



VISA GLOBAL LOGISTICS  
March 2013 Edition

# OneTrack Mind

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## Easter Celebrations

Dear Team,

Easter bonnets off to each of you for a champion performance so far this year!

With a plan for steady growth in 2013, your commitment to delivering the VISA Global Logistics standards across our entire product offering is both vital and acknowledged.

A few milestones we've actively played a part in this year include

- the major sponsorship of V8 Supercar Team, Tony D'Alberto Racing
  - the continued successful build of DS35 in Tidbinbilla Australia, a 34 metre satellite that will generate uninterrupted communication to space, interplanetary space probes, satellites and even the Mars Rover
  - a second shipment of bicycles to Uganda from Sydney for Bikes4Life
  - our online freight management platform to which this newsletter plays namesake, OneTrack, has made an appearance in well-read industry magazine, Business In Focus
- These achievements are huge and each of you deserve a 'CONGRATULATIONS!'.

We're also on schedule to release our first external newsletter to communicate VGL successes to our targeted markets here

in Australia. The external newsletter will be quarterly and is due to be released next month. It will be an instrumental tool in spreading awareness of VGL capabilities.

A new VGL website is also in development featuring interactive capabilities and a new design. A number of digital targeted campaigns will follow its launch in line with our sales objectives.

These tools are forecast and developed to give you support in your daily tasks; 2013 is all about proactivity. If you have any suggestions to improve VGL processes, please do not hesitate to communicate them to us.

Finally, on behalf of the Directors, we wish each of you all the very best for a well-deserved break with your friends and families. Happy Easter to all! We look forward to the scent of reheated leftover delicacies next week.

Be well,

George and the Directors



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## AFS-VISA Highlights

The AFS-VISA team have continued to grow and work strongly after the huge growth the VGL group saw in this region throughout 2012.

This year has started with celebration for AFS-VISA as everyone made the most of Chinese New Year.

2013 looks to be another positive and prosperous year for Robert, Roberto and their teams in China.



Tracy Zhu , Andy Chen and Suzie Pelsky at the Yuantai-VISA Chinese New Year party



Chinese New Year celebrations in Hong Kong



The Y-V , SHA Boys in their new VISA Polo shirts - with George from Sydney.



Luciano Leonardi , Victor , Robert , Roberto , Edward and Simon - recently in Shanghai



Tracy Zhu , Robert Pelsky at the Yuantai-VISA Chinese New Year Party



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## The World of FCI Visa Global Logistics, New Zealand



FCI Visa Auckland is currently working out of the facility above, at 6 Tawa Drive, Albany, on Auckland's North Shore which is Customs and MPI bonded. They have just commenced the building of a purpose built facility in Penrose, in South Auckland, which they move into end of June 2013. These premises will have up to 4500 pallet spaces as well as an easy flow and vast workable yard and is close to Metroport and Auckland Port and dehire facilities as well as Auckland Airport.

To the right is the Architects impression of what our new facility will look like from the road at 5 Southpark Place, Penrose.

FCI Visa Christchurch is situated in Chapmans Road, Woolston. After major earthquakes and snow in the Christchurch region since Sept 2010, FCI Visa Christchurch has been able to continue operations with very minimal disruptions and has assisted many Christchurch businesses with storage solutions.



An artist's impression of what the new Auckland facility will look like



FCI VISA Christchurch - The building is still showing the scars of the earthquakes, we are hoping to have it re-painted this summer.



The Christchurch team in front of their building



Meet the team from FCI VISA Auckland

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## Hello from Gambogi VISA

Our team in Italy have a lot of great news to catch us up on. The newly opened Vicenza office has been going from strength to strength. Originally opened to take advantage of the opportunities from furniture manufacturers in the area, the excellent sales team there have ensured the office is blooming and continues to employ people, even in the tough Italian market.

The Milan office continues to perform well on the back of their air freight strength and adds a great service to our overall offering at VISA. We are now rated in the top five IATA air freight forwarders between Italy and Australia.

Gambogi have also had some great success from their reefer consolidation service that is looked after from the Reggio Emilia office, the HQ of Italy. The service was pioneered by Sydney sales team member Marco Frediani and has been able to succeed from the fantastic work done from Marco, Robert Alessio in Melbourne and Andrea Gandolfo in Italy.

