

A large, brightly lit warehouse filled with stacks of cardboard boxes. Several forklifts are visible, moving the boxes. The warehouse has high ceilings and industrial lighting. The floor is polished concrete. The overall scene depicts a busy logistics and transportation environment.

# Working in Transport and Logistics

# DAY 1

8 week course



# A BIT ABOUT ON DEMAND

- NZ family owned and operated
- National transport and logistics company
- Operating since 2015.
- Focused on: Recruitment, Training and Transport.

We are here to support you start your career in our industry.

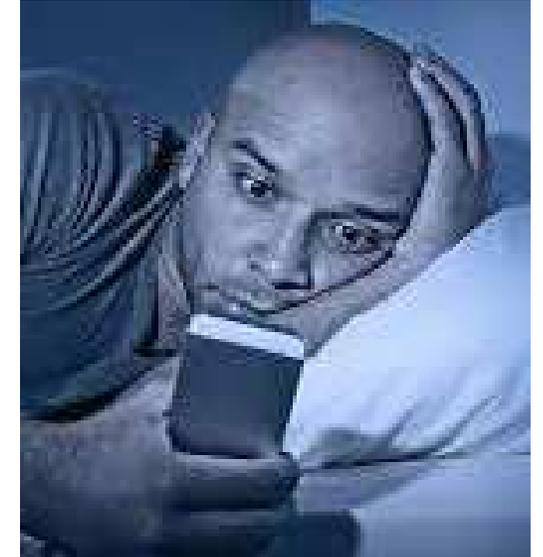


# Phones, phones, phones

<https://www.youtube.com/watch?v=NUMa0QkPzns>

<https://www.youtube.com/watch?v=sL8AsaEJDdo>

and the rules at work!



# Attention to detail... Brain Teaser

YELLOW GREEN ORANGE  
PURPLE BLUE PINK  
BROWN WHITE RED  
MAGENTA GREY LILAC



[www.mentalup.co](http://www.mentalup.co)

Question 1: Look at the picture and say the colours that you see.

Question 2: Which one is matched correctly with its colour?



Attention  
to detail...  
Brain  
Teaser

red white green brown  
green red brown white  
white brown green red  
red white green brown  
brown green white red  
white brown red green  
green white brown red  
red brown green white

Challenge: Who can read the words accurately the fastest?



WHO ARE WE?



GUESS    
*Who's Coming to*  
DINNER 



WHO ARE WE?

**Introducing you**  
Think about your plate might say



<https://www.youtube.com/watch?v=00lx3paFecM>



In thirty years time, what would you like to have written on your plate?

**TASK:** Write your idea on one of the plates and hand it to the facilitator.

Don't show anyone.

Run 10 marathons

Married with 3 kids

Own my own business

Travelled to every continent

Sky dived in Antarctica

Been in a movie

Know the Bible off by heart

Represented my country



What fact could be written on your plate if you sat around this table today?

**TASK:** Write your idea on one of the plates and hand it to the facilitator.

Don't show anyone.

Have 7  
siblings

Really  
love  
singing

Travelled to  
3 countries

Have been  
to a live  
concert

Jumped off  
the sky  
tower

Have two  
part time  
jobs

Know  
someone  
famous

Touched  
snow

# Attention to detail... Brain Teasers

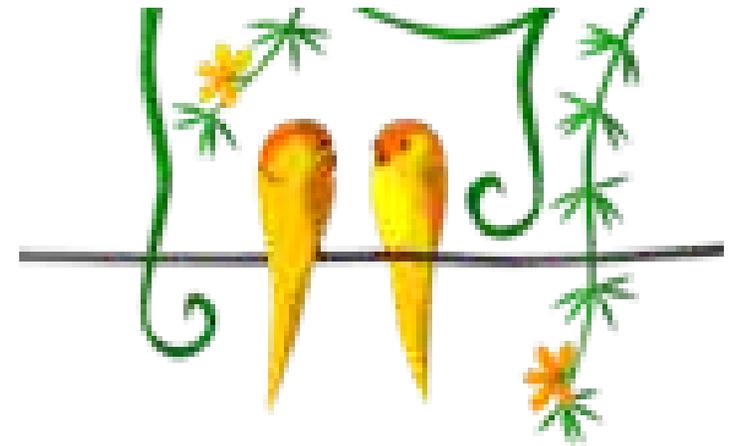


I have forests but no trees.  
I have lakes but no water.  
I have roads but no cars.  
What Am I?

If you buy a rooster for the purpose of laying eggs and you expect to get three eggs each day for breakfast, how many eggs will you have after three weeks?

Which type of cheese is made backwards?

What is orange and sounds like a parrot?



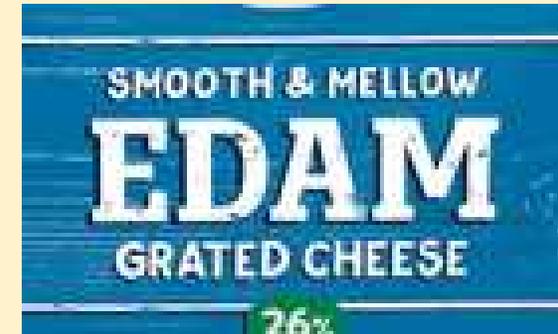
# ANSWERS



I have forests but no trees.  
I have lakes but no water.  
I have roads but no cars.  
What Am I?



Which type of cheese is made backwards?



If you buy a rooster for the purpose of laying eggs and you expect to get three eggs each day for breakfast, how many eggs will you have on the table on Friday?

