



MEDIA RELEASE

14 September 2004

PGA and GLUCK JV on **e-fill**

The PGA Group, owned by former transport industry identity, Peter Gunn, and supply chain management company, Gluck Forwarding Systems, have acquired equal shares in the fulfilment company, **e-fill**.

Gluck and PGA purchased **e-fill** from Shell. It is the latest acquisition for both companies in the niche logistics sector. It will capitalise on the success of PGA as a significant transport player in Australia for 30 years to the late nineties, and on Gluck's solid and continued expansion in global supply chain management.

According to **e-fill** chief executive, Scott McKay, the combined backing of PGA and Gluck provides crucial benefits including direct access to offshore infrastructure and facilities – particularly in Asia – a formidable collective client base, robust financial support and industry expertise.

“We now offer clients truly end-to-end supply chain management – we literally manage every aspect of their product's delivery from the point of manufacture to point of sale,” Mr McKay said.

“With Gluck, we can offer air and sea freight, customs clearance, storage, sorting, packing, pricing and delivery to the shelves in exact quantities, on a daily basis if required. We offer fulfilment solutions such as multiple cross-docking, storage strategies and a complete reverse logistics process.”

e-fill's main customers include Coles Express and Caltex outlets, plus garment fashion suppliers including Apparel Design's fulfilment. The company employs 100 people across five sites and offers truly innovative supply and fulfilment services which allow direct delivery to retail outlets of sorted, tagged, pre-packed and priced consumables and apparel.

e-fill Pty Ltd ABN 82 091 663 848

Head Office • Suite 1, 16 Salmon St • Port Melbourne VIC • 3207
e-fill .com.au

Tel: (03) 9681 9271
Fax: (03) 96819021

Gluck has one of the largest forwarding and distribution networks in Asia and provides global air and sea freight forwarding, customs clearance services, and warehousing – local and overseas – to clients including Millers, Super Cheap Auto, Quiksilver, Nike, Colorado, The Reject Shop, Godfreys, Reece and Sara Lee.

According to Gluck managing director, Mark Kellett, the combination of physical infrastructure, service provision and information management places the combined **e-fill** / Gluck offering in a logistics niche with huge potential.

“**e-fill** is currently turning over less than \$10 million per annum, but our target within five years is more than \$50 million per annum. Increasing variables such as currency fluctuations, political and geographic challenges, delivery timeframes, relationships with international suppliers and packaging and transporting regulations means **e-fill**’s ability to reliably offer just-in-time delivery of specific quantities to multiple locations is a most sought-after service,” Mr Kellett said.

“Both **e-fill** and Gluck have similar client profiles in terms of having fewer, larger and long-standing clients with whom we work,” Mr McKay said.

“Our clear strategy in the short term is to offer the extension of our capabilities to clients from both the **e-fill** and Gluck perspective, with the aim of providing each with our end-to-end capabilities.”

ENDS

For further information:

Kate Mazoudier/Stuart Allott
Buchan Consulting
(03) 9866 4722