

THE BEATTIE TIMES

Quarterly News
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BEATTIE TRANSPORT



Phillip Mills

Chief Executive Officer

“A Year of Change and Progression”

Welcome to the first issue of the Beattie Times.

To succeed in business, companies need to keep up with changing times as the world moves forward at a quickening pace. To grow and succeed in this fast-paced competitive environment, stagnation really means moving backwards.

In the last 12 months we have seen extremely good revenue growth, along with many changes in our structure, including our IT platform, processes and procedures and the most of all, a new administrative facility; all of which has been extremely challenging for our business and our people.

Without your commitment and dedication, this level of success would be impossible, let alone to continue mov-

ing forward and expanding our business. Needless to say, I am thankful to each and every one of our employees for embracing the change and making growth possible. This is, however, just the start of our journey at Beattie Transport and I look forward to continuing our work together and building a stronger and more profitable company, to realise our goal of being the leader in specialised transport in Australia and to be the first choice for customers.

To maintain continued growth, I am asking that we become “hungrier” to achieve our goal by becoming more aware and focused on the financial results of our business – as we all stand to benefit. To achieve even greater success, we need to seek improvements in our every-day service delivery to our customers, whilst at the same time taking meas-

ured steps to avoid needless costs and ensuring safety is at the forefront of every action and decision we make. Together, we can

strive to achieve the highest standard in everything we do, which I’m certain will be reflected in greater success.

To date, our success shows that our vision and fundamental strategy is right. However, this could not be achieved without the ex-

perienced leadership team whose skills, experience and insight are needed to chart a path to success for our company. Equally, we can’t achieve this goal without the skill, dedication and commitment of our employees. And so, I look forward to continuing our work together and sharing ideas so that we can further develop and grow Beattie Transport as a market leader and as the first business of choice.

Remember at Beattie Transport “We Can and We Do”

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Beattie Transport – Projects

Syd Redfern – Commercial Manager

In recent time Beattie Transport have focused strategically on delivering complete life-cycle solutions to our clients this principle change in our thinking towards the task combined with our commitment to driver safety, customer service and instinctive ability to get the job done have been the backbone of our project delivery.

The resources sector focus on driver safety, in-transit and onsite safety which relates to Beattie Transport ensuring that all drivers are compliant in fatigue management, mine site inductions (drug and alcohol testing) and the strict onsite PPE.

Additionally on how the load is secured, Beattie Transport must be diligent in the compliance to non utilisation of counter lever dogs in securing the loads as the likes of Rio Tinto, BHP, FMG, KJV, CKJV, Agility, Primero, Cimeco, TOLL, K&S and DB Schenker will only accept consignments utilising ratchet dogs with chains.

Beattie Transports market acceptance in terms of our customer service levels in my mind continue to show we really care about our clients. Continuous improve-

ment in communication between our drivers, operations and indeed the clients at the point of loading and delivery results in a smooth transition from one task to another. All the time remembering that our business is not situated in the street next door; it’s always remote in our world such is where our IVMS systems inform us of the remote position of the vehicles across Australia.

We have multiple projects running at any time - small to medium projects today those involve many of our client base to specific regions across Australia that include:

KJV Gorgon LNG – Perth and Dampier, WA

Cimeco – Pillara, WA relocation to Kambantoo, SA

Wheatstone LNG – Onslow, WA

QCLNG – Injune, QLD

Windimurra –

BHPB – ODP1 – Roxby Downs, SA

FMG Solomon – via Tom Price, WA

Peculiar Knob – via Coober Pedy, SA

FMG Cloud Break – via Newman, WA

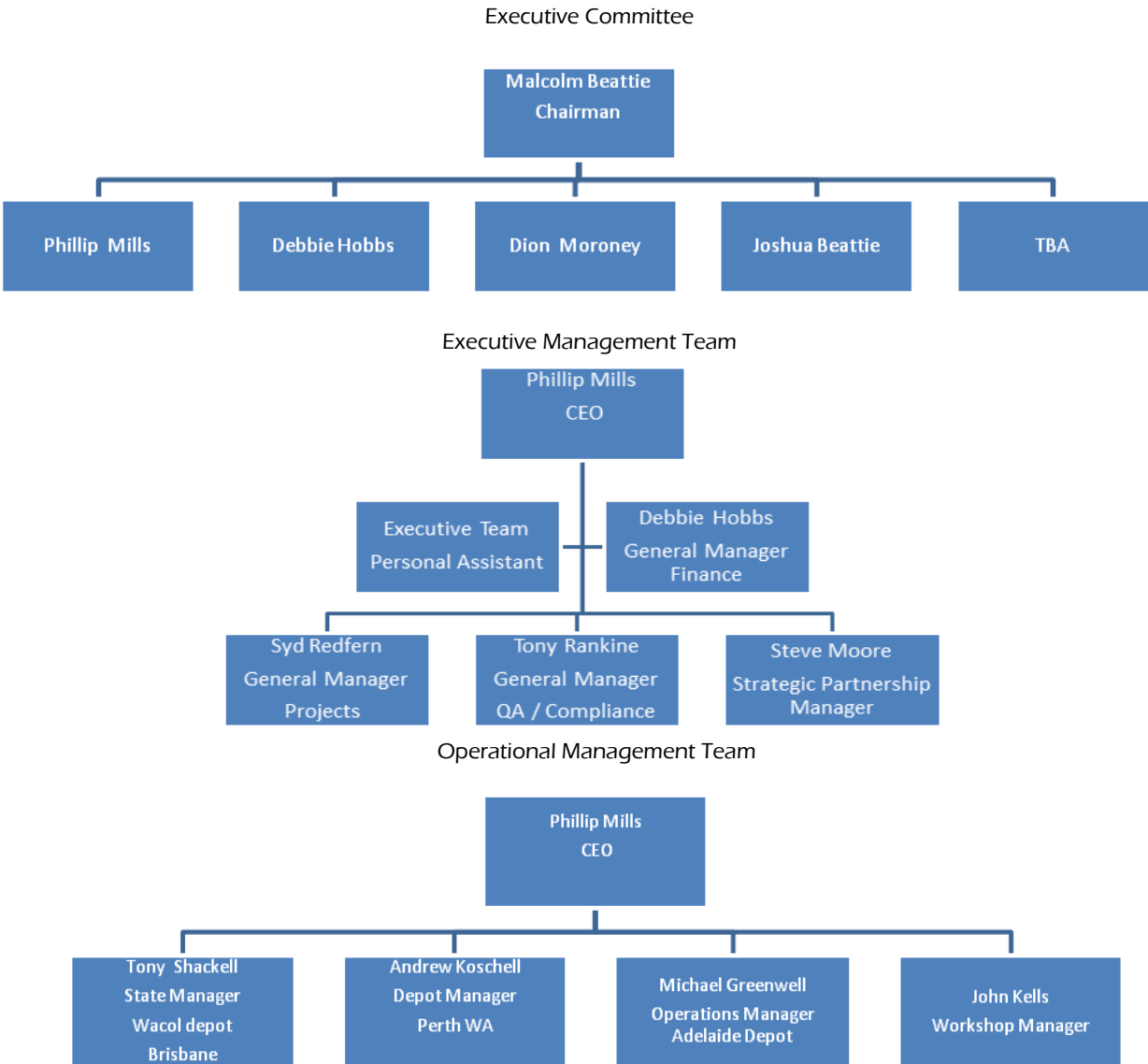
FMG Christmas Creek – via Newman, WA

GWA – Edith River Crossing replacement – via Katherine, NT

Beattie Transport prides itself on delivering and developing unique safe solutions to the issues that the resources sector come up with regardless of whether it’s over dimensional, over mass, under the ships hook, cramage, hire buildings, rental vehicles and equipment to people in the field or our specialty in dedicated hot shots across the nation delivering to remote drill rigs.

I came across this quote from Henry Ford “Coming together is a beginning. Keeping together is progress. Working together is success” and I thought it appropriate to our business today as Beattie Transport continues to grow – so does our united success.

Beattie Transport Group Structure



Beattie Transport Accounts

Steve Moore - Strategic Partnership Manager

My role is to manage existing accounts along with seeking out companies that we can assist by offering specialised services to satisfy their requirements. When we can partner with customers and develop strategic alliances we can assist with the growth of their businesses, which will also expand our business. I've been with Beattie's for a quarter of the year now and I believe we're continuing to evolve into a premier provider of quality service.

One of our initial partnering arrangements is with Damos, a leading manufacturer of pipe product supplying large projects such as BHP's Olympic Dam

Project. We are working closely with Damos staff from production load-out, through transportation to finally delivering their product intact and complying with sometimes stringent requirements at point of delivery in usually very remote sites.

