



...Working in Rail and Logistics

Until the mid-1800s, people traveled round the colonies of the Australian continent by horse-drawn transport and by coastal and river shipping. 1854 saw the beginning of the Australian Rail industry with the commencement of the first steam railway between Flinders Street Station and Port Melbourne. Initially track and rolling stock were all fully imported, but by 1880, manufacturing industry had developed so that virtually all requirements for ongoing rail development were locally produced.

Individual colonial governments developed rail networks and by 1901, more than 20 000km of track had been laid, “linking” each mainland state except Western Australia. During that time, however, the seeds of major future problems were laid as each state, operating independently, made disconnected decisions about which gauge to use, and while Africa, for example, with five European colonial powers and more than 35 countries had a single railway gauge, Australia, with a single colonial power and six states had three different rail gauges.

The last twenty years have however seen wholesale reform and development of the rail industry. By June 1995, all mainland state capitals had been linked so that a train traveling from Brisbane to Perth via Sydney, Melbourne and Adelaide could travel on a standard gauge. At the same time there were major corporate restructures throughout the industry. Currently, the industry is facing urgent and immediate major development pressures to provide for the huge upsurge in bulk cargoes like coal and iron ore.

Priority Management

... helping the rail industry find a better way to work

Priority Management has worked for many years with leading rail and logistics companies, their suppliers and customers to:

- ⇒ Provide skills to Employees to manage their time more productively, manage their emails, their meetings and other information more effectively and hence be more stable and less stressed;
- ⇒ Manage projects on time, on budget, every time, both large and small;
- ⇒ Use new technology mobile devices like Blackberries easily and effectively;
- ⇒ Coach their staff to improve individual and team performance, and improve influencing and communication skills; and
- ⇒ acquire negotiating skills that provide lasting win-win outcomes with buyers or sellers;



What rail and logistics clients say...

The whole organization will benefit from better use of time.

Bruce Milne, QR

Well structured and well presented. Resources are very useful.

Aidan Brodie, QR

I am going to get my manager to do this course.

Ronette Mitchell, Gladstone Ports Corporation

I really enjoyed the course and will be sure to put what I have learnt to the test. I especially like the idea of the 4'ds and will use the tasks option.

Mandy van Ross, Gorgon Project, Chevron

Excellent, this facilitator really knows his stuff, very clear on getting the point across, maybe sometimes a little fast"

Trevor Dingle, QR

This course is relevant to the real world.

Mary Healy, Trackstar Alliance

Better planning and priority management skills. It provides structure to my work.

John Dowie – Operations Planning Manager, Australian Rail Track Corp

Content was good, provided thoughts for future improvements, Learning guide was very good and applicable. The instructors were great – a bit of fun! Tasks and calendar interaction will be beneficial. A good day thanks.

Ian McDonald – Procurement and Contracts Manager, Australian Rail Track Corp

I wanted better day to day planning of workload, and the task setting and setting goals will be most beneficial.

Peter Berg - Materials Coordinator, Downer EDI Rail

Most beneficial was centralising everything into one location – Excellent.

Adrian Telfer – Business Development Manager, National Rail Corporation.

10 out of 10 on all counts. I wanted better planning and recording methods, this was a very good course with a positive approach / very helpful.

Brett Benbow – Terminal Operations Manager, Pacific National

All of the course will be beneficial I was looking for a greater understanding of Lotus Notes. The course has given me up to an hour more productive time each day and I've reduced my stress at work and home and improved my communication skills.

Gail Hunt – Sales Administrator, Patrick Logistics.

Some of Priority's Rail and Logistics clients..

Australian Rail Group
Central Freight Management Services
Great Southern Rail
National Rail Corporation
Port Waratah Coal Service
TNT Transport

Australian Rail Track Corporation
Downer EDI Rail
Interrail
Newcastle Coal Infrastructure Group
Queensland Rail
Toll Transport

Bradken Rail
Gladstone Ports Corporation
McNeill Logistics
Pacific National
Rail Infrastructure Corporation
Translink