



Managing Director's Report

Vin Stenta Managing Director, International Energy Services

40 years as Customers and Suppliers



From left: IES Managing Director Vin Stenta, BP President Gerry Hueston, Ian Cootes and IES Chairman Bill Ferris

In August 2005 Cootes Transport Group and BP Australia celebrated a partnership which began 40 years ago.

We are all very familiar with how this success story began, "Ian Cootes

started the business in 1965 with one truck working for BP". On the 24th of August at a function in Melbourne we celebrated a 40 year Customer and Supplier relationship between Cootes and BP Australia. This is truly a unique and very rewarding milestone.

On the night Ian Cootes spoke about how in 1965 he purchased the first tanker which had a capacity of 4600 gallons and cost approximately 10,000 pounds. The tanker was manufactured by Steco and the prime mover was a petrol powered AB 184 International. The cartage rate was 0.48 pence per gallon. This unit achieved approximately 2 miles per gallon fuel economy. It is truly amazing to think about how far our industry has come when today the modern B double tanker can hold over 60,000 litres (depending on the product) and will comfortably achieve over 6 miles per gallon.

Every day since, somewhere in Australia, a Cootes vehicle has been carrying BP Products whether that be, LPG, Bitumen, Fuels, Lubricants or Aviation products. Today Cootes' BP contracts cover LPG distribution nationally and fuels distribution in Melbourne, Adelaide and Brisbane.

Gerry Hueston, President of BP Australia, spoke about the importance of the relationship and how the two companies have always had very similar philosophies in customer

service, safety and presentation. Gerry also spoke about how Cootes helped launch LPG in Melbourne with the first BP Autogas site in Eastern Victoria and with the launch of the BP Crib Point Refinery.

IES Chairman, Bill Ferris, thanked everyone at BP who over the 40 years had worked with Cootes. He said this was truly a special relationship, one which will continue long into the future.

IES and Cootes Commit to Sustainable Development



BP President Gerry Hueston presents IES with their certificate.

On the same night Cootes joined the BP's Global Choice program. This is a non for profit program where Australian companies are able to invest in environmental improvement programs which offset the greenhouse gas emission.

IES and Cootes Transport Group continue to lead the transport industry in excellence in environmental protection. This is a significant step in the Company's plans for a greener future.

Joining BP's Global Choice Program will help us cancel out the greenhouse gases caused by the fuel consumption of our Cootes fleet of 320 plus vehicles.

To date, BP Global Choice has reduced greenhouse gas emissions in Australia by over 1,244,942 tonnes, which is equivalent to taking 244,298 cars off the road. We are pleased that the IES Group of Companies are eager to help us increase this number further and take action against climate change.



LIQUIP Receives Service Excellence Award Jeff Borg General Manager VIC

In early September, Liquip International attended a BP Accreditation Award night along with many other BP suppliers and contractors.

Liquip has worked hard at improving its service, image, quality and OH & S, with huge amounts of work done in both Melbourne and Sydney.

It was a great honour to attend the night and be awarded,

"LARGE CONTRACTOR, RECOGNITION OF SERVICE EXCELLENCE" Award.

Gary Powrie of BP presented the award and the honour was accepted by Rita Kelly on the night. We greatly appreciate BP recognising our efforts. Well done to all the Liquip Victoria team for achieving this, highly recognised Industry award.

Cootes Transport Group
Moving Australia's Energy

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Newsletter Contact

Anne Doherty

PH: (03) 8832 0100

anne.doherty@ienegyservices.com



Cootes Overview

Richard Roberts General Manager, Cootes Transport Group

It is hard to imagine that it has been nearly 12 months, since I joined Cootes and it is with a great deal of pleasure that I write my second article for the newsletter. All of you are aware we finished the period under administration and the new company, "Cootes Transport Group P/L" commenced business on the 26th of January 2005. I must take this opportunity to thank all of you for your patience and understanding during the period of administration and commend everyone for focusing on the job, particularly HSSE, where we didn't have any serious incidents and gave our customers a fantastic service level during this difficult time. I have personally received very positive feedback from our customers for the efforts of our staff. This thank you goes out to everyone – drivers, refuellers, mechanics, office staff and management.

