

CASE STUDIES



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CASE STUDY 1: CHANGING THE AUSTRALIAN AGRICULTURAL LANDSCAPE WITH ROBE



INTRODUCTION

At Transolve Global finding efficiencies and innovative ways to optimise performance and deliver sustained improvements across profitability and productivity is something we continually strive for.

Driven to deliver nothing less than the optimal solution for clients, we are committed to working closely with every client, understanding their goals and putting each piece of the logistics puzzle together to create a coherent, efficient and optimised logistics strategy, each time and every time.

This case study is an ideal example of Transolve's commitment to superior service and solutions, as well as sustainable performance improvements for clients.

INNOVATIVE SOLUTIONS. INCREASED PROFITABILITY. SUSTAINABLE PRODUCTIVITY. THE OPTIMAL OUTCOME.

THE CLIENT



ROBE crushes and refines over 200,000 tonnes of oilseeds per year through a state-of-the-art manufacturing facility, sourcing raw materials from local farms, in order to produce world-class oils and vegetable protein meals for the poultry, dairy and animal feed industries. They have a custom built state-of-the-art integrated oilseed crushing and refining plant, which is one of the largest value-added investments in the agri-food processing sector in regional Australia.

THE CHALLENGE



Transolve Global was approached to assist with the logistical element of the largest agricultural build due to occur in the NSW regional town of Wagga Wagga, in over five years.

Riverina Oils & Bio Energy (ROBE) was building a state-of-the-art oilseed crushing and refining plant with a crushing capacity of 500 tonnes of oilseed per day. After the initial freight forwarding organisation disappointed, Transolve Global was tasked with the import customs clearance and delivery of the construction components ex Sydney port to Wagga Wagga, NSW.

Their former freight forwarder was inefficient, costly, wasted time and caused planning and implementation issues for ROBE due to mismanagement and no forward planning.

CASE STUDY 1: CHANGING THE AUSTRALIAN AGRICULTURAL LANDSCAPE WITH ROBE



THE CLIENT TESTIMONIAL

"From the initial project with Transolve which saw them jump in and quickly rectify the many issues and inefficiencies we were experiencing with our freight forwarder at the time, we knew that Rachael and her team were more than your standard supply chain consultants."

(Dhruv Deepak Saxena, Managing Director)

THE SOLUTION



Transolve Global was tasked with overtaking this importation process. The team stepped in and applied their proven six-step methodology process (outlined below) in order to review the process at hand, identify gaps, and create a working solution before deploying an optimised supply chain management solution.

- 1** PROJECT INITIATION
- 2** INFORMATION GATHERING
- 3** DESIGN & DEVELOPMENT
- 4** VALIDATION
- 5** DEPLOYMENT (GO LIVE)
- 6** POST IMPLEMENTATION

In addition to the timely delivery of the prefabricated construction elements, Transolve managed the importation and customs function, ensuring that ROBE's overall plan was not disrupted due to supply chain mismanagement or issues.

"Our process not only rectified the issues caused by the former freight forwarder, but delivered the cost and time efficiencies required in order to adhere to the project's timeline."

- Rachael Budd, CEO Transolve Global

THE BONUS ROUND

Transolve Global's delivery of superior service and results afforded them the opportunity to arrange the inaugural export of bulk canola oil containers from the refinery. On the ground and at the forefront of the loadings, Transolve Global was the ideal candidate to manage the loading of product from the refinery.

Not only did they successfully load 500MT of oil into flexitanks, which was a great accomplishment in itself, but ROBE (the client) was so impressed with Transolve's processes and service delivery that they subsequently worked with them to develop their own internal systems, procedures and documents which complied with all necessary export regulations.

Today, Transolve Global continues to be ROBE's preferred logistics partner, helping them at every step of the journey.

CASE STUDY 2: TRANSFORMING THE WORLD OF WINE FOR AUSTRALIA WITH WEILONG



THE CLIENT

Weilong is China's 3rd largest winemaker. Founded in 2007 and based in Longou, China, they sell organic, red, white, green, rose, sweet and sparkling wines, grape special liquor and brandy. Weilong's Australian team consists of 26 members and they have substantial investments in Australian vineyards and also constructed a \$110 million winery, which was the largest infrastructure investment in over a decade and is now the 8th largest winery in Australia.

MORE THAN JUST MOVEMENT. YOUR IDEAL GROWTH PARTNER. TAKING YOUR BUSINESS FURTHER WITH SUPERIOR SERVICE AND SOLUTIONS.

