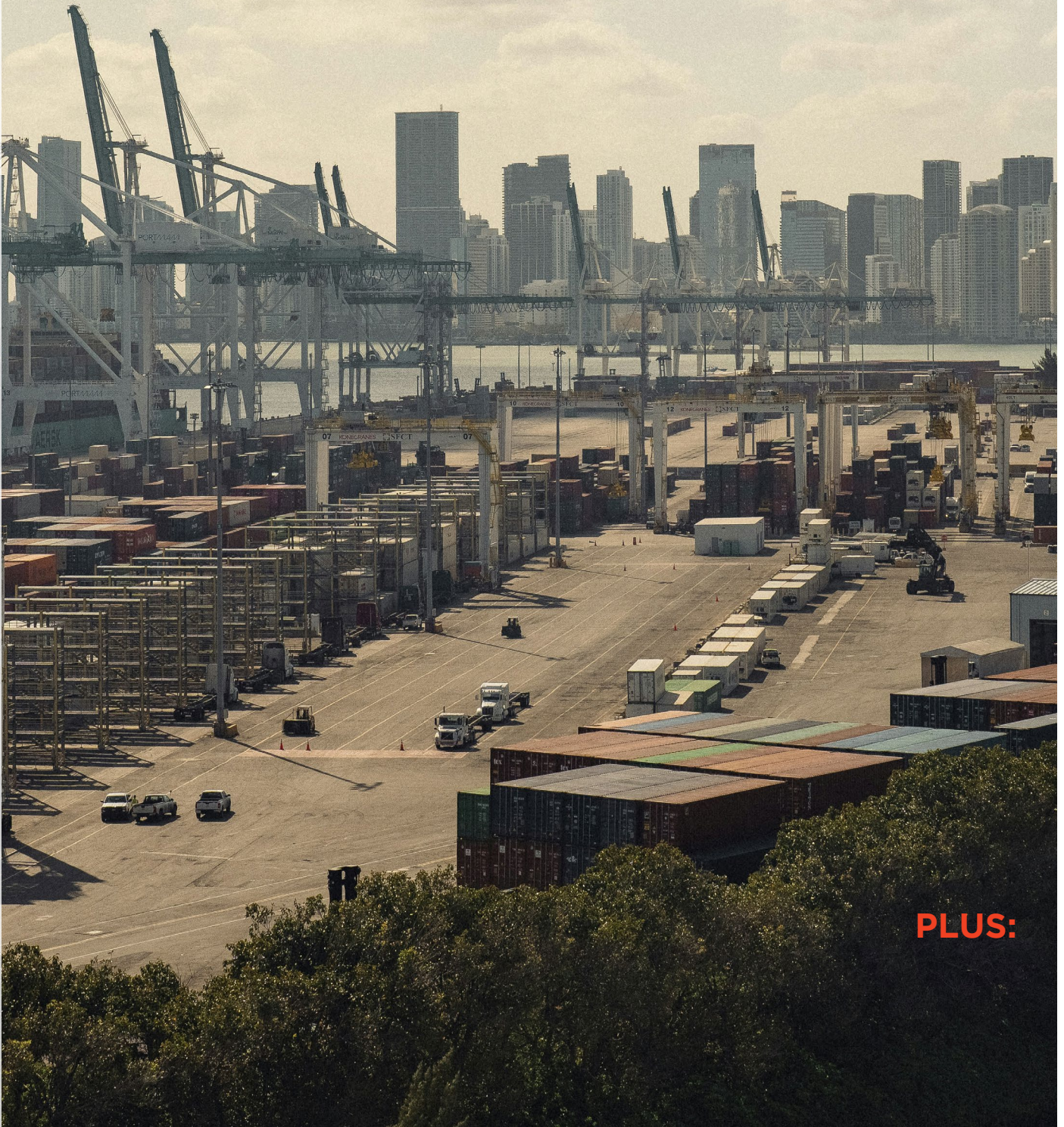




**TOMAX  
NEWS**

**Issue 175**  
**29<sup>th</sup> November 2024**

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**PLUS:**

# MARKET SUMMARY

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- Warehousing space is now available at Tomax Dandenong! After being extremely full during the COVID period and beyond, we have some space available for your 3PL needs at our Dandenong facility. The Tomax team in Dandenong can handle all manner of requirements including pick and pack, storage and distribution, container unloads and quarantine inspections. The warehouse is very secure and able to handle foodstuffs as well. Give us a call on 1300 186 628 if you would like some further information!

