

LOSCAM LEADER

Premium Wineries - Quality Loscam Service

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Over the past 20 years, Western Australia's Margaret River region has become a premier international tourist destination, with visitors drawn not just by the area's natural beauty, but by its fresh produce and world-class wineries. With a climate similar to the Bordeaux region of France, it was Margaret River Cabernet (winner of two Jimmy Watson Awards) which firmly put the area on the world's wine connoisseur map.

Loscam has long-standing partnerships with many of Margaret River's best known vineyards and vintners, all of which value Loscam's superior service, quality, reliability and value for money.



Driftwood wines have been very successful

Award-Winning Restaurant, Award-Winning Wines

Driftwood Winery at Yallingup not only produces award-winning Shiraz and Cabernet wines, its architecturally stunning restaurant is a three-time Gold Plate winner with a menu highlighting local produce. The Winery has been supplied with Loscam pallets for the past five years.

Driftwood's winemaker, Adam Spencer-Wright, talked to "Loscam Leader" about this boutique winery's impressive vintages.

"Driftwood is relatively small - just 100 acres producing 30,000 cases of wine per year, with most of that production eagerly quaffed by Perth's populace. Our main varietals are Cabernet, Shiraz, Merlot, Petit Verdot (a component in Bordeaux reds) and white wines including Sauvignon Blanc, Semillon and Chardonnay.

"Our wines are pitched at two price ranges - the \$15-16 mark and \$25. So we offer superb value for money," said Adam.

Adam also attributes the winery's success in the local market to its high profile restaurants - not just the Driftwood Restaurant but also Oceania's in Perth, also owned by Driftwood's founders, Tom and Helen Galopoulos.

"Our vintage starts towards the end of February, finishing by the end of March or early April," explains Adam.

"All the crushing is done here, but bottling is handled by contractors who come on site.

"We have released our 2005 whites and they have been well received - the Sauvignon Blanc Semillon, in particular, has been gathering notable accolades. Reds, of course, are some years away from maturity with our 2002 reds currently on release."

For visitors, Driftwood Restaurant is open seven days, with Winery tastings available between 11.00am and 4.30pm daily.



Local produce complements award-winning Driftwood wine in the onsite restaurant.



TIM HAS HIS HANDS FULL JUGGLING HIS WINES

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Tim Burvill owns his own brand called RockBare, and is also the Production Manager for Endeavour Vineyards. Usually one of these roles would be enough for most people, but you come to expect that kind of intensity of commitment and interest in the wine industry, after you learn something of Tim's background.

"I grew up in WA and came over to study at Roseworthy College in South Australia in 1993. Growing up as a kid, all I ever wanted to be was a winemaker. I completed an Honours degree in Winemaking and then started with Penfolds (which is now part of Beringer Blass), and worked with them for five or six years. I then started my own winery in 2001, called RockBare, sourcing Chardonnay and Shiraz fruit from McLaren Vale. I also manage all the production, as well as sitting on the Board of a company called Endeavour Vineyards.

"Endeavour Vineyards has a philosophy of making wines from regions that are suited to a particular variety. So for instance, we make a Marlborough Sauvignon Blanc brand called Catalina Sounds. We've also got brands from Central Otago in NZ, the Adelaide Hills and the Yarra Valley. And then we have some very good volume brands that go to the U.S, called Jackaroo and



Winemaker, Tim Burvill, Endeavour Vineyards Production Manager, said that "...business is all about relationships."

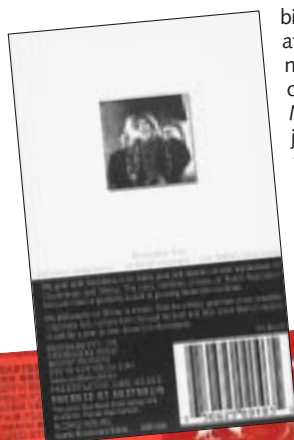


Tim Burvill

The pricing was also well below what we had been paying and the 4-way export pallets really suit our operation."

Buckley's. These two brands represent over 100,000 cases of sales every year. And they are great for capitalising on economies of scale, especially in packaging and freight forwarding."

