



***Pacific National Intermodal***

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# *Pacific National and National Distribution*

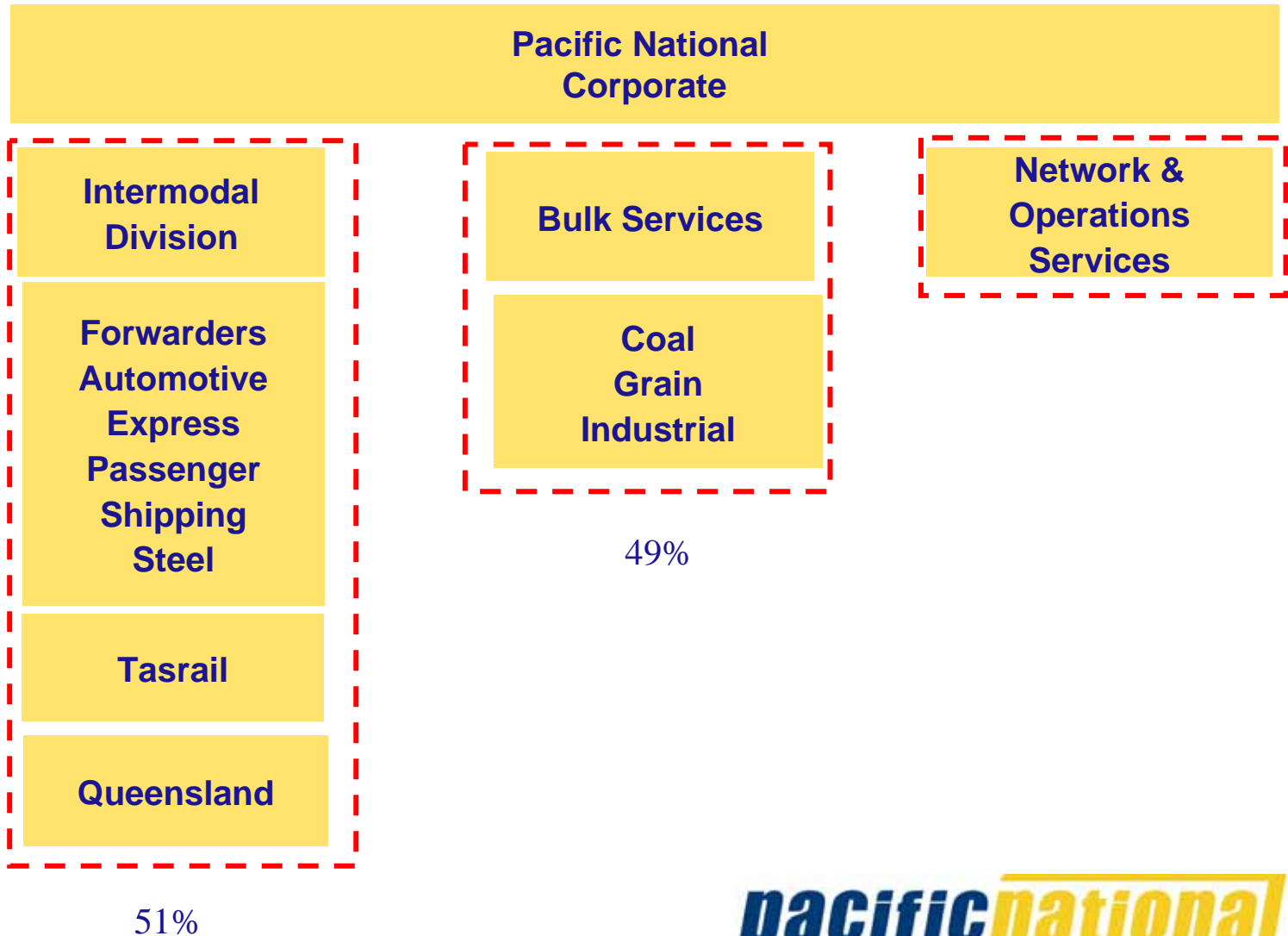
## Our Aim

**To make rail the preferred  
mode for interstate freight  
movement**



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# Pacific National Limited



# *Pacific National Intermodal*

## At A Glance

- \$650m revenue pa
- 1,020 Employees
- Operates 7 days a week
- Across 8,500 km network
- Over 250 services per week
- 234 Locomotives
- 4,814 wagons
- Intelligent Freight Control Systems

