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Sales Team Keeps One Step Ahead

In a competitive market, our customers are often solely concerned with the price of the materials.

To win work they need to submit lower quotes than their competitors for the projects they are tendering on.

This in turn leads to all the suppliers reducing their rates to maintain their share of the pie, unless of course the materials asked for are specific to a particular supplier. That's what we have been working on.

Benedict has recently aligned itself with the Australian Institute of Landscape Architects (AILA) and has been busy marketing, researching and developing new products to assure that we stay one step ahead.

By creating products that get specified in by the Landscape Architects, we position ourselves as the supplier of choice when the contractors need to quote for the new projects.

An extremely successful product that has enjoyed ongoing support from the industry is our Bioretention Filter Media (M165) – a free draining growing media used in Bioretention Basins to collect, clean and utilise otherwise wasted stormwater.

It has recently been joined by *SmartMix*TM 8 – Wetland Soil Mix. Differing to M165, SmartMix 8 is not required to be free draining, rather simply provide a suitable anchoring media for the plants in wetland areas.

Both materials are produced at our Menangle Quarry, and have the advantage of being based on quarried VENM materials, therefore guaranteeing contaminated materials are not introduced into these sensitive environments.

The success of these materials depends on our ability to create products that are not easily copied by our competitors, so the blends are kept very secretive.

Benedict will continue to create new and innovative products to separate us from the bunch.

Get Spons'd!

Congratulations! **Jeans for Genes Day** was a huge success, considering we pulled it together in one week. Thank you all for your generosity the results are:

HO: \$ 58.15
CN: \$223.50
MEN: \$ 11.00
MITT: \$ 100.00
RYD: \$ 24.50
TOTAL: \$ 427.00

Hopefully this will go a fair way towards helping those smart folk at the Children's Medical Research Institute do their thing for Gene Therapy.

Meanwhile,

RSPCA Cupcake Day

Kelly (Chipping Norton) was arm deep in cupcake mix launching the day. Cupcakes sold on the bridge and through preplaced orders by the dozen raised **\$500.15!**

Thanks to all who participated. This will definitely help the RSPCA help achieve their goal to prevent cruelty to animals by actively promoting their care and protection.

Safety News

Nicole Pearce

CANCER AND PLASTIC (AWARENESS)

Cancer Update from John Hopkins Hospital
No plastic containers in microwave.
No water bottles in freezer.
No plastic wrap in microwave.

A dioxin chemical causes cancer, especially breast cancer. Dioxins are highly poisonous to the cells of our bodies. Don't freeze your plastic Bottles with water in them as this releases dioxins from the plastic.

Recently, Edward Fujimoto, Wellness Program Manager at Castle Hospital , was on a TV program to explain this health hazard. He talked about dioxins and how bad they are for us. He said that we should not be heating our food in the Microwave using plastic containers... This especially applies to foods that contain fat. He said that the combination of fat, high heat, and plastics releases dioxin into the food and ultimately into the cells of the body... Instead, he recommends using glass, such as Corning Ware, Pyrex or ceramic Containers for heating food... You get the same results, only without the dioxin. So such things as TV dinners, instant ramen and soups, etc., Should be removed from the container and heated in something else. Paper isn't bad but you don't know what is in the paper .It's just safer to use tempered glass, Corning Ware, etc. He reminded us that a while ago some of the fast food restaurants moved away From the foam containers to paper. The dioxin problem is one of the reasons... Also, he pointed out that plastic wrap, such as Saran, is just as dangerous when Placed over foods to be cooked in the microwave. As the food is nuked, the high Heat causes poisonous toxins to actually melt out of the plastic wrap and drip into the food.Cover food with a paper towel instead.

Bottled water in your car Very dangerous.

This has been identified as the most common cause of the high levels in breast cancer, especially in Australia .

The heat and the plastic of the bottle have certain chemicals that can lead to breast cancer. So please be careful and do not drink bottled water that has been left in a car. The heat causes toxins from the plastic to leak into the water and they have found these toxins in breast tissue. Use a stainless steel Canteen or a glass bottle when you can!

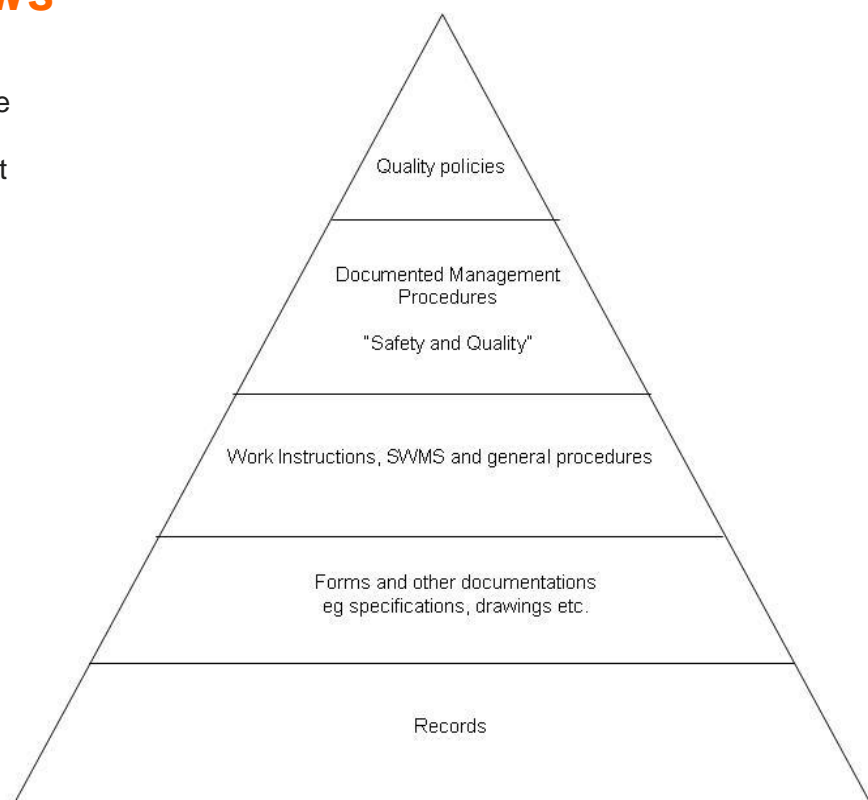
Quality News

Floyde Gilbert

Over the time that I've been at Benedict's, a lot of people ask what makes up our quality system?

