

**LAA LTD APRIL 3 2008 SITE VISIT
AWH PTY LTD – SPEARWOOD FACILITY**

Recently the LAA was fortunate to be guests at a site tour of AWH Pty Ltd's Perth warehousing and logistics facility. There were many LAA members keen to see what AWH does and to listen to their interesting story of transition.

AWH was initially created to provide economies in warehousing and export services for Australia's wool industry. With the reduction in wool volumes, AWH recognised that business sustainability required diversification to become a general logistics specialist. The workers' skills and software developed by AWH for the wool industry were very transferable to general 3PL work and proved to be a commercial advantage. This has resulted in AWH providing a diverse range of warehousing, inventory management and related services to their clients. AWH has 15 facilities around Australia with major sites in all capital cities.

So what can we expect at the AWH Perth facility? AWH has four sites, the major one being Spearwood (the toured site) and another three sites at the Port of Fremantle (Unpack / Repack facility, Container Wash Facility and the Port Beach Road Facility).

AWH can provide the following services for clients: -

- Container loading / unloading – general cargo
- Container loading / unloading – reefer cargo
- Warehouse & distribution services
- Temperature controlled warehousing
- Container cartage
- Full & empty container storage
- AQIS & Customs inspections
- Container hire & sales
- Client EDI interface

The Spearwood facility has 120,000 m² of warehouse, 100,000 m² of hardstand, 3 x container forks, 50 x 2.5 to 3.5 tonne forklifts, 60 AWH personnel, 30 tenants (many of which have numerous staff in their own right) and uses RF Technology.

The Spearwood facility has significant wool storage and handling facilities; wool sampling and quality facilities; wool action rooms; wool "dumping" and export facilities. In addition it has grain storage and export; container pack/unpack; full and empty container storage; pick and pack, storage & retail distribution; and property management.

There were some very interesting parts of the tour. The wool receipt and handling were conveyors sort the bales into shipments/owners.



Wool being received and unloaded from the truck



Wool marked up for export and awaiting "dumping" (compression)



Wool being sorted into lanes

Especially interesting is the compression of bales to one third of their size to maximise container cubic utilisation. Very large presses compress and strap three bales together.



The bale is expelled (much smaller than previously)...



then loaded into a container ...



ready for export

Another fascinating part is the wool auction rooms. All the samples and/or bales are laid out for the potential buyers to inspect. Then the wool auction is conducted in one of two auction rooms on site.



Bales laid out for buyer inspection prior to auction.



John Ward showing the barcoded sample in the Auction area.



A live auction taking place.

AWH has also commenced grain exporting with container loading facilities. This includes a weighbridge, grain storage silos and a container hoist. Already the volume in this facility has reached a point that further expansion is underway.



Grain receipt intake area.

The grain services offered include SGS quality inspection and sampling services to ensure pest-free product.



Upright container about to be loaded with grain.



Another client is Patricks with car storage. Patricks lease land from which to operate their car carry business. There are a lot of new cars on site as they are moved from the wharf.

The site tour was very informative. John Ward and his team gave a fact and orientation presentation prior to the tour, a lunch was enjoyed by all afterwards. So thank you to those who attended and our host AWH.

Right: John Ward, General Manager - SA/WA, AWH Pty Ltd accepting thank you plaque from LAA Ltd President, Brad Harrison.