- Rates are FINALLY starting to fall, with shipping lines scrambling to fill up their vessels as much as possible. Despite the falling rates, and reduction in demand, lines however have also announced their intention to try and increase rates on 15th December. It's very unlikely that rates will rise, and hopefully further relief for importers and exporters will follow soon.

# TARIFF CONCESSIONS GAZETTE (TC)

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Tariff Concession Orders (TCOs) are an Australian Government revenue concession that exists where there are no known Australian manufacturers of goods that are substitutable for imported goods. The weekly Tomax Client Newsletter will contain a link to the latest Gazette document so that you can stay updated.

[CLICK TO VIEW LATEST GAZETTE](#)



# TERMINAL CLOSURES - MUA AGM STOP WORK MEETINGS

**B**elow is a summary of Terminal Closures due to the Maritime Union of Australia (MUA) Annual General Meeting (AGM) stop work meetings this week. As a result, delays should be expected during these disruptions.

Dates and times for each branch (excluding regional centres) have been announced as follows:

## **Tuesday 26 November 2024**

- QLD: 7:00am
- NSW: 10:00am
- VIC: 10:00am
- WA: 9:00am
- SA: 9:30am

## **Thursday 28 November 2024**

- TAS: 10:00am

## **Friday 6 December 2024**

- NT: 9:00am

## **SUMMARY OF TERMINAL ANNOUNCEMENTS**

Following is a summary of announcements from each terminal of closures associated with the stop work meetings to date:

### **Flinders Adelaide Container Terminal (FACT)**

- Adelaide: Terminal Closure from Tuesday 26 November 2024 from 09:00 to 14:00

### **Hutchison Ports**

- Brisbane: Terminal Closure from Tuesday 26 November 2024 from 07:00 to 11:00
- Sydney: Terminal Closure from Tuesday 26 November 2024 from 09:00 to 14:00

### **Patrick Terminals**

- Brisbane: Terminal Closure from Tuesday 26 November 2024 from 07:00 to 11:00
- Sydney: Terminal Closure from Tuesday 26 November 2024 from 06:00 to 14:00
- Melbourne: Terminal Closure from Tuesday 26 November 2024 from 09:30 to 14:00
- Fremantle: Terminal Closure from Tuesday 26 November 2024 from 09:00 to 13:00

### **DP World**

- Brisbane: Terminal Closure from Tuesday 26 November 2024 from 06:00 to 11:00
- Sydney: Terminal Closure from Tuesday 26 November 2024 from 09:00 to 14:00
- Melbourne: Terminal Closure from Tuesday 26 November 2024 from 06:00 to 14:00
- Fremantle: Terminal Closure from Tuesday 26 November 2024 from 09:00 to 13:00

### **VICT**

- Melbourne: Terminal will remain open.



# DIRECT WESTERN AUSTRALIA TO CHINA FLIGHTS RETURN

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Direct flights between Guangzhou and Perth have resumed, marking a significant step forward for Western Australia's tourism and trade sectors. WA Premier, Roger Cook, described the development as an opportunity to strengthen ties with China, the state's largest trading partner. In 2023-24, exports from WA to China reached a staggering \$143 billion.

The China Southern Airlines service will operate three times a week using Boeing 787-9 aircraft, as announced by the WA government on November 28. This non-stop connection is expected to add over 780 inbound seats to WA weekly, reinstating a vital link that had been suspended since 2020. The service follows the successful seasonal flights between Shanghai and Perth earlier this year, operated by China Eastern Airlines.

Guangzhou, a major transport hub located approximately 120 kilometers northwest of Hong Kong on the Pearl River, plays a crucial role in connecting Chinese and international travelers.

WA Tourism and Transport Minister Rita Saffioti highlighted the broader impact of the resumed service, emphasising its potential to boost tourism and energise other sectors such as agriculture and business. She noted that the flights would further cement WA's reputation as Australia's Western Gateway.

China remains WA's most significant tourism market in terms of visitor spending. In the year ending June 2024, 75,000 Chinese visitors spent \$328 million in the state, reinforcing the importance of strengthening travel links.

Newton, A. (2024). Direct flights to China boost WA trade. Retrieved from <https://www.thedcn.com.au/region/australia/direct-china-flights-to-boost-wa-trade/> on 28th November, 2024.



# T&E DEMANDS SHIPPING EMISSIONS ACTION



**T**ransport and Environment (T&E) has urged regulators to implement tailored strategies to curb shipping emissions, following a new study showing that pricing-based measures have had a “negligible impact.” The study, commissioned by T&E, examined the relationship between fuel prices and the technical and operational efficiency of ships over the past three decades. However, it found “no clear relationship” between the two.

