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ECL is a freight brokerage company offering all the services of a transport business and much more.

While getting the goods of its clients from one place to another is the focus of the business, ECL offers a number of other services that limit the workload of its clients.

Not only are all the goods monitored throughout their journey to keep clients up-to-date with their progress, but because ECL buys bulk space through its business partners, the company always has extra space available. This means that clients never need to look elsewhere for their transport needs.

Buying bulk space also means the company is able to offer extremely competitive rates.

Housekeeping matters with Alastair Mathews

Proof of delivery

When requesting a "Proof of Delivery" please advise if you require this urgently, so ECL staff can act on your request in a timely manner. Otherwise all other POD queries will be actioned within a 24-36 hour period.

ECL bookings

When making a booking with ECL Operations, please make sure that you provide the following details:

- Pick up details
- Delivery details
- ECL consignment note
- Weight/cubic and number of items
- Express or economy service required
- Any other special instructions
- Reference numbers/job reference

Or if it is more convenient, you can email a copy of the details to operations@expresscargo.co.nz or fax them to 0800 432 532



Alastair Mathews



Express Cargo News

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ECL to hold rates as long as possible

ECL will hold its rates at current levels as long as it can in this difficult market, despite the advice to the contrary of a respected business expert.

Leading transport and business turnaround specialist Trevor Thornton points out that although fuel prices are falling, transport costs are rising faster than the cost of inflation.

"The reality is that transport costs actually need to increase," he told New Zealand Transport Intelligence Briefing.

"There has been a focus on the fuel price, but other costs have been rising and are now not being offset by the declining fuel price."

Mr Thornton says transport operators have been accepting lower margins for some time, but it is not viable to keep doing so.

"They have been absorbing higher costs for a long time already and now their businesses are becoming unsustainable. They can't do that forever," he says.



These views were reflected in a recent survey by accounting firm Deloitte.

Comparing the December quarter of 2007 with the same period last year saw the overall costs for trucking operators rise by over 6 percent.

The annual CPI movement for the September quarter of 2008 was just over 5 percent.

ECL General Manager

Alastair Mathews says these figures show why there is pressure on freight rates.

"There may come a time soon where we have no choice but to increase our rates, particularly since we didn't up them after the last RUC increase, when many competitors did. We absorbed that cost ourselves," he says.

"We're constantly reviewing them and will only put them up if we have no alternative," Mr Mathews concludes.



Alastair Mathews



Express Cargo Limited
Managing Director
Wayne Pickering

Wayne's Words - RMA changes

The proposed changes announced by the Government to lessen the economic impacts of the Resource Management Act are a step in the right direction.

Much needs to be done to fix the country's roading network. The delays in new projects caused by the RMA are certainly near the top of the list.

Streamlining the process to approve roads deemed of national importance is crucial, especially in the current economic

climate. I commend the Government for acting on this.

New Zealand simply can't afford the cost of the delays to new roads.

It's not just the time lost in achieving the benefits the improved roading will deliver. It's also the escalation of costs that take place with the lengthy decision-making process.

Another major change will remove frivolous and anti-competitive claims that are made purely to delay projects.

People who may be

affected by a new road must have the opportunity to have their opinions fairly considered.

But there are overwhelming signs that habitual objectors are holding up planning decisions for long periods of time without improving the final outcome.

I commend the Government for acting on this also. They must now get all of the proposed changes passed into law as soon as is practicably possible.

Super 14 sweepstake joined by netball

The ECL Super 14 sweepstake may already be underway, but a new one focused on the ANZ Netball competition will soon be up and running as well.

"All of our sweepstakes have been so successful that we thought we would create another one to satisfy netball fans," says Mr Mathews.

They will both follow the format used in last year's

Super 14 competition.

"It's a great way to stir up some rivalry between colleagues," he says.

"Late entrants in the Super 14 sweepstake still have plenty of time to catch up, so why not go to expresscargo.co.nz and sign up?"

Once an entrant has joined up, they are given a client password and then asked to select an individual user

name. Then it's about picking the winners of each game in a similar way to the TAB.

The competition will calculate company and personal scores each week, so participants can compare how they are progressing in relation to their workmates.

The winners of each sweepstake will receive a cash prize of \$500.

North Island Manager excited about role

New North Island Manager Mary Dickson sees her appointment as a great opportunity to help ECL significantly grow its market share in Auckland and the rest of the North Island.

"I've got loads of contacts from previous roles. For example, I ran out of business cards at Waitangi on Waitangi Day and came away with two companies ready to use us," she says.

After beginning her working life as a cadet reporter for the Ashburton Guardian, Mary headed to Auckland 22 years ago and moved into the freight industry.

She joined TNT Express in 1988 and within three months was managing the company's Fashion

Link product, which was the hanging garment service.

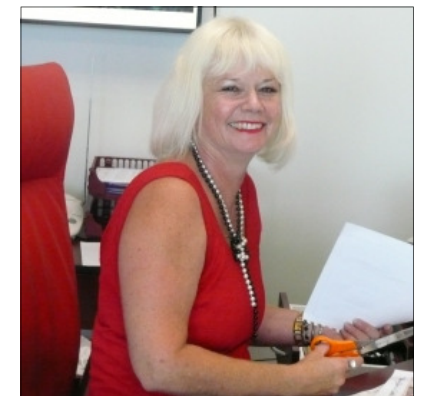
Mary has held senior jobs within both domestic and international freight forwarding, having been National Ocean Services Manager for DHL. Until joining ECL, she was General Manager, Apparel Line, a company that Mr Pickering is a former director of.

"I'm also a former CEO of the Northland Chamber of Commerce and Sales and Marketing Manager for the Waitangi Treaty Grounds," she says.

Mary's position covers sales and marketing for the North Island. It involves finding new opportunities for ECL and looking after customer and supplier relationships.

At "forty-something" Mary is grieving the loss of her 16-year-old Golden Labrador, Barley. He had to be put down and she chose the day of love, Valentines Day, for the unpleasant task to be carried out.

Amongst other things, Mary is a competitive yacht racer and sponsors a Waka crew at Waitangi.



Mary Dickson

Trucking Industry applauds new Transport Minister

The Minister of Transport's decision to re-examine the tunnel option for Auckland's Waterview Connection has been welcomed by the trucking industry.

Road Transport Forum NZ chief executive Tony Friedlander says like all

other road users, his members want to see the Western Ring Route completed promptly, but the tunnel option has always been politically driven and a gross extravagance.

"An at-grade motorway will cost considerably less, will have lower

operating costs and will better cater for future traffic growth. We welcome the Minister's decision not only for seeking value for money on the Western Ring Route, but also for the way it will lead to competent and more prudent infrastructure decision making."

Young go-karter heading to Brazil to race and learn Portuguese

ECL-sponsored go-karter Jordan McDonnell is heading to Brazil later this year to compete in four race meetings. The invitation came after Jordan and his father lent a kart to a Brazilian team that was racing here this year.

Following this gesture, they invited Jordan to take part in the Brazilian meetings in December this year. Jordan will then return in July 2010 for a six month visit where he will race for

the Brazilian team and learn to speak Portuguese.

Meanwhile, another ECL-sponsored driver is looking good in 2009. With one round remaining in the season, Matthew Penrose is winning the pre-1993 vehicle Challenge Trophy in the New Zealand Formula Ford Championships. Matthew is in just his second season after moving from go-karts.



Jordan McDonnell