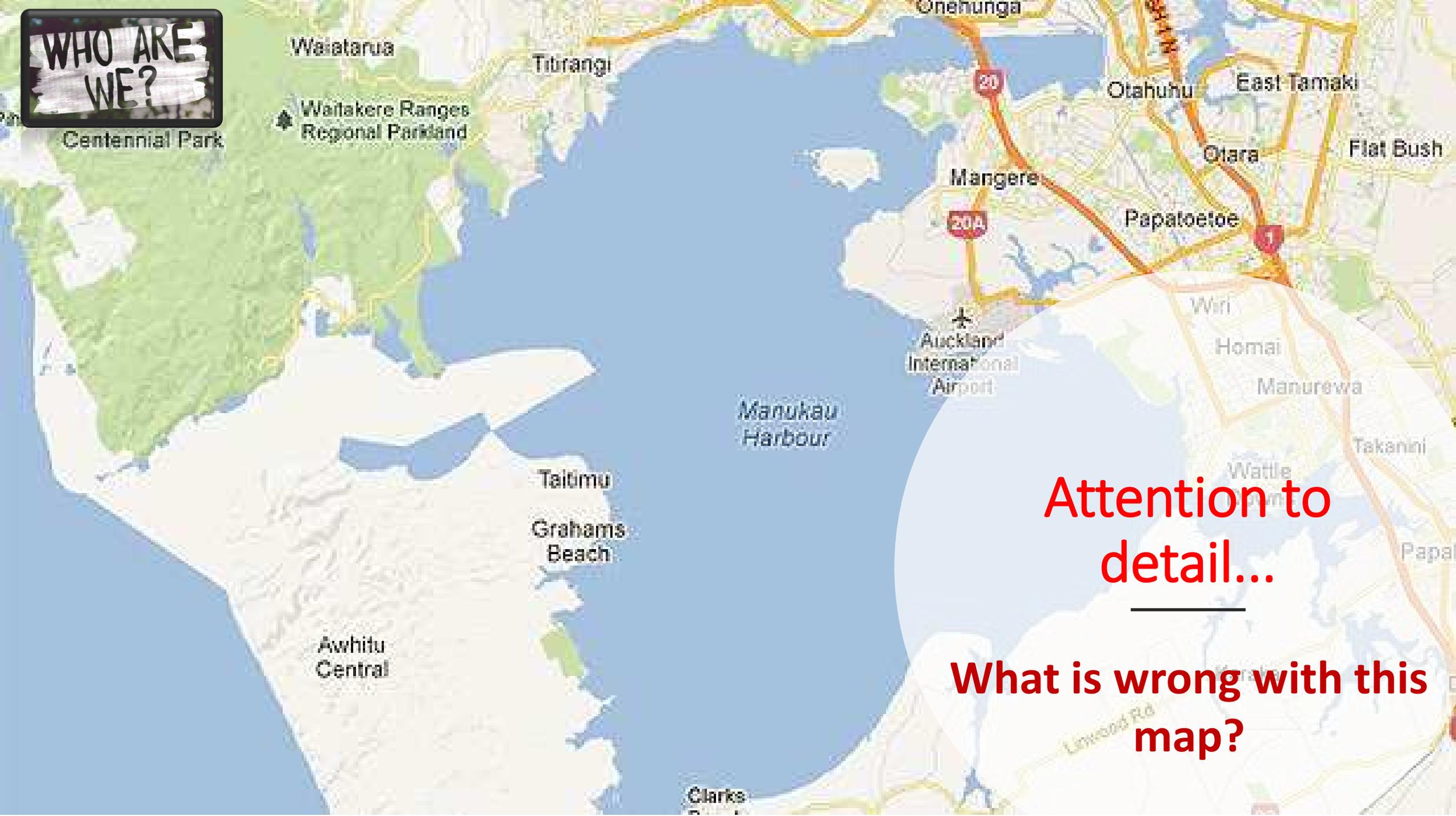
**NONE**

**A rooster is a boy!**

What is orange and sounds like a parrot?



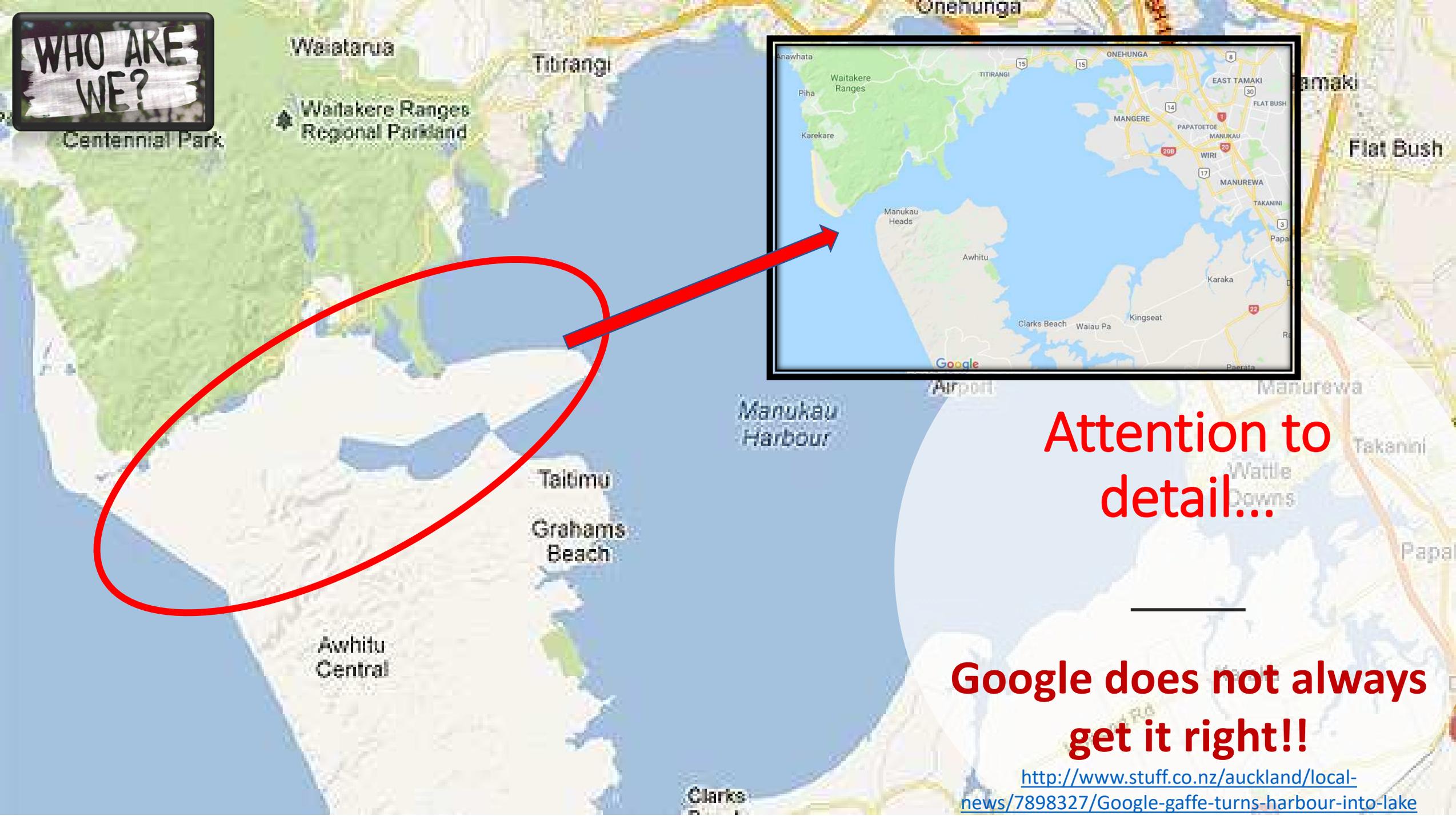
**WHO ARE WE?**



**Attention to detail...**

**What is wrong with this map?**

**WHO ARE WE?**



**Attention to detail...**

**Google does not always get it right!!**

<http://www.stuff.co.nz/auckland/local-news/7898327/Google-gaffe-turns-harbour-into-lake>

WHO ARE WE?

WOULD I

LIE

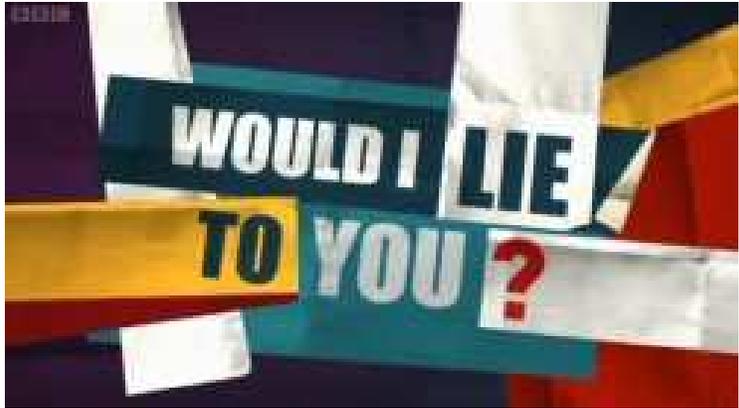
TO

YOU

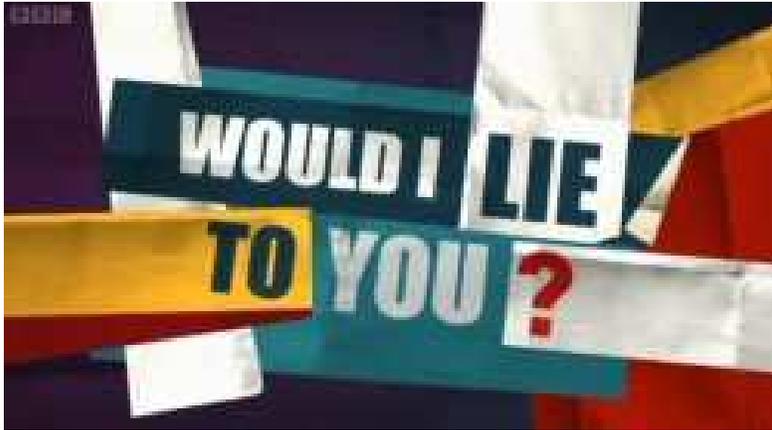
?



