

MILFORD

winter 2003

matters

VW and Subaru
choose Milford
Milford Industries
Divisionalises



Behind you all the way!

From the CEO Time to Divisionalise



As of July 2003, Milford Industries officially split into two independent operating divisions, VLR – Vehicle Load Restraint, and IBC – Intermediate Bulk Containers. While this might come as some surprise to customers and suppliers, it is no surprise within the business. Indeed it is being seen as a natural progression of our business strategy to focus on achieving leadership in our chosen market niches. Our sales and product development teams have been separate below the Executive level for two years, and this has been achieving the inevitable excitement and

benefits that focus brings. Since our factory re-layout, factory floor teams have increasingly found themselves relating to one area of the business rather than the other.

For the foreseeable future, both businesses will operate out of our Camden Park site, but given our aspirations, in time there will be no choice but to move one, or even both, to other sites.

From our customers and suppliers' point of view, we see only advantages. The solid business financial platform underpinning the business remains. Yet concentrating all of our people's efforts in our chosen niches increasingly manifests itself in new product offerings, promotional activities, and growth opportunities both in Australia and overseas. Thank you for your continued support!

Nigel Smalls
General Manager



Environment Day brings Environment Award

We mentioned in our last newsletter that we had received our accreditation to ISO14001. The City of West Torrens were so impressed with the work carried out that we have been awarded one of their coveted 2003 Business Environment Awards.

The Award is for "brilliance in meeting the waste reduction target and implementing improved factory operations". The Hon. John Trainer, Mayor of the City presented the Award to Alan Ainscough and Nigel Smalls at a Ceremony to mark Environment Day (5th June). He commended the leadership of businesses such as Milford Industries in investing time and

resource in an activity that doesn't always show immediate bottomline benefit.

There is more to do - with restrictions imminent, we next intend to tackle water usage on site. We are looking at ways in which we can reduce the use of sprinklers by involvement with the "Our Patch" initiative. The objective of this programme is to turn unused land, including water hungry grassed areas, back to the native vegetation present pre-settlement. In doing this we will create a better ambience around the factory for employees and local residents alike, as well as save considerable water resources.

A Vision of the Future for Milford Industries

Milford industries: We operate an organisation where all those who wish to, can contribute openly to improve the business and grow themselves as individuals to the benefit of all stakeholders.

VLR Vision: Milford – global leaders in internal vehicle load restraint.

VLR Mission: To maintain knowledge leadership in the field of vehicle load restraint in Australia and to leverage this knowledge to create opportunities for innovative new products across the globe.

IBC Vision: Milford – the leader in folding intermediate bulk container handling solutions.

IBC Mission: To be recognised as the innovation leader in metallic IBC design and manufacture in the South East Asian region.

New Volkswagen LT



Volkswagen Group Australia have just released an all new range of commercial vehicles to enhance their current vehicle line up. Milford Industries were commissioned to develop an Internal Vehicle Load Restraint solution. This category was considered a major priority for accessory development by Volkswagen.

The resulting package includes a new walk through barrier design and an air conditioning screen as standard. Additionally, a new load restraint device has been supplied - a 'Convenience Net' designed to stop small loads such as parcels and cartons from moving about the cabin area whilst in transit.

Mr. Stephen Beatie, –Volkswagen's National Parts Marketing Manager is one of the key contacts who was instrumental in the organisation of vehicles and maintaining communication as often as required to ensure the project was a success.

He commented that "the relationship built over the past few months with Milford in developing world class Vehicle Load Restraint products is invaluable to us here at Volkswagen."

Thanks, it's been a pleasure to work with the Team at Volkswagen and we wish you every success with the new LT!

4WD Rollover – Cargo Barrier Saves Occupants

In what has become an all too familiar occurrence, Derek and Brenda Moore were travelling on NT's Central Arnhem Highway recently when for no explicable reason their 4WD rolled. What happened? "In short we don't know and still have no memory."