THE CHALLENGES

As is par for the course in any long-term working relationship, Transolve has worked alongside Weilong to continually deliver and refine their global logistics operations in order to increase both their capability and competitiveness.

Throughout this long-term partnership Transolve has worked through varying challenges and opportunities and delivered many benefits. And whilst they are too numerous to list, outlined below are five examples to help convey how Transolve has made an impact on the capability and competitiveness of Weilong.

THE SOLUTIONS

1

CHALLENGE: WEILONG HAD LIMITED KNOWLEDGE / EXPERIENCE IN THE TRANSPORTATION OF BULK WINE FROM AUSTRALIA TO CHINA. TRANSOLVE WAS TASKED WITH ESTABLISHING AN EFFICIENT GLOBAL LOGISTICS SOLUTION TO OVERCOME THIS CONSTRAINT.

Weilong's initial foray into Australian wine production was a novice one. With limited wine exporting experience, they needed a global logistics partner who understood that whilst the lack of experience was a challenge, it simultaneously represented an opportunity to prove that, with the right logistics solution, Australian wine could be exported efficiently into China, tapping into this huge market.

CASE STUDY 2: TRANSFORMING THE WORLD OF WINE FOR AUSTRALIA WITH WEILONG

OPPORTUNITY: TO ESTABLISH AND MANAGE AN EFFICIENT GLOBAL LOGISTICS SOLUTION TO ENSURE THE SUCCESSFUL IMPORT OF BULK WINE FROM AUSTRALIAN WINE PRODUCERS, WHILST SIMULTANEOUSLY IMPROVING THE CLIENT'S COMMERCIAL AND TECHNICAL KNOWLEDGE.

Transolve Global's turnkey logistics solution empowered and enabled Weilong to start exporting Australian wine into China as Transolve managed (and still manage) the global bulk wine transportation function from end to end.

Responsible for the set up and management of the global logistics function, not only did Transolve (and still do) operate as their sole global logistics manager, but Transolve's continual strive to save costs and improve processes has supported Weilong's growth and reach into the Australian wine market.

In addition, Transolve's unique and innovative commercial documentation management service meant Weilong could be exporting efficiently in minimal time, as Transolve Global took care of all documentation from commercial invoices, to certificates of origin preparation through to standard export declarations and PRAs for the receivable into the port terminal. In essence not just increasing, but being wholly responsible for providing their capability and competitiveness across the supply chain so they could commence purchasing Australian bulk wine.

In addition to the set up and management of the global logistics function for Weilong, Transolve continually develops Weilong's knowledge and experience with regards to the transportation of bulk wine and prides itself on transparency, education and empowerment and shares all aspects of the logistics function such as the processes involved, existing challenges or opportunities and more. This ensures that whether a novice or well-seasoned professional, Transolve is continually improving the capabilities of their clients.

2

CHALLENGE: DEVELOPMENT OF AN ALTERNATIVE PORT IN CHINA

With a less than optimal port receiving the imports of Australian wine into China, Weilong tasked Transolve Global with the challenge of sourcing an alternative port that would better serve Weilong's needs.

OPPORTUNITY: IMPROVE LOGISTICS, REDUCING COST AND TIME

Whilst not often considered as the 'first port of call' for imports, Transolve Global undertook the necessary analysis of potential cost and time benefits of redirecting the delivery of bulk wine to a port based at Qingdao, China. After identifying the cost and time benefits that would be delivered by this move, Transolve Global undertook the required negotiation with relevant parties and management of the route coordination to successfully achieve the establishment of the alternative port at Qingdao, China. Achieving many benefits such as a shorter barge to traverse, more efficient cargo discharge and easier import customs clearance.

CASE STUDY 2: TRANSFORMING THE WORLD OF WINE FOR AUSTRALIA WITH WEILONG

3

CHALLENGE: BESPOKE FLEXITANK INNOVATION. ANALYSED, COORDINATED AND MANAGED BY TRANSOLVE GLOBAL

An innovative approach means Transolve Global is continually striving to achieve cost savings and improve best practice for partners. Here both Weilong and Transolve Global identified the opportunity to reduce flexitank costs without sacrificing the quality of wine.

OPPORTUNITY: ACHIEVE COST SAVINGS WITH NO LOSS OF QUALITY

Whilst most supply chain consultants would not undertake such a task, Transolve developed and managed bespoke flexitank tests. These tests were carried out over a period of 6-9 months and involved the analysis and trial of potential combinations to identify the optimal combination of flexitank technologies to ensure quality whilst reducing costs.

