

June 2014

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WG'S VISION OF DEVELOPING AN OFF - WHARF FULLY INTEGRATED IMPORT & EXPORT COMPLEX - ACHIEVES 3 MORE MILESTONES.

1. **Customs Approval** to operate a **FULL CONTAINER BONDED YARD** – has been granted for the storage of our clients containers. An area has been allocated for this within our Wailekutu complex and the yard will be in operation by June'14.

This will give us the flexibility to move client's containers – off wharf where security, storage costs and or handling are of concern. Once the containers have been cleared and duty paid, it will also enable us to deliver them to our clients in a more efficient manner.

2. **Installation and Certification of our new 50 tonne drive on - Platform Weighbridge** has now been finalized. This adds another service for our clients to benefit whilst also helping them to be compliant and able to operate within safe working limits.
3. **CRS** – commissions their new **Transformer and 50 Reefer Plug in outlets** located at their Wailekutu Container Depot. **CRS** is a department of **TransAm Fiji Ltd** and WG is a significant shareholder in that company.

After some delays in getting our new Transformer supplied, installed and commissioned, this went live on Wednesday 28th May with WG and their clients now having access to **50 Reefer Plug in outlets**.

This much awaited service will be welcomed by our Reefer clients as it adds another service to our logistics chain – more directly under our control. With strategic partners – **Aggreko** located on site with their generators, backup power will also be assured.

The commissioning of this new Transformer is dedicated to the late **WILLIAM BENTLEY** who was unable to be there in person, but he was certainly with us in spirit. William's untimely demise shocked all of us. May his soul rest in peace.



A MESSAGE FROM THE BOARD

The headline story in this edition of The Information Pallet is a further illustration of the commitment of W&G to finding innovative and service enhancing solutions for our customers and it is exciting to see the frenetic activity in and around the Wailekutu integrated logistics facility as this development comes to fruition. This has been a major investment for W&G with still further facilities to be developed in the future and which reflects our confidence in the future role of Suva as a shipping "hub" for the Pacific.

But this is not the only exciting development happening within W&G at the moment. We have embarked on an ambitious programme of productivity improvement and process streamlining across all of our business lines to further enhance and reinforce our commitment to achieving the best possible service experience for our customers. We are very proud of our reputation in this area and are committed to building this reputation further.

We are proud to be associated with highly experienced offshore specialist operators associated with the shipping industry, such as Genera Ltd from New Zealand, who bring a wealth of experience and innovation to new business areas for us. This is the 3rd year of operation for WG Genera Pacific Ltd and the business has grown significantly over that time to become the pre-eminent cargo fumigation operator in Fiji. A more detailed profile of WG Genera appears in this edition.

The Board expresses it's gratitude to our customers for their commitment and loyalty to W&G and we look forward to further developing our partnership to find the best solution for your logistics requirements.

Laurie Mellsop
Chairman



WILIAMS & GOSLING LIMITED – SAVUSAVU; HAS COME OF AGE.

The arrival of our new L200 twin cab on Saturday 3rd May 2014 was eagerly awaited as increased work loads – all across Vanua Levu has already seen it clocking up 1,600km. With 3 trips to Bua for the bauxite boats, 3 trips to Malau for gas and fuel tankers the L200 is getting a good work out.

This replacement vehicle – HL276 has come at an opportune time as the road to Bua and the surrounding areas are under construction and with the wet weather we are presently experiencing, the resultant quagmire has taken its toll, on the aged, but still performing L200 – ED166.

Savusavu anticipates a busy 2014 and this new vehicle will assist us in giving our customers the best possible service.



PETER DRYSDALE - DIRECTOR WEST TO RETIRE

The end of an era for the company - Peter finally retires as Executive Director West on August 19th 2014. He will continue to serve as a non- executive Director on the Board of WG.

That date is the 25th anniversary of his joining WG on 19th August 1989. He managed (some say micro-managed) the Western branches of Lautoka, Nadi Airport and Ba and in his time the subsidiaries Waste Management (Fiji) Ltd, and Matrix (Fiji) Ltd and more recently the pest control subsidiary WG Genera Pacific Ltd.