<https://www.youtube.com/watch?v=oUuos-4XbS4>



<https://www.youtube.com/watch?v=48firFVloK0>

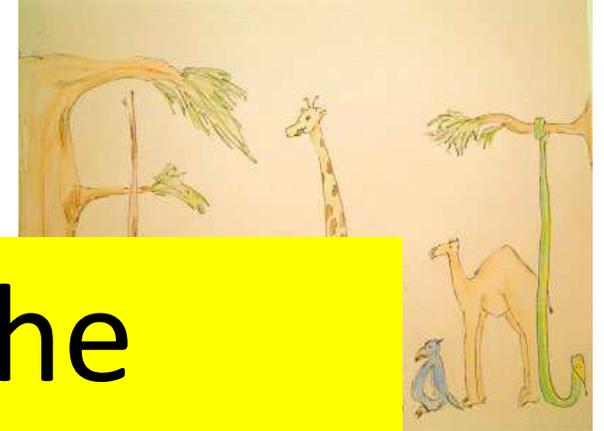
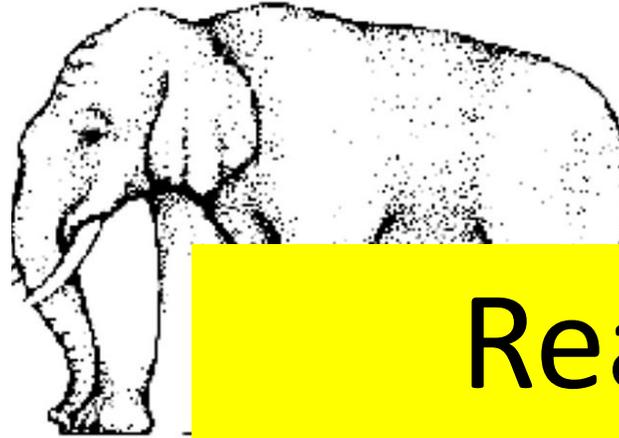


<https://www.youtube.com/watch?v=lrH9-OnxPSI>



Attention to detail...

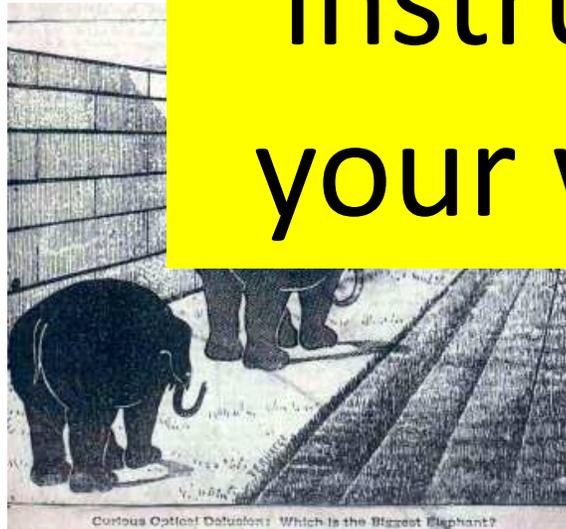
Shall we talk about the elephant in the room?



In your  
workbook...



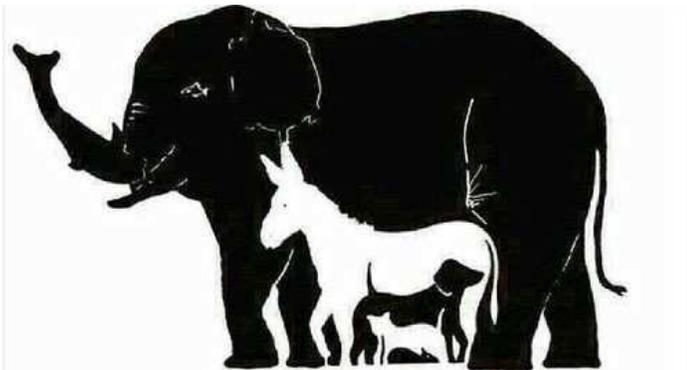
Read the  
instructions in  
your workbook



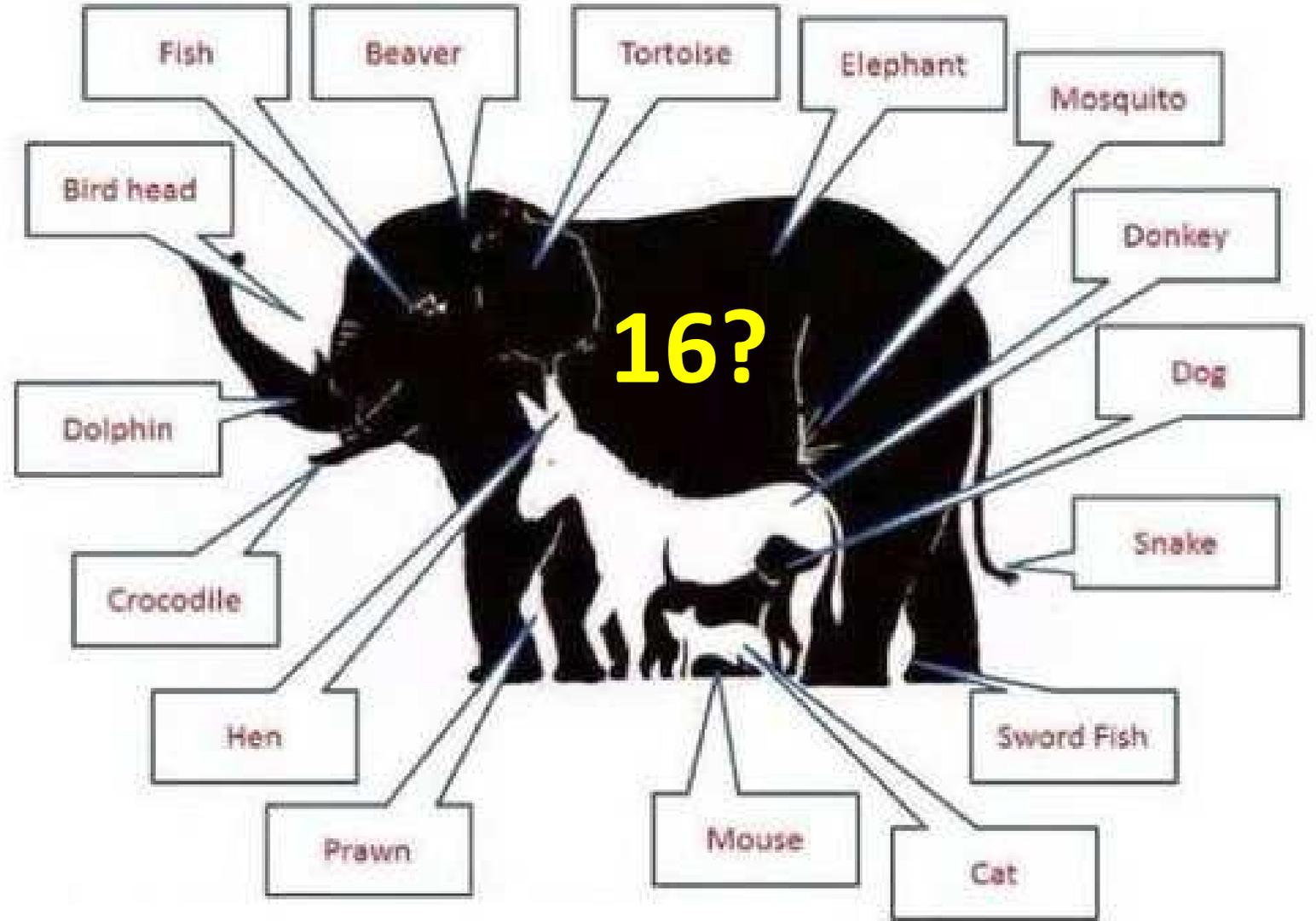


# Attention to detail... ANSWERS

How many animals could you count?



