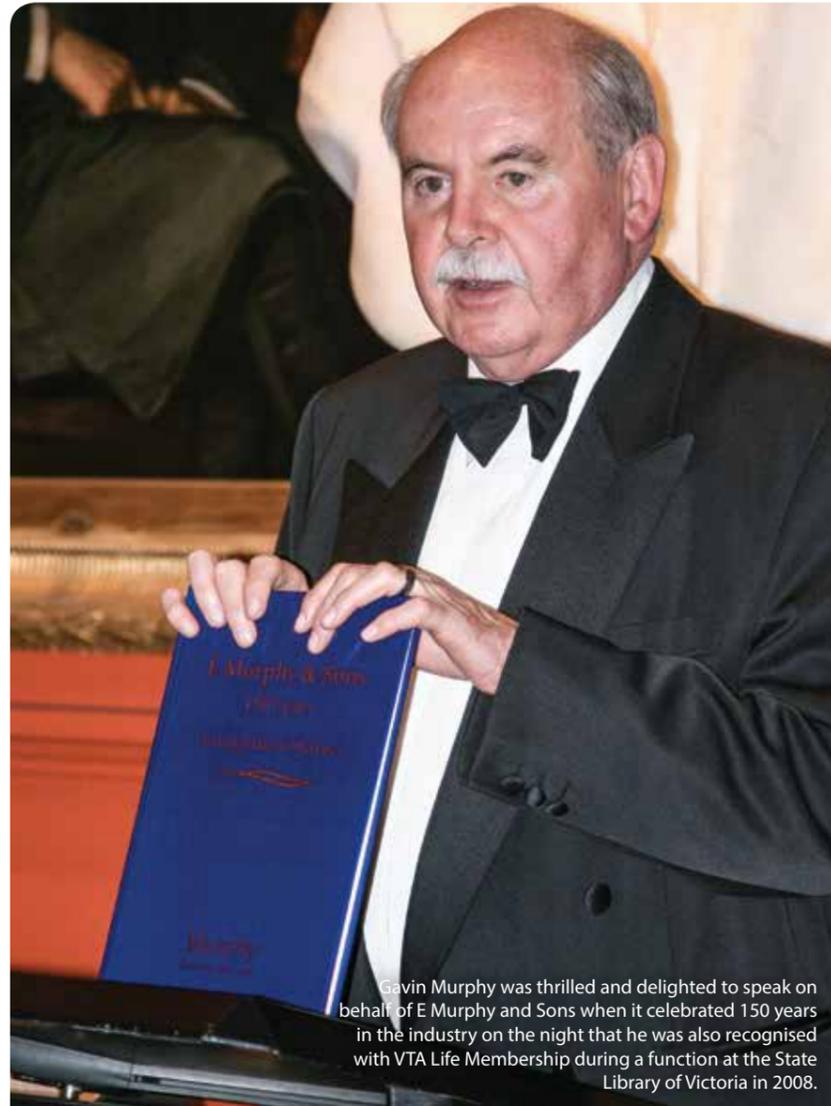


The TWUSUPER Golf Day victors were the Vawdrey Australia team of (second l-r) Paul Vawdrey, Cameron Dunn and Luke Wilkinson, who were presented with their prizes by Peter Anderson (VTA CEO, far left) and Bill McMillin (TWUSUPER CEO, far right).



VTA CEO Peter Anderson (far left) congratulated the third-placed Western Star team of (second l-r) Doug Shand, David Threlfall and Bruce McKee.

# VALE GAVIN MURPHY



Gavin Murphy was thrilled and delighted to speak on behalf of E Murphy and Sons when it celebrated 150 years in the industry on the night that he was also recognised with VTA Life Membership during a function at the State Library of Victoria in 2008.

Over his 25 years on the Board of our Association – starting out as a Councillor, then as Vice President and ultimately as President – Gavin was a tireless and passionate advocate for industry issues, a respected voice and a valued presence, both in a business and social sense. He was also president of the Australian Road Transport Industrial Organisation for over 10 years.

During his time, he sat on a range of committees, was heavily involved in community work supporting local programs and a strong advocate for children's and youth initiatives.

In over 45 years of service to the industry, one of Gavin's proudest professional moments came in May 2008, when Murphy Transport Solutions celebrated 150 years of continuous transport service within Australia.

In recent years, having passed day to day management of the business to his children, Gavin continued to drive business development and oversaw the company's corporate governance, as well as mentoring younger employees and working consultatively with the management team.

Aside from all this, Gavin was a keen sports fan, a die-hard Essendon supporter, and a loving family man.

We offer our condolences to Jane, Angela and Cameron Murphy on the loss of a wonderful and cherished husband and father, and wish them every solace in their time of grieving. May his memory be a comfort to his family and to all who were fortunate to have known him as a colleague or friend.

**Peter Anderson**  
Chief Executive Officer

distribution, before returning to the family fold. On the death of his elder brother in 1991, Gavin assumed the reins of the company, determining to grow the business beyond its focus in the sugar sector. The 90s saw the company successfully expand into warehousing and distribution, adding to its Victorian base with facilities in South Australia, New South Wales and Queensland.

Rebadging as Murphy Transport Solutions, the company diversified significantly into dry and liquid tanker operations, incorporating container equipment, chiller and freezer vans, tautliners and multi-modal rail operations.