In his time the Lautoka and Nadi branches grew dramatically with modern purpose - built facilities on airport, and at Lautoka port.

He had left the pine forestry industry as Managing Director in 1989. As a pioneer of that industry he managed the planting of 45,000 hectares of plantations and the establishment of the Tropik Wood Industries mill at Drasa. He continued writing and lecturing on forest and soil conservation, but his real passion has been housing the homeless.

Peter does not know the meaning of spare time. For the past 30 years he has managed the Fiji Rotahomes Project for the Rotary Club of Lautoka - latterly under New Zealand Aid sponsorship. They have built 916 homes and housed 4200 people in the Western Division.

They are now developing a "Model Town" at Koroipita (Village of Peter) near Lautoka where there is 210 houses built and 70 more to be built. The town has a Town Council, community hall, computer school and two kindys. Peter has been on a fast track learning civil engineering and the town and the community development model could be an important guide for countries that will host climate change refugees, and where there is problems with urban drift.



Peter said in 2013 "In the last 14 weeks we have built 47 homes- we are a house making machine, the Model Towns concept can help solve the nation's squatter crisis. More than 1720 overseas volunteers have served at Koroipita."

The project is funded primarily by New Zealand Aid and Rotary International and a new NGO has been formed called the Model Towns Charitable Trust. Peter is Chairman and he thanked the company for the critical support all these years.

His wife Josephine and three children moved to Brisbane 17 years ago. They have made a huge sacrifice to let Peter pursue his career and projects in Fiji. Josephine managed the Lautoka Branch of Save the Children Fund for 14 years as a volunteer.

Just to keep active Peter served as Chairman of the Yaqara Pastoral Co. Ranch, and as Vice President of Lautoka Chamber of Commerce (14 years) and as President of the Lautoka Hospital Board of Visitors. He also served in the Lautoka Rural Local Authority and is critical of the lack of standards and zoning and approvals processes in areas outside city bounds.

For his national service, President Ratu Mara awarded him the distinction of Member of the Order of Fiji. The President of Rotary International awarded him with the International Service above Self medal. Josephine is a Rotary Paul Harris Fellow.

Peter's main contribution to the company has been in introducing, guiding and reinforcing the strategic planning process. He hates jargon and demands clarity in goal setting. The team develops young managers in a continuous process of training and subtle peer- pressure.

Peter still comes to the Lautoka office every day to clear his emails, and to meet his other family- the WG team, "A joy to be with and a daily dose of positive energy. It has been a splendid journey seeing the company and our people grow with our clients in a dynamic partnership"

We look forward to more guidance from Peter and his fellow Directors.



TRADE PASIFIKA SHOW - 2014

Trade Pasifika 2014 was a three day event from April 2nd to 4th held in the Vodafone Arena, Suva. This was designed to grow and develop trade leads, to meet and network with Pacific Island businesses to create lasting relationships.

WG was one of the proud sponsors of this event and we handled the inward and outward clearances for the items bought in by the overseas delegates.

The **Trade Expo** for the buyers and sellers from throughout our region showcased the BEST of the Pacific in Agriculture, Aquaculture and Tourism. This was a wonderful opportunity to foster business relationships whilst showcasing the richness and diversity of our highly valued Pacific products in the local, regional and international arena.

Team WG also used the opportunity to reinforce our commitment to making Fiji the "Hub of the Pacific" with WG as the obvious choice as preferred logistics provider.



Shyamal and Reama with one of our export clients – Kava Toks

SANTOKH SINGH - CAPTAINS OUR FIJI BOWLS TEAM

Santokh Singh – our Nadi Airport Branch Manager has been confirmed as the Section Manager for Fiji's Lawn Bowls men's team at the XXth Commonwealth Games which will be held in Glasgow, Scotland from the 23rd July to the 3rd of August '14.

Santokh - who is well known in the bowling arena will also be a reserve player for the Team.

We wish them all the best for the games and it is great to see Fiji back, competing with the best....



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- Ships Agency • Trucking • Household & Office Removals •
- Document Storage • Audio Visual Logistics •

WG GENERA ENDS THE YEAR ON A HIGH

This company was launched in 2012, as a joint venture between WG and Genera NZ. Our efforts to assist our customers with the fumigation of their cargo started off slowly - but then gained rapid traction with our 'one stop' service offer.