Some are a bit sketchy!!!

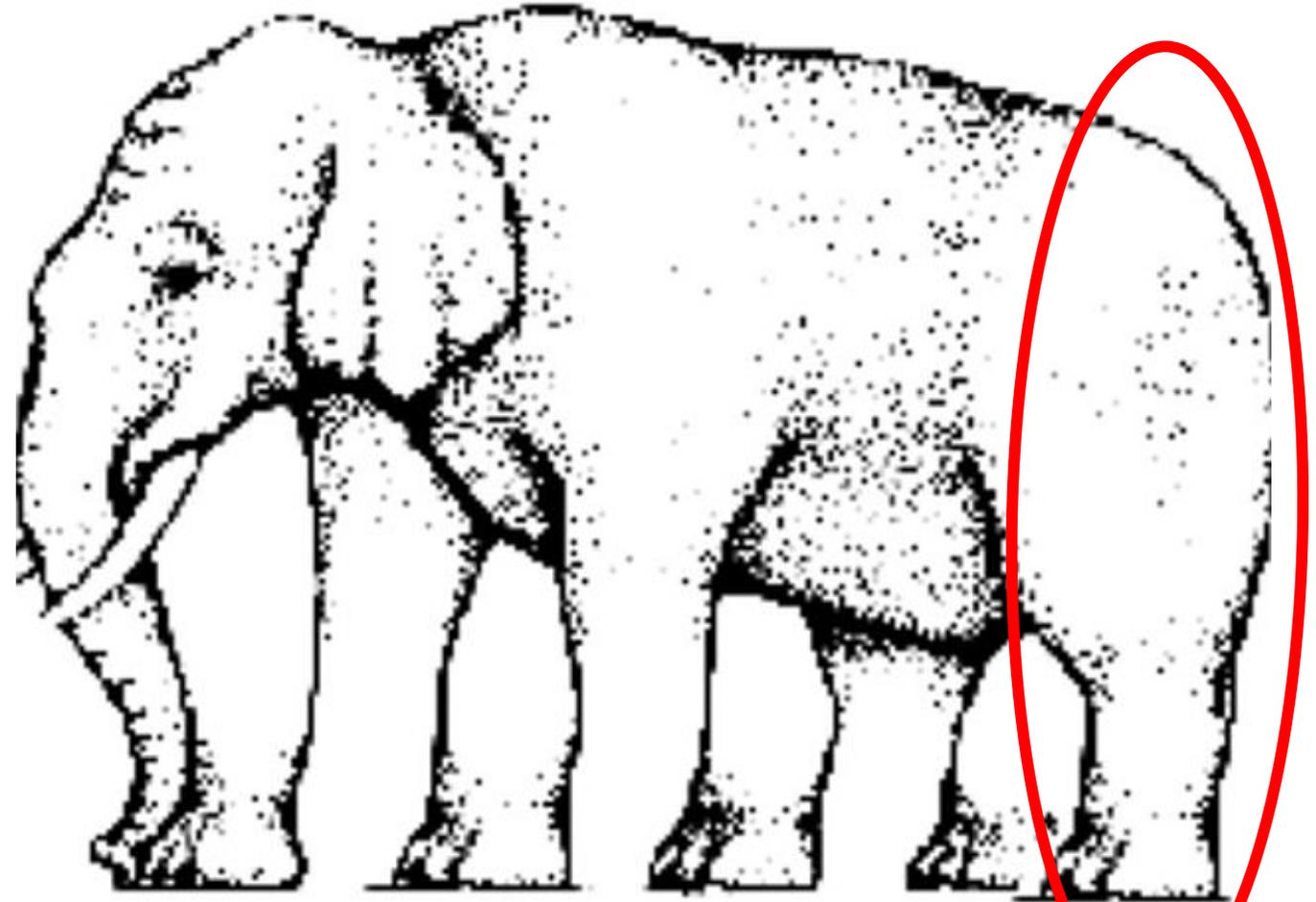




Attention to detail... **ANSWERS**

How many legs  
does this elephant  
have?

People still debate  
the answer on the  
internet...



One person argues though that there is technically only ONE as there is only one complete leg that has a foot. It's also the only one that is located in the correct place (anatomically accurately).