"I think the NZ Sauvignon Blanc is the biggest thing going in the world wine market at present, and we certainly felt that we needed to have a presence in that segment of the market. Endeavour Vineyards Marlborough brand, Catalina Sounds, has just launched and we are pretty excited about the potential for it. Central Otago is a smaller region at the bottom of the South Island and the quality of the Pinot Noir coming out of there is amazing. We see a huge potential for that region."



Tim said when you are selling wines both in Australia and exporting, all markets don't go well all at the one time. "We take the view that the domestic market is the most important, because we have the most control over it and it is not as volatile. Volume wise, brands like Jackaroo and Buckley's would be around 65% of total production, but when it comes to value, they would only represent around 40% of sales. My RockBare winery, which is a McLaren Vale, has grown to a level now that I will have to relinquish my Endeavour Vineyards responsibilities, and concentrate full-time on running the RockBare business." RockBare has received rave reviews from some of the world's most influential wine writers, such as James Halliday and Robert Parker, and is one of the success stories of the Australian Wine Industry in recent years. Tim uses a national distributor in Australia called red+white, who also have an office in NZ.

"We recently swapped over to Loscam for our pallets, and did so for a number of reasons.

"Firstly, the quality of the pallets is a hell of a lot better, and another factor was the close connection that Ashley Wright, from John Crack Freight Forwarders, had with Nicole, the Loscam representative. My business is all about relationships, and recommendations from people that I know and trust go a long way with me.

"The pricing was also well below what we had been paying and the 4-way export pallets really suit our operation. Tim said the company wants to do more exporting. "We used to use export pallets and pack the wines directly into the Containers. The US, which is our major market, won't allow wood pallets coming in from other countries because of quarantine restrictions, so we have had to go to slip-sheets and it actually worked out a lot cheaper using plain export pallets. When you stack the normal domestic pallet, you stack with 64, but when you do a slip-sheet you stack 56, which doesn't really sit too well on a bigger pallet. It makes

it hard to stack. So that configuration was an added appeal that Loscam had - pallets that are very suitable for slip-sheeting.

"I'm very, very happy with the service and have told a few other wineries about them."

Tim's other hat is managing his own brand RockBare.

PS IN ADDITION: Loscam has a National Network of depots to ensure products are available where and when you need them. To find the depot nearest to you call 1300 309 930 or visit www.loscam.com

Adelaide has a CRACK-er of a logistics company

LOSCAM

According to John Crack Freight Services Manager, Ashley Wright, the difference between his company John Crack, and the others in the market, is that John Crack looks after the interests of the smaller operators. "Our focus is on the small to medium-sized winery," explained Ashley, when speaking to the "LOSCAM LEADER". "We offer an efficient service that can handle their export needs from start to finish. All their paperwork, all the container packing and all their transport, can be prepared and they receive just one invoice."



Loscam representative, Nicole McCauley and Ashley Wright, whose focus is the best way to freight wine.

John Crack has been running for 13-odd years, and started off relatively small. It's prime objective is to assist wineries to export more wine in a more efficient manner and to grow as those wineries themselves grow. "Companies deliver to us, we pack the containers and then distribute down to the rail or harbour," said Ashley. "It is a good product to deal with. We've had a lot of experience with it in the past, and decided to share our know-how in export and distribution. I actually worked for Southcorp Wines when I started work at 16. And I've always had an interest in the export area. To start this project, was an experience I was looking forward to - to give the wine industry what they really needed.

Which was a hub, a 'one-stop shop' which was previously going to various forwarders that could offer a part of the service, but not the entire service."

One of the important parts of the supply chain is the requirement of pallets to move the stock. Ashley explained how they handle that. "We use Loscam pallets. They are great people, terrific service, first-class. We have recently changed over to them but we find it a much more personal business and more accessible. If you ask for something, then it's done right away, it's not "yep, we'll get back to you," and three days later you might get a response.

"Our priority now, is to concentrate on getting all our customers to think like us, and swap their product on to Loscam pallets. The response so far from customers has been very good. They love it, they are saving money and they are getting a better product. Who wouldn't love it?" John Crack hasn't installed Loscam's HMS pallet monitoring system but Ashley said it was one of the features they were considering, to streamline their business.