Policymakers from the European Union (EU) and the International Maritime Organisation (IMO) have argued that higher fuel prices, driven by emissions pricing and fuel standards, would lead to efficiency gains and lower emissions. Policies such as the EU ETS, FuelEU Maritime, and bunker adjustment factor surcharges aim to discourage fossil fuel use. The analysis revealed that while higher fuel costs encourage shipping companies to order marginally more efficient vessels—with a six-year lag—there has been “no real improvement” in operational efficiency.

By 2031, the design efficiency of newly-built vessels is expected to improve by just 4% compared to 2023 levels. However, because newbuilds represent a small fraction of the overall fleet, the technical energy efficiency of all ships visiting ports is projected to increase by a mere 0.03%, resulting in minimal impact on overall emissions.

T&E concluded that “bespoke action” is necessary to drive meaningful energy efficiency improvements. The group highlighted that regulatory measures must include explicit, concrete steps to enhance efficiency, beyond relying on fuel price

mechanisms. Jacob Armstrong, shipping manager at T&E, suggested that slowing vessel speeds could deliver the most significant efficiency gains. He explained that reducing ship speeds to 75% of current levels could cut carbon emissions by 47%.

Although slowing speeds would require more ships to maintain the same cargo volume—four ships at full speed versus five ships at slower speeds—the net emissions savings would still be substantial. Even with an additional ship, CO<sub>2</sub> emissions would be reduced by 34%, as fuel consumption rises disproportionately with speed.

Maersk continues to transition its fleet towards greener alternatives. The shipping giant recently received its seventh dual-fuel methanol vessel from Hyundai Heavy Industries, with a capacity of 16,592 TEU. The company expects 18 such vessels to be delivered by next year. Maersk has also called for ambitious regulations from IMO member countries to close the cost gap between fossil fuels and low-emission alternatives. “Bridging this gap is essential to make reduced-emissions transport viable and competitive,” the Danish carrier said.

T&E reiterated its appeal for stronger regulatory measures, urging the EU, IMO, and other policymakers to prioritise explicit actions that improve energy efficiency. Without these steps, T&E warns, emissions reductions in the shipping industry will remain insufficient to meet climate goals.



## \$4.2 MILLION BOOST FOR HEAVY VEHICLE SAFETY

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The Australian Government, alongside the National Heavy Vehicle Regulator (NHVR), has announced a \$4.2 million funding boost for industry-led road safety projects aimed at improving heavy vehicle safety.

The funding, available through round 10 of the Heavy Vehicle Safety Initiative (HVSI), will support projects focused on enhancing compliance and delivering safety benefits for the transport and logistics sectors. Projects must address one of three key themes: safer drivers, safer vehicles or safer road use.

To date, the Australian Government has invested over \$41 million in 169 HVSI projects through the first nine rounds, with outcomes designed to make Australia's roads safer for all users.

Federal Assistant Minister for Regional Development, Anthony Chisholm, highlighted the Government's commitment to investing in effective road safety initiatives. "We're focused on funding projects that make a tangible impact on road safety," he said.

Past HVSI-funded initiatives have included mental health training, awareness campaigns

on safe driving around heavy vehicles, online training programs to influence driver behaviour, and projects aimed at removing barriers for young people entering the trucking industry.

"These projects not only help reduce the road toll but also provide the tools and resources to create a more efficient freight network," Chisholm added.

Submissions for round 10 of the HVSI are now open, with applications closing at 5pm AEST on 17 February 2025.

NHVR Chief Executive Officer, Sal Petrocchio OAM, encouraged individuals and organisations in the heavy vehicle industry or wider supply chain to apply. "This is an opportunity for projects that promote safety and compliance on our roads to receive funding that will make a real difference," Petrocchio said.

Chawla, M. (2024). New grants to boost heavy vehicle safety in logistics. Retrieved from <https://mhdsupplychain.com.au/2024/11/26/new-grants-to-boost-heavy-vehicle-safety-in-logistics/> on 27th November, 2024.



# KEY STRATEGIES FOR A SUCCESSFUL BLACK FRIDAY

**W**ith Black Friday and Cyber Monday this weekend, brands and retailers have been gearing up for the year's biggest shopping event, writes Jonny Mocton, CEO of ITD Global. Black Friday continues to grow each year, with this year's sales expected to reach new heights, despite economic uncertainties. To prepare for the influx of shoppers, retailers and logistics companies should implement strategies to optimise their operations.