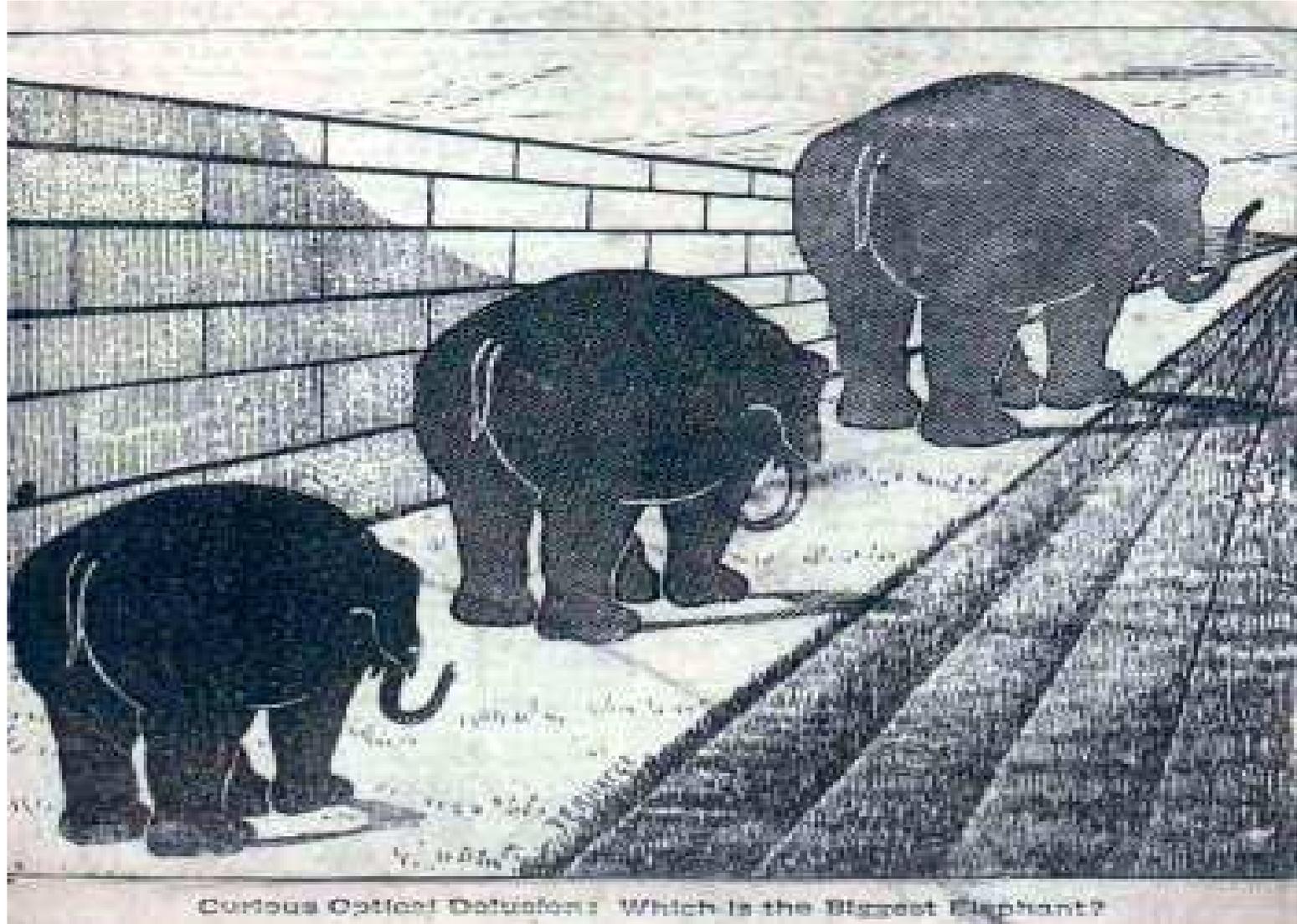


# Attention to detail... ANSWERS

Which is the biggest elephant?

They are all the same size!

The illusion makes use of two devices to suggest distance – Lines and shading. The lines make us think the darkest elephant is nearer, we assume it will appear largest. The lightest shade of elephant fools us into thinking it is actually a bigger elephant.





Attention to detail... **ANSWERS**

How many elephants in each image?

**2**



**1**



**1**



*What is your...*

**why**

*What are you doing to  
achieve your why?*

# Michael Jr.

Why

1. What is his why?
2. What is he doing that achieves his why?
3. What is the difference between your why and your what?
4. What is he trying to get across?



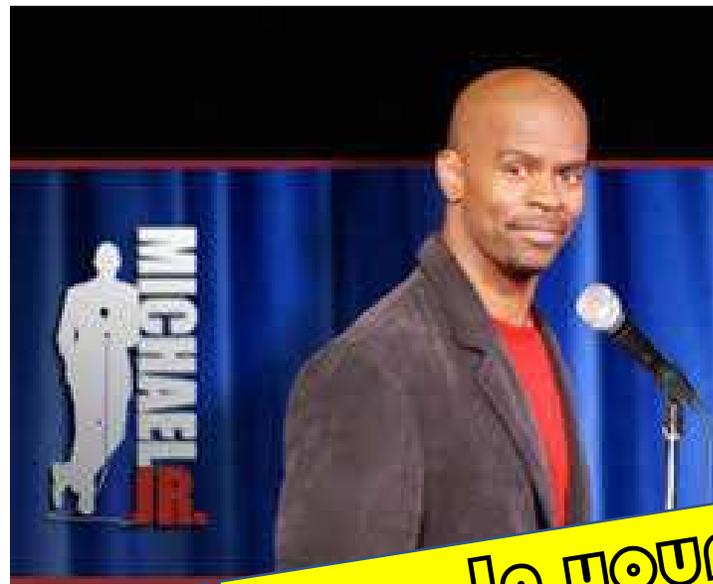
<https://www.youtube.com/watch?v=1ytFB8TrkTo>

# TODAY'S MENU

What

is

Your



WHEN YOUR  
**WHY**  
IS BIG ENOUGH  
YOU WILL  
FIND YOUR  
**HOW**

In your  
workbook...

1. What is your why?
2. Is your why big enough?
3. What are you doing to fulfil your why?



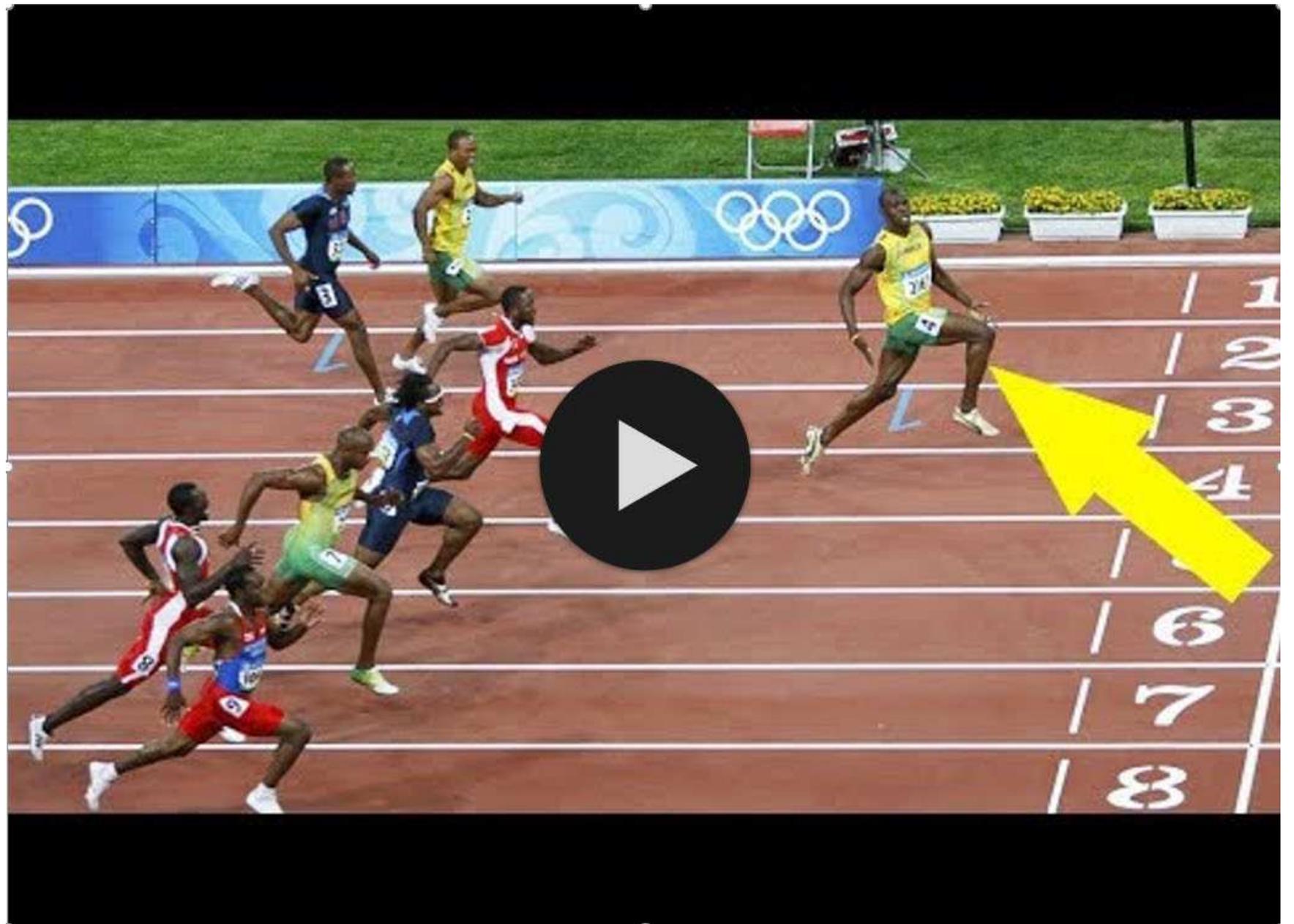
How to  
avoid the  
following  
FAILS!!!