Let me now focus on the business performance over the last few months and the challenges ahead.

The HSSE performance has been very encouraging, with a number of locations being incident free in 2005. We went through April without a single injury to any of our staff, a great achievement which you should all pat yourselves on the back for. As I have said before, HSSE is our number one challenge the roads are busier, and the sites are more congested. Our customers however quite rightly don't give us any allowances for these increased risk factors. This is the correct approach, and I agree with it, as we have to believe that as "professional operators" we are capable of managing these external risk factors and strive for incident free performance. I want to take this opportunity to reinforce what you all hear during your training courses, if you consider a situation unsafe then Stop, Think and Evaluate and don't do the job if it is likely to cause an incident. Why, because we don't want to hurt or damage anyone or anything, particularly our employees.

The new Board has approved our capital expenditure budget which was presented in April. We will be purchasing 26 new Prime Movers and 31 Fuel Tankers. Orders for this equipment have been placed and I'm looking forward to the arrival of the first units. The units will be delivered progressively throughout 2005.

The new IT system is currently being implemented and before I say any more let me thank all the staff particularly the LPG and finance groups for the super human effort they have put in to get the scheduling and manifesting system operational during April. The fuels scheduling and manifesting system was developed and went live in June. A part of the changeover to the new system was the change to IMATES, which replaced the old handhelds. If things go to plan with these units in LPG, I would like to see these in the Fuels vehicles. Everyday we face continuous challenges to reduce cost from our customers the new IT system is one tool we must use to meet this cost challenge.



The LPG, Bitumen, Fuels and Aviation Business continue to grow due to incremental customer demand. I won't steal the business' thunder by going into more detail here and let you read about it in the other managers' articles.

Let me finish off by thanking each and every one of you for your efforts and dedication over the last few months and also ask you to focus on the HSSE challenge and delighting our customers by each and everything we do.

Spotswood Review

Matt Blundell Victorian Fuels Manager Services / **Peter Baldwin** Liquids Linehaul Manager

The last quarter has continued a very rewarding 2005 HSSE performance for CTG Fuel Victoria. The continued improvement shown and the delivery performance of all drivers across the liquids business in Victoria has seen us initially adopt the slogan "**Right Product? Right Hole? Will it Fit?**" and subsequently action it. We will run the promotion shown below across our business rewarding those who have continued to perform impeccably. From this promotion we had 14 drivers from our local, interstate and chemical business' who had remained incident free and 100% paperwork compliant throughout the changes mentioned. Congratulations must go to David Bentzvelzen,

Andrew Brooks, Rob Coster, Vic Dowler, Michael Healy, Andy Lawson, Sam Monaco, Dale Panes, Corey Plowman, Owen Price, Peter Richardson, Phil Rout, Rod Sunderland and Jim Westcott.

On an operational front we have seen the market driven by the increasing cost of oil. All customers have felt the impact at some stage over the period either with customers buying direct from the oil companies or consumers buying from the bowzers. Overall business has remained consistent and we have continued to meet the demands in different sectors as required.

Right Product?

Right Hole?

Will it Fit?

Yes!

Yes!

Yes!

Diesel

Unleaded

Premium Unleaded



Cootes Transport Group Pty. Ltd. Dip Sheet										
Site	Spotter code				Print Name		Cootes Driver		Signature	
Tank	1	2	3	4	5	6	7	8	9	10
Product	ULP	ULP	LBP	ULT	Identify Product to Tank					
S.F.L.	56000	24500	6000	32000	Identify Safe Fill of each tank					
DP	26800	12800	2100	13400	Dip tanks in delivery area and write down dip as you do them					
ULLAGE	29200	11400	6900	18600	Calculate available ullage					
DELIVERY	16000	8200	2000	8900	Write down what you are going to deliver into each tank					
ESTIMATED FINAL DP	42800	20800	4100	22300	Write down estimated Final Dip					
ACTUAL FINAL DP	43827	21299	4198	22855	This is Ullage plus what you have to deliver					
DISCHARGE COMPARTMENTS	1	2	3	4	5	6	Write down what compartments you will deliver into each tank			

Cootes Transport Group DIP Sheet

Liquip NSW Manufacturing Team *Tracey Hourd General Manager, NSW*

We'd like to introduce some of our manufacturing team over the next few editions of the IES newsletter, given that Liquip have a completely different type of work environment to Cootes. This also will provide an insight into the different work roles at Liquip.