"While business last year was somewhat patchy," said Ashley, "this year we have been back in full swing again, and I think we can take it anywhere we want it to go. We are currently discussing some expansion plans and I think we will expand and grow with the wine community. We are global and can export to any country in the world. From say 10 cases to 100 containers. Our scope is limitless."

FOCUS

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This edition of the Leader features Australia's highly successful wine industry. Despite cyclical ups and downs, it is an industry that has achieved remarkable success in developing a strong export performance against incumbent "old world" wine producers.

As an outsider looking in, one cannot help but be impressed by the way our wine producers have succeeded in delivering high quality wines to international markets at competitive prices, and done it year after year.

To achieve this level of success, you have to get a lot of things right. As always, understanding what consumers and customers want is the starting point and the Australian wine industry has done this remarkably well.

Those of us old enough to remember the "kanga rouge" days can only marvel at the relatively short time it has taken to win acceptance of our wines in many international markets, often against strong competition from substantial local producers.

We can all learn many important lessons from the Australian wine industry.

To me, the most significant lessons are: listening to customers; consistent quality, persistence and competing aggressively.

Coincidentally, these are the same values that are central to the way we think and act at Loscam.

Neil

Neil McBain

Travelling Well

LOSCAM

Voyager Estate began life as Freycinet Estate, its first vines planted in 1978. It changed its name in 1991, when current owner, Michel Wright, took over the property. Its biggest production is Sauvignon Blanc, but Voyager Estate also bottles Cabernet Merlot, Shiraz and full barrel fermented Chardonnay. This year it added Grenache to the stable. It produces some 700 tonnes of fruit and its premium varieties are exported to eight countries with the Eastern states of Australia remaining its key market.



Assistant Winemaker, Travis Lemm, talked about Voyager's association with Loscam.

"Being able to quickly hire and de-hire pallets is a major advantage for us. One phone call and the pallets are delivered pretty much the next day.

"Pallet quality is also excellent and they suit the configuration of our cases. They stack well because they have a good slat width. We stack the pallets three-high without a problem," says Travis.

"We used to buy our own pallets, but found it very expensive so we changed over to Loscam. The time that domestic market wines, such as Sauvignon Blanc, sit on the pallet is relatively brief, so it is far more economical to manage that period with Loscam, get the pallets in and distributed, then de-hire the lot.

"We have also just started to use the HMS system and find it very easy to use. It provides accurate information on our account.

"Overall, we're very happy with the Loscam pallets, their improved stackability and with their general performance," he concluded.



Assistant Winemaker, Travis Lemm, and Loscam's Barry Watson with stacked pallets in the warehouse.

The Original and Still One of the Best



Vasse Felix is known for its premium quality wine, particularly in traditional styles.



Vasse Felix was the first commercial vineyard in Margaret River, Western Australia.

Back in 1967, Vasse Felix was the first commercial vineyard and winery to be established in the Margaret River region. Its unusual name comes from a French seaman, named Vasse, who drowned in the 19th century when his longboat overturned near the site of Busselton while exploring the coastline on the ship "Geographe" under Captain Freycinet. Paradoxically, Felix is the Latin word for fortunate or lucky.

Vasse Felix's 300 acres produce premium quality wines that not only have a strong Australian presence through fine wine outlets but also a growing international reputation. Its vintages are in traditional Bordeaux varieties - Cabernet Sauvignon and Chardonnay, supported by Shiraz and Semillon Sauvignon Blanc.

Since 1987, the winery has been owned by the Holmes a Court family and today grows under the leadership of Janet Holmes a Court.

Whereas 16 years ago the bottling line ran for about 50 days a year, today it runs for more than 200 days, producing some 2.5 million bottles per annum. Around 85 per cent of its production is for local consumption with the remainder going to an expanding export market.

In May 2005, Vasse Felix's 2002 Shiraz and 2004 Chardonnay were each awarded Gold Medals in the International Wine Challenge, held in London - a great coup when pitted against the world's best, said Managing Director, Bob Baker.

