

THE SECON INFORMER

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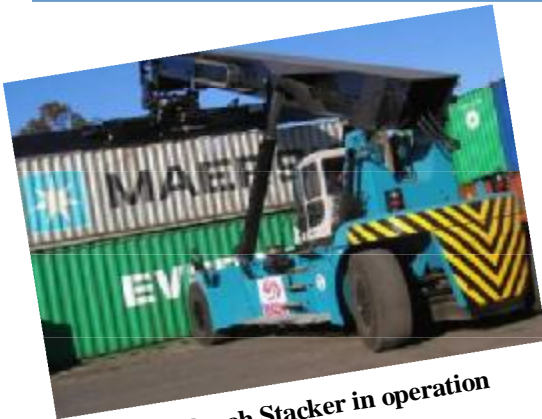
Secon Freight Logistics

Quote of the Month

Winners Never Quit... & Quitters Never Win

Vincent 'Vince' Lombardi

Reach For the Sky



The new Reach Stacker in operation at 280 Blackshaws Rd.

Secon purchases 2 New Reach Stackers

We took delivery of our first Reach Stacker in April of 2008 and after substantial mechanical, electrical and cosmetic improvements to the machine, our Workshop Manager, Ted Kennis and Senior yardman, Andy Carlsson gained their Certificates of Competency for its operation and we put it to work at the Blackshaw's Road site. So impressed were Management with the increased productivity and storage capacity it gave us, that by June they had purchased a second one for the Link Court depot in Brooklyn.

An 'Extreme Makeover' for the Brooklyn Depot

Secon upgraded the yard surface at both depots

The Reach Stacker SMV weighs approx 69 tonne, on its own. That's nearly 100 tonne with a heavy box on!

Obviously the purchase of this type of equipment puts any yard surface to the test and our experience was no different. Immediately following the purchase of the first Reach Stacker a contractor was engaged to upgrade the back yard area at the Altona North depot. Due to the size of the yard and the space available it did not pose too many traffic or logistical problems and the work was completed over a 2 week period without much disruption. So far the result has been excellent with the new surface showing no signs of faltering under the weight.



The new surface being paved at our Link Crt depot in Brooklyn

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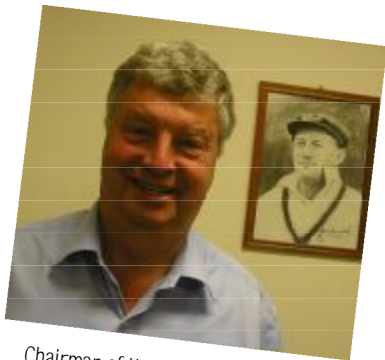
A Word From Management—CEO Terry Considine

“Exciting times lay ahead for Secon... there is a lot happening”

Exciting times lay ahead for Secon. The resurfacing of our Brooklyn depot has been a success, enabling us to purchase a 2nd Reach Stacker and lays the foundation for our future development. As the wharf push all operators to work 24 hours a day 7 days a week we now believe we are in a much stronger position to cope with the vigour's of wharf transport and

provide a more reliable and stable service for all our valued clients. The success of the new asphalt at Link Court has also given us confidence to proceed with a maintenance program at Blackshaws Road that will enhance the Fumigation pad and the Onesteel operation. Secon have just recently incorporated PJT Logistics into our operation. We welcome all PJT employees into our

operation and look forward to working with them to the mutual benefit of all. All in all there is a lot happening, all of which places Secon in a strong position for our future development. Regards
Terry Considine



Chairman of the board—Don Elmer

Don Elmer—Chairman of the Board

Since 1980, Don's business experience has been heavily focused in Supply Chain with 4 key areas of emphasis:

- Setting business strategy, defining the market direction and ensuring strong financial outcomes
- Development of new clients using creative solutions to gain market advantage
- Putting in place the organization & facilities necessary to deliver the re-

quired service and financial outcomes and mapping out the plans for both business and organizational changes

- Providing service levels that are the market leader

Don's practical experience covers wharf operations (STL), a wide range of Contract Logistics Operations both as the Managing Director and more recently as an External Consultant and includes Linfox, TDG Distribution and EAC Logistics (in

East Asia). He has developed both Transport and Warehousing Solutions and regularly now work with the CEO's of 5 separate companies developing their business strategies and helping them implement changes to their Supply Chain & General Organization.

Within Secon Don's role as Independent Chairman is to provide external advice to both the Board and Senior Management, to work with and mentor the development of the Secon Management Team, and to help grow and expand the Secon Business.

Smash Grows in 2008!

Smash expands into sporting goods and takes an exclusive lease on the 2 main warehouses at the Blackshaws Road depot in Altona North.

Following the design and introduction of a fully "live" pick-n-pack warehouse facility at the Blackshaw's Road site during 2007 our long standing relationship with Smash was further enhanced when a deal was struck between the 2 companies that saw Smash introduce their own management team to the site after taking exclusive tenancy of the 2 main warehouses.

We welcome them aboard!