Thankfully, a Milford Cargo Barrier was installed in the vehicle. This proved to be a lifesaving decision of the Moore's. Not only did the Cargo Barrier restrain the extensive load they were carrying but importantly "the barrier kept the roof up." The Milford

Cargo Barrier achieves this by acting as a structural bulkhead and therefore adding to the vehicle's overall strength and design integrity.

Derek and Brenda explain "the recovered vehicle shows that the roof line buckles at the point of the barrier. The sides are pushed outwards and the roof is touching the top of the barrier."

They continue, "The Milford barrier did everything it was supposed to and we are both convinced that it saved us from being crushed."



Forester demand hots up



Subaru have been experiencing some great sales with their Forester compact SUV lately.

This coupled with the popularity of accessories in general and Vehicle Load Restraint product in particular for this vehicle meant that Subaru needed some assistance to cope with the high demand for Cargo Barriers. They approached Milford to ease the problem and wondered whether we could assist by developing and supplying an all new Cargo Barrier product for the Forester.

Subaru were always very helpful in this process, their technical

team providing regular feedback and direction for the project. Once the development was complete, Milford's manufacturing team got down to the serious business of supplying to Subaru's need. Accessory Inventory Control Supervisor Phil Scanes commented that "we are building a relationship and confidence in Milford Industries that exceeds our every expectation".

We look forward to developing more Vehicle Load Restraint products for upcoming Subaru vehicles and we wish Subaru Australia continued success with the Forester.

A Cargo Barrier Could Save Your Life – US TV

KTVU Fox 2 in the USA recently ran an in depth consumer article on the hazards posed by unrestrained loads in motor vehicles. It ran for over 5 minutes during their local news service and highlighted the need for effective, tested load restraint with direct reference to Milford Cargo Barriers. KTVU Fox 2 feature an excellent web site, and a page devoted to the issue of Vehicle Load Restraint can be found at www.ktvu.com/station/2211069/detail.html

Certificate IV in Management Awarded

Congratulations to fourteen Milford people who completed Frontline Management training in 2002: Alan Ainscough, Gavin Arnold, Rick Brunton, Barry Dunkley, Dennis Gastaldo, Tony Jarvis, Russell Nash, David Need, Charlie Saba, Mick Searle, Paul Statham, Anatol Stott, Bill Taylor, Arthur Winn.

Did you know?

Our continuing commitment to the introduction of school children to the workplace through support of the Australian Quality Council's E-Team program has been recognised with the company featuring in a promotional CD-Rom for the revamped 'Targeting Employability' (TE) program.

USA Wakes Up to Dangers inside the car

With 9m copies sold, the United States Reader's Digest is probably the most widely distributed and read magazine in the world. In the March 2003 edition, a feature entitled 'Hidden Dangers in Your Car' pointed out the life threatening dangers that flying objects pose as a result of a vehicle accident.

This is particularly relevant in a market place that has a love affair with Sports Utility Vehicles and Mini-vans (people movers). Given our increasing reputation worldwide on this subject matter, we of course were asked to contribute to the research for the article. The article concluded that in

vehicles with an open space between boot and passengers, that a crash tested barrier

combined with securing loads with nets or tie downs provides the best means of neutralising the hazard.

There has been a huge amount of hits registered on our web site as a result of the article. It is extremely pleasing to note Australia's leading safety position in this area, following recent adverse commentary about general standards of automotive safety in this market compared with other leading developed countries. We look forward to the opportunities that arise from this wake up call.



Employee Focus

When Tony Jarvis left school he took a position with a bakery at McLaren Vale. He enjoyed the work but soon realised he had to fight a never ending battle with his waistline if he stayed on. He resigned and joined Milford Industries nineteen years ago as a process worker.

Over that time Tony has held a variety of positions including:

- Leading hand in the press shop.
- Supervisor in the press shop.
- Manufacturing Manager.
- Finished Goods Manager.
- Development Technician.

Tony is now the Development Team Leader for the VLR Division. He hopes in the future to have sole responsibility for management the Development department.

With full support from Milford's, Tony has completed a number of management and technical courses. He is currently working through an Associate

Diploma of Engineering. Tony is married and has two children, Josh aged 12 and Renae aged 8.



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