We also have to make special mention of Andrea and his fruitful trip to Australia. He managed to pack in 25 meetings in the week of 25 Feb - 3rd March. Since his visit the Sydney team have already seen results with new clients coming on board and potential clients increasing their interest in what we do.



The team from the newly established Vicenza office Alfredo, Francesca, Alessandro and Simone.



Francesco, Giulia and Andrea 'Bruno' Borghi celebrate their first year in Gambogi-VISA!



The Australia sea export team enjoying a casual night out organised to celebrate the comeback of Sara Catellani from maternity leave. Sara had a baby girl in October 2011.



The sea export Middle East department; Daniela, Simona, Francesca and Maria proudly showing off their latest Gambogi-VISA acquisition Lorenzo Arduini!



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## The VISA family



Rabih Lahoud and Sarah Eggers got married in a beautiful ceremony on Friday the 15th of February at St Mary's Cathedral, Sydney CBD followed by a reception at Le Montage in Lilyfield



Sydney Export and Import Air Manager Barbara Stewart gave birth at 1:25pm on Friday 22nd of February to a beautiful big baby boy-Cooper Mason Stewart.

He weighed in at 4.567kgs, 56cm long.

### Mum's the word

After a major renovation to her home Helen Bertocci received an unexpected surprise, finding out that she is pregnant, due around July-August.

Maria from the Melbourne office has also just announced she is expecting in October! Congratulations to all the new Mums and Mums to be from the VISA family.



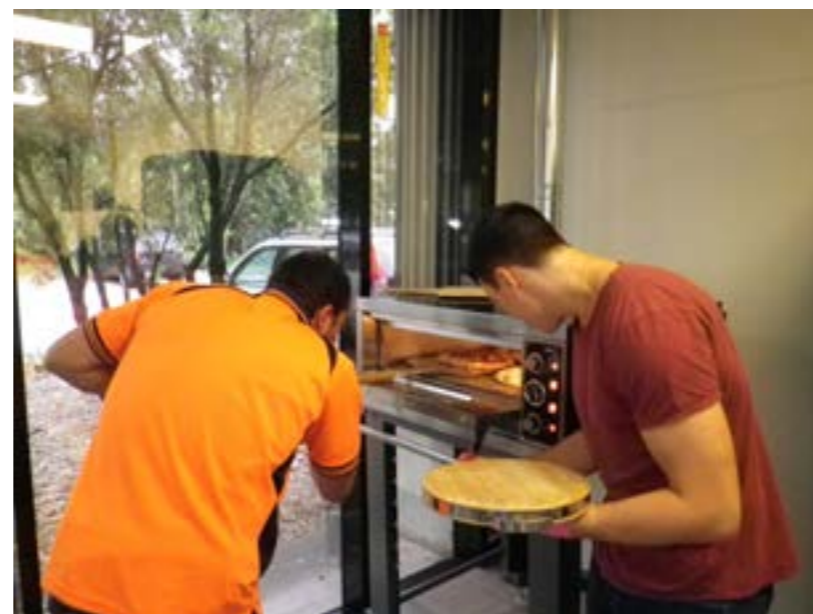
Nella from our Melbourne office and partner James welcomed their little baby boy Christopher Paul Stavropoulos on 04/03/2013 at 8.52pm, weighing 6.2 pounds (2.78kgs).



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## Sydney's Pizza!



One Friday the 15th of March the staff at Sydney got together for a day of cooking and team celebration with a staff pizza day.

Each staff member who was keen for a pizza chipped in on the day and VISA Global Logistics matched dollar for dollar to charity. A big thanks goes to the VISA Sydney team members who put the whole event together including Liz, Louis, Jessica, Sam, Roberto, Simone and Nick, as well as Steve for cooking.

The whole event gave the end of the week a wonderful atmosphere and it was enjoyed by office, warehouse and transport staff alike.

We've already had a number of suggestions for our next celebration of food, including kebab day from Rabih in sales and International food day from Alex in Import Air.

**Has your office had a team building, charity or celebration event?**

**Let us know about it!**

You can send your photos to [iclancy@visaglobal.com.au](mailto:iclancy@visaglobal.com.au) and tell us what you are doing in your office to spread the cheer!