# *Intermodal Business Divisions*

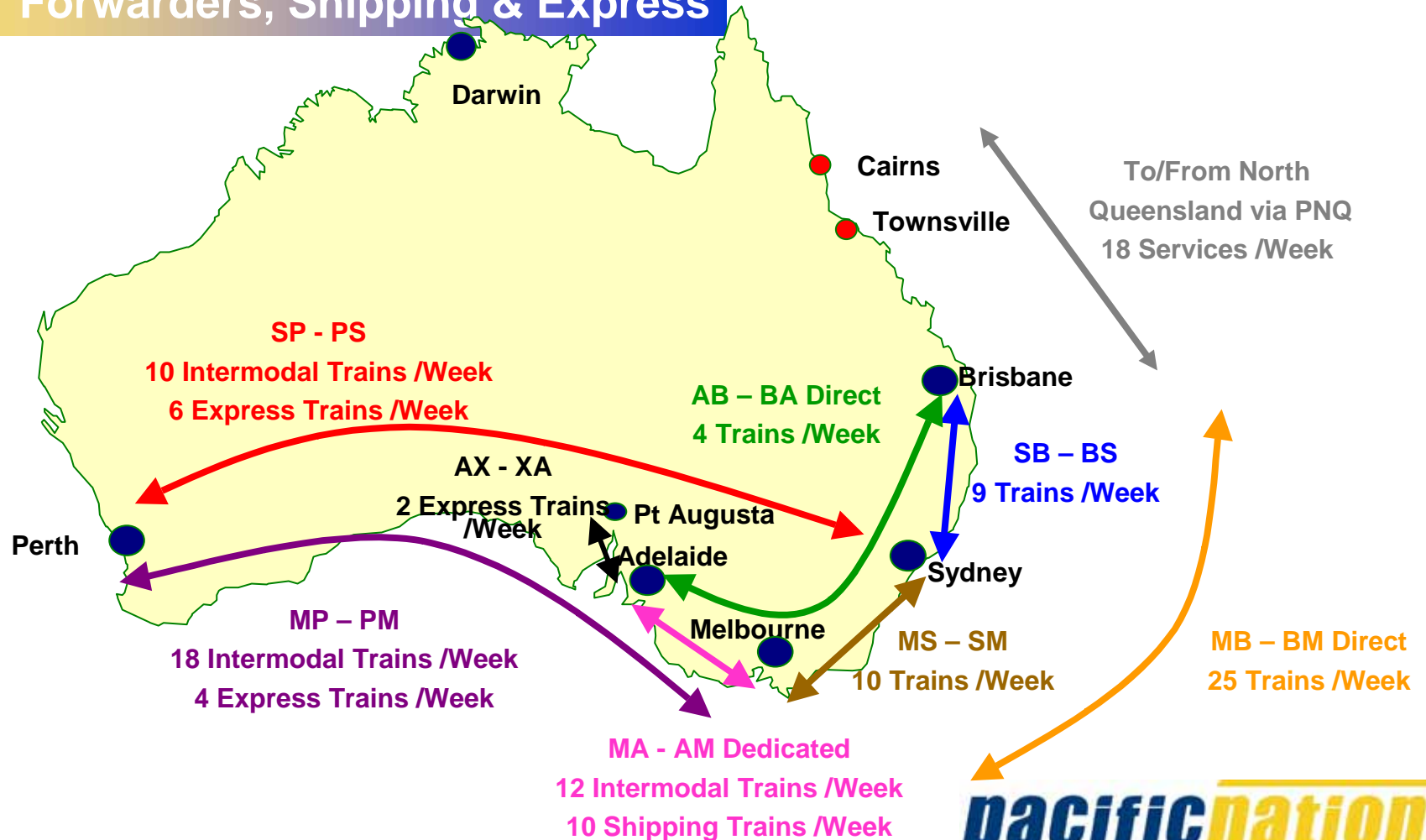
## Pacific National Intermodal & Shipping



- Linehaul Transport services for domestic containerised freight between all capital cities – 500,000 containers per annum
- Specialised movement of Motor Vehicles
- Landbridging services for shipping import/export/empty containers between major ports
- Value Added Services including
  - PolarPak
  - Customs Bonded Storage
  - Powered storage for refrigerated containers

# Overview of Intermodal Operations

## Forwarders, Shipping & Express



# *Intermodal Customers*

## Types of Customers/Products

### ➤ **Intermodal**

- Major Freight Forwarders – manufactured goods, white goods, paper, high cubic, automotives, dairy, DG's
- Import/Export/Empty Shipping Transporters – white goods, engineering products, car parts, wine, meat, grain, cotton, dairy, minerals, DG's