<https://www.youtube.com/watch?v=Tv9f7kFZlzl>



Winning?  
Or  
celebrating  
too early



[https://www.youtube.com/watch?v=Fa1\\_tw5RkL8&t=2s](https://www.youtube.com/watch?v=Fa1_tw5RkL8&t=2s)



# Pre-course self-evaluation



**KEEP  
CALM  
ITS SELF  
EVALUATION  
TIME**

Complete the self-evaluation  
in your workbook

Do not panic if all your  
answers are “nothing” -  
that is a good thing  
because it means this  
course is perfect for you.

*In your  
workbook...*



# Mathematics...Brain Teasers



**A merchant can place 8 large boxes or 10 small boxes into a carton for shipping. In one shipment, he sent a total of 96 boxes. If there are more large boxes than small boxes, how many cartons did he ship?**

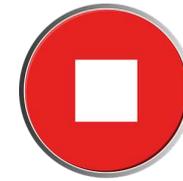
**Eggs are \$0.12 a dozen.  
How many eggs can you get for a dollar?**

**What can you put between a 5 and a 6 so that the result is greater than a five, but less than a six?**

**Do this in your mind:**  
You have 1000 boxes,  
Add 40,  
Add 1000 more,  
Add another 30,  
Add another 1000,  
Add 20,  
Add one more 1000,  
And finally add 10.  
**How many boxes do you have?**



# ANSWERS...Brain Teasers



A merchant can place 8 large boxes or 10 small boxes into a carton

**11**  
**cartons**  
**total**

than small boxes, how many cartons did he ship?

Eggs are \$0.12 a dozen.

**100**  
**at**  
**1c each**

you get for a dollar?

What can you put between a 5

**.**  
**So you get**  
**5.6**

a five, but less than a six?

Do this in your mind:

You have 1000 boxes,

**4100!?!**

**Did your**  
**mind play**  
**tricks on**  
**you?**

how many boxes do you have?



**What is  
the  
transport  
&  
logistics  
industry  
about?**



Types of transport in the industry

---

To get a package from A to B – what order is the transport used?

# Thinking: To get a package from A to B – what order is the transport used?



1. A small package from Auckland family to Wellington family overnight.
2. A small package from Sydney Timberland shop to Onehunga Timberland outlet shop overnight.
3. A large container from LA warehouse to Auckland warehouse.
4. A truckload of logs from Rotorua to Christchurch.
5. A huge container of coal from South Island West Coast to Huntly (North Island).



# Attention to detail...Map Reading



In your  
workbook...



1. What is meant by “freight only”?
2. Is it possible to transport freight from Auckland to Thames via train?
3. Can you move goods from Wellington to Auckland via train?
4. If possible, why would transporting goods from Auckland to Gisborne by truck be better than rail?
5. A ‘mothballed’ line is one where the tracks are still in place, but trains no longer run on the line. Using this information, is it possible to use trains to send goods from Auckland to Rotorua?

**Map source:** By Manu3d at English Wikipedia( Original text: Emanuele D'Arrigo) - Starting source map (landmass and railways) before refinement and simplification from: [www.demis.nl](http://www.demis.nl), Public

Domain, <https://commons.wikimedia.org/w/index.php?curid=3152558>



Brainstorm the different jobs in the transport & logistics industry  
As a class complete A to Z

---





# THE JOBS AND WHAT THEY LOOK LIKE

**TASK:**

In small groups: Match the image & description to the job titles



**TEAM  
Builder**

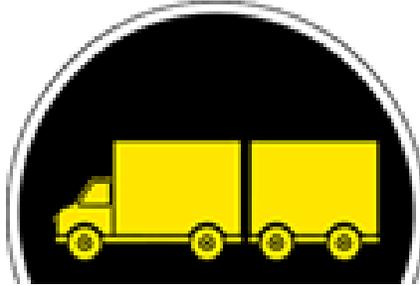
*I can operate  
a Hiab crane on  
my truck*



*I help the  
driver load and  
unload*



*I can drive  
a medium com  
bination vehicle  
between 12000  
- 25000kgs*



*I keep the  
traffic safe*



*I oversee a  
region*



***Hiab  
driver***

***Driver  
Assistant***

***Class  
3 driver***

***Road  
traffic  
controller***

***Regional  
manager***



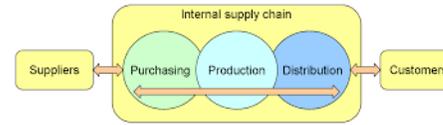
*I make sure all our vehicles are up and running*

*I oversee all staff in one branch of the company*

*I make sure people are as safe as possible*

*I make sure there is enough of everything so that things run smoothly*

*I analyse the trends in the logistics industry to find better ways to do things.*



***Fleet manager***

***Branch manager***

***Health & safety manager***

***Supply chain coordinator***

***Logistics analyst***



*I organise companies overseas to fill containers and deliver them to companies in NZ*

*I oversee the warehouse*

*I use heavy machinery to move cargo at the port*

*I deliver goods from top to the bottom of the country and back in trucks*

*I own and drive my own truck*



***Imports manager***

***Warehouse manager***

***Stevedore***

***Line haul  
or  
Metro driver***

***Owner driver***



*I lead a small group of people*

*I'm in charge of what happens during a shift*

*I load and unload aircrafts*

*I can drive a car with a trailer, a tractor, a ute - all no more than 4500kg*

*I can drive a medium rigid vehicle between 6000-18000kgs*



***Team leader***

***Shift supervisor***

***Aircraft unloader***

***Class 1 driver***

***Class 2 driver***



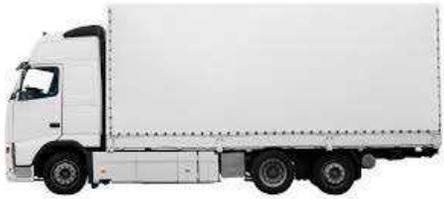
*I can drive a heavy rigid vehicle no more than 18000kgs*

*I check barcodes*

*I unload containers*

*I sort packages*

*I deliver packages*



***Class 4 driver***

***RF scanner***

***Devanner***

***Freight sorter***

***Delivery driver***



*I answer calls  
and direct  
drivers*

*I drive things  
around the city*

*I move things in  
the air*

*I find things &  
package them*

*I shunt (move)  
rail cars*



***Customer  
service  
dispatcher***

***Courier  
driver***

***Pilot***

***Pick  
packer***

***Railway  
shunter***



*I am the first person clients meet on arrival & the phone*

*I oversee the entire company*

*I move containers at ports*

*I move pallets around*

*I manage the business*



***Receptionist***

***CEO / CFO /  
Managing  
director***

***Straddle  
hoist  
operator***

***Forklift  
operator***

***General  
manager***



*I move freight  
on tracks*

*I drive a heavy  
combination  
vehicle  
25,000kgs or  
over*

*I move broken  
things*

*I move people*

*I manage when  
and where  
things happen*



***Train  
driver***

***Class 5  
truck  
driver***

***Tow truck  
operator***

***Bus driver***

***Operations  
manager***



And  
now for  
a bit  
light  
relief.