A successful Black Friday starts with accurate demand forecasting. Retailers should analyse data from previous years, current trends like inflation, and shifts in consumer behavior to predict sales. This year, it's expected that the Black Friday sales period will stretch through November and even into December, allowing shoppers more time to make purchases and helping retailers and logistics companies prevent overwhelming volumes over the Black Friday weekend. IMRG predicts that consumers will start seeking deals earlier in 2024, and Experian highlights that the trend of early holiday shopping will continue, with many consumers starting their end-of-year shopping well before Halloween to take advantage of early discounts.

Consumer habits have shifted, with online sales continuing to grow. Experian reports a steady 1% year-over-year increase in online sales, while in-store purchases have decreased by 1%. Anna Liparoto, senior account executive at Retail & CPG, explains that online shopping makes it easier for consumers to compare prices and have large or bulky items shipped directly to their homes, saving time and avoiding long checkout lines. Retailers must work closely with their logistics partners to stay on top of changes in product volumes and key promotional periods.

While operational efficiency is vital, delivering a strong customer experience is equally important. Managing customer expectations with realistic delivery dates is crucial. Consumers expect clear communication about delivery times and potential delays, making tech investment key for both retailers and logistics providers.

Returns will be a significant factor in Black Friday success, with one in four items purchased likely to be returned. Lee Thompson, CEO at Fulfilmentcrowd, stresses that post-purchase services, such as real-time tracking and easy returns, will be crucial in enhancing the customer experience. Retailers must provide a clear and easily accessible returns policy on their websites, outlining the steps for returns and refund timeframes. Laura Morroll, supply chain partner at PwC UK, believes that returns will influence pricing strategies this Black Friday and adds, "charging for returns will impact consumer behavior, and it will be interesting to see how this affects buying decisions as many retailers have introduced this policy."

Despite cautious consumer sentiment, with lower inflation and interest rates, retailers must offer genuine promotions and value to stay competitive. As Black Friday approaches, businesses face several challenges, but with careful planning, strong logistics partnerships and a commitment to customer satisfaction, retailers can thrive during the 2024 holiday season. By forecasting demand accurately, collaborating closely with logistics partners, enhancing the customer experience, and managing returns effectively, retailers can set themselves up for success on Black Friday and beyond.

# STAFF SPOTLIGHT



## RYLEE DUBBELD

**WAREHOUSE STOREPERSON**  
**TOMAX TRANSPORT**

### What is your role at Tomax?

I am a Warehouse Storeperson at the Tomax Hoppers Crossing warehouse.

### Your hobby/interests?

Video games, music analysis and time with friends.

### The best restaurant in Melbourne?

Gelato Messina. Most other gelaterias are a 7 or 8, Gelato Messina is a 9 or 10.

### If you could meet a celebrity, alive or dead, who would it be and why?

Paul from the New Testament; he plays a big part in how we interpret and understand the bible today, and I would love to know more/be inspired.  
Secular answer; Neil deGrasse Tyson. From what I've seen he seems very genuine and open to all sorts of questions - someone I would absolutely love to converse with.

### Your favourite travel destination and why?

The fridge, usually stocked with chocolate and Pepsi Max.

### Describe yourself in 3 words?

Confidently charismatic adult.

### Do you have any hidden talents?

I can crack my wrists on command. (A lot of people find the sound disturbing. Eg. coworker, Charles).



*A heroic young me, posing before I leap onto a sandy beach. This photo is an inside joke between my friends and I.*



*How I like to think I present myself to people.*



# FRIDAY FUNNIES

**We hope these jokes put a smile on your face as we welcome another weekend!**

Did you hear about these new reversible jackets?  
I'm excited to see how they turn out.

I'm reading a horror story in Braille.  
Something bad is about to happen...  
I can feel it.

Did you hear about the two silk worms in a race? It ended in a tie!

Don't interrupt someone working intently on a puzzle.  
Chances are, you'll hear some crosswords.

I need to stop drinking so much milk.  
It's an udder disgrace.

He drove his expensive car into a tree and found out how a Mercedes bends.

I recently heard about a mannequin that lost all of his friends.  
He was too clothes minded.

A book just fell on my head.  
I've only got my shelf to blame.

For Halloween we dressed up as almonds.  
Everyone thought we were nuts.

I was hoping to steal some leftovers from the party but my plans were foiled.

Long fairy tales have a tendency to dragon.

I worked in the woods as a lumberjack, but I just couldn't hack it,  
so they gave me the axe.

I was at a climbing center the other day, but someone had stolen all the grips from the wall.  
You couldn't make it up!

