



Training for Productivity

Transport Technology
& Productivity 2010

Tranzliquid Logistics Limited

Define PRODUCTIVITY.....

- PRODUCTIVENESS –

- “The quality of being productive or have the power to produce”



- ECONOMICS –

- “The ratio of the quantity and quality units produced to the labor per unit of time”

Tranzliquid – the company

- ◉ Fleet of 10, Kenworth's trucks and Tanker Engineering Fuel Tankers
- ◉ 18 operators, 3 management roles
- ◉ In excess of 2,000,000 KM per year



Tranzliquid – the company

- Specialist bulk petroleum deliveries
- Primary customer – Gull
- Provides service to all oil companies
- 24 / 7 / 365 days

Our promise

“right product, right quantity, right tank – on time”



Tranzliquid Logistics Limited

People are the key to success

- ◎ Establish a culture
- ◎ “tribal council” sets standards
- ◎ Expectation to achieve standards
- ◎ Reward and recognition
- ◎ Flexible working environment
- ◎ Incorporate personal requests

Productivity vs Utilisation

- Productivity
 - Operators contribution
- Utilisation
 - Vehicles contribution
- Developed a model to benchmark **your** business and operator performance
- Keep it simple



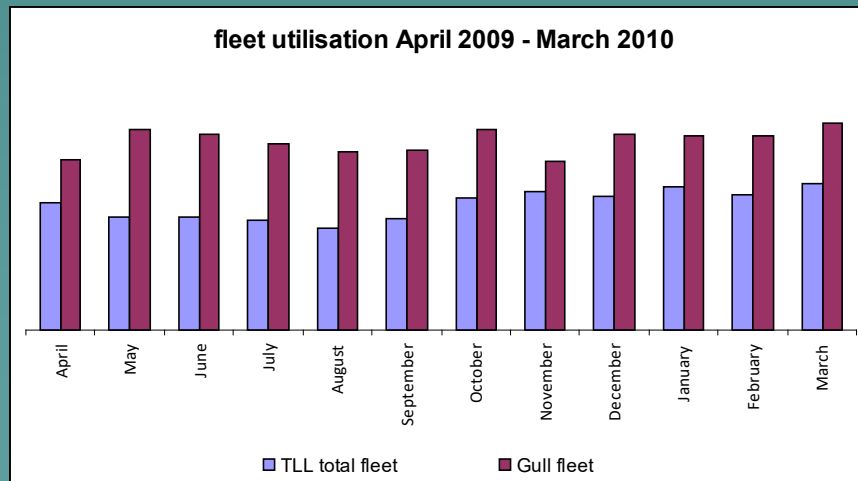
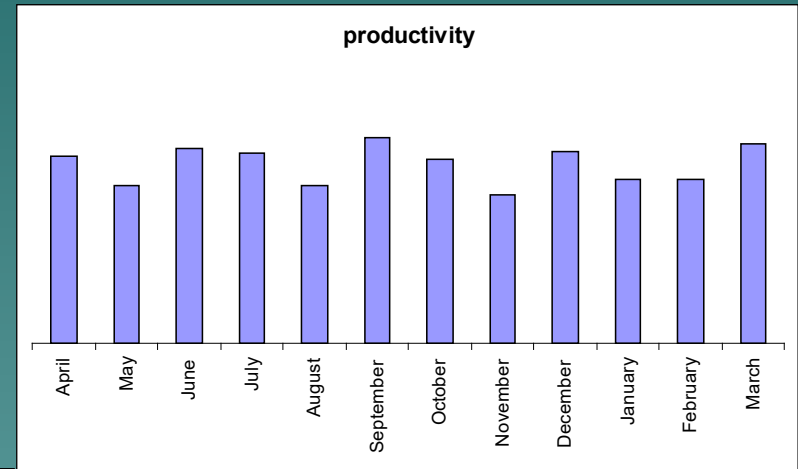
Productivity vs Utilisation

100% ALLOCATION OF TIME		
85% UTILISATION Vehicle available for work		15%
70% PRODUCTIVITY Operator Delivery related DRIVING TIME	30% PRODUCTIVITY Operator Delivery related OTHER DUTIES	vehicle service R&M Safety inspections Compliance
ALL CHARGEABLE, either KM or Hourly		Time a cost to TLL Vehicle not available
DRIVING DELIVERY RELATED Driving time & rest break (log book)	OTHER DUTIES DELIVERY RELATED Pre-check Loading Paperwork Unloading Split loads Terminal delays Blending products Ethanol Hourly rate delivery Bunker time Other terminal Washing Shift changeover Liaison with dispatch	DOWNTIME In workshop CoF Compliance inspections Traffic congestion & delays Accident delays Weather delays Breakdown



Manage what you measure

- Trend business KPI
- Share with employees
- Educate
- Explain
- Gain value
- Celebrate achievements



Focus on business values

- ◉ Safety & compliance
- ◉ People development
- ◉ Lifestyle
- ◉ Honesty & trust
- ◉ Customer service
- ◉ Professional image



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