

# FLINDERS PORTS

## OVERCOMING ADVERSITY WITH DIVERSITY





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*Andrew Pellizarri, general manager of Flinders Logistics and Peter Cheers, general manager of Flinders Adelaide Container Terminal, discuss how Flinders Ports has adapted to evolve*

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Flinders logistics loading copper concentrates using the rotating tippler system to discharge concentrates into bulk vessels

Many companies around the world have felt the effects of the global financial crisis since it first began to take hold in 2008. Harsh lessons have been learned in the time since, yet some businesses have managed to weather the economic storm and, in some cases, come through stronger than before. Often what we find is that one characteristic these businesses share is diversity.

"By moving away from being purely a port owner," explains Andrew Pellizzari, general manager of Flinders Logistics, "we have diversified as a business and this has sheltered us in some ways from the financial crisis and allowed us to go from strength to strength." The diversification he mentions relates to the steps taken by Flinders Ports, over the last 18 months, to establish a logistics business, take full ownership of the Adelaide Container Terminal and expand its reach across Southern Australia.

As the mining sector within South Australia has grown, the company has been increasingly looking to develop its ports to offer a competitive supply chain solution to the industry. It is South Australia's growing importance within the commodities and raw materials markets that first spawned the concept of Flinders Logistics. What was originally positioned as a bolt-on to the main business has rapidly evolved into its own entity, providing infrastructure and specialised services in niche markets.

Despite its short history, Flinders Logistics has already made its presence felt, introducing its rotating tippler solution to



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the marketplace. "What we have done," Pellizarri continues, "is develop a technique that is changing the way concentrates are handled and that is now being embraced across Australia, and soon the world over." In recent months, CEOs and directors from companies near and far have visited Adelaide to examine the company's solutions and they all agree that Flinders Logistics is the market leader when it comes to this technology.

Integral to the technology is the company's DF misting system. Designed to eliminate air contamination from the dust generated from the movement of container loads, the system has been a revelation for both Flinders Logistics and the sector. "Naturally," Pellizzari states, "different products and loads create different types of dust particle. Additionally we have to adjust the misting system to varying degrees of pressure, wind and humidity in order to suppress the dust. The DF misting system is flexible enough to do all of that."

In July 2012, Flinders Ports confirmed that it had acquired 100 percent ownership of the Adelaide Container Terminal following its buyout from previous co-owner DP World. The deal valued the business, which handles approximately 300,000 containers a year, at more than \$223 million. With the success of the terminal being integrally linked to

## WORKSAFE SA

Worksafe SA provides a range of drug and alcohol screening and education services and has been appointed by Flinders Ports Holdings to conduct testing at all sites including Flinders Adelaide Container Terminal and other Port Adelaide and regional sites.

Worksafe SA offers assistance in the development of policy and procedures; alcohol and drug screening by breath, urine or saliva analysis; consultation with both management and employees in regard to alcohol and drug related matters and conducts drug and alcohol awareness sessions.

Employers who have used Worksafe services report many benefits including decreases in absenteeism, accidents, downtime, turnover and theft as well as increases in productivity and overall improved morale.

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The rotating tippler system

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the success of Flinders Ports as a whole, the company has taken the view that major investment is needed to take the business further.

"When we went into the terminal," Peter Cheers, general manager of Flinders Adelaide Container Terminal explains, "we knew we had to spend capital in order to buy equipment such as additional cranes, and implement a planned maintenance programme. These are the sort of things that, once in place, allow you to more effectively manage your resources." Such actions also send out a strong message



Operations at the Flinders Adelaide Container Terminal

not only to the company's employees, but also its clients that Flinders Ports is ready to invest to provide a more efficient, effective service. Presently the company is assessing the market for additional quay cranes.

The port side of the company is constantly looking at ways in which it can grow, be it through the expansion of its existing assets or through the

acquisition of mature or new opportunities. One on-going development for Flinders Ports involves the Port of Bonython, 20 kilometres east-northeast of Whyalla, South Australia.

## INTERMODAL SOLUTIONS GROUP (ISG)

Oz Minerals supplied with 1,400 specialised copper concentrate containers

Oz Minerals went to tender in 2011 for the supply of 1,000 specialised copper concentrate containers for its Prominent Hill operation, choosing containers specially designed by the Intermodal Solutions Group (ISG) engineering team. The containers were the first in the global market to be certified to BK2 and ADG7 dangerous goods code. The shipping containers are designed for minimum product hang up which includes curved gussets in all corners, and tapered side and end walls. The containers are designed to be suitable with all tipplers in the global market, and include a pioneering lid which is automatically

locked and unlocked by the tipplers. After the successful on time delivery of the first 1,000 copper concentrate containers a further 400 more were ordered. "The new containers allow OZ Minerals to export its copper concentrate to a high environmental standard," said OZ Minerals Project Manager Andrew Fitzgerald. OZ Minerals exported its first shipment of copper concentrate from Prominent Hill using the specialised containers in January this year from Flinders Port in Adelaide." Intermodal Solutions Group (ISG) is the largest bulk container design company in Australia.

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A large greenfield site, it is intended to become a deep water port tailored for the bulk commodities sector. As the leader of the consortium that won the tender for this development, Flinders Ports is currently undertaking an environmental impact study on the project. The Port of Bonython is expected to take around three years to build, at a cost of between \$600 and \$750 million.

The successful growth of Flinders Ports and its various businesses is clear to see, yet evidently there is much still to come. "From a logistics perspective," Pellizzari says, "our natural progression involves replicating what we have achieved locally on a grander scale. Through word-of-mouth alone, we are now working on several interstate projects and this will be the way forward. While we want to avoid overstretching or overcapitalising the business, what we are able to do is pick strategic points in the region where we can set ourselves up and invest in capital with plant, equipment and operations."

When it comes to its Adelaide Container Terminal, the company has a clear mission in front of it and that involves tackling the issue that, at current rates, the terminal will have reached its full

## SA LIFT AND LOADER

SA Lift and Loader Pty Ltd supplies and maintains Flinders Ports' materials handling-equipment. This includes two sixty-five tonne Omega reach stackers, a Fantuzzi reach stacker, and five Omega empty container handlers.

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Operations at the Flinders Adelaide ContainerTerminal

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**“WE HAVE DEVELOPED A TECHNIQUE THAT IS CHANGING THE WAY CONCENTRATES ARE HANDLED AND THAT IS NOW BEING EMBRACED ACROSS AUSTRALIA, AND SOON THE WORLD OVER”**

capacity within 12 to 18 months. “Unlike other terminal operators,” Cheers says, “we are in a position where we have significant land holdings adjacent to and

around the terminal itself.” Ownership of this land will allow any future redesign of the terminal to be undertaken in the most effective way. Additionally, it provides

Flinders Adelaide Container Terminal has benefited from recent capital investment

Flinders Ports with the opportunity to establish and run empty container depots and other businesses that are ancillary to its main container operations.

“In addition to having good management and a professional, dedicated workforce,” Cheers concludes, “one of the core strengths of Flinders Ports is that it has always retained a very strong ethical position. The transparency we have with our employees and clients allows them to

see the good work that we are doing and having the sort of demonstrated business record that we have, particularly in the maritime and stevedoring industry, is a very strong selling point for the growth of our business in the future.” **BE**

For more information about Flinders Ports visit: [www.flindersports.com.au](http://www.flindersports.com.au)



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