"Of course branding is vital in the premium end of the market, but an attractive label means nothing if what's inside the bottle doesn't measure up to expectation. It's a similar situation with pallets."

Over to Operations Manager, Bruce Pearce, to find out more about Vasse Felix's ten-year association with sole pallet supplier, Loscam.

"Our pallet use fluctuates, depending on what we have maturing in climate-controlled storage and ageing from season to season. And, of course they are used in transportation Australia-wide," said Bruce.

"We look for good-looking, sound, clean pallets - because presentation of our products is important - and they have to be universal in their operation and fit in with everything else we use.

"Recently there has been a move across to six-packs which has affected pallet configuration and how they are stacked, resulting in a reduction in bottle numbers per pallet - all of which has required changes on our part. But these issues are being resolved successfully and we are happy with Loscam's ongoing service and cost.

"We recently installed Loscam's own designed software package, HMS, to monitor and control pallet movement, so we obviously have an ongoing commitment."



(L-R) Bruce Pearce, John Hayes and Former Managing Director, Bob Baker.

PS **IN ADDITION: Loscam's New generation Pallet has 87% deck coverage and is up to 10kg lighter than standard hardwood pallets.**

Storage a Premium for Premium Producer

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Also one of Margaret River's earliest estates, Cape Mentelle was first planted in 1970. Today, there are more than 180 hectares under vine and the winery crushes around 1,600 tonnes of fruit - both from its own vineyards and from others in the region. Primary plantings are of Cabernet Sauvignon, Semillon and Sauvignon Blanc with smaller plantings of Shiraz, Zinfandel, Merlot and Chardonnay. More recently, Viognier, Marsanne and Sangiovese varieties have been added. Cape Mentelle is part of the Moët Hennessy Wine Estates group, which also includes Cloudy Bay, Green Point and Domaine Chandon.

With prices ranging from \$17 to around \$64 for its excellent Cabernet, the estate makes good use of Moët Hennessy's distribution arm with 40 per cent of its output going to export markets mainly in the UK, USA and SE Asia.



(L-R) Barry Watson, Cameron Woods, Ian Senior and Stuart Pitts.



Stuart Pitts

We've been with Loscam for six years now - they suit our requirements now and have the flexibility for the future."

Obviously, logistics is a critical business element. As always in the wine industry, storage space is vital - which is why being able to hire pallets when needed and 'de-hire' when they are not wanted is so important.

Logistics and Distribution Manager, Cam Wood, explains about some of his company's storage issues.

"To be more flexible in the marketplace, we are looking at doing some cleanskins and, as they may sit around for two years or so, we need an economic way to store them and we want to maximise our options."

Warehouse Manager, Stuart Witts, elaborates further.

"Our bottling schedule is really varied. We could get a phone call tonight and be bottling tomorrow. All of a sudden we need a big quantity of Loscam pallets, so flexibility is the key benefit we get with Loscam. The pallets also have to be the correct weight. For our export market we buy heat-treated pine pallets. If there is a big overseas order, which would leave from Fremantle by container, we put the load on Loscam pallets and de-hire them in Perth.

"Like other wineries, we are using more screw caps, which require different handling, so we're trialling the Loscam collars to see how they go.

"We also have HMS tracking and although it was only installed recently, I can see savings already. In addition, we have just started to use Loscam Online but, again, it's very early days.

"We've been with Loscam for six years now - they suit our requirements now and have the flexibility for the future," says Stuart.



Export stock is shipped out of Fremantle and pallets de-hired in Perth.

PS

IN ADDITION: Loscam has a range of products to suit your storage needs. Barry Watson can be contacted on 0429 051 554.

Watershed Rises to New Levels

LOSCAM

Loscam's newest Margaret River winery client is award-winning Watershed Premium Wines - given a Five Star rating in the James Halliday 2005 Wine Companion. With 117 hectares currently under vine and a slew of eager investors, Watershed is rapidly moving towards a projected goal of 200,000-plus cases of wine and over 234 hectares under vine.