New Smash Management : From left —Paul and Troy at a staff BBQ



Smash's new racking has increased storage space dramatically

H.R. NEWS

Anne Sheehan - Secon's new OH&S Officer

Anne Sheehan has been working with Secon for a number of years with vast experience of the company. Taking over from Chris Slattery, Anne Sheehan has accepted the role of being Secon's new OH&S Officer. Anne has been diligent in her work to date and is a very capable person for the difficult and fundamental position.



Anne Sheehan—OH&S Officer

Dave Borg appointed I.T. Manager.

The 21st Century is forever becoming computer dominant. With this in mind, a new position opened for an I.T. Manager within Secon. Dave Borg was the perfect candidate. Dave has been working with Secon for a number of years but has now officially come on board as the new I.T. Manager bringing Secon into the 21st century.

Matt Considine appointed as Secon's 1st official Marketing Manager.

Reflecting our growth in size and resources over the previous couple of years we felt it important to have a director and senior manager in this role. Our marketing focus is two pronged:

- First and foremost to visit our existing clients and ensure their needs are being met and they are happy with our service. Or, if there are logistical areas of their business that could be improved by us working together.
- Secondly, to enable us to pursue any new business opportunities in a timely and professional manner when they arise.

The decision to commit Matt to this role has already produced results with us gaining more import FAK business and extending our association with other clients among several of the new business opportunities we have gained in 2008 already.



Matt Considine Appointed as Secon's first official marketing manager

TRAINING NEWS:

Spring is a time for growth and what better way to do that than through training. We've had a few new employees in different areas start with us over the past couple of months, so training has been full on with this influx. With the pressure of Christmas just around the corner, training of current employees can be difficult, however, we have planned a great

push towards training across the company beginning in early 2009. This will consist of internal and external training in the areas of Management/Leadership courses, Dangerous Goods, Manual Handling, Load Restraint, OH&S, Transmate, First Aid and AQIS. If you are particularly interested in any of the courses mentioned, please come and see me. Anne Considine



Anne Considine Training Manager

TED TALKS TRUCKS

Tyre pressure: Always check your tyre pressure when the tyres are cold/unused. This gives a more accurate reading.

Your tyre pressure should never be below your car's placard specifications. (placard found inside drivers door). Slightly higher pressure is recommended for increased grip, response, economy and life.



Workshop manager Ted Kennis

Shanes Financial Tip

"Remember... If you always spend more than you earn, you need a rich spouse or partner to pick up the tab"

"Please ensure you keep your receipts for any work related expenses e.g. clothing, work boots."



Accountant Shane Harrison

Spacky's Tip

Weeding the garden is the number one spring garden tip, costing no money and requires a minimum amount of time and energy.



Maintenance Guru Ray Spackman



Secon Freight Logistics

SECON'S NEW WEBSITE

Secon has implemented a new Website!

The website gives staff and customers a diverse range of options from the standard content to the innovative Education Centre where you can learn more about the transport and logistics industry. We are seeking feedback on this website and appreciate any thoughts and suggestions you may have.

The site URL remains www.secon.com.au.

We Care...
We Deliver

Visit our Website

www.secon.com.au



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Recipes with Merrilyn

Carrot Cake

Ingredients:

- 2 Cups grate carrot
- 1 1/2 cups self-raising flour, sifted
- 1 cup brown sugar
- 1 cup vegetable oil
- 1/2 cup sultanas
- 1/2 cup crushed pecans plus extra to decorate
- 3 eggs, lightly beaten
- 1 teaspoon ground cinnamon

Cream Cheese Frosting

Ingredients:

- 125g packet cream cheese, at room temp
- 125g butter, at room temp
- 2 tablespoons icing-sugar mixture
- 1 teaspoon vanilla extract.

Method

1. Preheat oven to moderate, 180C. Lightly grease a 22cm round cake pan. Line base and sides with baking paper
2. In a large bowl, combine carrot, flour, sugar, oil, sultanas, walnuts, eggs and cinnamon.
3. Pour mixture into prepared pan. Bake for 50-55 min until cooked when tested with a skewer. Cool in pan for 10 min before turning onto wire rack to cool completely.
4. **CREAM CHEESE FROSTING**
In a small bowl, using an electric mixer, beat cream cheese and butter until smooth. Gradually add icing-sugar mixture and vanilla, beating until combined. Spread frosting over cooled cake.



Merrilyn from accounts

IN'S & OUTS

IN:

Rob Gervasoni, Jay Coster,
Nick Bleisner, Lee Muscat

PJT Crew:

Katie Atkins, David Chadwick,
George Trifon, Frank Gilbert,
Paul Magnay, John Thomas,
Michelle Barnard

Secon welcomes you all.

OUT:

- Mal Groves
- Kane Cotter
- Emmet Glenister
- Peter McDonald
- Lynn Jones

Secon wishes you all the best in the future.

Congratulations...

New parents... Or soon to be.

- Taneale Gioupas and her husband John had their 2nd baby Sienna Rose.

All the best guys. We wish you luck and a good night sleep...when you can get it.

And...

New members to the prestigious 10 year club

- Aaron Armstrong
- Peter O'Dwyer

We also welcome Jeff Russell (Joffa) to the 15 year club. Amazing effort!

Well done guys. Your efforts to date have been much appreciated and we look forward to seeing you for another decade.