On behalf the President, Executive Council, staff and members of the Victorian Transport Association, we are greatly saddened at the passing of our dearly beloved friend, former President and Life Member, Gavin Murphy.

Gavin caught the freight and logistics bug early on, working at the family business, E Murphy and Sons, during his school and later his university holidays. Abandoning the promise of medical school, Gavin instead ventured abroad to take up studies in sugar handling in the UK and the US, also gaining experience in warehousing and

# STYLISHNESS PERMEATES PRESIDENT'S DINNER

**More than 90 guests attended the annual Victorian Transport Association's President's Dinner at the Athenaeum Club in Melbourne in October with the presentation of two significant industry awards being among the highlights.**

The dinner featured the Minister for Roads and Ports, Luke Donnellan as the keynote speaker, the bestowing of life membership upon industry stalwart Paul Freestone and recognition of David Muir as the WFD Chalmers Award winner.

The event sponsors were CMV Truck and Bus and Volvo. The Volvo Group Australia President, Peter Voorhoeve provided an insight into transport industry perceptions, which was accompanied by a short video presentation, supported by a welcome from the CMV Group Joint Managing Director, Paul Crawford.

In his address VTA President Brendan Hopley reflected on the past year of Victoria's freight and logistics industry.

"VTA CEO Peter Anderson and

his staff have done a fantastic job representing the interests of Victorian and national freight operators on issues that are most impacting operator productivity and efficiency," Mr Hopley said.

"The sale of the Port of Melbourne is a live case in point where the VTA has been making a very deliberate and concerted effort for the legislation to be strengthened with additional protections for transport operators that use the port.

"The VTA supports the lease of the port because we need the sale proceeds to fund much of the state government's infrastructure program.

"However, after careful consideration we took the view that operators needed better protections against cost hikes for non-prescribed services by the new monopoly owner of the port.

"So we were encouraged when the minister and the Treasurer Tim Pallas last month announced the government had agreed to include a range of safeguards in the lease transaction documents to protect transport operators and other port users against excessive cost hikes.

"The changes give operators better certainty over pricing arrangements, and we thank Treasurer Pallas and Ports minister Donnellan for listening and acting on our concerns."

Mr Hopley said the VTA has also been talking to the government about heavy vehicle curfews in the inner north, as well as bayside councils that are considering additional restrictions on truck movements on major roads. He also emphasised that the VTA is in active discussions with Transurban over tolling arrangements on existing and proposed toll roads.

Mr Donnellan spoke about current and future issues, such as the port lease, the "value for money" Western Distributor project, now at Stage 3, HPFW and bridge strengthening, and upgrades to higher mass roads such as the Hume, Goulburn Valley and Princes Highways, both to Traralgon and Geelong.

"We will continue to have productive engagement with the (transport) industry," Mr Donnellan said.

"I am driven by what you tell us you want done as an industry in totality."



The ambience of Melbourne's Athenaeum Club provided a perfect setting for the classy VTA function.



Freestone's Transport founder and industry veteran Paul Freestone was honoured as the 18th recipient of a VTA Life Membership.

### Life Membership awarded

Freestone's Transport founder and outstanding transport industry advocate Paul Freestone has been afforded the rare distinction of becoming a Life Member of the Victoria Transport Association (VTA).

The honour makes Paul the 18th individual to receive Life Membership in the VTA's 112-year history.

Paul served on the VTA General Freight Committee for many years, was a past VTA President for seven years (2005-12), President of the Australian Road Transport Industrial Organisation Victoria branch and National President and a recipient of the VTA's WFD Chalmers Award in 2013.

Paul received his Life Membership during the VTA President's Dinner in October.

"It's a bit humbling and a bit overwhelming," he said at the presentation.

"It was with a B61 Mack, I think, that I started in 1970 with me and (wife) Christine and the kids, Jodie and Sam.

"I thought that it's only hard work if you don't want to do it and I found that it was something I was to be very good at.

"It's been a fantastic journey. There's nothing better than owning and driving a truck."

VTA President Brendan Hopley detailed Paul's ongoing support of many VTA initiatives, along with his contributions to areas of interest that included infrastructure, particularly roads, sub-contractors, rates and reviews, safety forums and productivity issues.



VTA President's Dinner guests included (back l-r) John Tsoucalas (Fleet Effect), Tim Watts (Ellwaste Waste Management), Rodney Brown (Central Victorian Transporters), Dale Jackson (CMV Truck & Bus) and Brendon Considine (Secon Freight Logistics), plus (front l-r) David Hodgett (Shadow Minister for Public Transport and Ports), Philip Lovel (VTA Life Member) and Richard Galbraith (Australian Rail Track Corporation)



Brendan Hopley (VTA President, left), in discussion with the Minister for Ports, Minister for Roads and Road Safety, Luke Donnellan (centre) and Paul Ryan (VTA Industrial Relations Advisor, right).



The Volvo Group Australia President Peter Voorhoeve (left) further discussed his introductory remarks with Geoff Gwilym (VACC, centre) and John Murphy (Prime Creative Media, right).



Paul Crawford, joint Managing Director of CMV Truck & Bus, acknowledged industry leaders in his co-sponsor's address.