<https://www.youtube.com/watch?v=4ZMtWIkJLyQ>

# Hierarchy of jobs by pay scale



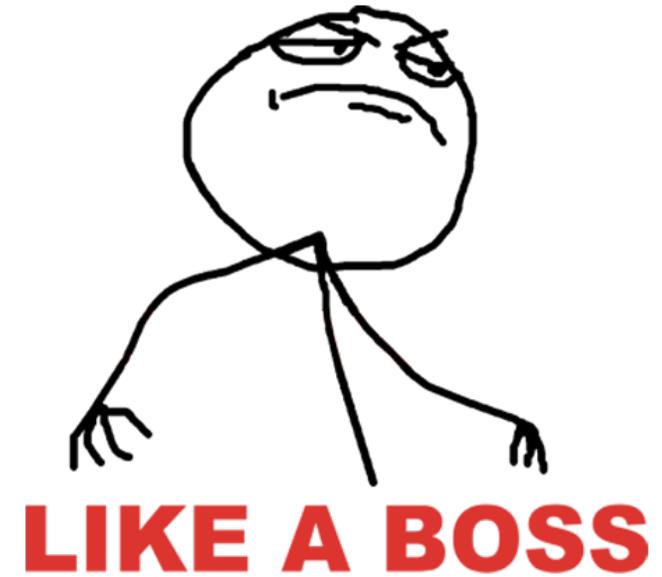
<b>\$200,000+ per year</b>	General manager					CEO / CFO / Managing Director			
<b>\$90,000-120,000 per year</b>	Supply chain coordinator	Imports manager	Health & Safety manager	Regional Manager	Logistics analyst	Pilot	Operations manager		
	Straddle hoist operator	Human Resource manager	Branch manager	Fleet manager	Owner driver	Stevedore	Warehouse manager		
<b>\$30+ per hour</b>	Class 5 driver	Admin manger	Aircraft refueller	Train driver	Courier driver	Team leader	Line haul or Metro driver	Hiab driver	
<b>\$20-25 per hour</b>	Class 3 driver	Class 4 driver	Shift supervisor	Bus driver	Tow truck driver	Forklift operator	Railway shunter	Customer services dispatcher	Delivery driver
<b>Min - \$20 per hour</b>	Store person		Receptionist	Pick packer	Freight sorter	Devanner	RF Scanner		
	Class 1 driver		Class 2 driver	Road traffic controller		Aircraft unloader	Driver assistant		

**10 jobs  
that  
interest  
me**

**In your  
workbook...**

[Blank box]

talk 



using industry lingo



In your  
workbook...

1. Read the word.
  2. Look at the picture.
  3. Predict what the word means / or what it is about
- DON'T PANIC IF YOU DON'T  
KNOW IT :)

talk



**LIKE A BOSS**

using industry lingo

talk 



**LIKE A BOSS**

using industry lingo

1. Discuss as a class what each word means
2. Write down the definition in your book

*In your  
workbook...*





What do we know about...?



# Manufacturing



Definition:  
Making things on a big scale  
using machinery





What do we know about...?

# Retirement Age



Definition:  
The age you can retire from  
work and get your  
superannuation (benefit)





What do we know about...?

Manufacturing

Retirement Age

# Infrastructure



Definition:  
The things needed for a city to work eg roads, trains, power lines etc





# What do we know about...?

Manufacturing

Retirement Age

Infrastructure

## GDP

(Gross Domestic Product)

GDP is a number. This number tells us the value (\$\$) of economic (business) activity within a country.



Definition:

**A number that tells us the value (\$\$) of all the things a country produces and sells**

This number is found by adding up all the value (\$\$) of all the products and services a country makes.

In 2017, NZ's GDP was 105.9 billion US\$



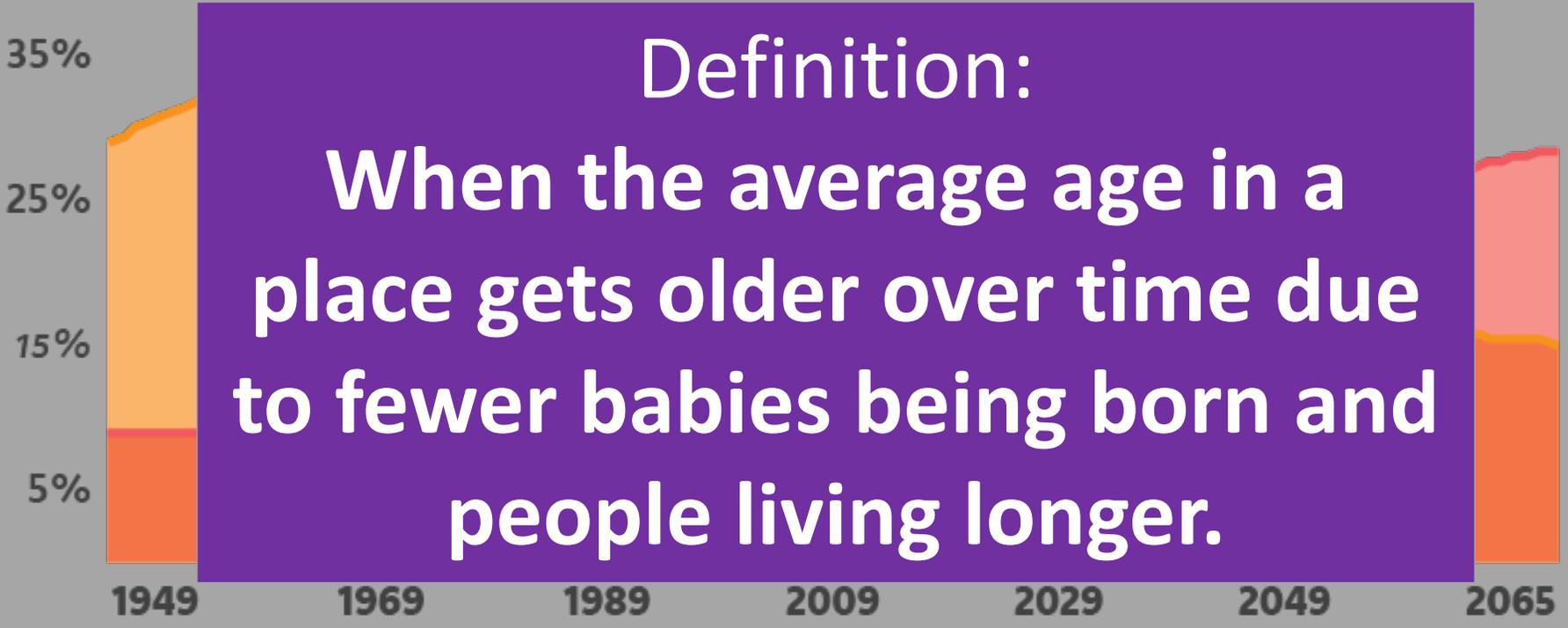


What do we know about...?

# Ageing population

- Manufacturing
- Retirement Age
- Infrastructure
- GDP

New Zealand's population is ageing.



**Definition:**  
When the average age in a place gets older over time due to fewer babies being born and people living longer.





What do we know about...?

# Fleet Management

- Manufacturing
- Retirement Age
- Infrastructure
- GDP
- Ageing population



Definition:  
Looking after all a companies  
vehicles





What do we know about...?