Other existing customers such as Catcon, Lucas Earthmoving and Normet continue to select us as their preferred option. In the words of Phil from Normet, "we use Beattie Transport to ensure efficient delivery of mobile equipment to all corners of Australia".

We're also extending our involvement with national and international

companies such as Van Oord Dredging International, DB Schenker, Agility Logistics and Primero. We also acknowledge the importance of the contribution made by smaller companies to our business. Some of our new customers are Flight Bros, Sigma Cranes and NMT Logistics based in Perth, WA.

We are an outstanding transport company and with our great people and our 'can do' attitude we will continue to stamp our mark as 'The market leader in specialised transport and related services in Australia'.

Peter Weckert—Compliance Manager

Moving towards one National Heavy Vehicle Regulator and one rule book

From 1 January 2013, the new National Heavy Vehicle Regulator will be established as an independent body responsible for regulating all vehicles in Australia over 4.5 tonnes.

Hosted in Queensland, the Regulator will minimise the compliance burden on the heavy vehicle transport industry, reduce duplication and inconsistencies across state and territory borders, and introduce a one-stop-shop for heavy vehicle business with government in Australia.

A critical part of the new regulatory

framework will be to harmonise the heavy vehicle legislation currently operating across all the states and territories.

The Regulator will administer one nationally consistent set of rules for Australia's heavy vehicle owners, operators and drivers under the Heavy Vehicle National Law (HVNL).

The new Regulator aims to achieve:

Efficiency – a common set of laws for heavy vehicles for all states and territories.

Safety – a national safety monitoring and reporting system dedicated to heavy vehicles.

Productivity – ability to provide quick responses to changing industry trends

and needs.

Services – a single point of contact for all heavy vehicle regulation in Australia. Independence – the NHVR will be an independent corporation established under statutory authority.

Compliance and enforcement – a unified strategy and approach.

Registration – a fully national registration system for heavy vehicles.

Transparency and accountability – review for key decision making.

As you would all agree these changes will be very welcomed by Beattie Transport and the Transport Industry as a whole.



Andrew Koschel—Beattie Transport WA

This quarter has seen the Western Australian operation form a National Strategic Partnership with Damos Corporation which has provided the platform for Beattie Transport to open a company operated facility in Perth headed up by Andrew Koschel.

The reception Beattie Transport has received in Perth has been extraordinary to say the least and has provided the basis to a second facility which we expect to be opening in early September with initial

depot staff of 3, 30 trailers, 5 company prime movers and 20 contractors. We are currently working on getting this depot fully functioning in Perth, which should be operating at full capacity in the very near future.

In relation to the current operation although in very early stages I would like to take this opportunity to thank all the company drivers, tow haulers and full rig subbies I have been working with in Western

Australia. You have all done an exceptional job showing professionalism and diligence in getting the job done. OH & S is at the forefront of our service delivery and to this the feedback we have had from customers has been very positive, well done and keep up the good work. Remember safety starts with you.

Keep on doing the great job that were used to in WA as we will continue move our business forward and we will keep you updated in the quarterly edition of the Beattie Times.

Gopal Langalia—IT Support

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Beattie Transport has gained its bright image within short period of interval. Recently, management has taken a big decision to have an IT department internally headed by Gopal based at our Cavan facility.

Gopal's first challenge was to make use of the extensive IT infrastructure we have in place which wasn't currently being fully utilised within the business.

This involved mapping out the current applications with the current objectives in essence a gap analysis and formulating a plan to turn on and integrate the IT platform into the business.

To date operationally we have improved our data capture with all jobs being entered at the point of taking the booking including the ability for electronic POD

capture. The live tracking has been updated separating the trucks and the trailers so there is live tracking on all the equipment including notification when equipment has not moved in a 24hr period. This also enables better equipment utilisation including pre notification by email when servicing is becoming due and compliance monitoring. The workshop system which is due to go live in mid September will facilitate better cost and service management of the truck servicing and giving visibility on each trucks maintenance and fuel costs, benchmarking our equipment against industry standards. The next 12 months will be challenging and will see further upgrading of our IT infrastructure meeting the needs of our business and its customers.

Moreover, as Beattie has remain frontier in Heavy haulage and long loads from last decade, so forth BT has installed GPS trackers in its most of equipments; which is a benchmark in its own. To maintain the GPS systems is good challenge for IT department; however our team is very ardent to keep everyday as normal.