The Victorian Minister for Ports, Roads and Road Safety, Luke Donnellan addressed guests at the VTA President's Dinner.

### WFD Chalmers Award winner

CC Containers Managing Director David Muir has been acknowledged by the VTA as the recipient of the 2015 WFD Chalmers Award.

David was recognised for his work over more than 30 years in government and industry.

He has provided ongoing support to the VTA, including as Chair of various committees and has been committed towards improving standards within the transport industry.

The award is presented in memory of WFD (Daryl) Chalmers, who was chairman of Chalmers Limited and a past president of the VTA (1972-74), while his father Bert was president of the Master Carriers Association (later the VTA) between 1954-56.

Daryl's son Gary, the company's Executive Director, presented the award. David was thrilled to receive the honour.

"It's really nice to receive the award from Gary as I have known him for many years and our careers have run parallel," he said.



CC Containers Managing Director David Muir (centre) was presented with the WFD Chalmers Award by Gary Chalmers (Chalmers Industries, left), following the announcement by the VTA President Brendan Hopley (right).

"I have to also thank my employers who have allowed me to participate at the level I have."

Past recipients to attend the VTA President's Dinner and presentation included Cam Emerson (FBT), David Newton (Victoria Police), Phil Lovel (VTA) and current VTA executives Peter Anderson (Scotts) and Kevin Halpin (Beaurepaires).

# FIRST NETWORKING NIGHT CAMARADERIE ENJOYED



The VTA's Kevin Halpin (back row, far right) hosted the table that included (back l-r) Conor O'Malley (Glen Cameron Group), Antero Bonifacio (Grays Online), Owen Driscoll (National Transport Insurance) along with (front l-r) James Whelan (Whelan Kartaway), Amanda O'Brien (Xtreme Freight) and David Threlfall (SG Fleet).

The VTA is delighted to have had the sponsorship support of TWUSUPER to host its inaugural Networking Night with 65 people attending at The Emerald Hotel, South Melbourne, in November.

The night is designed to welcome new VTA members and new VTA sponsors and proved to be a great success.

The format was relaxed and guests were encouraged to mix with VTA Councillors and other new members and sponsors.

VTA Chief Executive Officer Peter

Anderson welcomed the guests and spoke about the key objectives of the VTA and how new members and new sponsors can best take advantage of their involvement.

TWUSUPER Executive Manager Operations, Matt Licheri, thanked all those attending, while VTA President, Brendan Hopley, proposed a vote of thanks to TWUSUPER and urged all members and sponsors to work closely with the VTA.

All agreed that judging from the feedback, we will be looking forward to our next Networking Night in 2016.



Matt Licheri, Executive Manager Operations, TWUSUPER, welcomed guests on behalf of the function sponsor.



Enjoying the relaxed atmosphere were (l-r) Brendan Tate (Freight Assist Australia), Kelly McBain (Evac Environmental) and Raj Singh (SeaRoad Holdings).



Joining in the spirit of networking were (l-r) Karen Edwards (Alcolizer), Dennis Ryan (BW & J Ryan), Dean Wrigley (Freight Assist Australia) and David Muir (CC Containers).



VTA President Brendan Hopley closed the function with acknowledgment of TWUSUPER and thanked guests for attending.



VTA Chief Executive Officer Peter Anderson welcomed guests to the VTA President's Dinner.



Enjoying a mid-dinner catch-up were (l-r) Bruce Forsyth (Glen Cameron Group), Caroline Taylor (Logical Executive Solutions) and Cameron Dunn (FBT Transwest).



A casual round-table discussion by (l-r) VTA Chief Executive Officer Peter Anderson, Brent Wijnberg (Seeing Machines), Steve Fletcher (Seeing Machines), Cameron Dunn (FBT Transwest), Mirza Kozarcanin (Seeing Machines) and Alex Boyd.



(l-r): The venue provided festive spirit and camaraderie as enjoyed by Rosie Cirillo (Victoria University) and Matt Whitfield (Seccon Freight Logistics).

# FATIGUE MANAGEMENT: NOT SOMETHING WHICH EMPLOYERS SHOULD GROW TIRED OF



**Madgwicks Lawyers Partner and Accredited Specialist-Workplace Relations, MICHELLE DAWSON discusses fatigue management obligations and the areas employers should note to remain compliant.**

Fatigue management is a key issue for employers in the transport industry. Are your fatigue management obligations being met?

Whilst fatigue generally has been an issue and has presented significant risk within the industry for a long time, since the introduction of new laws regulating heavy vehicles in 2014, fatigue management has become particularly significant for employers of drivers of heavy vehicles and heavy combinations (as well as for others who participate in the supply chain or make use of or engage in activities involving the use or operation of heavy vehicles)..

Importantly, heavy vehicle laws state that corporate entities, directors, partners and managers of businesses undertaking work involving heavy vehicles, must take reasonable steps to ensure that a heavy vehicle driver can perform their duties without breaching fatigue management requirements.

**Under investigation**

The Transport Workers Union (TWU) earlier this year called for an investigation of Coles' supply chain, alleging that it has evidence that some truck drivers and operators in the Coles supply chain nationally are involved in unsafe and illegal practices in breach of their fatigue management obligations.