Glenn Chant our machine shop supervisor will celebrate 20 years with Liquip on the 31st October 2005 and hasn't Glenn seen some changes. Glenn remembers in 1987 when Liquip commenced phototyping the API513 dry break coupler back at the old premises at Guildford. Until then, Liquip didn't have a dry break coupler, and only dreamed of the day when they would. Liquip only had turret and centre lathes and hadn't invested in CNC technology until 1991, as even a second hand machine cost over \$100K. Glenn says, "I remember Bill Currey saying that the API513 would be the most complex piece of equipment Liquip would ever attempt to make, and it would take our company to new heights. He was wrong about the API513 being the most complex piece of equipment, as we have continued to challenge ourselves in our design and machining practises."

Glenn has seen many generations of the API513 dry break coupler, with the API700 being the current version on the market. Glenn said "but I know there is other exciting new dry break coupler designs in the pipe work. When I started with Liquip there were only two design engineers and now we have eleven in our Engineering team, for me that means new prototypes and new designs."

Glenn schedules the activities of 21 staff and the process of jobs through CNC machines and lathes, ensuring delivery of tanker equipment to meet customers build schedules, an important driving factor. He also writes all step-by-step instructions for the operators, measures performance against standard hours on a weekly basis and reviews all new design drawings for implementation. Loading arm job project management is also Glenn's responsibility. "The most challenging loading arms and swivels are those for customers in the middle east as they require material certificates for every item, down to the welding rods we use on the job", says Glenn. Glenn has also been a Senior First Aider for 15 years and worked on the 'Social Club' committee for 14 years.

Glenn's looking forward to the upcoming Ashes final, cricket being an important part of the Chant family routine. Glenn's son recently returned from playing a season for Lemington Spa County in England and is in final stages of completing his apprenticeship as a Carpenter.

Well done on 20 years of service Glenn, we are proud to have such a dedicated Liquip team member as part of the IES group.

Congratulations also goes to Brian Dilworth in our machine shop who celebrated 20 years at Liquip on the 9th September 2005. Brian for many years worked as a CNC programmer and is currently operating one of the lathe's at the Smithfield plant.



Glenn Chant celebrating 20 years with Liquip.

Wild Wileman

Tracey Hourd General Manager, NSW

Jason Wileman has been employed by Liquip at its Victorian operation since 1996 and is currently the Workshop Manager. His favourite pass time is getting an adrenaline rush by letting loose and competing in 4WD competitions in Victorian bush land and surrounding areas. The hair raising sport doesn't seem to phase Wileman as he pushes himself and his vehicle to the limit.

What started as a hobby some 5 years ago has quickly developed into a passion for the sport. His converted Landcruiser family wagon, now a heavily modified 2 seater, with 170 KW turbo intercooled engine, with other modifications including coil spring conversion, front and rear air diff lockers, full roll cage, racing harnesses and hydraulic winch, the list goes on and on. The vehicle gets a beating every time it goes out and competes and I am sure that the cost associated with the sport is heavily debated in the Wileman household.

The terrain the competitions are held in consists of deep mud, driving over boulders, vertical cliff faces and fast flowing rivers. All of this is done against the clock, so the pressure is high and intense. One mistake spells disaster and sometimes the end of competition for a weekend.

Competitions that Jason has entered include the Simex Pursuit, Ateco Warn Winch Challenge, Victorian Winch Challenge and various nightly Navigation Runs over the years. Recently this action packed sport has gained T.V. coverage and will continue to gain momentum.

Current modifications and any new sponsors should ensure that Jason and his team are able to compete in more challenges during 2006. We wish him and his team the very best and hope new sponsors are forthcoming in the near future.