4

CHALLENGE: CONSTANT QUALITY ASSURANCE

To ensure the product arrives at its destination in the same condition it left the loading winery. With wine exports to China worth approximately \$520 million (and growing), plus other international markets, reliable logistics is a primary component of successful exporting.

OPPORTUNITY: UTILISING INNOVATIVE TRANSPORT SOLUTIONS

Transolve Global's innovative services help Australian wine producers capture these market opportunities and sell more wine more profitably. Many supply chain organisations don't realise how detrimental temperature can be when it comes to the transportation of wine. Inappropriate shipping temps can accelerate the ageing of a wine by up to 18 months, or one and a half vintages in certain circumstances. That's why Transolve manages high-end wines in reefers and general containers with thermal blankets. They also have ISO tanks specifically manufactured for wine products and provide clients with state of the art temperature trackers to monitor the temperature inside the containers for the entire journey.

5

CHALLENGE: STREAMLINING OPERATIONS FOR MAXIMUM EFFICIENCY

With Wielong's foray into Australian wines growing and exports running smoothly, their interest in developing the Australian component of their business grew. This interest saw the construction of a \$110 million winery in Victoria, the 8th largest in Australia.

OPPORTUNITY: ESTABLISH BEST PRACTICE APPROACH TO LOADING PROCESSES

With the new winery came the opportunity to organise operations as efficiently as possible which saw Transolve consult on the optimum set up to ensure a streamlined and seamless loading process.

THE BONUS ROUND

Transolve Global and Weilong commenced working together in 2009 and to this day Transolve continues to manage Weilong's entire global logistics operations. This includes full supply chain planning, co-ordination with multiple winery loading locations, all documentation requirements and China destination handling.

CASE STUDY 2: TRANSFORMING THE WORLD OF WINE FOR AUSTRALIA WITH WEILONG

THE CLIENT TESTIMONIAL

"It is not an exaggeration to state that without Transolve's support of Weilong, we would not be where we are today.

When Weilong brought me on board, I was the sole Australian-based representative for the company - and was tasked with evaluating the feasibility of exporting bulk wine from Australia to China.

At this point in time I had no prior knowledge or experience in exporting wine and needed to find the right logistics partner who I could rely on to not only set up and manage the global logistics but also a logistics partner who would be transparent about what's involved and open to sharing their knowledge and expertise to support our development and learning in this space.

Cue Rachael and her business Transolve Global. Right from the beginning of our working relationship the Transolve team was reliable, transparent, proactive and vested in the success our business.

Transolve Global not only set up and managed the global logistics operations so we could transport bulk wine into China, but they also coordinated and lodged all the necessary documentation along the way.

This ability to outsource our logistics was integral to the success of this venture for Weilong. As I was predominantly based in China for 8 months of each year in these early set up years, the ability to effectively "handball" our logistics function to someone like Transolve who not only delivered, but went above and beyond in terms of making sure I was across everything that was happening, that issues were dealt with proactively so they wouldn't become problems and that any cost or time savings possible were achieved, was invaluable.

It not only provided us with the capabilities needed to actually bring this venture to life, but their continual drive to ensure optimal global logistics meant we were operating as competitively as we could.

Their ability to improve our capabilities and competitiveness can be seen in a myriad of ways. From establishing the entire supply chain, to managing all the documentation, through to finding ideal and innovate methods to reduce packing costs, to using unique equipment such as ISO tanks to ensure the quality of the wines are maintained through to being open, transparent and happy to share in what they know and how best to help us, they are simply a logistics firm that sits above and beyond their peers in terms of dedicated service and solution providers.

In fact, Weilong and myself were so impressed by just how efficient and empowering Transolve were that to this day, we continue to work with them.

A successful growth journey they have been a large contributor to as each improvement in capability and competitiveness they have delivered, has ultimately contributed to the bottom line at Weilong. A bottom line that has grown to include an Australian contingent of 26, investments in vineyards, and the building of the 8th largest winery in Australia - our \$110 winery in Victoria, which was the largest infrastructure investment here in Australia in over a decade.

Without a doubt Transolve Global is a large component of our overall success, and it for this this reason I look forward to continuing our working relationship with them well into the future.

Bruno Zappia
General Manager, Australian Operations
Weilong Wines

CASE STUDY 3: REVOLUTIONISING BULK WINE TRANSPORTATION



GROUND BREAKING INNOVATION. MARKET-LEADING CHANGE. ECO-FRIENDLY OPTIONS. A MORE SUSTAINABLE FUTURE.