The TWU claims that it has evidence, said to have been procured from an investigation of just three operators (undertaken by analysing the log books of drivers and comparing this with freight movement sheets at the Coles National Distribution Centre), of a total of 126 breaches of heavy vehicle fatigue management obligations, including drivers being forced to mark loading and unloading time as rest time; drivers otherwise skipping or cutting rest breaks short; and fatigue management records not properly being kept.

If the TWU's claims are true, the relevant operators could be held significantly accountable – as could any other operator who might find itself at the wrong end of a similar investigation. In that regard the TWU, believing that such breaches are systematic throughout the industry, has asked police in

NSW and transport regulators to conduct a thorough and more far-reaching investigation. Whilst the police have indicated that they're not planning to investigate, NSW Roads and Maritime Services is.

#### **Are you compliant?**

Consequently, the time is right for employers of drivers of heavy vehicles and operators of any business that undertakes work involving heavy vehicles, or dispatches and receives goods by road, to:

- ensure that they are fully familiar with their fatigue management obligations;
- conduct a review and audit of their fatigue management systems to ensure that they are fully compliant with their fatigue management obligations;
- ensure that their workers are fully familiar and compliant with their fatigue management obligations; and
- ensure that any other participants in supply chains are compliant with their fatigue management obligations.

#### **What to check**

Some of the things that employers and operators should check for

when reviewing and auditing their systems to ensure compliance with their fatigue management obligations are:

- that appropriate driver working times are being properly observed (when trip scheduling and otherwise);

- that appropriate driver rest times are being properly observed;

- that work diaries are being properly completed by relevant drivers; and

- that any breaches in compliance are being properly managed through appropriate corrective



and preventative action.

Any business requiring further information or support in relation to their fatigue management obligations can seek further information and advice from the VTA or from Madgwicks on 03 9242 4744.



**“ Heavy vehicle laws state that corporate entities, directors, partners and managers of businesses undertaking work involving heavy vehicles, must take reasonable steps to ensure that a heavy vehicle driver can perform their duties without breaching fatigue management requirements. ”**

# THE SMARTPHONE ON WHEELS EVOLUTION

**Personalised, predictive and always driveable. Tomorrow's intelligent truck is more similar to a smartphone on wheels than a traditional vehicle. "Within a few years this is going to revolutionise productivity in the transport industry," says Hayder Wokil, Director Quality & Uptime at Volvo Trucks.**

Today, there are about 175,000 online-connected Volvo trucks on Europe's roads. A number of them

can already send information about when they need maintenance and some of the necessary service work can even be administrated remotely. This, however, is just the beginning.

"In coming few years, for instance, the truck will be able to monitor its own health in real time, promoting easier and quicker service which leads to higher productivity for all concerned - drivers, workshops and haulage firms," Mr Wokil said.

In the future the truck will also make workshop administration easier by booking its own service as and when necessary, booking the appropriate mechanics for the

relevant jobs and advance-ordering the necessary parts for delivery to the workshop. Repairs will be able to be performed wherever the truck happens to be and will be carried out at an appropriate time in its working schedule.

"Service will be synchronised with the truck's operating timetable and will be booked at the nearest workshop at a time when the vehicle would in any case not be in operation, for instance at night or when the driver has to take a legislated break.

Via online connectivity the truck will also be able to carry out simple self-repairs remotely," relates Mr

Wokil.

Tomorrow's truck will also enable more flexibility. As the connectivity potential for trucks continues developing, vehicles will be able to be specified to suit each individual assignment, which in turn promotes more efficient operation.

"The next generation of trucks will be increasingly personalised and will for example be able to be tailored to match the operator's needs and driving style. It will also be able to update its own configuration to suit specific transport assignments," Mr Wokil said.

One important prerequisite for

**“ In coming few years, for instance, the truck will be able to monitor its own health in real time, promoting easier and quicker service which leads to higher productivity for all concerned - drivers, workshops and haulage firms. ”**

utilising the benefits of connectivity is the collection of large quantities of data.

According to Per Adamsson, Director Strategy & Business Development at Volvo Group Telematics, today's trucks will follow the trend shown by smartphones in recent years. In the automotive industry there is talk about 'The smartphone on wheels evolution'.

"In the near future trucks will be able to communicate with other road users as well as with mobile remotely enabled devices such as cycle helmets, helping to cut the risk of accidents and reducing unplanned standstills," Mr Adamsson said. "Thanks to online connectivity, in the future the truck will also be able to independently monitor traffic status and select the most efficient route if there are traffic jams or roadworks up ahead."

However, even if much of the technology for realising tomorrow's truck already exists today, it may take some time before the next-generation scenario becomes reality.

"The biggest challenge lies in sifting through the massive amount of data we collect from our vehicles," Mr Wokil says.

"The infrastructure for connectivity throughout the world also needs to be further developed before we can transform next-generation vision into everyday reality."

Four future trends in the transport industry:

#### 1. Smart services

In addition to predicting faults, truck manufacturers will in another few years be able to better understand why faults occur in the first place - before they occur. The vehicle will also be able to rectify minor faults on its own and issue an alert and book its own service before a problem arises.

#### 2. Less administration

In the future, service will involve far less administration for the haulage firm and workshop since the truck will be able to handle most of this itself, such as booking service and downloading and updating its own on-board software.

