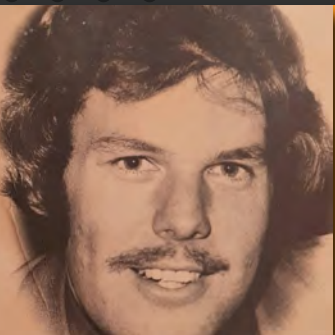




TOMAX
NEWS

Issue 07
30th Oct 2020

ALSO INCLUDED:



MARKET SUMMARY

- LCL Rate Increase - Consolidators on the North Asia to Australia trade-lane have announced a USD 12 per CBM increase applicable from 1st November due to increasing container freight rates
- Shipping lines are now adjusting freight rates on a weekly basis on services from Asia to Australia as demand continues to outstrip supply by large margins
- Many lines have again stopped accepting bookings to the port of Sydney due to continuing congestion issues and subsequent exposure to vessel delays
- Empty container depots in Sydney are slowly starting to accept the de-hiring of containers but there are still significant risks to costs for having to stage containers prior to de-hire and empty container detention
- Rail services to and from east coast Australian ports are heavily booked at the moment with wait times for bookings reaching up to 14 days
- Tomax will be open and operating as normal on Monday 2nd November despite many companies closing down for a long weekend. The Tomax Melbourne office will be closed on Tuesday 3rd November but phones will be monitored and key staff will be online and available



LATEST NEWS

FURTHER VIC COVID-19 EASE OF RESTRICTIONS

Premier Daniel Andrews made further announcements on the 26th of October indicating a further ease on Covid-19 restrictions in Victoria. Here is a summary of Victoria's roadmap to reopening:

Melbourne Metropolitan region- NOW

- * All retail shops are open
- * Restaurants, bars and cafes are open with restrictions for outdoors a limit of 50 people and indoors up to 20 people
- * Beauty and tattooing will reopen
- * The 4 reasons to leave home are removed
- * 25k radius remains in place and regional border remains in place
- * Weddings can have 10 people while funerals can have 20 people max
- * Religious gatherings will increase to 20 people outdoors and 10 people indoors
- * Masks are still mandatory and keep on social distancing
- * Outdoor gatherings remain at 10
- * Outdoor community sport for under 18 and outdoor non contact sport for adults can recommence

- * No more than two Melbourne households allowed to meet in daily home visits.
- * There is no bubble arrangement, so people can have different visitors each day, but they must all come from just one other household.

Then From 11.59 pm the 8th of November:

- * There will be no 25km radius limit
- * There will also be no metro/regional border
- * Gyms and fitness studios will open with some restrictions
- * Restaurants cafes and bars will then move to 40 people inside and 70 people outside with restrictions.
- * Funerals can have 20 people indoors and 50 people outdoors
- * Indoor pools will be open for 20 people

For more information, visit
<https://www.dhhs.vic.gov.au/coronavirus>



PUSH FOR BORDERS TO REOPEN IN VICTORIA

Following the ease on Covid-19 restrictions in Victoria, the Victorian Transport Association (VTA) hope for the reopening of other state and territory borders as the next step for then state's economic recovery.

VTA chief executive, Peter Anderson, detailed the struggle that transport operators experienced due to Covid-19 restrictions. He highlighted the results of the VTA's latest COVID Insights member survey which indicated linehaul operators bore the brunt of border restrictions.

“[The] announcement of the resumption of trade for retail, hospitality and services businesses, and the easing of capacity restrictions on other industries, is welcome news for Victoria and the rest of the nation.

The flow-on effects for transport operators will be immense as many are able to resume servicing sectors that were forced to close, and those parts of the supply chain can be assured that freight and logistics operators are ready and willing to help them get their businesses back up and running in a COVID Safe manner.

The next progression of our national recovery must be the end of border closures with Victoria and across other

jurisdictions so that supply chains can be fully restored, travel and tourism resumed and confidence instilled in communities that have grown weary of restrictions on their businesses and personal freedoms.

Freight and logistics operators have adjusted their businesses to accommodate border crossing requirements during the height of the pandemic but now that Victoria's second wave is in check it is time to re-open Victoria to the rest of Australia.

Our advocacy helped bring about less onerous COVID testing for drivers entering South Australia and New South Wales, which was an ongoing concern for the 43% that agreed 7- and 14-day testing requirements had reduced their productivity, and for the 32% of operators that said requirements had made their linehaul operation less economical.

