



## Camerons and TransLogix Celebrate Ten Year Partnership

### *Smart Growth & Award Winning Successes*

**Sydney, 19 May 2010:** Decade long partnerships between technology providers and customers are rare. But the ten year collaboration between transport and logistics solutions provider, TransLogix, and national logistics company, Glen Cameron Group, has seen both organisations rise to the top of their areas of the Australian transport and logistics industry.

Celebrating the anniversary of the relationship, TransLogix Managing Director, Anselm Waterfield, acknowledged the role played by a high calibre customer like the Glen Cameron Group in the ongoing strength of TransLogix as a software developer and service provider: "Camerons is a great partner and a great client. They are serious customers and keen to investigate all options, working closely with us to push the envelope."

The two organisations have worked together, always with an eye to the future, to build industry-specific functionality into the TransLogix Sapphire and Opal Transport Management suites for greater efficiency and the commercial differentiator.

"Glen Cameron and his management team continue to move fast and smart to keep in front of what is a very competitive game," Waterfield said.

Glen Cameron, Managing Director of the Glen Cameron Group, described how TransLogix has become critical to the Group's active growth plans: "When we went out to tender ten years ago we were asking for a lot of things that were out of left field at the time. Things like mobility, RF and warehousing functionality were not commonplace.

"We have been the catalyst for a lot of TransLogix' development and the first to use many of their modules.

"The TransLogix Sapphire suite has kept us at the cutting edge so that we can pre-empt customer expectations and deliver to their requirements.

"Wherever the next industry pressure comes from we know TransLogix will be the first in there to find a solution. We have a great relationship which we'll continue to foster," Cameron said.

The Glen Cameron Group has grown to become a multimillion-dollar national operator with local trucking, couriers, warehousing, 3rd Party Logistics and interstate transport. It services some of the largest and most diverse customers across Australia.

The Melbourne-based carrier has long been recognised for its commitment to advanced and integrated customer services. It is no accident that, among its many accolades, GCG has won the Australian Freight & Logistics Award four times.

This impressive performance reflects “the combined strength of our business philosophy and ethics and the support of sound business practices and system processes,” Cameron said.

TransLogix now boasts an Australian and New Zealand customer base in excess of 350 clients and 4000 users in small family operated businesses through to large, publicly listed multi-user, multi-depot transport companies.

**About the Glen Cameron Group ([www.camerons.com.au](http://www.camerons.com.au))**

Glen Cameron established his business in 1975 with an 8 tonne tray, owned by a sub-contractor, the use of the phone box outside his depot and a customer base of thirty-five.

Today, the Glen Cameron Group is a major operator servicing some of the largest and most diverse customers across Australia. The Glen Cameron Group has grown to become a multimillion-dollar national logistics operation with over 80,000 m<sup>2</sup> of warehouse space and a fleet of around 350 company owned vehicles plus 200 subcontractors. The business has expanded into five major divisions: local trucking, couriers, warehousing, 3rd Party Logistics and interstate transport.

**About TransLogix ([www.translogix.com.au](http://www.translogix.com.au))**

TransLogix is Australasia’s leading supplier of transport and logistics solutions with more than 350 customers ranging from small family operated businesses through to large, publicly listed multi-user, multi-depot transport companies. With offices in Sydney, Melbourne, Brisbane and Auckland, it works closely with customers to provide effective solutions to the rapid and significant changes that are encountered in today’s competitive marketplace.

The TransLogix Transport Management and 3rd Party Logistics suite includes more than 30 integrated modules covering accounting, transport management, warehouse, workshop, service, optimisation, scheduling, driver fatigue management, web portal, mobility, POD, GPS, mapping, tracking, Business Intelligence, and document imaging.

TransLogix acquired Transit Computer Systems in January 2010, adding the Odyssey routing and scheduling technology to its portfolio. Odyssey is used by many of Australia's leading companies as part of an integrated approach to reduce carbon emissions, as a tool to produce daily schedules, re-organise fixed routes or for strategic modelling.

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