#### 3. Connected devices

In the future all the products around us, such as watches, jackets and cycle helmets, will be able to communicate directly with one another as long as the connection adds values. Tomorrow's wristwatch, for example, will not just show the time, it will also be able to monitor the driver's pulse and issue an alert and even activate autopilot if something happens to the driver.

#### 4. Personalisation

The more information the truck manufacturer has about who is behind the wheel and who owns the truck, the easier it becomes to individually tailor the truck to match specific driving styles and transport assignments.



# PRIME CREATIVE ACQUISITION TO BOOST MELBOURNE TRUCK SHOW



A landmark take-over in Australia's B2B publishing scene is likely to transform Melbourne's International Truck, Trailer & Equipment Show (ITTES) from May 5-7, 2016 into the largest showcase of integrated supply chain solutions Australia has ever seen.

With the acquisition of the industrial, mining and manufacturing assets from highly regarded Sydney publishing house, Cirrus Media, ITTES parent company Prime Creative Media is on track to creating the nation's largest portfolio of mastheads, events and web assets

**Manufacturers' MONTHLY**

**Australian Mining**

**LOGISTICS & MATERIALS HANDLING**

**ferret**

“Closing the circle by bringing together all stakeholders involved in the supply chain is a feat no-one in the transport event space as ever achieved before, and we're excited to leverage our new channels to industry to promote and grow the Show.”

in the burgeoning industrials segment – with exclusive access to key industries like mining, manufacturing and road transport.

The acquisition will see titles like Manufacturers' Monthly, Australian Mining, Logistics & Materials Handling as well as leading online directory, Ferret, join the Prime Creative Media stable.

In combination with existing publications such as Prime Mover, Trailer, Global Trailer, Diesel, Waste Management in Action and Roads & Civil Works, the move will allow Prime Creative's Events & Marketing division to dramatically extend the size and scope of ITTES – to be held in May 2016 – and involve stakeholders from across the supply chain – making it the most comprehensive event of its kind in Australia.

“Benefitting from Prime Creative Media's leading position in the transport publishing space, the Melbourne Truck Show has always been the place where business was done when it came to road transport equipment,” commented Simon Coburn, Director of the Melbourne Truck Show.

“With our most recent acquisitions, we are now able to address an even broader audience and bring together the widest possible scope of buyers and decision makers

involved in the industrial sector.”

Coburn added, “Closing the circle by bringing together all stakeholders involved in the supply chain is a feat no-one in the transport event space as ever achieved before, and we're excited to leverage our new channels to industry to promote and grow the Show.”

Brad Buchanan, Chief Operating Officer at Prime Creative Media, announced the company will keep on the entire Cirrus team and open a dedicated Sydney office working under guidance of the Prime Creative Media's Melbourne-based management team.

“Clients currently utilising the products and services in this division will see no change in service or quality levels and will now have access to increased reach and options as part of a larger portfolio of products and industries we serve,” he commented.

The latest acquisition by Prime Creative Media follows closely on from the February purchase of the ASX-listed CommStrat and the launch into the infrastructure and waste management sectors – positioning it at the leading edge of brand publishing and content marketing in Australia, with access to what could be the largest qualified industry database in the country.

# TAKE THE LEAD FROM APPLYING ANALYTICS AND BUSINESS INTELLIGENCE

How can transport and logistics companies use analytics and business intelligence software to get the edge on competitors? Optus executives RICK PEARCE (left), Supply Chain Management Specialist, and CARLOS FRANCO, Business Intelligence and Analytics Specialist, provide an overview and solutions for your business.

Tremendous pressure will continue to be placed on transportation providers to be more efficient in their operations while controlling costs as they scale to accommodate a growing demand for freight.

Business analytics can help the industry to reduce operating costs, improve reliability and innovate to create greater business value.

Optus explains how companies can leverage analytics in five important business functions to deliver advantage over their competitors in the market place.

## 1. Managing shipping performance and customer service

Analytics can promote long-term profitability and customer retention by tracking key measures such as daily revenue per kilometre travelled, the number of overruns, and the percentage of on-time deliveries.

You can analyse key throughput, asset utilisation, load balance, and revenue metrics to ensure that headcount and resources are used as efficiently as possible at your distribution centres.

Analytics can also provide time-saving oversight and self-service to managers, customers, suppliers,

and partners with 24x7 web access to account, booking, billing, and delivery information.

## 2. Analyse and know your fleet

Analytics software can be combined with Automatic Vehicle Location (AVL), RFID, GPS and other technologies to track weight, travel, and maintenance data for planes, trucks, and other vehicles in your fleet.

You can also aim to improve operations and limit unnecessary costs by monitoring fuel pricing, rental agreements, fleet specifications and maintenance scheduling, as well as having visibility of over and under-utilised vehicles.

## 3. Supply chain optimisation

With intelligent use of analytics you can conduct thorough supply chain analysis to uncover inefficiencies and allow importers, exporters, transportation carriers, suppliers and other partners to better manage the distribution of their goods.

Your business will also be able to analyse shipping, bar-code and manifest data to quickly identify errors and quality issues at your numerous distribution centres.

## 4. Manage your budgets better

Analytics software will enable better visibility of your business metrics such as forecasted sales versus actual, tonnage shipped and even your carbon emissions. Yield analysis can help identify travel routes that generate the least amount of revenue, while your ability to predict future activity and related expenses is enhanced.