The sooner our borders reopen, the sooner we can expect supply chains to return to some sort of normalcy, which would benefit the national economy and boost consumer confidence - especially in the busy lead-up to Christmas.”

- Peter Anderson, VTA

Reference: Sexton, D. (2020). Borders Must be Next in Victoria Reopening. Retrieved from <https://www.trailermag.com.au/borders-must-be-next-in-re-opening-of-victoria-vta/> on 28th October, 2020.

COMMEMORATING THE LIFE OF MAURIE JONES

This week marks 10 years since the passing of Tomax founder, mentor, and friend to all, Maurie Jones. Maurie was a larger than life character who worked hard, played hard, and loved having his friends and family around him. He was a generous bloke who was always there to lend a hand when people were in need. Sadly, Maurie passed away from cancer in October 2010, but he left behind him a lasting legacy that will never be forgotten.

Maurie founded Tomax (M&D Jones Customs) in 1987 after having spent his formative years working at Kuehne & Nagel and Rudders International, and then building a company with a few partners before going out on his own. In the early days it was just a few staff working with Maurie, including his mother Irene, and Geoff Lake who we lost to cancer in 2019. Over the ensuing years, Maurie built up the company through sheer hard work, and a great ability to engage with people and treat them as friends rather than just as clients or colleagues. This approach to business is what made Tomax great, a tradition that the team carries forward today. A large number of current Tomax clients have been with us for over 30 years, with many of those having been with Maurie right from day one. This was the type of support that Maurie garnered and he instilled it in everyone he worked with.



Maurie was always quick with a quip, he loved to make people laugh. He was outrageously politically incorrect, but always in good humour and without malice. He was very friendly with everyone, and usually answered the phone with a greeting of “What’s happening?”, and called everyone “mate” regardless of who they were.

We recall a time when his friendly approach got him into trouble one day when he had a meeting with the CEO of one of Tomax’s top clients, an expat from Germany who wasn’t quite used to the Australian vernacular. After Maurie’s usual friendly greeting of, “G’day mate”, he was met with a “Don’t you call me mate, I’m not your mate!”.

It’s safe to say that Maurie rescued the situation and that client is still a valued customer of Tomax almost 30 years later.

Debbie Jones recalls Maurie's workaholic approach to life.

After they married in 1998 Maurie and Debbie departed on a romantic honeymoon to the USA. After the long haul flight to Los Angeles, a few hours before arrival, Maurie said to Debbie, "Oh, by the way honey, while we are in the US, I've got a bit of business to do with Browny (John Brown - Tomax's partner in the USA), but don't worry, we are going to Vegas!"

Maurie then proceeded to have meetings for 2 days with Browny and clients in Los Angeles, before departing on a road trip to Las Vegas, with Browny and his wife in tow.

Not quite the idyllic honeymoon, but very reflective of Maurie's dedication to his business, and never wanting to miss an opportunity to build it.



Maurie Jones memorial located in our Board Room in the Clayton Office.



Maurie Jones lead a 'workaholic' approach to life enabling him to build the Tomax company as we know it today.

Maurie's daughter **Belinda** works in the Accounts team at Tomax Logistics and has been with the company for over 22 years. Belinda shared the following memories about Maurie:

"For those who knew him he loved his mighty Bombers, he used to love going to the footy, playing hockey and golf with his family and friends, and he also loved to joke around. While dad was sick, Tomax organised for the staff to go and see the Melbourne Ice hockey team play, at that time Tomax was a sponsor of the club. Paul Watson, Melbourne Ice Head Coach and Tomax Customs Manager asked me if I would like to drop the puck in honour of my dad. I said yes, but then leading up to the game my dad played a joke on me like he always did. He said, "You realise that before you drop the puck you will have to sing the national anthem in front of the crowd right?". I said, "No worries dad, anything for you", as I would do anything to make him proud. So I printed off the national anthem, and while everyone

was in bed each night I would practice as I wanted it to be perfect. Hours before leaving to go to the game I was told it was all a joke and I didn't need to sing the anthem at all. Well, dad got me good on that one. I miss him a lot and life has never been the same without him."



Maurie enjoyed being Santa and spreading cheer. Pictured with little elf, Ron Willingham.



Our Clayton office gymnasium dedicated to Maurie Jones.