Tony Rankine

To achieve the desired level of performance from our Quality Management System (QMS) Beattie Transport needs to be reviewed on a regular basis to evaluate, manage and continually improve the company's performance. It will also help to ensure that Executive Management is provided with timely and necessary information to more accurately assess individual and collective employee performance and thereby better enable

the Company manage its Health, Safety, Environmental and Compliance (HSEC) policies and procedures and their associated risks.

Beginning on 27 August 2012, our consultant in this area, Mr Tony Rankine will conduct regular workplace reviews of all operational and administrative departments, organisational and functional units and centres of Beattie Transport; any nominated auxiliary operations; and, any

nominated controlled entities in relation to their adherence to and application of current company policy and procedure.

The review will also assess individual and collective performance and progress in relation to current HSEC objectives and targets, and to identify any required changes to the HSEC System such as policy, standards, objectives, programs or procedures.

Debbie Hobbs—Accounts Payable

Just a quick note from all of us in the Accounts Department. As most of you are aware we have had quite a few changes over the past 12 Months.

Nice new office (**NOT SO SQUEEZY**) .Room to move

There has been New Procedures and Processes put into place, few too many too list, but all for the better.

We hope all the changes have been a positive one and eventually once all new Procedures are in place it will make yours and our Jobs Easier.

Also we would like to welcome some New Staff Members to our Accounts Department

Gopal who looks after all of our IT Problems

Jessie who is our Junior Accountant

Rebecca who is our New Debt Collection Lady

We welcome you all to the Company, So until next time have FUN and enjoy your day

New Office – Amoco Queensland

Amoco Queensland has now settled into its new office environment at Tile Street, Wacol.

The new facility is a welcome upgrade and provides sufficient, clear space between workstations and other furniture and fittings so that Operations and Administration staff can move about with ease. Previously Operations and Administration were housed together in a smallish demountable which proved to be ideal for workplace bonding however less than satisfactory for efficient workflow particularly during busy periods.

The improved office space has allowed for the addition of a new staff member and equipment which has enhanced office dynamics. Monitors have now been installed to enable Operations to view Fleet minder and yard security.

Amoco Queensland's drivers' facilities are also being upgraded to allow for comfortable rest breaks and layovers.

Tony is on his 3 week vacation which commenced on 15th August, with Les Hill moving into Tony's roll in operations and

yard supervision. New employee Jason Lawson has stepped into Les' old position.

Rachel and Wendy have been working together to learn about each others positions so the office can run smoothly if one of them is absent from the workplace.

All in all, it's business as usual and we look forward to future growth with improved technology.

Beattie Transport Proudly Sponsor Kailah Greenwell who plays for the Contax Netball League Division.



Height: 179 cm

State Honours:
State Under 12

State Under 15
2008

State Under 15
2009

State Under 17
2011

Institute Of Sport
Scholarship Bronze
2011

State Squad Under 21
Train on Player 2012

On the 10 August 2012 ETSA Contax beat Health and Life Phoenix 63-41 in the Reserves Grand Final..



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Occupational Health and Safety Advice

PERSONAL PROTECTIVE EQUIPMENT

Personal protective equipment (PPE) is clothing, equipment or substances designed to be worn by someone to protect them from risks of injury or illness.

PPE should only be considered as a control measure when exposure to a risk cannot be minimised in another way, or when used in conjunction with other control measures as a final barrier between the worker and the hazard. However remember PPE does not control the hazard at the source and all employees have a duty of care to themselves to avoid un-safe work practices.

OHS laws require the use of personal protective equipment (PPE) to reduce employee exposure to hazards when engineering and administrative controls are not feasible or effective in reducing these exposures to acceptable levels.

The following information about PPE is provided for your knowledge and benefit.

Hearing Protection

If you are working in an area where you feel the noise level is bothering you, use hearing protection. The noise level changes depending on the job; protect yourself, by using hearing protection.

Any person operating a hand grinder or large impact tools must use hearing protection. Cotton does not serve as an adequate hearing protection. Be sure to get the proper fit on the earplugs.

Alert your co-workers in your area if you are going to be generating a noise level above the normal work-

place level so they can also be prepared to use hearing protection.

Eye Protection

Safety glasses, with side shields, must be worn by every employee, customer, or visitor entering any area that exposes the eye to the following hazards:

- a) Flying pieces of metal or steel.
- b) Where chips or dust maybe created.
- c) Where chemicals maybe present.
- d) Where liquids or solid particles maybe blown or splashed.
- e) The possibility of pressure release.

A face shield and safety glasses with side shields must be used when doing grinding of any type or when using wire wheel buffers.