More effective budget management can be achieved by monitoring daily vehicle running costs, forecasting monthly results based on previous



results, and having better visibility on expense related metrics such as vehicle age, customer name, and book value.

## 5. Fleet maintenance costs and labour planning

With the annual maintenance spend for many large freight companies exceeding several hundred million dollars, the application of analytics can help reduce maintenance costs significantly.

Applying analytics to labour planning can result in large productivity savings and quality improvements, ensuring that the right skills are available at the location they are required, delivering timely completion of maintenance tasks at the right level of quality.

The size and age of the fleet, complexity and cost of the assets, repair parts, labour, regulatory and safety requirements all contribute to these maintenance costs. This still applies with advanced preventative maintenance systems that use sophisticated on-board computers.

To reduce the amount of unplanned maintenance, all maintenance (scheduled, unscheduled and predictive) still drives the demand for labour.

To learn how Optus can help you, contact Rick (0432 636 656) or Carlos (0434 851 579).

# PAPERLESS COMPLIANCE OF NHVAS MAINTENANCE

With 2015 emerging as the year HV maintenance and its associated responsibilities were escalated in significance, regulators are now preparing legislation to incorporate HV Maintenance into the Chain of Responsibility (CoR) regime during 2016.

Heavy vehicle maintenance is constantly being reviewed by fleet managers and achieving the right balance of cost and investment is challenging, while maintaining a profitable operation. A number of factors have contributed to the large increase in paperwork and auditing that now takes place, with the NHVAS Maintenance module becoming a significant but necessary overhead for fleets.

As a technology provider it's great to see focus on reducing and even eliminating the in-cab paper for all driver functions from industry. When we analyse fleet operations we find even medium (<100 trucks) sized fleets are processing more than 300,000 pieces of paper from the driver each year. Clearly, paper processing is out of control.

Our solution to this evasive paper problem is to deploy into the truck a reliable Android or Windows-based enterprise mobile platform and a Cloud-based software solution to eliminate all NHVAS maintenance as well as other paperwork.

Delivering a paperless solution requires some of the following maintenance tools for drivers:

- Pre-start vehicle and trailer checklist, that automatically creates a Defective Maintenance Request (DMR) when items are not ticked, that are immediately sent to fleet operations for actioning;
- Sign-on glass driver declaration with interlocks to prevent driver bypassing process;

- Raise a DMR with associated photographs at any time during a driver shift;
- Review any DMR in the past 60 days to confirm repair status, and
- Qualified Mechanics/technicians can close or raise new DMRs during repair or servicing activities.

When you are operating a fleet with different heavy vehicle and trailer variations, it is important that the pre-start checklist and fault types are customisable for each piece of equipment, which any solution incorporates.

Fleet Operations staff should have immediate access to all the NHVAS Maintenance related information that the driver and maintenance team require to meet all the NHVAS standards and more. The Argus Cloud environment provides the following paperless maintenance functions:

- Pre-start checklist results including driver signature, available historically with vehicle, driver and trailer records for ease of audit;
- DMRs shown on the NHVAS Maintenance screen for immediate corrective action;
- All DMR corrective action closeouts are made available on Hermes at the drivers next login;
- Detailed reports are available for all DMRs open or closed with closeout performance;
- Automatic scheduling of A, B and C services for each vehicle and trailer, based on either kilometre or time period intervals;
- Special scheduled service panel provides full visibility of upcoming services;
- NHVAS vehicle and trailer asset register is fully integrated into the system, and
- Management of driver/mechanic/technician qualifications and training records.



One of the greatest challenges a fleet has is the collation and analysis of vast amounts of information, "Big Data", especially once NHVAS Maintenance is automated. To this end, Fleet Effect has integrated a Business Intelligence platform into our Cloud fleet solution, which provides Dashboards and KPI reports for various aspects of fleet asset maintenance.

The NHVAS Maintenance automation process is not complete without the final integration into a fleet's ERP or TMS systems to avoid more labour intensive data processing duplication. The Argus solution is fully compatible with Translogix Sapphire TMS and SAP, with other systems progressively being added.

Paperless NHVAS Maintenance is now a reality and numerous fleets are benefiting from 100 per cent compliance performance and much improved cost of operations.

To discuss how Fleet Effect can assist you with a free analysis of your current maintenance processes, please contact me on 0419 588 095 or john.tsoucalas@fleeteffect.com

## John Tsoucalas

General Manager, Compliance Systems, Fleet Effect

# COUNTING THE COST OF INJURY

Work related injury costs Australian businesses \$30.7 billion each year according to Safe Work Australia, with an estimated 75 per cent of this attributed to indirect costs such as productivity.

The transport and storage industry has the fourth highest cost of injury, accounting for \$2.5 billion of this figure. Community sentiment has a low tolerance for safety breaches and expects appropriate penalties for such breaches.

No business can afford to ignore the issue of safety or the activity of

“ Road transport was flagged as one of two priority industries in the Australian Strategy due to the high number of fatalities. ”

regulators in this area. The onus on individuals remains a strong focus of regulators, and is backed by the power to issue significant fines.

## The regulator is active

WorkSafe Victoria (WorkSafe) enforces work health and safety laws, investigates workplace fatalities/serious injuries and prosecutes breaches of legislation.

