



Express Cargo News

VOLUME 1, ISSUE 5

AUGUST, 2006

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Cathay Pacific becomes ECL client

ECL's strong reputation with the airfreight industry has seen the company broker a deal with a major international airline.

Cathay Pacific flies into Auckland daily throughout the year and twice a day during peak times.

ECL Auckland Sales Manager Des Dudley says the company will now move Cathay's main transshipments into Wellington and Christchurch.

Other larger shipments will also be moved on an ad hoc basis.

"Because we have a key list of service providers, we can dispatch all of their freight to any part of New Zealand on the day it arrives in Auckland," he says.



"They alert us and we

deal with it, limiting any inconvenience to them."

ECL has fostered a reputation throughout the airfreight industry for its ability to move any amount of freight at any time.

The one-stop-shop nature of the business limits the work of its clients, who are then able to focus on the core aspects of their business.

ECL Managing Director Wayne Pickering has welcomed the new arrangement with Cathay Pacific.

Transit NZ announces State-Highway Forecast

Transit New Zealand's 10-year State-Highway Forecast will see investment rise significantly over the next five years.

Transit chief executive Rick van Barneveld says the additional \$425 million allocated in this year's Budget for state highways

will allow the programme to be accelerated.

"This year's Forecast not only regains the momentum for state highway activities that was announced in 2005, it also means we can further accelerate a number of nationally and regionally important projects," he says.

A number of projects will benefit from the additional funding.

These include advancements of the Manukau Harbour Crossing in Auckland, the Waikato Expressway in Hamilton and the Christchurch Southern motorway.



**Express Cargo Limited
Managing Director
Wayne Pickering**

Wayne's Words - State-Highway Forecast

The recent announcement of Transit New Zealand's 10-year State-Highway Forecast is a welcome move after years of under-funding in road transport.

Although far more funding is needed to get the road network up to First World standard, the Transit announcement is a good first step in the process.

The good news was largely expected after the government increased funding of the state-highway network by an additional \$425 million in this year's Budget.

It's pleasing to see that money spread throughout the country.

I'm well aware of the problems in Auckland. ECM are one of many

companies that find the city's traffic congestion a major hurdle for both themselves and their clients.

Hopefully some of this funding will help relieve some of the pressure they face on a daily basis.

I'm sure it will also lift business confidence in the region, which will subsequently benefit the entire New Zealand economy.

While a large slice of the funding will be spent in Auckland, I'm particularly pleased that some has also been set aside for the southern motorway out of Christchurch.

This is an increasingly busy route that needs attention. I congratulate the

policy-makers for recognising that.

I'm also pleased to see that for the first time ever over the next five years, all of the excise revenue and road user charges will be spent on the roads.

The siphoning off of this money into the Consolidated Fund has been a major reason the country's roading network has not be maintained to the standard required. Hopefully we have now turned a corner.

But as I said before, there is still some way to go before we can class our state-highway network as up to First World standard.

But over the next five years, it may be well on the way.

Steve Drum moves to Tauranga

ECM Auckland Manager Steve Drum has left the company and moved to Tauranga with his new wife.

Steve and Kim were married in March at a ceremony in the Marlborough Sounds.

Steve has been with the business from the beginning on May 1, 2005.

He came from Modern Carriers, the company that got together with ECL to form ECM.

ECL Managing Director Wayne Pickering says Steve was a major asset to the business.

"We will miss his input, but we wish him and Kim all the

best for their new life in Tauranga."



Steve Drum

Air freight background valuable in ECL role

His 24 years in the air freight business was instrumental in ECL Auckland Sales Manager Des Dudley landing the company's deal with Cathay Pacific.

Des, 43, joined ECL two years ago after 18 years working for airlines and another six for airfreight forwarders.

"I moved to ECL because I wanted to take my career in a different direction, but remain involved with freight," says Des.

While 90 percent of his job is similar to his earlier roles, it is the challenge of being a freight broker that distinguishes it from the others.

"People come to us knowing we can move any goods, even if they are quite out of the ordinary. They know we can cope with any logistical requirements," says Des.

The movement of a turbine from the Huntley Power Station to Auckland airport was one recent example.

Des is married to Trish and has a seven-year-old son, Finn. After a distinguished career as a leading soccer player, Des now coaches Finn's Glenfield Rovers midget team.



Des Dudley

Peter Drum takes over from Steve at ECM

Following the recent resignation of Steve Drum, his father Peter has taken over the running of the ECM operation.

Peter has been active in the road transport industry for 50 years, and has been assisting Steve since the company was formed in May 2005.

Peter is the perfect man for the job. Not only does he have a wealth of experience, but he used to run the company before Modern Carriers was amalgamated with ECL to form ECM.

Shona Brown will ably support Peter. She will be managing branch dispatch,

while Danny Jackson, a former owner-driver, will be assisting in the store.

"With Peter's background and the assistance of Shona and Danny, I'm sure the company has a bright future," says ECL Managing Director Wayne Pickering.

Middle East instability leads to ECL rate increase

The unstable nature of the Middle East is a major reason why the price of oil has continued to rise over recent weeks.

Even if a ceasefire arrangement between Israel and Hezbollah can be reached, the price is likely to remain.

This is because tensions between the Western states and Iran and Syria have heightened fears in financial markets as to the supply reliability from the region.

The problems in Iraq also add to the instability.

ECL Managing Director Wayne Pickering says the high price of oil gave the company no choice but to increase its rates recently.

"We always try to avoid this, but when we began seriously cutting into our profits, we had no choice."

Mr Pickering says ECL will do all it can to avoid another increase, but the continuing rise in the price of oil may mean it has no option.

Regular	176.9
Premium	181.9
Diesel	124.9



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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

Notification to claim for damage or partial loss

ECL would like to remind all clients that any claims for loss or damage must be notified to us in writing within seven days of delivery. This is spelt out in our terms and conditions. Notification outside this time frame will result in no claim against the carrier.

ECL's requirements on correct labeling of cargo

ECL would like to remind all clients that the correct labeling of cargo is the full responsibility of the consignor. ECL drivers are not responsible for labeling the cargo of our clients.



Alastair Mathews

Government collusion good for ECL and ECM

A new initiative aimed at achieving a common vision for Auckland transport among local and national government leaders is good news for ECL and ECM, according to ECL Managing Director Wayne Pickering.

The Auckland Transport Strategic Alignment Project (ATSAP) will see central and local government leaders come together as one to tackle the

city's transport problems.

Announcing the project, Transport Minister Annette King said the government is planning to spend \$8 billion on Auckland transport over the next 10 years.

"But before we go any further, it's essential that both central and local government are working toward the

same objectives," she says.

While he believes it is surprising that no such collusion has existed over the last 40 years, Mr Pickering welcomes the move.

"I know how difficult it is for ECM to get its freight across the city, so if this helps get the roading network up to scratch, I'm in favour of it."