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## The Road So Far

VISA Global Logistics' sponsored Tony D'Alberto has walked away with a strong eighth place overall after the opening two races of the V8 Supercars Championship at the Clipsal 500 in Adelaide.

The Team HIFLEX Commodore driver finished the two 250km races in 12th and eighth place, securing eighth place overall in the championship - the highest that D'Alberto has ever been placed in the competitive V8 Supercars Championship.

TDR has announced the final piece to its 2013 V8 Supercars Championship puzzle, confirming Nick Percat as Tony D'Alberto's team-mate for the two-driver races this year.

Percat will partner D'Alberto in the #3 Team HIFLEX Commodore VF, and the pair is aiming high after a solid first event performance.



In Melbourne, George is giving Tony last minute instructions! Go TDR!



Aussie racing driver Scott Pye with Simon before the 2013 season kick off



The TDR V8 Supercar with the revised "tougher" livery in action at the Australian Grand Prix

## 2013 Calendar of Events

- Tasmania 360: Symmons Plains: Fri 5th Apr - Sun 7th Apr
- ITM 400 Auckland: Pukekohe: Fri 12th Apr - Sun 14th Apr
- Perth 360: Barbagallo Raceway: Fri 3rd May - Sun 5th May
- Texas 400: Austin: USA: Fri 17th May - Sun 19th May
- SKYCITY Triple Crown: Darwin: Fri 14th June - Sun 16th June
- Sucrogen Townsville 400: Townsville: Fri 5th July - Sun 7th July
- Coates Hire Ipswich 360: Ipswich: Fri 26th July - Sun 28th July
- Winton 360: Winton: Fri 23rd Aug - Sun 25th Aug
- Sandown 500: Melbourne: Fri 13th Sep - Sun 15th Sep
- Supercheap Auto Bathurst 1000: Mt Panorama: Thur 10th Oct - Sun 13th Oct
- ARMOR ALL Gold Coast 600: Surfers Paradise: Fri 25th Oct - Sun 27th Oct
- Philip Island 360: Phillip Island: Fri 22nd Nov - Sun 24th Nov
- Sydney 500: Sydney Olympic Park: Fri 29th Nov - Sun 1st Dec



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## Canberra Deep Space Visit

On Friday the 22nd of March NSW Transport Manager Scott Walker took a trip to visit the Canberra Deep Space Project, a large project VISA Global Logistics took on last year.

VISA Global Logistics played an instrumental role in the transportation of a 34 metre space antenna, shipping a combination of 30 high cubes, open tops, flat racks and bolsters over 18,000km via road, sea and road from Spain to Tidbinbilla.

During his visit Scott was able to witness the second biggest crane lift of the project and meet with Dan Warchal, MD of OZ Radomes and one of the heads of the project. He also took some spectacular pictures he wanted to share with the VISA Global Logistics team.

You can follow the progress of the Canberra Deep Space project on VISA Global Logistics' facebook page; <https://www.facebook.com/VISAGlobalLogistics>



Scott and Dan in front of the satellite project



The second biggest crane lift of the project





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"30 years service"

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## What's a QR code and how can I use it?

You will notice as we start to roll out the new design of our business cards, that they include a box in the bottom right hand corner called a QR code. A few people have been asking what these are for and how we can utilise them in our business.

QR or Quick Response Codes are a type of two-dimensional barcode that can be read using smartphones and dedicated QR reading devices, that link directly to text, emails, websites, phone numbers and more! With the majority of us now owning smartphones, and that number growing on a daily basis, QR Codes have the potential to have a major impact upon society and particularly in advertising, marketing and customer service with a wealth of product information just one scan away.

If you have a smartphone like an iPhone, Android or Blackberry then there a number of different barcode scanner applications such as Red Laser, Barcode Scanner and QR Scanner that can read and decode data from a QR code. The majority of these are completely FREE, and all you have to do once you install one is to use your phone's camera to scan the barcode, which will then automatically load the encoded data for you.

The QR code on the new business card design currently links directly to VISA Global Logistics' website.



Some great examples of QR code use!



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## Do you have anything you want to add to OneTrack Mind?

We want your VISA Global Logistics news from **all over the world!**

To contribute to the next issue, all you need to do is email your story or photos through to Louiza Clancy [lclancy@visaglobal.com.au](mailto:lclancy@visaglobal.com.au)

Don't forget to add us!

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