As of 2015, WorkSafe conducted 39,998 workplace visits, and 133 investigations. Two-thirds of investigations led to prosecutions, and WorkSafe had a 93 per cent success rate when undertaking prosecutions.

No business is immune from WorkSafe scrutiny, however the relevance to the transport industry becomes quite apparent when analysing what WorkSafe is focused on. Road transport was flagged as one of two priority industries in the

Australian Strategy due to the high number of fatalities.

This demonstrates that not only do transport operators need to be vigilant about safety, but they need to be prepared for investigation into their affairs and their compliance.

The Occupational Health and Safety Act 2004 empowers prosecutors to levy fines of up to \$1,365,030 for corporations, and \$273,006/ five years jail for individuals. While we are yet to see the courts issue a maximum value fine, we have seen indications of the intent to increase fines for safety breaches.

In May 2012, the Supreme Court



## How insurance can help you

A large number of transport operators are now mitigating the potential costly outcome of a workplace safety investigation by incorporating Management Liability insurance into their risk management strategy.

In the event of an investigation into an alleged breach of WHS legislation, Management Liability insurance provides you access to legal costs to ensure you are represented by professionals. Should the investigation result in a penalty against the company or you as an individual, where permissible by law the policy can also respond to protect the company balance sheet or the family home.

A rapidly increasing number of our clients are realising the importance of this protection and taking up Management Liability insurance.

If you would like to know more, please contact your Arthur J. Gallagher insurance broker on 1800 240 432 to discuss how we can assist with this risk.

## Frank Malvaso

Broker Development Manager, Business Development, Arthur J. Gallagher

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**Rick Pearce**  
rick.pearce@optus.com.au



Shell is extremely proud to have been part of commercial road transport's (CRT) remarkable journey over more than 100 years and is looking forward to being an integral part of the CRT Industry into the future.

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With Melbourne locations in Derrimut, Dandenong and Craigieburn and stocking some of the country's biggest names in transport equipment – Freighter, Maxi-CUBE, Lusty EMS, Hamelex White, AZMEB and Peki – Maxitrans is your first stop when you're in the market for a trailer. Whether you're after a tautliner, semi, skel, refrigerated van, dry freight van, tipper, rigid body... you name it, Maxitrans can help you find exactly what you need. Full on-site parts, service, repair and maintenance facilities make it the state's number one transport destination.

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The RSM Group is a licensed General Insurance Broker founded in Victoria in 1983.

With a focus on Transport and Logistics, RSM has evolved into one of Australia's most dynamic independent insurance broking houses in the industry. As a VTA Alliance Partner for over 10 years, RSM have a vast and in depth understanding of the issues members are continually confronted with. RSM is an enthusiastic professional team with a wide range of specialised industry knowledge that ensures you get the best advice on all your insurance and risk related inquiries.

**Call Greg Young on 1300 786 806 to see how RSM can help you.**

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Zurich is recognised as an experienced market leader in road haulage transport fleet insurance. It offers a comprehensive motor fleet insurance product that allows you to protect your business vehicles.

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OAMPS Insurance Brokers, now Arthur J. Gallagher, have been a major provider of Insurance products and concepts to the Transport Industry for more than 40 years. Although our speciality market is primarily dangerous goods, our national network supports clients at every level of the transport industry.

Our recent acquisition by Arthur J. Gallagher has created a national focus of WorkCover through our sister company Gallagher Bassett – the country's leading WorkCover authority agent.

Contact Frank Malvaso or Leigh Quinn on Ph: 1800 240 432.



Fleet Effect recognises the complexity of meeting Chain of Responsibility (CoR) obligations for the road freight industry, as we have spent many years developing a fully integrated "Best Practice" solution for paperless NHVAS fatigue, mass, and maintenance, as well as multi-zone speed management. Our solution combines engine integrated telematics GPS, our Hermes in-cabin mobility platform running on any operating system, including BYOD devices, and our Argus Cloud-based back office environment that provides all the necessary information for the day to day paperless compliance and productivity management of a fleet. Presenting compliance and productivity performance in KPI reports and dashboards is provided by our Business Intelligence platform Analytics, while we fully integrate into SAP, DMS and Translogix Sapphire ERP/TMS systems for maintenance, jobs and CRM. Please contact John Tsoucalas on 0419 588 095 or [john.tsoucalas@fleeteffect.com](mailto:john.tsoucalas@fleeteffect.com) for a free fleet operations analysis of compliance and paper flows. [www.fleeteffect.com](http://www.fleeteffect.com)



For more than 20 years, GraysOnline has been providing specialist services to the Australian transport industry. As part of Grays e-Commerce Group, Australia's largest listed eCommerce company, we have offices around Australia and a team of industry experts, qualified valuers and auctioneers who provide expertise in valuing transport and related assets and managing total project solutions for the realisation of trucks, trailers and related equipment. Over the years, we have acted for many of Australia's major transport corporations, as well as a wide range of private operators, contractors, lease hire companies, leading insolvency practitioners and financiers. We offer a wide range of disposal options including private treaty negotiations, tenders, online auctions via [www.graysonline.com](http://www.graysonline.com) or traditional on-site auctions. To find out how we can unlock value from your transport equipment, please contact: **Contact Kevin Brunt on 0458 706 076** ([kevin.brunt@grays.com.au](mailto:kevin.brunt@grays.com.au)) or **Mark Respondek on 0439 383 095** ([mark.respondek@grays.com.au](mailto:mark.respondek@grays.com.au))



sgfleet is an industry leader in asset management and fleet leasing solutions with over 25 years of experience and 80,000 units under management. Services include:

- Finance, novated and operating leases.
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- Funding, maintenance & repairs, breakdowns, real time data logging, registrations, tolls and infringements
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Contact Cameron McClure on phone: 03 8480 1300 or email [cmclure@sgfleet.com](mailto:cmclure@sgfleet.com) [www.sgfleet.com](http://www.sgfleet.com)



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Contact Geoff Bentley at [gbentley@neptuneservices.com.au](mailto:gbentley@neptuneservices.com.au) or on 0408 991 641 Website: [www.neptuneservices.com.au](http://www.neptuneservices.com.au)

The VTA supports the following charities:



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About DP World Australia

DP World Australia is the leading container terminal stevedore in the country. The company has a dedicated and professional team of more than 2000 people who operate marine ports in Melbourne, Sydney, Brisbane and Fremantle. The company has a customer-centric approach which drives it to constantly invest in terminal infrastructure, facilities and people to provide superior quality services to its valued customers.

DP World Australia is part of the DP World global network, which ranks as one of the largest container stevedoring businesses globally with 28,000 people serving its customers around the world. It has a portfolio of more than 65 marine terminals across six continents, with a pipeline of developments and expansion underway in Australia, India, Africa, Europe, South America and the Middle East, taking its capacity to more than 100 million TEU by 2020.

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Gallagher Bassett (GB) is the leading Workers Compensation Agent in Victoria. Expertise and Experience

- GB focuses on providing exceptional quality claims management service and customer service delivery. It measures its success by its clients' success: fewer claims, lower claim costs, more efficient claims administration and improved customer experience.
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- Only Agent authorised in Victoria, New South Wales and South Australia

**For assistance contact Barry Oliver, BDM, Phone 0407 515 893 or email [barry\\_oliver@gbtpa.com.au](mailto:barry_oliver@gbtpa.com.au)**



As part of its role with VTA it is supplying back to the industry an Injury and OHS Assist Program – uniquely designed by the company for the Association to assist members lower the cost of workplace injuries. Members who join this free program receive significant benefits in terms of free services and discounts on its rates.

**For more information contact Karen Castledine on 1300 788 953 or email [kmc@workoptions.com.au](mailto:kmc@workoptions.com.au) or visit [www.workoptions.com.au](http://www.workoptions.com.au)**



The Safety Tracker application is an easy to use smart device app. and 'cloud' based software application that automates some components of the capturing, reporting and the tracking of internal workplace health and safety (WHS), and quality data. The smart device app. acts as a gateway to the 'cloud' based software and allows workplace incidents, hazard and quality non-conformances, including photographs and GPS data, to be initially captured on a smart device and then uploaded to the 'cloud' based software.

Ultimately, the Safety Tracker application improves the efficiency of WHS and quality management, reduces costs associated with poor WHS and quality management, and helps create a safer workplace.

**T: 1300 367 049  
E: [enquiries@safetytracker.net.au](mailto:enquiries@safetytracker.net.au)  
W: [www.safetytracker.net.au](http://www.safetytracker.net.au)**



**Travel – Corporate and Leisure for VTA Members**

Next time you need assistance with corporate or leisure travel arrangements, give Beate Carr from MTA – Mobile Travel Agents a call. Enjoy the flexibility of arranging your corporate travel or holiday at a time and place that suits you. Beate will simplify your arrangements with expert advice and personal service with 24/7 accessibility via direct mobile and backed up by a 24/7 Head Office airline ticketing and support team.

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Beate is a Travel Expert with more than 20 years' experience in the industry and has also travelled extensively. She offers a complete service specialising in competitive flights, hotels, holidays packages, cruises, tours and much more than you will get from a traditional 9am-5pm travel agency, with the option of 'coming to you'.

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**PROMOTE YOUR PRODUCTS OR SERVICES TO OUR INDUSTRY**

For information on how your business can become a Supplier or Alliance Partner of the VTA, contact VTA Relationship Manager Kevin Halpin on 03 9646 8590 or email to: [kevin@vta.com.au](mailto:kevin@vta.com.au)



# Help secure a comfortable retirement

If you're beginning to think about retirement, your gut instinct will almost certainly tell you that getting your finances sorted out is important. But like many of us you may never have looked for financial advice before, so don't know where to start or who to trust.

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- How much money will I need to keep me going?
- Where will the money come from?
- How long will it last and will I be OK?
- Where do I start and who can I trust to help me?

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- how to get the most out of what you've got.

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Financial plans are prepared on a fee-for-service basis and typically cost between \$1,000 and \$2,400. The cost of any advice relating to your super or super pension can generally be deducted from your account.

Importantly, unlike many financial advisers, TWUSUPER financial advisers don't earn commissions; they're paid to help you, they're not paid by how much they sell.

**Our financial advisers can help put your financial plan in place. So for some straight answers to some of the tough questions, call us on 1800 222 071.**

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