Wileman facing a challenging position.

Liquip Refuelling Carts at the Worlds Second Busiest Airport

Jeff Borg General Manager Victoria

Liquip Victoria was identified as a participant by Aircraft Service International Group (ASIG), the world's largest aircraft into plane provider, to design and build two trial refuelling carts and participate in a three month evaluation and selection program. The program is being conducted in conjunction with American Airlines (the world's largest airline) at its US Chicago Hub, O'Hare International Airport (the world's second busiest airport with 74,000,000 passengers per year).

Six US manufacturers and one UK company submitted equipment for this evaluation period. The evaluation which is still in progress, covered operation, design, service response, parts supply, and pricing.

We had no design to start with and had only toyed with the idea previous to this opportunity arising and required the dedication and commitment of the whole Liquip team to enable us to position ourselves as a winning participant.

This opportunity presented additional challenges to both the engineering and manufacturing staff in our Victorian operation, encouraging us to think outside the square. A chance to incorporate a number of new concepts, which had only been considered in the past as theoretical, where included in the design. Features such as a differential pressure reading taken electronically during the fuelling, including the highest reading, as well as the flow rate of that fuelling, all to be printed on to a ticket at the end of each fuelling. The refuelling operator would normally write this information on to the fuel docket. These features ensure that the correct information is recorded with date and time.

A generator system driven by the flow of the fuel was designed and installed to produce an electrical supply for the electronic register, ticket printer, deadman control and interlock systems.



Chicago experiences extremely cold weather conditions during the winter months and to overcome the freezing of the pneumatic systems on the carts, the sense pressure system was replaced by a fuel-over-fuel sense system.

Taking all this new technology in their stride, our engineering and production staff completed one cart with a flow rate of 1800 LPM for narrow body aircraft in eight weeks. The second and larger cart was fitted with a lift platform to fuel B777 & 747 aircraft, with a flow rate



of over 3000-LPM. It left the Melbourne facility four weeks later. Both carts were airlifted direct into O'Hare airport, and fuelling with in 12 hours of touch down.

Great appreciation goes to the Liquip operation who were involved in this project. It shows what can be achieved with team work. The tight delivery requirement from start to finish required help from our NSW operation and many Victorian staff who gave up weekends and worked many late nights to complete. A huge thank you goes especially to Brian Beaney and Mark Fox who camped in Chicago and got them into service and trained the operators.

We are still working hard to ensure the first orders go to Liquip and I am sure we have created a new product with many sales opportunities.

Establishing Liquip's engineering and production ability is only limited by our client's requirements.

Both carts have performed well beyond American Airlines expectations, on long haul flights to Tokyo and London where the fuelling times on the B777 have been reduced by 15 minutes using a Liquip cart in comparison to the locally produced equipment.

American Airlines operate out of 80 gates at O'Hare, the carts have been moved around the terminal to evaluate the performance on each type of aircraft. To date the Liquip carts are out performing all the opposition units, some have been removed from trial; the two Liquip carts are the only two that remain in full-time operation.

American Airlines have commented that these carts are the best performing carts ever to be in operation at O'Hare. The refuellers are all very experienced they have expressed their acceptance of the carts, the performance and quality being above anything they had operated during the trials. Liquip was the only manufacturer able to deliver both model types for the trials within the time frame.

Many thanks to all the Liquip Victoria team in participating to enable us to meet the very tight times set by ASIG / AA for this project.





Compliance / Health & Safety

Peter Pill Aviation and Compliance National Manager, Cootes Transport Group

It is very pleasing to announce the three new additions to the Cootes training team. Dave Jackman from our Smithfield office and Wayne Johnson based in Spotswood have joined Trevor and Stuart Wigg in providing the classroom training of the various requirements for all Cootes staff and field auditing for all Cootes drivers. In Pinkenba, Les Rushworth has also taken on the role as Field Auditor.