While its eventual target is for 60 per cent export and 40 per cent domestic consumption, at the moment these figures are reversed. Including its own sales force in each state (excepting SA, NT and ACT where agents have been appointed), Watershed employs 58 people - compared to a staff of two in 2002. Production growth has been equally dramatic - from a start-up of 1500 cases in 2002, to 76,000 cases of wine produced this year.

"With that level of production and investment, we have had to look at every cent we spend - pallets included," explains Packaging and Logistics Manager, Andy Salmond.



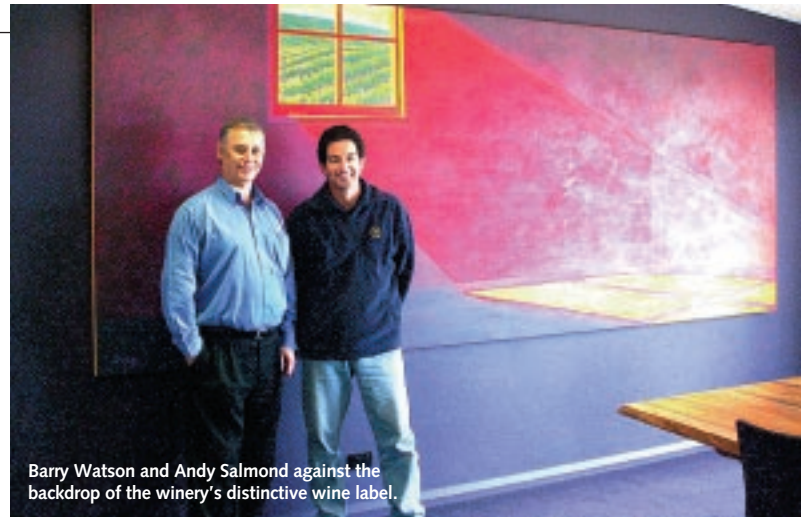
"So we talked to Loscam and other Loscam clients, such as Vasse Felix, who told us they had absolutely no problems. We were told of real cost benefits, ready availability and the ease of doing business with this supplier. And they were right.

"Responsive representation is the thing. I much prefer to deal with people who have an interest in our business and in helping us develop our business with proactive proposals. Loscam - Barry and Kelly in particular - are the kind of people we are happy to deal with," Andy says.



Andy Salmond

Responsive representation is the thing. I much prefer to deal with people who have an interest in our business and in helping us develop our business with proactive proposals."



Barry Watson and Andy Salmond against the backdrop of the winery's distinctive wine label.



Watershed exports to 13 countries at the moment, including the majors - USA and UK - and northern European markets such as Switzerland and Sweden. The company has launched in Shanghai, with a Beijing launch November last.

"We have some very exciting prospects in all of our export markets in the coming 12 months. A lot of time and effort has gone into the

development of our export markets and the successes are about to be realised. Our success domestically and internationally hinges on our absolute commitment to consistent premium wines which over-deliver on quality."

As a managed investment project, Watershed has been an outstanding success. Investors buy single or multiple bin lots. Each bin lot is split into two parts = land shares, which pay a dividend, and the bin lot itself, which is tax deductible. Significantly, the Watershed "Brand" is included in the land shares component, so building the brand is the single most important aspect of the business.

"The Watershed project has delivered growth and return from day one," Andy enthuses, not only do we run a successful award winning winery but also an award

winning cellar door and twice Gold Plated restaurant and cafe, all underpinned by a solid investment structure. We are a Watershed in more than just name," Andy concludes..



Watershed utilises collars that turn a Loscam pallet into a solid storage crate

PS IN ADDITION: Loscam's Pallet Collar surrounds and lids, turns a pallet into a container...There's more than one use for a pallet.

LOSCAM

Weigh up the benefits

At only 42 kilograms a Loscam pallet is around 8 to 15 kilograms lighter than hardwood.

Loading with Loscam softwood pallets can save up to 330 kilograms on your 22 pallet load.

What will it mean to your fuel bill?

- lower gross weight • lower fuel costs
- lower freight by weight costs



Talk to our sales team about the many benefits of choosing sturdy Plantation Pine. High performance, durable and light – Loscam pallets are the product you need, with the personal service you've been pining for.