This is as simple as I can make it.

Please ask me anything, anytime.



Innovative Recycling Solutions

That's our tagline. This represents the hard work the Benedict team puts into the various processes to turn waste streams we receive into a desirable product for reuse back in the construction and landscaping markets in Greater Sydney.

Not only can this philosophy be seen in our product development but also in our general business practice.

A good example of this is Lyn from Menangle who has innovatively turned her waste by-product into decorative art on display in the weighbridge office. This is a sample of her creativity.

You really can turn one mans trash into another mans treasure. What innovative recycling solutions do you have?



Up and Coming Projects

Sales Spot

While the industry has been quieter than usual our 'go get em' sales reps are ensuring we are getting a big chunk of that work. Major projects this month include:

- Downer EDI Port Botany Rail Upgrade 15,000 t.
- K2RQ Kingsrove to Revesby Quadrail, 12,000 t + various products approx 3 years work
- John Holland Cronulla Line Upgrade ongoing Capping 10,000 t +
- Urban renewal, Bonnyrigg 5000 t of landscaping product.

Meanwhile, Eric our new ex bin rep has been learning the south coast ropes with 3 trips over as many weeks. Hopefully he'll find a comfortable hotel soon!

Ops is On the Go

Bene Recycling has commenced a trial with D & R Henderson who are one of Australia's largest privately owned particle & laminate board manufactures. The trial involves the extracting waste timber from the incoming waste streams via the plant, excavator & manual sorting at the Chipping Norton facility.

Once extracted the timber is shredded to a specific size then put through the trommel where all plastic, metal & other contaminates are removed. If the trial is successful, Bene Recycling will have the opportunity to enter into a one or two year agreement with D & R Henderson to provide them with the recycled material for their production.

This option provides Bene Recycling with yet another sustainable, reuse alternative to landfill & D & R Henderson will also be able to claim a number of their board products are being made with a percentage of recycled timber.

Who's New & Who's Who?

Welcome to:

- Robert Mcallister – BEL Fitter
- Vicki Scott – BEL Weighbridge Clerk
- Jen Sperrings – HO Admin Assistant
- Anita Smith – HO Accounts Payable
- Celeste Barratt-Thompson – HO Debtors Clerk
- Luke Miller – CN Plant Operator

Random Who's Who:

- Wayne Walker – Cowra Plant Operator
- Fiona Ellis – HO Admin Manager

Family News

CONGRATULATIONS

Steve Blazevski driver of truck FL 106 and his wife Michelle had a baby girl on the 29th July 2009. Both mother and baby Mia are doing well

Dave Smoothy (Menangle fitter) got engaged a couple of week ago to Jo-anne Webb.

Sharyn McKell and Elvis are the Champion Junior Australian National Saddle Horse. Little Elvis is off to be broken in before his next big comp later this year.



Staff Profile

Get to know your co-workers

Name: Ewen Charlier

Role: Accountant

Status: Married

Children: 2 daughters, 3 grand children.

Favourite show: Any Sports – Mainly NRL& Golf

Origin: Australian

Favourite hobby: Swimming, golf

Where do you see yourself in 5 yrs? Retired.

If you were an animal what would you be?

Why? Human. I can't think of any alternatives.

Favourite Quote: I don't have one

Favourite Holiday Spot: Anywhere on the coast.

The Order of the Shovel

August's Work Anniversaries

Name	Surname	Date	Site	Years of Service
MICHAEL	CARTON	11/08/2008	BRC	1
GARETH	ASSITER	18/08/2008	BRC	1
GARY	BROOKER	18/08/2008	BRC	1
DAVID	WRIGHT	18/08/2008	COWRA	1
JOHN	WOODEN	21/08/1989	MENANGLE	20
BARRY	CLARK	27/08/2007	MITTAGONG	2
PETER	HUGHES	27/08/2007	BEN ADMIN	2
MARK	SAUNDERS	28/08/2006	MITTAGONG	3
RODNEY	JOHNSTON	29/08/2007	MITTAGONG	2

The Shovel Club

A Big Thank You to the following members of the Shovel Club for your continued effort, loyalty good humour and all around dedication.

Name	Site	Years of Service
Ewen Charlier	HO	10
Damon Pointing	Moorebank	11
John Lyons	Menangle	11
Brett Jarvis	Operations	12
Daphne Marshall	HO	12
Paul Arnold	Appin	13
Dale Cole	Mittagong	15
Jon Haslam	BRCC	15
Michaelle Millsom	Mittagong	15
Nicole Pearce	BRCC	15
Alan Peacock	Menangle	18
Wayne Hannaford	Menangle	18
Kerry Daley	Mittagong	19
Allan Culey	HO	20
Geoff Johnston	Mittagong	20
John Wooden	Menangle	20
Mark Morris	Moorebank	20
Tangesh Khan	Moorebank	22
Ann Pritchard	BRCC	23
Colin Eccleston	Mittagong	24
Lyn Wadsworth	Menangle	24
Tina Veldman	BRCC	24
Charlie Grima	HO	28
Jill Pidgeon	HO	35