Many Customers prefer to minimise the number of parties they deal with and WG is able to provide a total solution for their supply chain.

In 2013, WG Genera expanded their range of services into the Pest Control and Hygiene business and this has gained us many customers such as hotel chains, who need this wide range of services from one provider.

STEADY GROWTH SIGNS

WG Genera is also piloting a Eco-friendly fumigation option with Tropik Pine using Phosphine treatment for their wood-chip exports. This is not an ozone depleting substance (ODS) like the traditional Methyl Bromide treatment. We are pleased that Tropik Wood is taking this green initiative and happy that our WG Genera team is able to help make this a reality...

BARGE LOADS

Nathan and our WG Genera team are also kept busy fumigating barge loads of aggregate bound for Kiribati. This is required there for a major roading contract with many more barge loads due to be shipped.



WG GENERA PACIFIC LTD.



Meet **Dostana Begum** who has recently joined our WG Genera Western Team & is doing a great job driving new business.

Contact Dostana on Ph: 9924 980

CORPORATE SOCIAL RESPONSIBILITY

As responsible corporate citizens we are concerned for our staff and associates about the serious effects of the recent **Dengue fever** outbreak. **WG Genera** gave out a one - time offer of a 50% reduction in their **Pest Control misting** programme to WG staff and friends to help control the spread of the Dengue mosquitoes. This was very successful and would have saved many the unpleasant experience of suffering from Dengue Fever.



IMPORTING WOODEN PALLETS (AIR & SEA) INTO FIJI

Fiji Quarantine Department is a member of IPPC (International Plant Protection Convention) and as such is a signatory to WTO Convention. Under this agreement they are to foresee that all wooden pallets coming into Fiji via sea or air are ISPM 15 (International Standard of Phytosanitary Measures) compliant.

If wooden pallets are imported that are not compliant then they will be held by our Fiji Quarantine Department until they are examined and possibly fumigated which will delay the shipment by at least 24 hours plus incurring fees for the same.

It would be advisable for exporters to organize to have their shipments consigned utilizing plastic pallets or fumigate the wooden pallets specifically stamped by the IPPC. You may contact your local quarantine personnel who may be able to further assist you as your government is a signatory to this convention.

For More information/Sales of pallets (Plastic & Wood) contact:

George Mawi

Phone: 3312 633 | Mobile: 9907 810

Email: GeorgeM@wgfiji.com.fj

For any Fumigation needs contact:

Nathaniel Ahmed (WG Genera)

Mobile: 9907 255 | Email: fumigation@wgfiji.com.fj



W&G FOUNDER'S DAY

November 1st is always a special day for our team – this was the day that Capt. Williams & Capt. Gosling first formed their **partnership in 1921**. To celebrate the occasion, WG presented special awards to those staff who had completed 25 years of continuous and dedicated service to the company.



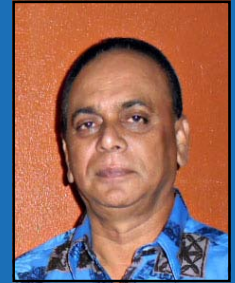
Margaret Fong
Supervisor Household
Removals



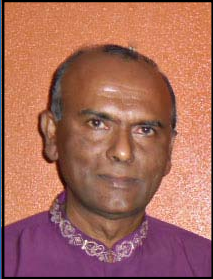
Geoffrey Narruhn
Removals Operations
Manager



Vilimoni Saumaki
Team leader Courier



Santokh Singh
Branch Manager



Vinod Prasad
Supervisor – Import
Breakbulk



Jioji Injimo
Supervisor Customs



Samuel Narayan
Senior Driver



Ranadi Sarai
Supervisor Exports



Lemeki Nacolaivalu
Supervisor Devanning



Louisa Semesi
Customer Service

In this working environment, 25 years is a long time to commit to an employer. The awardees saluted the company founders and thanked management for recognizing them for their service and commitment.

FAREWELL MARY BROWNE

After 39 years of loyal service, bidding farewell to one of Williams & Gosling Ltd long serving staff, a dear friend and colleague, Mary Browne's farewell was both an emotional and teary event for all those present.