### ➤ **Express**

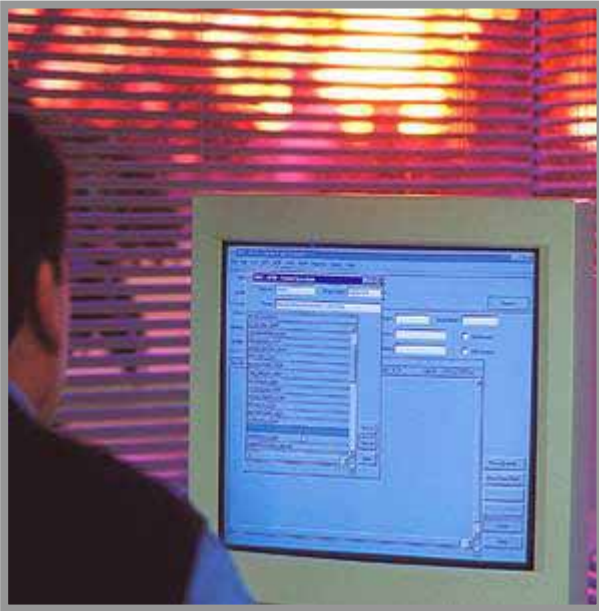
- Consolidated LCL Freight Forwarders – mixed/blended manufactured goods
- Refrigerated Food Product Transporters – fruits, vegetables, meat, dairy
- Hook & Pull for passenger trains – hire locomotives, drivers and terminal expertise

### ➤ **Steel**

- Flat & Long Steel products – steel rods, billets, coiled rods, steel plate
- Containerised Metal/Bulk products – copper, cyanide

# Key Benefits – National Network

## The Only National Rail Operator



- Pacific National is the **only operator** which operates across a **national network**
- Frequency of services – **250** services per week
- Low cost operator by reaping economies of scale
- Smart Information Technology (IT) Systems
  - Real time tracking using PN's Freight Control Systems
  - User friendly, **Web based**, on line bookings
  - Integrated freight tracking, terminal, yard, customer bookings and train management systems
- Flexibility – Network approach and control, customer service centre available 24/7
- ISO 9002 accredited

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# *Key Benefits - Environmentally Friendly*

**A SINGLE TRAIN (3,500T)**



**CAN POTENTIALLY REPLACE 100 TRUCKS**

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# *Key Benefits - Safety*

## Making Rail A Safe Workplace



- Duty of Care
- Driver fatigue procedures
- Mandatory Drug & Alcohol testing
- Difficulty of getting interstate drivers
- A major contributor in the creation of a standard Code of Conduct for rail nationally