URGE TO LIFT CONTAINER DETENTION PENALTIES

Shipping Lines should cease their exorbitant surcharges and container detention penalties, in which contribute to the misery of recession faced by Australian businesses.

A joint statement by Freight and Trade Alliance/Australian Peak Shippers and Container Transport Alliance Australia stated that shipping line facilities used to store empty sea freight containers within Port Botany were at capacity, resulting in transport operators incurring significantly higher costs in time and fuel moving them further afield.

Paul Zalai, FTA director and APSA secretariat, said it was “time for a blanket waiver of container detention penalties in Port Botany until shipping lines could ease congestion. It is time for international shipping lines to stand up and be a part of the solution and not use this predicament as a means of recovering operating costs to sustain record profits. These shipping line-imposed fees are clearly being used to cover the consequences of poor planning, operational inefficiency and strategic inertia in the knowledge that ‘the customer will pay’.”

Neil Chambers, CTAA director, mentioned that the Transport for NSW was working with the industry to review what additional

land or facilities might be available for empty container park use. “Whilst this is a positive initiative, it’s hard to see how such services could be quickly deployed. In the interim, shipping lines should bear some of the weight, both financial and operational, that has been imposed on transport companies, importers and exporters in these exceptional times”, says Mr. Chambers.

Shipping Australia’s statement online said it was “a simple fact” that industrial action had induced a backlog of congestion at Port Botany and to other capital city ports, at a lesser degree.

“Given that there are at least fifteen different ocean container shipping services into and out of Australia, shippers have a choice of providers and can choose what offerings to accept,” SAL stated, “unfortunately, there are some who, when faced with a reality they don’t like, resort to whipping up outraged howls of anguish and by throwing around unsubstantiated allegations.”

Sexton, D. (2020). Call for “Blanket Exemption” on container detention penalties. Retrieved from https://www.thedcn.com.au/call-for-blanket-exemption-on-container-detention-penalties/?utm_source=DCN+Daily+Newswire&utm_campaign=863259a805-EMAIL_CAMPAIGN_9_8_2020_COPY_509&utm_medium=email&utm_term=0_505d67c448-863259a805-143548541 on 27th October, 2020.

STAFF SPOTLIGHT



**MEET
RITA WANG**
CUSTOMER SERVICE OFFICER
TOMAX LOGISTICS
AUSTRALIA

**Q: WHICH ANIMAL
BEST REPRESENTS
YOU AND WHY?**

An owl because I enjoy quiet time.



**Q: DESCRIBE WHAT YOU DO
AT TOMAX?**

My role as a Customer Service Officer in the Imports team involves arranging bookings for clients and ensuring everyone is happy!

**Q: FIRST
RESTAURANT
YOU WILL DINE
IN AT ONCE
RESTRICTIONS
EASE?**

I'll definitely be hitting up D'elephant to have my favourite Pad Thai!



**Q: FAVOURITE SONG
OF ALL TIME?**

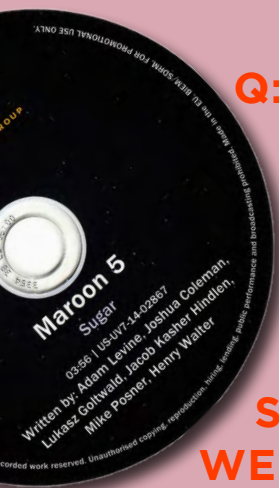
"Sugar" by Maroon 5.

**Q: WHAT DO
YOU USUALLY
SPEND YOUR
WEEKENDS DOING?**

I spend my weekends doing all kinds of shopping from online to grocery.

**Q: WILL YOU BE DRESSING
UP FOR HALLOWEEN
THIS WEEKEND? IF SO,
WHAT WILL YOU BE
DRESSED UP AS?**

Yes I will be dressing up as Kaonashi a.k.a "No Face" because I have nailed the makeup technique! :)



FRIDAY FUNNIES

We hope these jokes can brighten up your mood as we head into the weekend!

I entered 10 puns in a pun contest hoping one would win, but no pun in ten did.

Parallel lines have so much in common.
It's a shame they'll never meet.

Someone stole my Microsoft Office and they're gonna pay.
You have my Word.

I waited all night to see where the sun would rise...
And then it dawned on me.

I told my wife she was drawing her eyebrows too high.
She looked surprised.

Why did Shakespeare only write in pen?
Pencils confused him.
2B or not 2B?

I threw a boomerang a few years ago.
I now live in constant fear.



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