Mary Browne who is known for her humbleness, quiet and patient personality started with Williams & Gosling Ltd on 1st April 1975 and retired on 01st April 2014 (39 years of dedicated service).

At the time of her retirement, Mary was in charge of Payroll and even though we didn't see her, we knew her work was always done on time when we received our wages in the bank without fail.

As delivered in her farewell speech Mary emphasized that "it is not good-bye but thank you" The farewell lunch organized by our HR Team was attended by the Chairman of the Board Mr. Laurie Mellsop, Shareholders, Management, friends and family. Thank you Mary for your tireless efforts over the years and we wish you the very best on your retirement.



HEALTH NEWS

The Suva Health Walk was held on Saturday 11th January 2014, which involved a 5km walk from Albert Park to My Suva Park. The Health Walk started off with a 5 minute warm up session before participants started the early morning walk enjoying the fresh air. The walk organized by our OHS Committee was to create awareness about non communicable diseases and to enjoy a 30 minute physical workout. It was also a build up to our staff Medical check ups which is held every 2 years. The Walk was attended by staff and family members with the inclusion of team members from our subsidiary companies Transam Fiji Ltd & WG Genera. The workout concluded with an array of fresh fruits and juice to reinforce the importance of exercise and a healthy diet.

Our colleagues in the West also organized a blood drive and a family day out at Shirley Park for the staff and their families. Once again the important message of physical exercise and healthy living was relayed to one and all.

Stay tuned for up-coming events!



CORPORATE SOCIAL RESPONSIBILITY

WG has been in the business in the region for 77 years and we have always supported disaster relief and charitable efforts.

Recently we went off-shore to help those severely affected by the recent floods in Honiara.

We provided our services on a free of charge basis for a 20ft container which was coordinated by the Solomons High Commission and The Foundation of the People's of the South Pacific International.



*From: Rex Stephen Horoi
Executive Director - The Foundation of the
Peoples of the South Pacific International*

*Re: THANK YOU FOR YOUR DONATION IN
KIND.*

Dear Ashok, Dave and Reama,

*On behalf of the Solomon Islands High
Commissioner to Fiji, H.E. Mr Patteson Oti and
his staff, the Government of Solomon Islands
and the People of Solomon Islands, I would
like to convey through you, our gratitude and
appreciation for the donation in kind provided
by SWIRE Shipping and W&G.*

*Your valued contribution has enabled the
shipment of the goods urgently needed by the
victims of the flash floods in Solomon Islands in
a cost effective manner. Red Cross Solomons has
taken care of the container arriving and the
distribution of supplies to victims.. Again your
time and good will was much valued.*

*With Best Wishes,
Rex*

THE RESTORATION OF THE GRAND OLD LADY - GRAND PACIFIC HOTEL

W&G was proud to be appointed the nominated customs agent for Lamana Developments who took on this challenging task. With tight timelines and a mixture of restoration work and new buildings Lamana worked long hours to get this completed prior to their 100th anniversary.

The finished product can only be described as outstanding and we congratulate Lamana and their contractors for a job well done.



Well done Rod and his Team at Lamana for a fantastic job in restoring the 'Grand old lady'

WVG

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SAVUSAVU OFFICE
P.O. BOX 850, SAVUSAVU
PH: (679) 8853 007
FAX: (679) 8853 002

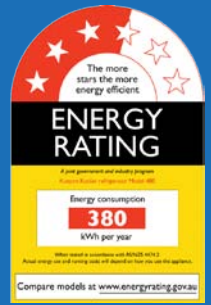
Enquiries: info@wgfiji.com.fj

IMPORT PERMITS REQUIRED FOR ALL FRIDGES, FREEZERS & AIRCONDITIONERS – ITEMS CONTAINING “OZONE DEPLETING SUBSTANCES” (ODS).

An example of an ODS is the Refrigerant / Freon 22 that is used in refrigerated containers and for general air conditioning purposes. Another example is Methyl Bromide – a controlled substance, used for fumigation.