# *Transit Times*

## **Overnight**

**Melbourne/Sydney  
Sydney/Brisbane  
Melbourne/Adelaide**

## **Two Day**

**Melbourne/Brisbane  
Adelaide/Perth**

## **Three Day**

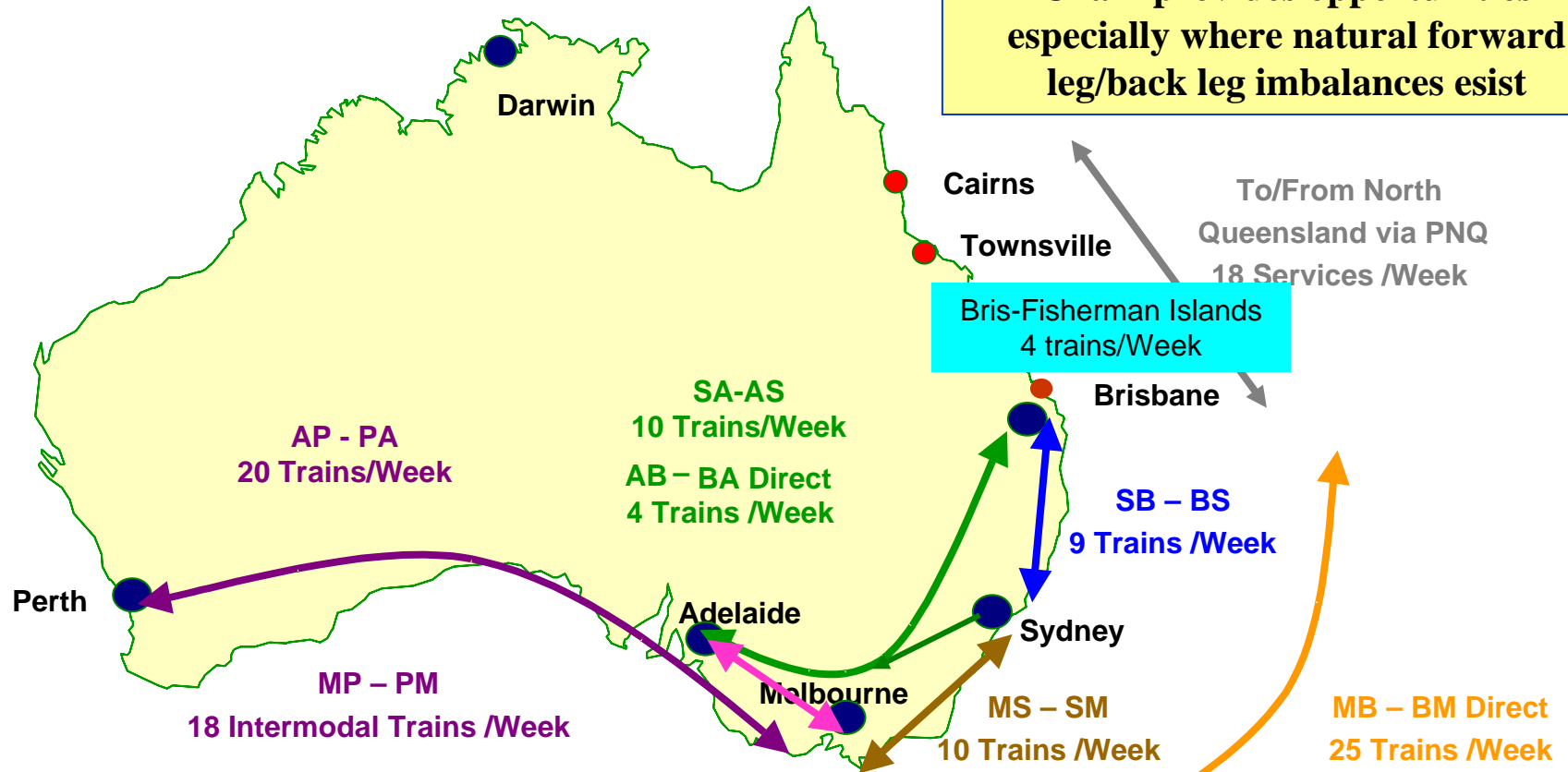
**Melbourne/Perth  
Melbourne/Alice Springs  
Melbourne/Townsville  
Sydney/Perth (Express)**

## **Four Day**

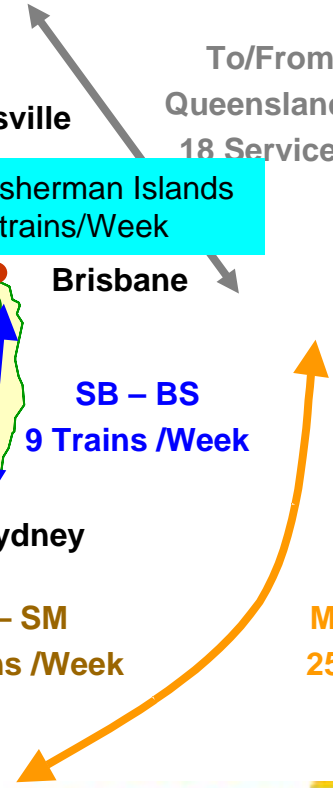
**Sydney/Perth (Superfreighter)**

# Supply Chain Management - Landbridging Opportunities

## Forwarders & Shipping



PN's linehaul component of Supply Chain provides opportunities especially where natural forward leg/back leg imbalances exist



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# Landbridging Opportunities

Forwarded



- Brisbane-Melbourne – Auto containers
- Sydney - Brisbane – Imports/Exports/Empties
- Brisbane –Adelaide - Empties/Auto containers
- Sydney - Adelaide – Empties /Auto containers
- Perth - Adelaide/Melbourne – Imports/Exports
- Melbourne - Adelaide – Imports/Exports/Empties

# *Auto Logistics – Innovation and Capability*

## Design

- Consultation with Customer to suit Individual requirement
  
- 28,000 cars from Melbourne to Brisbane and 17,000 cars from Adelaide to Brisbane
  - built 52 specialist five-pack wagons (RRYY). have very low deck height suitable for these containers up and down the east-coast corridors.
  
  - Holden, Ford, Toyota and Mitsubishi cars loaded into 'Autobox' or 'Cartainer'. These new containers are 53ft long and 10'6" high.