Les, Dave and Wayne bring a wealth of knowledge to the Cootes training team. Les has been with Cootes for over 18 years and has seen many changes throughout this period. Wayne has worked in the Dangerous Goods industry for some time as well as being a professional Defensive Driver Trainer. Dave is also very experienced in the industry and has worked in transport as well as in aviation at Sydney Airport.

Trevor, Stuart, Wayne, Les and Dave are very happy to provide any help for not only new employees but also to the more experienced. Their positions as trainers/auditors enable them to see and talk to all our drivers and experience the day to day issues out in the field. So please make them feel very welcome and share your knowledge with them to allow for continuous improvements in Cootes training programs.

National Fleet Overview

Alan Yates National Fleet Manager, Cootes Transport Group

Three months is a long time in transport. In the last edition I reported that we had placed orders for a large amount of new equipment. I am now able to report we are finally receiving the new equipment, which is pleasing for me to be able to say. As at mid September we will have taken delivery of the following; we shall have all of the outstanding trucks by the end of October, except for one K104 which is due in late November. The outstanding trailers however are not due to be completed until Jan 2006.

I am also able to advise that Cootes will be trialling the first K104 to be fitted with the new emission engine Ascert C15 Caterpillar (due for release in 07/08), this is the K104 which is due in November. This truck will give Cootes an insight into what we can expect in the future, more fuel, less power and more weight – the challenges are out there.

I have recently returned from a study tour of USA. On this trip we closely examined the “new” engines, due for release in Australia in 2007/08. Some challenges for the future are as follows:

1. Will require 30% more cooling capacity
2. Will be approximately 4–6% less fuel efficient
3. Truck will be approximately 9–10% more expensive
4. Tare weight will be approximately 350kgs heavier
5. Decreased engine life

USA operators are trying to overcome the negatives by running lower diff ratios (3.08) and decreasing engine RPM's to 1430 rpm @ 75mph. Our current spec has us running 3.90 diff ratios with 1620 rpm @ 100kph.

Caterpillar are suggesting we run 3.5 diff ratios on 275/70 tyres which should give us 1450 rpm @ 100kph, the identical settings as USA. We believe this will create a couple of teething issues (USA is running 40 tonnes, we are targeting 68 tonnes), but we need to keep an open mind about any future technology.

The challenges to lower fuel burn are certainly out there, with the added negative of high fuel costs and higher tare – we need to be smarter about how the Cootes business goes forward in the future. Unfortunately everything that is coming will not please everybody.

TRAILERS

- > 8 x Tri Axles
- > 1 x 19mt B Double
- > 3 x Chemical Trailers
- > 1 x 25mt B Double

TRUCKS

- > 3 x CL120 Freightliners
- > 5 x Mack Tridents
- > 6 x Kenworths



SA/WA Overview *David Haynes Manager SA/WA*

Welcome to Bradley Pix who has joined the Birkenhead Workshop Team as a 1st year Apprentice Diesel Mechanic. Due to having no apprentices in SA for almost six months, the importance of continuing to train people in this all important trade was recognized, hence Bradley was appointed.

A number of other personnel changes have taken place in the past four weeks. Clive Buck has decided to return to a full-time driving role, having worked in Operations/Scheduling for almost five years. I would like to thank Clive for his efforts, he has made a significant contribution to the successful utilisation of the company and Tow Haulier Fleet. Best wishes and thanks from customers where a reflection of the good work done during Clive's time in this role. I am sure during the wet and cold nights Clive would agree the role of a Contract Manager does have some benefits!

Jeff Clarke has also returned to a driving role (his original job) after almost three years looking after the Origin SA task which incorporated deliveries made by rigid vehicles to residential and commercial customers throughout SA. During peak periods, Jeff would oversee anything up to 800 deliveries a week! Thank you to Jeff for his efforts during his time in the office.

Welcome to Ricky Pearce who has joined the SA Operations Team overseeing the Origin SA LPG task and Tow Hauliers. Ricky comes from a driving background in fuels (with Cootes), and has taken on this role having been seriously injured on a service station forecourt, which will not allow him to return to driving duties. Ricky's positive and co-operative attitude is remarkable considering his circumstances.

We wish Ricky a long and rewarding future in this role as he learns the LPG business.

