



ROCKE BROTHERS PTY LTD

CORPORATE OVERVIEW





Background

The Rocke family name has been synonymous with Melbourne's waterfront for over 150 years. Since 1857, **E.A. Rocke Transport** has been one of the oldest and most well respected port-related transport companies. The business was owned by the Rocke family until 1964 when it was sold to Mayne Nickless Limited and subsequently transferred to Patrick Corporation following Mayne's divestment of its port-related businesses in 2000.

Peter Rocke has been a respected identity in the industry for well over five decades and retired from Mayne Nickless in 1993 after 40 years' service. Peter held a range of Senior Executive positions with Mayne Nickless including the role of Director – Transport Operations, which encompassed both domestic and overseas transport activities. Peter currently acts in a non-executive role for Rocke Brothers.

In 1995, Matthew, Michael and Paul Rocke, the 'fifth generation' family members, made the transition back to business 'owners' through a self-funded acquisition of **Coulson Transport**, a wharf transport operation. The Rocke family owned 70% of the company and the PGA Group (owned by Peter Gunn and comprising transport businesses Cubico, Bulkway, Boxcar etc.) owned the remaining 30%.

Between 1995 and 1999, Coulson Transport emerged as Melbourne's largest wharf transport operator, based on statistics published by the major stevedores. The company's fleet of trucks grew from sixteen at the time of purchase to sixty-four, with over two hundred items of specialized trailing equipment. The company fleet was bolstered by an additional forty sub-contractor operators resulting in a fleet of approximately one hundred vehicles and a staff of more than one hundred employees.

In addition to organic growth, the company acquired the wharf transport operations of Brambles, K&S Freighters and a specialist glass transport cartage operator - R. Knight Transport. During this period, the company's turnover grew from \$5 million in 1995 to \$17 million in 1999.

In mid-1999, PGA Group successfully negotiated the merger of its transport operations with Mayne Nickless Limited. The compatibility of the Coulson business with other PGA businesses made its inclusion in the merged entity a logical extension. Following successful completion of the transaction, a three year non-competition period was imposed on the Rocke family.

Following the expiry of the non-compete period, **Rocke Brothers** returned to commence their port related transport business in April 2003 - once again specializing in their proven area of expertise.



Resources

Rocke Brothers has a fully equipped container depot, three warehouses and an extensive transport fleet to support the varying needs of our customers.

FLEET

- 70 Company-owned Prime Movers
- 40 dedicated subcontractors.
- 170 Company-owned Trailers in a range of configurations including:
- 1 'Super B' Double combination
- 15 'B' Double combinations
- 11 Sideloaders for placing of containers on the ground at customer's premises
- Full range of skeletal trailers (tipping, retractable and low profile)
- Tautliners and Flat Bed trailers for delivery of unitized cargo.



Staff turnover is minimal allowing us to maintain a core of professional and dedicated drivers. Safety is a cornerstone of our business and our drivers are trained in all aspects of the safe operation of their vehicles. All vehicles are radio controlled and in constant communication with our Depot. GPS monitoring is currently being trialed in our sideloader fleet.





DEPOT's

Brooklyn

Our Brooklyn Depot, is located in close proximity to the Port of Melbourne and empty container yards, consists of:

- 3 modern warehouses with a total undercover area of 18,750 square metres
- Hardstand area of approximately 10 acres for container storage
- Capability to store refrigerated containers.

The Depot has a container handling fleet consisting of:

- 5 Heavy Container Handling Forklifts (26 tonnes – 40 tonnes)
- 1 Reach Stacker with 45 tonne handling capacity
- A full range of forklifts for packing / unpacking containers and warehousing
- Attachments for slipsheets, drums, bales, reels and tynes for standard pallets.



Lara

Our Lara depot is approximately 3 acres, located adjacent to the freeway and in close proximity to the industrial heart of Geelong.

The Depot has a container handling fleet consisting of:

- 2 Heavy Container Handling Forklifts (26 tonnes – 40 tonnes)
 - 1 Empty container forklift
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Services

Rocke Brothers offers a comprehensive range of port related services:

- Container Storage and Handling
- Packing and Unpacking of Containers
- Warehouse Storage and Inventory Management
- Power for refrigerated containers
- AQIS 1.3 Registered Facility, including Container Fumigation and Quarantine Unpacking
- Container Transport between Terminals, Customer Warehouses and Container Parks
- Taughtliner and Flat-bed Trailers for transport delivery of loose cargo.

Our dispatch, billing and management systems are fully computerized and we are able to provide a range of customized reports.

Advantages of dealing with Rocke Brothers

- The Rocke family has been involved with transport around the Melbourne waterfront for over 150 years. We understand the vagaries of the Port and what needs to be done to satisfy the stringent demands of our customers.
 - We have the resources and commitment to support major customers while still being able to maintain that personalized service synonymous over many years with the Rocke family.
 - We offer one point of contact for all your port related requirements including transport, container storage and handing, container pack and unpack, warehousing etc.
 - Rocke Brothers have the flexibility to tailor solutions to our customer's needs. We currently service clients in the glass and timber industry unpacking containers of their product, storing it and when required effecting delivery utilizing product specific equipment.
 - We have the commitment and financial capability to ensure our business is capable of growing with our clients and make every transaction with Rocke an easy, efficient, enjoyable experience.
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