THE PROJECT: REVOLUTIONISING BULK WINE TRANSPORTATION

Innovation, agility and efficiency are just some of the reasons Transolve Global has a global reputation as market-leaders in bulk wine transportation.

Over the past year, we have worked to further cement our status with the recent implementation of a cutting-edge initiative that is currently underway.

This freight-forwarding feat, unprecedented in scale and unrivalled in volume, is seeing the inaugural transportation of 26,000 litres of wine across the globe, in one payload.

This extraordinary initiative is being achieved via the addition of a ground breaking flexitank to our array of logistics solutions which means we can now transport up to 26,000 litres of wine across the global market, safely, securely and with absolutely no loss in product quality.

This innovation has the potential to effectively revolutionise the transportation of bulk wine for Australian wine producers and provide unprecedented competitiveness to this industry as a whole, with benefits across numerous areas including the ones outlined below.

CASE STUDY 3: REVOLUTIONISING BULK WINE TRANSPORTATION

THE CHALLENGES



CHALLENGE	IMPACT/OPPORTUNITY
Payload is an area where many businesses often struggle with regards to the shipping of bulk liquids	This new flexitank provides businesses with the ability to move more product in one go
Reduce emissions and waste	This new transportation option provides a more eco-friendly choice
Move more product in one go	Achieve cost savings
Consistent quality assurance	Utilising innovative transport solutions

THE SOLUTIONS



1. Challenge: Payload is an area where many businesses often struggle with regards to the shipping of bulk liquids.

Opportunity: This new flexitank provides businesses with the ability to move more product in one go. Efficiency is everything when it comes to the supply chain. With this transportation option, Transolve empowers their clients to move more wine in one go, delivering businesses a bigger payload, which delivers numerous benefits to a business that will reverberate right across the overall entity and reflect in the bottom line. These new flexitanks are the highest capacity flexitanks in the market, and carry over 3,000 litres more than the closest alternative, whilst remaining within the 24 tonne weight restriction that exists across the majority of the world.

CASE STUDY 3: REVOLUTIONISING BULK WINE TRANSPORTATION

THE SOLUTIONS



2. Challenge: Reduce emissions and waste.

Opportunity. This new transportation option provides a more eco-friendly choice.

This new flexitank, offered by Transolve Global, carries more liquid than ever before per payload, therefore helping to reduce both emissions and waste, effectively providing businesses with a more eco-friendly transportation option that decreases the overall carbon footprint of the business.

This sustainability element is increasingly vital in today's competitive marketplace, as research shows that 60% of consumers rate sustainability as an important criterion when choosing whom to purchase from, indicating that companies must act now to avoid becoming obsolete in the future.

3.Challenge. Move more product in one go.

Opportunity. Achieve cost savings.

Flexitanks, in general, enable businesses to carry 15% more payload than IBCs, 44% more than drums and 50% more than bottles. Furthermore, these particular flexitanks deliver significant cost savings to businesses that range from 10%-12% per payload, pending whether it is for a 26,000litre or 27,000 litre flexitank respectively.

The confluence of these benefits, which range from cost savings and sustainability through to space and time efficiency, reflect the advantageous nature of the flexitank when transporting bulk liquids and are ultimately savings that are realised right across the logistics supply chain and ultimately, the profitability of a business.

4.Challenge. Consistent quality assurance.

Opportunity. Utilising innovative transport solutions

Here at Transolve we are always looking for new and efficient ways to help our customers optimise their supply chain and have the competitive edge in their market.

Whilst the largest flexitank is definitely an innovation that provides businesses with a contemporary and efficient competitive edge, it is not a solution that is available through the majority of freight forwarders or industry.

CASE STUDY 3: REVOLUTIONISING BULK WINE TRANSPORTATION

THE SOLUTIONS



Transolve Global is uniquely positioned to provide this new transportation solution to their customers and is leading the market with this cutting-edge freight forwarding option as a result of their ethos of continually searching for, and developing ways to, provide superior service and support to their customers.

In addition, our working relationships and global network means we can provide our customers with a unique holistic solution that overcomes any barriers or obstacles inherent in transporting such volumes of bulk liquid, delivering a freight forwarding solution that is cost efficient, reliable, safe and secure from start to finish.

As one of the world's largest independent bulk liquid specialists, Transolve Global is excited to continue supporting businesses with optimising the logistics of moving wine across the globe.