On the WA front, a series of LPG and Fuel supply issues has seen a very busy period for our Operations Staff.

LPG has been loaded from Wesfarmers/Kleenheat for a period of time while the refinery had closed for maintenance. Due to severe product restrictions, the volume of telephone calls from autogas customers increased significantly as many sites had no LPG for extended periods of time.

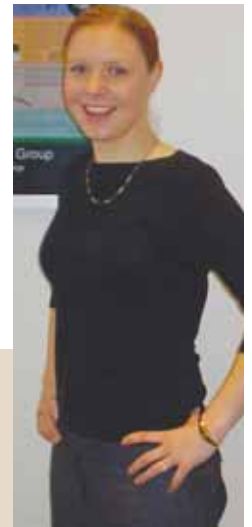
A similar circumstance occurred on the Shell fuels task when a back-hoe damaged the supply line to Shell North Fremantle. This required loading of ULP at the BP Kewdale Terminal for a period of almost three weeks.

On a final note, congratulations to Kylie Wingard (and husband Matt) who is now progressing through trimester 1 of pregnancy! Matt will be provided with a pair of suitable ear muffs as the pregnancy progresses.

We have decided to start a little competition, not to guess the weight and length of the baby, but Kylie's final weight before giving birth. Comments have been made that industrial scales will be needed, but that may be a little harsh. In all seriousness, congratulations Kylie as the next chapter of your life evolves.

This just confirms what we all know, change is the one certainty within our business!

Wishing everyone a safe three months until the next addition, as we head towards Christmas.



Queensland Perspective *Ken Hennessy State Manager, QLD*

Time has flown, it seems like yesterday when writing the last perspective. What has happened since writing the last one?

- > Tamara Lewis our receptionist /administration person has been married.
- > Les Rushworth has completed his level 4 certificate in training.
- > George Brown has retired after 10 years with the company, George had a long association with the company as a dangerous good inspector. We will use George as a consultant in the future as he has a lot of knowledge about the industry.
- > We have just taken delivery of three Mack Tridents for the gas fleet.
- > Next week we take delivery of two freightliners for the fuel fleet. New equipment coming on line has boosted the moral of many staff.

We are still having supply problems with LP Gas here in Brisbane, I was at a meeting with a customer/supplier and they believe that the eastern seaboard will experience supply problems for the next six months. The fuel business initially slowed down due to pricing but we have regained momentum and all customers are extremely busy. Auer Petroleum at Bundaberg have sold to Caltex but they are keeping some retail sites, Mark Anderson and myself caught up with the Auer brothers this week on our return from Central QLD. And also we met with the new manager Geoff Bennett Ex Caltex HO Sydney, we wish the Auer family all the best for the future.



Cootes
Queensland
new trucks.

Aviation Updates

Micheal Spence Aviation Contract Manager

The second quarter of 2005 has been a time of change for Aviation, with the casual refuelling staff at Perth Airport becoming part of the Cootes workgroup. We would like to welcome Colin, Ken and Steve to the Cootes family.

August was another record month for refuelling in Melbourne. Over 95.6 million litres of Jet Fuel were put through the JUHI, with 3592 aircraft being refuelled, meaning we are well on the way to a record breaking 2005.

Adelaide refuellers are preparing for the opening of the new Adelaide International Airport, with the official opening expected in mid October. The new hydrant installation has had the first load of fuel put through it, with more works and testing still to be carried out.

New equipment will be arriving for use on the new hydrant system shortly.

We wish the Adelaide staff every success with the introduction of the new fuel delivery system.

We are happy to report that there has been an excellent health and safety performance in refuelling up to the end of August, with both Melbourne and Adelaide Airports receiving safety awards for the first and second quarters from ExxonMobil.



Kris Bond, one of our Shift Team Leaders, next to the new ExxonMobil hydrant vehicle.

National LPG Overview

Mark Anderson National LPG and Bitumen Manager

Well the time has come again to look at the LPG business and give all you readers an overview as to the happenings in the LPG business. I have thought about this for the last few days and contemplated the direction I would take. It is very hard not to look at the task over the last 3 months and the people who contribute to ensure our customers have product in their tanks, thus helping the industry remain positive.