The Department of Environment has been working with our Fiji Revenue & Customs Authority (FRCA) and with related industries to help monitor and control ODS's. So if you plan to import an item containing Ozone Depleting Substances – you must apply for an **Import Permit – prior to shipping.**

Whilst on the topic of Fridges & Freezers, our Fiji Dept of Energy (DoE) has been implementing various projects and programmes with a view to enhancing energy efficiency and conservation in Fiji.



They have identified many inefficient and “power hungry” household fridges and freezers, which are being imported to Fiji. In order to stop these, they have set **Minimum Energy Performance Standards and Labeling (MEPSL)**. It is now compulsory for all importers to **seek the approval of the Dept of Energy prior to importing these items** with only compliant appliances being approved for import.

If a non compliant appliance is imported – which could be your fridge / freezer arriving as part of your Personal and Household Effects, it will need to be sent back to the country of origin at the owner / importers expense.

MEPSL Application Forms are available from our Customer Service Team.



BEWARE OF MINIMUMS ON FREIGHT COSTS

Many of our clients get a rude shock when they arrange the freighting of **small shipments**. They complain after arrival that the freight cost is more than the cost of the goods!! Customs duty in Fiji is based on the **CIF (Cost + Insurance + Freight)** value – and this formula adds up often exceeding the cost of the goods, when the duty and VAT is assessed.

A CLASSIC EXAMPLE

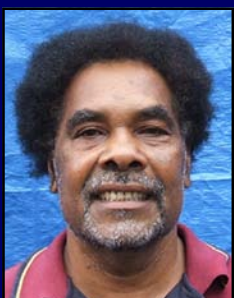
A client buys 2 cartons of beer from a supplier in Melbourne weighing 27kg and measuring 0.04m³ for a purchase price of A\$120. He contacts an Agent and asks that they organize to have these picked up from his supplier and air freighted to Suva. The **Australian Agents FOB charges** – which includes their cartage, fees, documentation and surcharges totals A\$372. The airfreight charge Melb / Suva is A\$120

This means that upon clearing these on arrival in Suva, the CIF value was A\$612 which is over F\$1,000. Add to this the clearance charges and Duty + VAT and the result is some very expensive cans of beer and a not so happy client. **There are ways and means of importing smaller shipments at economical rates and we ask that you make contact with our Customer Service Departments to get some free and friendly advice in this regard.**



ORBITUARIES

Gone but not forgotten.....we remember our colleagues who have passed on. May their souls rest in Peace!



Jone Veisa
Packing & Removals Dept



Manjit Singh
Transport Department



Jope Turagakula
Transport Department



Sekonaia Moci
Customs Department



Koroibai Veremalua
Ships Agency Department

MOTOR VEHICLES

Outlined below is a brief look at duty rates / Import license requirements and restrictions involved with the Importation of Motor vehicles and Machinery **It should be used as a guide only, as it is complex.** For further specific details, please contact our tariff consultants.

Import permits / Licenses

1. Used or reconditioned cars should be within 5 years from date of manufacture at the time it reaches port.
2. Requires Import license from Tariff & Trade Dept in Customs Suva.
3. Euro compliant cars are also issued a license provided they are 2004 onwards
4. Used or reconditioned chassis are also restricted and have to comply with 1 & 2.
5. Agricultural tractors and other heavy earth moving machinery do not have age restrictions and do not require an import license.
6. Skidders are classified as other tractors and attract a higher rate of duty and require an import license.



DUTY RATES

Which are applied to the CIF (Cost + Insurance + Freight) Value.

BUSES				
CONDITION	PASSENGERS	FISCAL DUTY	EXCISE DUTY	VAT
New	N/A	32% fiscal	15% excise	15% Vat
Used / Reconditioned	10 to 15 passengers	32% or \$10400 whichever is greater	15% excise	15% Vat
	16 to 22 passengers	32% or \$12400 whichever is greater	15% excise	15% Vat
	23 passengers & more	32% or \$16500 whichever is greater	15% excise	15% Vat

GOLF CARS			
TYPE	FISCAL DUTY	EXCISE DUTY	VAT
Solar powered	Free fiscal	Free excise	15% Vat
Other golf cars	5% fiscal	free excise	15% vat
Others - used by hotels for transfers reception to rooms	32% fiscal	free excise	15% Vat

