

# THE LINFOX GROUP – BACKGROUNDER

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## IN THE BEGINNING

Lindsay Fox started business at 19 years of age with one truck in Melbourne in 1956. He delivered fuel in winter and soft drink in summer. The business grew with the addition of new vehicles, warehouses and a wide variety of leading customers. Today Linfox is Australia's second largest privately owned company.

## THE LINFOX GROUP TODAY

Lindsay Fox and the Fox family are involved in all facets of the Linfox Group of businesses. Lindsay's son Peter is Chairman of the Linfox Group.

The Group has more than 22,000 people working in 10 countries, with a range of related business activities. The Linfox Group has four operating divisions:

- Linfox Logistics
- Linfox Property Group
- Armaguard
- Linfox Airports.

### 1. LINFOX LOGISTICS

Linfox Logistics provides sophisticated supply chain solution services to leading companies in 10 countries. With around 18,500 people, more than 3.2 million square metres of warehousing and over 5,000 vehicles, its vision is to deliver service excellence and adaptable supply chain solutions across Asia Pacific.

Linfox Logistics' CEO, Michael Byrne's entire career has been in the logistics industry and he brings a wealth of experience and industry knowledge.

Linfox's 2003 acquisition of Mayne Logistics provided tremendous business growth in Australia and Asia.

The purchase of FCL Interstate Transport Services in 2006 boosted Linfox's Linehaul and rail business and the purchase of Provincial Freightlines in 2007 doubled Linfox's New Zealand presence. The 2007 acquisition of Westgate Logistics established Linfox as an Australian leader in the warehousing, retail and Fast Moving Consumer Goods (FMCG) sectors.

BevChain is a joint venture between Linfox and Lion and is a supply chain logistics company providing transport and warehousing facilities to serve the alcoholic beverage industry within Australia. BevChain was created in 2006 to supply transport and logistics capability to all alcoholic beverage companies, providing an industry solution.

## **Linfox Logistics in focus**

Linfox Logistics has four key business units focused on specific industry sectors. These provide customers with industry specialists and tailored solutions for their supply chain operations. The business units are:

### ▪ **FMCG**

The FMCG (Fast Moving Consumer Goods) Business Unit manages key product categories for leading producers of:

- Food, Confectionary and Cereals
- Beverages including Dairy
- Tobacco and Pharmaceuticals
- Household, Personal Care and Apparel

### ▪ **Retail**

Retail has three key market sectors:

- Food and Liquor
- Megastores and Express
- Consumer, Personal and Household

### ▪ **Resources & Industrial**

The Resources & Industrial Business Unit has four areas of focus:

- Resources East
- Mining West
- Energy West
- Petroleum & Chemicals
- Industrial & Print

### ▪ **Linehaul**

Linehaul provides interstate transport within Australia via rail, road and sea. It provides long distance trucking and freight forwarding services.

## **LINFOX LOGISTICS IS SUPPORTED BY:**

### **Information Technology**

The IT division houses Linfox's highly sophisticated Supply Chain Solutions Planning team which provides expert in-house and customer advice. The group combines a range of international experience and leading technology to develop innovative and value generating solutions for customers' supply chains.

The IT division also provides a highly specialised range of supply chain management services with a number of sophisticated systems used to manage customers' supply chain activities. Linfox's key systems are based on a SAP platform which uses Microsoft BizTalk to integrate seamlessly with our customers' systems. Linfox is also an accredited SAP logistics partner.

## **Safety, People and Sustainability**

Safety is the cornerstone of the Linfox business and the company is committed to achieving its Vision ZERO. Its safety systems provide leadership and encourage safe behaviour across all operations.

Linfox has a strong commitment to developing its people through training and education facilities, including its Linfox College learning facility. Employees can access a wide range of courses online as well as studying for many qualifications including tertiary degrees.

Linfox leads the supply chain industry in reducing the impact of its operations on the environment. The GreenFox programs support the business's commitment to reduce its rate of carbon emissions by 50 per cent by 2015, based on its 2007 carbon footprint. It has already reduced the rate of emissions by 36 per cent.

### **2. LINFOX PROPERTY GROUP**

Linfox Property Group manages property leasing and warehouse construction to support the Logistics operations across the Asia Pacific region. The Property Group also owns the Phillip Island Grand Prix Racetrack, the home of the Australian Motorcycle Grand Prix.

### **3. LINFOX AIRPORTS**

Linfox operates airports at Avalon and Essendon in Melbourne. The airports offer a range of aerospace services and the Jetstar and Tiger terminals at Avalon have seen a dramatic boost in passenger movements and employment. The two airports undertake more than 75,000 aircraft movements per year. Avalon is also home to the Australian International Airshow.

### **4. ARMAGUARD**

Armaguard is an iconic Australian brand with over 70 years experience in the precious cargo industry. It is the dominant player in the Australian cash logistics market. Armaguard Currency Management has developed and integrated processes and systems that provide currency forecasting, processing and logistics.