All Cootes personnel have been assisting in moving product from Sydney to many locations throughout Queensland due to the supply problems as is always the case. This has seen many drivers from Adelaide assisting Victoria and in turn assisting New South Wales. Many might ask why would Victorians help our counter parts in New South Wales? This is due to the Queenslanders allowing their New South Wales friends over the boarder to deliver the much needed product.

Cootes LPG is a truly national operation.

I must thank all those drivers who have been away for extended periods of time and also the Contract Managers for the fantastic effort during these times, it is unfortunate that we do work the long hours and we do take the after hours calls due to customer demands, but we must also remember without customers we don't have a job.

As we now start looking towards the summer, we all start thinking about the holiday season and the warmer weather, for some of the Bitumen drivers it's a case of looking towards a busy work period as the summer is when we see this task move from 3-4 trucks to 20-24 trucks.

National Fuels Overview

Greg Niven National Liquids Manager

Over the past couple of months there has been some good news for some of the farmers on the east coast of Australia with some much need rain. It has given them a glimmer of hope for an improved out put come harvest time. This will not be the season that breaths life back into the country but will give the rural community some hope for next year. On the down side the ever increasing cost of fuel is ensuring farmers are keeping stock levels to a minimum and eating away at the optimism that the rain has bought.

Cootes has just renegotiated to extend both the Shell Parramatta and Pinkenba contracts until the end of September 2006. This is great news for all staff involved and a credit to the long established relationship between the two companies and the commitment Shell continues to show Cootes.

The new equipment is being delivered and making a great impact on the business, the first new tanker with "Cootes Transport Group" livery demonstrates how far we have come from January this year. The additional new equipment will improve reliability and help improve our delivery performance to our customers even further.



The newly titled "Cootes Transport Group" tanker.

As mentioned in the last newsletter we are testing the new hand helds in the LPG fleet and it is good to report to date all is well. As part of the continuing improvement program for these units we have now incorporated a drivers time sheet which will enable them to send through the working time to be fed directly into the payroll system. We are looking at many task these units can assist with as examples are DVR Forms, Leave Forms, SIR/QIR Forms among many others.

Finally I would personally like to say thank you to you all, take care, be careful, and ensure you go home in the same way in which you come to work!

NSW LPG Overview

Brett Southgate NSW LPG Manager

Although the winter quarter has been one of the warmest for many years in NSW, the LPG fleet has still been incredibly busy. Both planned and unplanned refinery shutdowns in QLD have lead to extensive product supply into Brisbane and as far north as Cairns, and to Sydney and Mackay from Dandenong. To ensure maximum utilisation of the fleet, vehicles permanently based at Coffs Harbour and Tamworth were supplemented with further vehicles staged at Nambucca Heads and Muswellbrook. I would like to thank all drivers that voluntarily stayed away from their families to assist in covering this huge demand.

With most of the NSW fleet flat out supplying QLD, it was left up to our Victorian cousins to assist in covering the remainder of the normal NSW volume. A special thanks to Contract Managers Rob Shiel and Brian Schliebs and the Victorian drivers who often, at short notice, supplied up to 11 vehicles to cover this volume.

NEW PRODUCTS *Tracey Hourd General Manager, NSW*

Diptronic Storage Tanks

As Rod McNabb of McNabbs in Griffiths knows that dipping 12 depot storage tanks twice a day, is time consuming. Increased efficiency coupled with OH&S benefits was one of the driving factors for installing Diptronic on his storage tanks over 12 months ago. The McNabb installation was Liqip's first storage tank installation of Diptronic. The benefits enjoyed by McNabbs include saving 40 minutes per day dipping tankers coupled with extremely accurate dip data which previously was far more prone to error. The risk associated with Depot supervisors climbing onto an icy walkway in winter, tanker drivers unloading in the dark and with working at heights have been removed. The Diptronic CPU located inside class 1 areas is fully flame proofed and with 'no moving' parts, offers reduced maintenance.