PASSENGER VEHICLES				
ENGINE SIZE	CONDITION	FISCAL DUTY	EXCISE DUTY	VAT
Not exceeding 1000cc	New	32% fiscal	15% excise	15% Vat
	Used/reconditioned	32% or \$3550 whichever is greater	15% excise	15% vat
Between 1000cc to 1500cc	New	32 % fiscal	15% excise	15% Vat
	Used/reconditioned	32% or \$5350 whichever is greater	15% excise	15% Vat
Between 1500cc to 2500cc	New	32% fiscal	15% excise	15% Vat
	Used/reconditioned	32% or \$9150 whichever is greater	15% excise	15% vat
Between 2500cc to 3000cc	New	32% fiscal	15% excise	15% vat
	Used/reconditioned	32 % or \$9150 whichever is greater	15% excise	15% vat
	Also luxury tax of \$7500 is applicable but twin cabs are exempted			
Over 3000cc	New	32% fiscal	15% excise	15% vat
	Used/reconditioned	32% or \$13000 whichever is greater	15% excise	15% vat
	Also luxury tax of \$20000 is applicable but twin cabs are exempted.			

OTHERS			
	FISCAL DUTY	EXCISE DUTY	VAT
Agricultural tractors new and used			15% vat
Rollers, graders, compactors, excavators new	5% fiscal	5% excise	15% vat
Rollers, graders, compactors, excavators used	15% fiscal		15% vat

IMPORTS & CUSTOMS CLEARANCE PROCEDURES

In order to help our **Customer Service and Brokerage Team**, clear your goods quickly and efficiently please review their **check list** so you can prepare for timely receipt when we deliver.

1. WE REQUEST CLEAR INSTRUCTIONS – IN WRITING

- To whose account are the goods to be transacted under and charged to ?
- Delivery address?
- Time frame for delivery ?
- Contact details for any queries and or additional information which may be required by the authorities.

2. CLIENT MUST HAVE AN ACCOUNT WITH W&G and

- Have an AIE code (registered with Customs)
- Have a TIN number (registered with VAT unit)

3. DOCUMENTS REQUIRED

- Original bill of lading or express release / original MAWB nad PNDE (parcel notification AND duty notice)
- Clear copy of commercial and tax invoice – must confirm requirements. Packing list or inventory – goods listing (for full container load), licence or permit if required – these must include INCOTERMS if the Bill of Lading states freight prepaid (cfr/cif/cip) or include a freight sheet
- Phyto certificate – fumigation certificate – if required
- Copy of insurance certificate
- Fa608 forms from Ministry of Foreign Affairs – for diplomatic clearances
- Signed C45 form (customs) –for all goods valued at \$500 or more
- Declaration form – for goods being cleared under concession
- Concession letter / approval from Ministry of Finance confirming duty rates if approved
- For goods valued at over \$20,000, Customs will normally ask for evidence of payment – order sheet / form

4. LIVE ANIMALS

- Import permit from Quarantine
- Health certificate

5. PERSONAL & HOUSEHOLD EFFECTS

- Original Bill of Lading or express release
- Baggage Declaration – Work or residential permit (must be valid for 12 months)
- Packing list / inventory or list of goods
- Fumigation certificate (if required)
- Copy of passport
- Permit for refrigerator / freezers
- Tax registration letter (TIN)

6. PERISHABLE GOODS / TIMBER

- Original Bill of lading or express release
- Clear copy of invoice
- Phyto certificate
- Permit to import (if required)

7. Common causes with DELAYS INCURRED IN CLEARANCE

- Examination by Customs (usually 2 to 3 days)
- Incomplete documents
- Unavailability of manifest / registration
- Lack of devanning space experienced by some Container Freight Station operators
- Congestion at the wharf
- Discounts on invoice not allowed. Customs normally only allow trade discount which are freely available to all parties.

8. PRE-RELEASE OR PRE-CLEAR

- Only allowed for perishable goods
- Only clients with accounts (within limits) otherwise disbursements will be required to be prepaid.



WG'S NEWEST HOWO PRIME MOVERS

>>>



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