1300 30 99 30

www.loscam.com

Casella quenches the thirst of American wine lovers

LOSCAM

One of the great Australian wine stories, would have to be that of Griffith grower, Casella Wines, a family company that is now reaping the success of its founders Fillippo and Maria Casella, who migrated to Australia in the early-1950s. The Casellas were involved in farming as well as wine-making in those early days in southern New South Wales. Having come from a long line of grapegrowers in Italy, the new arrivals embraced the opportunity that was made available to them.

Initially, Fillipo needed to provide for his young family, so cane-cutting and fruit picking in the Riverina were some of the jobs that were gladly undertaken. In 1965, the couple purchased Farm 1471 at Yenda, a small village on the outskirts of Griffith, where they grew grapes and other fruits. The first actual winery was established in 1969 and Fillipo filled old wooden barrels and headed north to the cane fields where he knew many of the Italian canecutters.

From this humble beginning, the company continued to grow and in the early '90s, their son John came back to the family business after several years' experience in the wine



CEO John Casella, has ushered the company through enormous growth.

Casella's association with Loscam goes back to 1997 when Loscam Area Manager, Allan Smith, approached the company. As CEO, John Casella says: "Since that time, our company has experienced enormous growth and has become very dependent on Loscam pallets for warehouse storage and logistical movement. With installation of the fastest bottling line in the world, we will be able to produce one pallet of finished product every 50 seconds. We have found Loscam quality, both in product and service, to be excellent. It has been a good partnership for both companies."



John Casella

We have found Loscam quality, both in product and service, to be excellent. It has been a good partnership for both companies."

industry, to become Casella Wines chief winemaker.

By 1994, John had been joined by brothers Joe and Marcello and the foundations were laid for one of the great wine export stories in history.

Today, Casella employs more than 400 people, is a major employer in Griffith and the statistics of the company are truly amazing.

- [yellow tail] is the fastest-growing imported wine in United States' wine history
- [yellow tail] is the number 1 imported wine in the USA
- Casella Wines is Australia's second biggest wine producing facility
- Casella Wines is the fifth-largest winery by grape intake
- 300 additional staff have been employed over the past four years
- Over 300,000 bottles of [yellow tail] are consumed around the world every day
- Casella Wines are exported to more than 30 countries
- A new fourth line has been added which will fill 10 bottles per second equating to 30,000 bottles an hour
- In 2005, Casella Wines was inducted into Australia's Export Award Hall of Fame
- In 2003 and 2004, it was NSW Exporter of the Year



[yellow tail] is the fastest-growing imported wine in United States' wine history.

PS IN ADDITION: Loscam delivers quality products and service at each and every opportunity.

Yalumba celebrates 15th year as Loscam customer

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Loscam's association with one of Australia's most famous wine companies, has been a good partnership that goes back more than 15 years. But this business relationship takes on some relevance, when you consider the company's founder Samuel Smith, planted his first vines over 30 acres in the Barossa Valley back in 1847!

Mr Smith worked during the day, and planted his vines at night. He believed the fruit would be plentiful, and the knowledge he had in fermentation, would deliver luscious wines for the young colony. Today, Yalumba is still family owned, and offers a huge number of award-winning wines, sold not only throughout Australia but also in many countries overseas.

"It's my understanding," said Andrew Murphy, Yalumba's Operations Manager, "that we were probably one of the first Loscam customers in SA. We jumped on board, because Loscam provided an alternative to the pallet supply company we were using previously. It's a good product, competitive in the market, and appeals to us because of their service and reliability."

One of the Loscam features that appeals to Yalumba, is its HMS (Hire Management System). "Yes, we use it and it's excellent," explained Andrew. "HMS is a great system, easy to use, easy to do reconciliations and has been a real earner in the last five years. We have around 10,000 pallets on hire and the service has been faultless."



Andrew Murphy

...It's a good product, competitive in the market, and appeals to us because of their service and reliability."



(L-R): Andrew Murphy, Bernard Zanic Yalumba Logistics Manager and Evan Katsouras.