# Classes of Licensing

- Manufacturing
- Retirement Age
- Infrastructure
- GDP
- Ageing population
- Fleet Management



**Definition:**  
**The different types of licenses you have**  
**Class 1 to 5 = Car to huge truck**

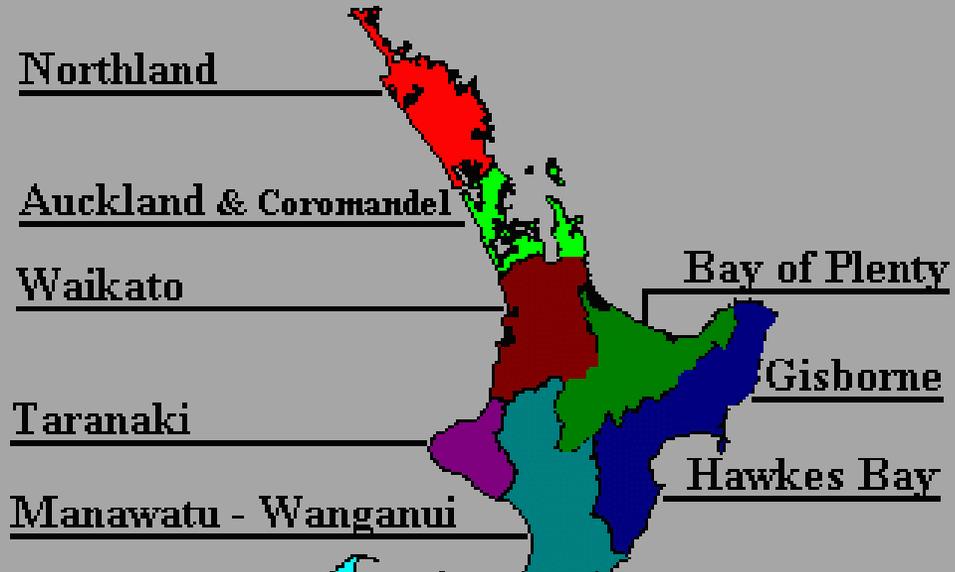


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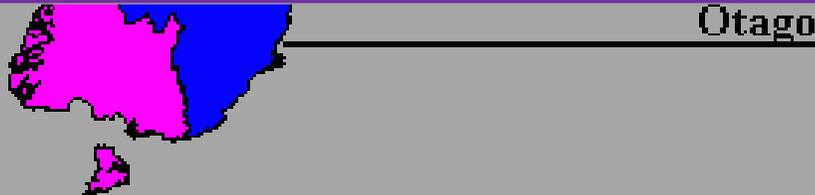


# What do we know about...?

## Regions of New Zealand



## Definition: Different areas around New Zealand



- Manufacturing
- Retirement Age
- Infrastructure
- GDP
- Ageing population
- Fleet Management
- Classes of licensing





What do we know about...?

# Roles & Role Growth



**Definition:**  
**Roles are the different kinds of jobs.**  
**Role growth is when there are a growing number of jobs in that role**

- Manufacturing
- Retirement Age
- Infrastructure
- GDP
- Ageing population
- Fleet Management
- Classes of licensing
- Regions of NZ





What do we know about...?

# Automated trucks



**Definition:**  
**Self driving trucks - driven by robot technology**



- Manufacturing
- Retirement Age
- Infrastructure
- GDP
- Ageing population
- Fleet Management
- Classes of licensing
- Regions of NZ
- Roles





What do we know about...?

# Internal Recruitment

## Sources of Recruitment

Internal

External

Definition:  
When a company hires people from inside their own company



Manufacturing

Retirement Age

Infrastructure

GDP

Ageing population

Fleet Management

Classes of licensing

Regions of NZ

Roles

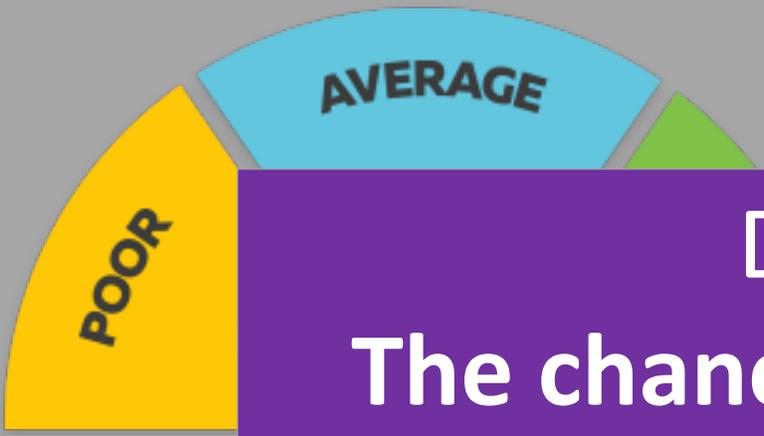
Automated trucks



What do we know about...?



# Job Prospects



Definition:  
**The chances of getting a job**

Job Opportunities



- Manufacturing
- Retirement Age
- Infrastructure
- GDP
- Ageing population
- Fleet Management
- Classes of licensing
- Regions of NZ
- Roles
- Automated trucks
- Internal Recruitment

# FACT SECTION #1: ANSWERS



## QUESTIONS for fact section #1:

1. Why do you think the current growth in construction and infrastructure (eg road building) is leading to the increase in transport and logistics?
2. According to the data form SEEK (a NZ job advertising website) how much growth occurred in one year for road transport?
3. Which other areas also showed significant increase in growth?

1. More building of things means more things need to be transported around to the building sites.

2. 13%

3. **Couriers, drivers and postal services** were up by 3% and **fleet management** increased by 9%.

# FACT SECTION #2: ANSWERS



QUESTIONS for fact section #2:

4. What is the average age of NZ truck drivers?

4. 53.

5. Why is the average age of NZ's drivers an issue for the industry?

5. because they are close to retirement and there are not enough young qualified drivers coming through

6. True/False: The industry finds it difficult to get good fully licenced drivers who can simply drive a car.

6. True

7. True/False: It is even harder to get good fully licenced drivers who can drive a heavy combination vehicles.

7. True

# FACT SECTION #3: ANSWERS



QUESTIONS for fact section #3:

8. According to SEEK data, how much “job ad growth” as there been for the manufacturing, logistics & transport industry?

8. 30.1%

9. What was the total new jobs (roles) that were advertised this year in the manufacturing, logistics & transport industry?

9. More than 5000. (5000+)

10. Which part of the industry has the most job growth?

10. Warehousing, storage & distribution

11. Thinking back to what we have learnt today - what kinds of jobs could we get in this high growth area in Q10?

11. Picker packer, fork lift driver

12. How much growth has truck driver roles had?

12. 2.5%

13. Other than Auckland, which two other regions are likely to have good job opportunities in the manufacturing, logistics & transport industry?

13. Canterbury & Waikato

# FACT SECTION #4: ANSWERS



QUESTIONS for fact section #4:

14. Complete: The amount of freight carried increased \_\_\_\_\_, but the people able to drive this freight around only increased by \_\_\_\_\_.

14. 60%, 10%

15. In 2017, roughly how many jobs were there ready and waiting for drivers around NZ?

15. 1000

16. Are self-driving vehicles likely to fill all the job vacancies any time soon?

16. No

17. If you are a good class 5 driver, how much might you make an hour?

17. \$35.50

# FACT SECTION #5: ANSWERS



QUESTIONS for fact section #5:

18. Does Linfox train younger and less experienced drivers?

18. YES

19. Do you need to be an experienced driver to work at Linfox?

19. NO

20. Why is this company good for young and inexperienced workers like you?

20. Because we do not have many qualifications and they want to train us up which then means we do not have to pay for our own training.

# Q 21. Look at the diagram:



a. Notice that there are + and – symbols. What do you think these mean?

+ = high & - = low

b. What is income about?

Money you earn

c. Is it showing high, medium or low income for drivers?

Medium+

d. What is “fees” about?

Training costs

e. Is it showing high, medium or low fees for drivers?

Low

f. What is job prospects about?

Chances of getting a job

g. Is it showing high, medium or low job prospects for drivers?

High

h. So overall, is becoming a truck driver a good career option?

YES because it has good income, low training costs and a good chance of getting a job

i. Why?





SO . . . . What  
is the  
transport  
&  
logistics  
industry  
about?

**EVALUATION**



**What are your takeaways?**



**What do you want to know more about?**



**What could be better?**



# How much do you remember?

PPT

KAHOOT

Forms

Quizlet live