The sophistication of the Diptronic storage tank solution is growing and Liqip is working on a number of projects and quotes for new installations for remote unmanned sites, where accuracy and real-time knowledge of the content of the storage tank can reduce down-time of machines and staff. Maura Mines in Central Queensland, installed Diptronic into four storage tanks in September, each containing 68,000 litres, each stick being 2.5 meters in length. Miro Mackiewicz, Engineering Manager at Liqip says "Liqip can now accommodate storage tank solutions of up to six meters, as we have identified a method to calibrate these lengths. We expect this will open up opportunities for Diptronics in storage tanks, especially remote unmanned sites. We continue to work on offering a solution for over six meters, although there are some logistic issues still to overcome"

RS300 ROLLOVER SWITCH 24 & 12 VOLT

A new roll-over switch to replace RS201 & RS202 is close to final prototype testing with release onto the market shortly. The design has come about as a result of impending changes to the ME57 code (AS2809).



TMV4 Logger



DESIGN FEATURES:-

- > RS300 accepts voltages 10-30VDC
- > Green and red LED lights installed in RS300 cover. When sensor is installed in recommended position, the green light is ON and red light is OFF
- > Green light ON indicates the sensor's electronic circuitry is operational, but DOES NOT indicate the sensor is functioning properly. To test sensor for proper function, it needs to be tilted more than 45°. During the test the green LED must go OFF and the red LED should go momentarily ON
- > The RS300 has been tested with Lucas, Member's and equivalent Battery Isolation Switches

Liqip has many new exciting designs close to release, we look forward to introducing you to these over the coming months.

Liqip chooses technology partner

Tracey Hourd General Manager, NSW

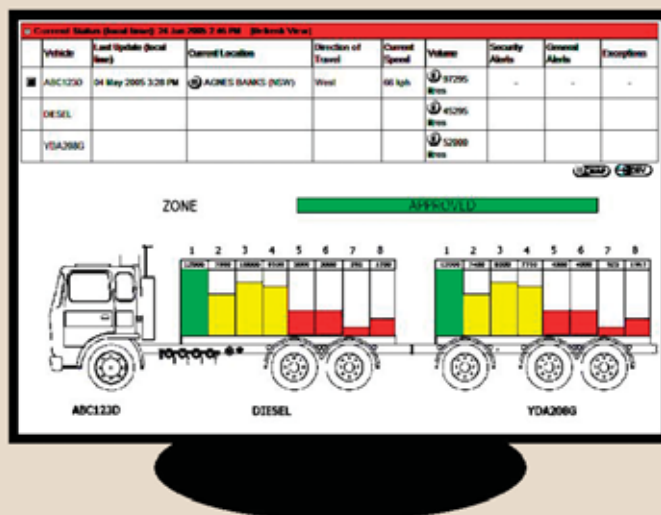
Liqip are in the final stages of Diptronic GPS development in conjunction with technology partner, TOMR Pty Limited. Andrew Joyce, Export Sales Manager at Liqip says "The TOMR solution was chosen over other technology providers as it demonstrated itself to be one of the most advanced data analysis software packages available, with an existing world-wide clientele. Liqip needed a technology partner who strategically planned to focus on both domestic and export growth and who was prepared to invest in Research and Development in the short-term."

TOMR are solutions provider to BP world-wide and will soon work with Liqip on trials of the Diptronic/GPS & TOMR solution in the UK. Andrew says "TOMR aren't just developing an interface, they are doing the data interrogation and analysis. We've recognised there can be an overload of information, from where the truck is to how much it weighs, its loading and unloading times, Diptronic provides extensive data, and what you do with this data is most important. TOMR will provide a data gateway, and this gateway can be used in tandem with other GPS providers that the customer may already have installed on his truck."

Interest is remarkable with installations under negotiation through Asia and the U.K.

Data is currently being collected from a Cootes trial tanker installation and will be fully "system" linked by end of November.

We are sure to provide more feedback on this trial and Diptronic GPS in the next editions.



Screen shot of the Diptronic GPS 'real live' status of a truck.