Loscam's Account Manager is Lee-Anne Bosnakis. "Frankly, I never have much contact with members of the Loscam team," said Andrew. "The system runs beautifully. The staff here do the monthly reconciliations on pallets and I never hear any complaints."

"Occasionally, we may have a damaged pallet that comes through, and the



response when we raise a query is excellent. I think there is a definite change in pallet quality standards (since the company changed ownership), and a change in the people. Their people are happier. They now seem proud of the company and what it offers, and they talk about it. To the credit of the people, the service levels to us didn't really drop during that time, but we could see it in their body language."

Yalumba sends out between 1200 and 1500 pallets per week. The site has

three production lines - two glass lines and a cask line.

Andrew has been with the company since 1980, working through the production process as Cellar Manager, Winemaker, and for the last eight years, Operations Manager. He said when he started, 80% of the wine produced was fortified, but today 100% was table wine.

"Yalumba was the first wine maker to give us a go," said Evan Katsouras, Loscam South Australia Manager of long-standing. "And we have built up a good relationship. They have always worked with us to achieve good pallet control and supported our drive to be progressive in the industry. For us, it is a great client to have and the real story is that we are still here working together."

"Lee-Anne and Yalumba's Pallet Controller, Joanne Bartsch have achieved excellent control with the HMS system."

"There is history and tradition at Yalumba which has been forged over lifetimes, but there is also a willingness to embrace innovation."

PS

IN ADDITION: Loscam Hire Management System (HMS) is a user-friendly and cost effective equipment management tool. Loscam Customer Service 1300 309 930

Red wine and cheese a great combination Just like Booth Transport and Loscam

With the acquisition of Hahn's Haulage, not only did Booth Transport buy a fleet of trucks and trailers but also picked up two new depots; Nuriootpa and Busselton. The Nuriootpa depot at Penrice Road Light Pass, is now the base for all Barossa general freight operations and the tanker operations have relocated to the Tanunda depot. The depot is situated in a picturesque area surrounded by vineyards and comprises large wine storage sheds with ample truck parking.

The depot has great potential due to the expanding local wineries. Nuriootpa consists of 8,000 square metres of fully insulated warehousing, catering for a wide range of products for varying customers.



Barrel distribution from Margaret River is just part of the transport mix for Booth Transport WA.



Nuriootpa depot has 8,000sq m fully-insulated.

"They now have 24/7 access to their accounts nationally and also the back-up of the Loscam Customer Service team, should further assistance be required."

"Since Hahn's and Booth joined forces, the tanker work on the western side of Australia has doubled, said Mitchell Booth, General Manager Booth Transport. "We now have more resources to service the Margaret River wine district of Western Australia, which has become an important wine growing area and having a base in this area completes the link in the chain for us, with depots close to all the wine areas in Australia. The large increase in size of the WA operation is being catered to with a new depot in Queen Elizabeth Drive well into the planning stage."

Depot Manager, Brent Ziersch, said: "At present the majority of the work is bulk wine with the balance made up of packaged wine and barrel distribution. Many tankers go all the way across the paddock, (the Nullarbor Plain), to South Australia, but more often than not, the drivers do a changeover at Mundrabilla Roadhouse. We look forward to an emerging strong presence in the Margaret River and Perth region with continued healthy and steady growth."

"Over the past 12 months, our association with Loscam has also grown," added Mitchell.

"Booth's pallet control team manage the increased usage with Loscam's Hire Management System (HMS) and our new web interface Loscam Online," said Loscam National Sales Manager, Mark Dobson. "They now have 24/7 access to their accounts nationally and also the back-up of the Loscam Customer Service team, should further assistance be required."

"Apart from reducing the amount of time needed to reconcile our accounts, HMS allows us to transfer pallets electronically to all of our trading partners, from vineyards to major retailers. Loscam is accepted by all our customers, reducing the need for exchange, which in turn increases the control of our accounts," added Mitchell.

PS

In Addition: For further information on Loscam's equipment management tools, log on to our new look website: www.loscam.com

LOSCAM Online

Loscam Online is a secure Extranet application that allows Loscam to share data with its customers. The system includes transactions, account balances and customer documents and provides simple 24/7 Internet based access to account information.