Face shields and goggles should be cleaned after use.

Damaged face shield and goggles will be removed from services and replaced by a good set immediately.

A welding helmet with tinted face shield and safety glasses with side shields must be worn when welding to protect eyes from light, sparks, and radiation.

If an employee wears prescription lenses, eyeglasses with protective lenses or goggles that can be worn over glasses shall be worn.

Foot Protection

Safety toed shoes or boots must be worn by employees working in areas where there is a risk of injury from falling objects, objects piercing the sole, or where employee's feet are exposed to electrical hazards.

Safety footwear shall be kept clean and inspected regularly for any defects, such as: torn, loose soles, or cracked or torn toe protection.

Safety shoes or boots shall fit so that the equipment does not cause unusual tiring or irritation.

Head Protection

Hard hats should be worn in areas where there is a potential for injury to the head from falling objects.

Hard hats shall fit snugly, and shall be adjustable.

There shall be sufficient clearance between the shell of the hard hat and the suspension.

The hard hat shell shall be kept clean and shall be inspected for any defects such as cracks, dents, or worn spots.

Hard hats shall not be left sitting in direct sunlight or in extreme heat areas as damage may occur to the shell. Hard hats shall not be altered in any way.

Hard hat suspension systems shall be maintained and replaced as needed.

Hand Protection

Hand protection shall be worn where applicable.

Hand protection shall fit well enough to allow proper dexterity for the job being performed.

Hand protection that has been contaminated by chemicals, oils or greases should be either decontaminated or disposed of.

Hand protection shall be kept free from damage or tears.

Hand protection shall be worn when handling materials that maybe abrasive, or may have burrs.

Employees must wear the appropri-

PLAY THE GAME

BEATTIE TRANSPORT SAFETY RULES

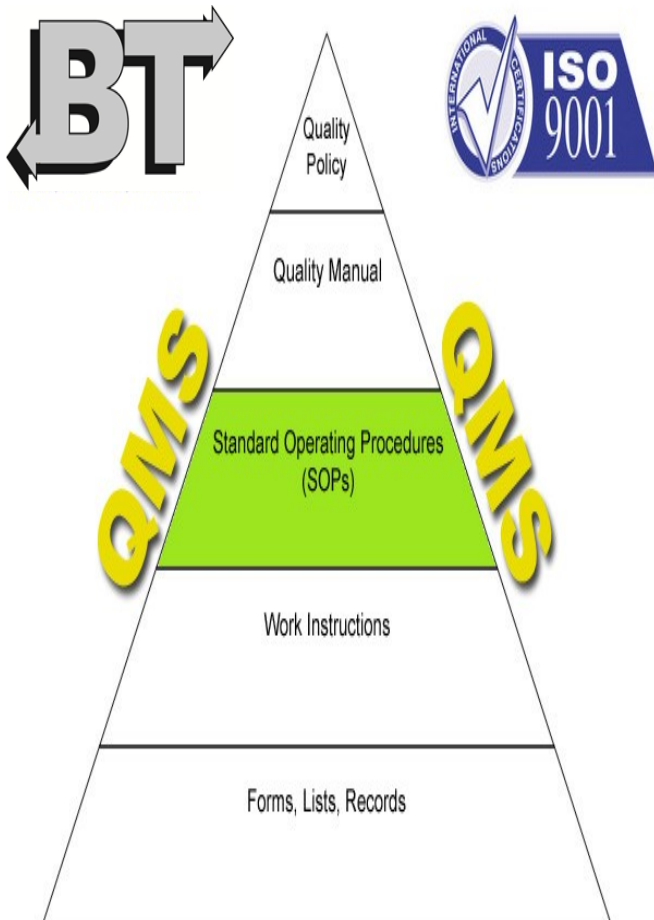
LEADERSHIP

1. **LEAD** by example
2. **VISIBLY** demonstrate your commitment to safety
3. **EMPOWER** your people to stop, think and plan
4. **SET** clear expectations
5. **INVOLVE** and communicate with your team
6. **REGULARLY** thank your team for their safety efforts

BEHAVIOUR

1. **STOP** think and plan to be safe
2. **STAY** at least 2 metres clear from moving mobile equipment
3. **ALWAYS** wear your seat belt or safety harness
4. **DRIVE** to conditions and obey speed limits
5. **STOP** anyone with a bad lifting technique
6. **NEVER** work when affected by drugs or alcohol

TOMORROW—YOUR REWARD FOR WORKING SAFELY TODAY



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