Customers are able to see current and historic transactions relating to their accounts including scanned images of paper documents. Customer invoices and statements are available online and may be printed or saved for later reference. Invoices may also be downloaded to an Excel spreadsheet to allow further analysis.

Additional account information is provided in a graphical format allowing customers to quickly see account details and trends. This information includes a 12-month rolling analysis of equipment movements. All transactions onto and from accounts are displayed with details of hire charges applied.

Balances of equipment and outstanding debtor payments provide customers with timely account information. Customers who use HMS may also directly download mark-off files to allow processing of their electronic account reconciliation.

YOU'LL LOVE OUR RANGE OF REDS



**Loscam - pallet makers
to the wine industry**

LOSCAM

PH:1300 309 930

HELP US TO HELP YOU!

To find out more about how Loscam can provide Logistic Solutions for you and your company, simply complete the request for information form provided or log on to www.loscam.com

We invite you to fill in the following form so we provide information that is specific to you and your company's interest.
Simply place "x" in each box that is of interest to you

I would like more information on:

- | | |
|------------------------------------------------------------------|-------------------------------------------------|
| <input type="checkbox"/> Loscam Wooden pallets | <input type="checkbox"/> Loscam Plastic Pallets |
| <input type="checkbox"/> Gpak Freight Modules | <input type="checkbox"/> Loscam Produce Bins |
| <input type="checkbox"/> Hire Management System | <input type="checkbox"/> Loscam Online |
| <input type="checkbox"/> Loscam Collar Surrounds and Collar Lids | |
| <input type="checkbox"/> Other (please specify) | |

- ☐ I would like a Sales Executive to contact me
☐ Please send me brochures and or technical data
☐ I would like to receive the Loscam Leader newsletter

Title

First Name

Surname

Position

Company

Email (please print)

Tel:

Fax:

FAXBACK TO: (03) 9843 3701

The future looks bright for Beelgara Estate

LOSCAM

The Beelgara Estate winery is relatively young, and might be considered by some of the older brands, to be a "new player" in the highly-competitive Australian wine market. However, this company, based in the Riverina, has had a long history of creating a portfolio of wines to suit both their Australian and international customers.

Their Sun Dried Shiraz (Amarone style), Chambourcin, Pinot Grigio, Old Vine Shiraz, Petit Verdot, and Cabernet Rose, have all added to the recognition of Beelgara as a progressive, forward-thinking company. The trophy and gold medal winning 2004 Sun Dried "Bianca" Botrytis Semillon was dedicated to the matriarch of the original owners of the winery, Bianca Rossetto.

Beelgara was established in 2001. The winery was originally built and owned by Italian migrants, the Rossetto family, and combines 75 years of winemaking craftsmanship with a modern focus and traditional sentiment. The winemaking



At Beelgara Estate traditional craftsmanship and modern technique is an award-winning recipe

team aims for balanced, approachable, fruit-driven styles, infused with loads of character.

Being based in New South Wales's largest wine region, the Riverina - an area which accounts for 60% of wine grape production in the state - Beelgara has a feast of fruit to choose from to ensure only the finest grapes are selected. Beelgara Estate wines are sold around Australia and the company ranks 16th in Australia's export stakes. The Beelgara label can now be found in 17 countries overseas. Over 30% of the 600,000 cases produced are exported to the company's four export zones of the United Kingdom, USA, Asia and the European Union.

As this export business has grown over the past several years, the company has relied on Loscam for its pallets. Local Griffith Business Manager for Loscam, Allan Smith, said increased manufacturing and export orders, had meant Beelgara had needed to invest in streamlining their warehousing and distribution system. "This partnership built over the last seven years, has grown as the company sought new markets," said Allan. Beelgara has received more than 320 medals over the years which is testament to the style and character of the wines the company has become known for.

Increased export orders means Beelgara Estate wine is found in 17 countries.

"...increased manufacturing and export orders, had meant Beelgara had needed to invest in streamlining their warehousing and distribution system."



PS

In Addition: Loscam wooden pallets are maintained to the highest standard by our automated repair facilities. Alan Smith can be contacted on 0408 228 596.

LOSCAM

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