# *Auto Logistics – Innovation and Capability*



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# *Pacific National - Auto Logistics - Opportunities*



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# Container productivity differences

## East - West



- 20', 40', 48' and 53'
- Solid box preference for double stacking
- Max double stack is 10'6" on 9'6"

## East Coast



- 20', 40', 48' and 53'
- Single stack only
- Height – 8'6", 9'6" and 9'10" standard
- 10'6" require specialty wagon builds

# *Cold chain support*

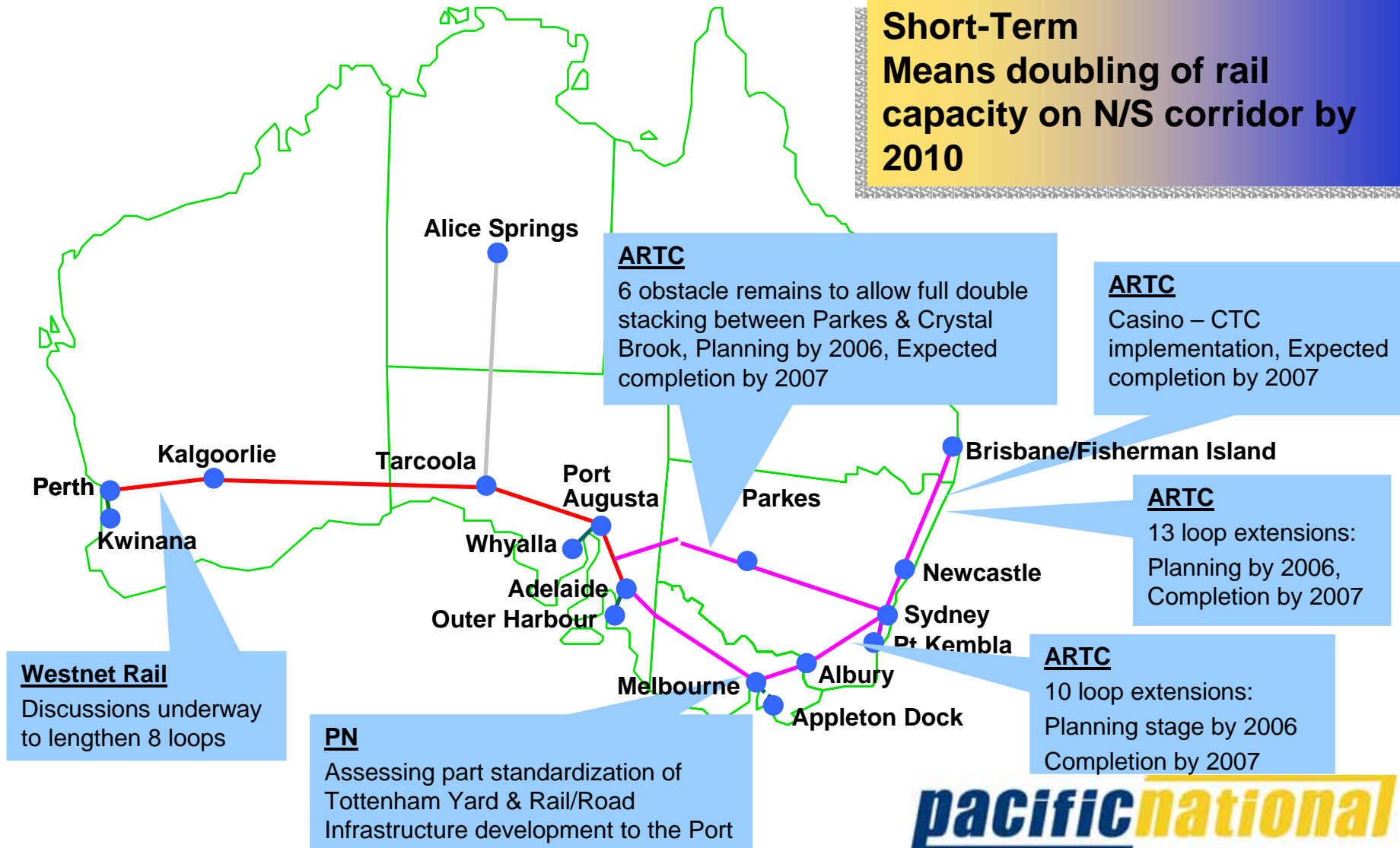


- Express Services offer 48ft refrigerated Containers
  - Full 24 pallet capacity
  - All capable of double stacking
  - Fleet is less than 1 year old
- All Express units Feature Satellite tracking
  - 'Pre-tripped' by client on loading
  - Checked for compliance with booking at terminal
  - StarTrack system monitors through-out journey
  - 24/7 active alert if failure detected.
  - Capable of remote diagnosis
  - Capable of resetting / restarting remotely
  - Data warehouse of 2 years history (traceability)



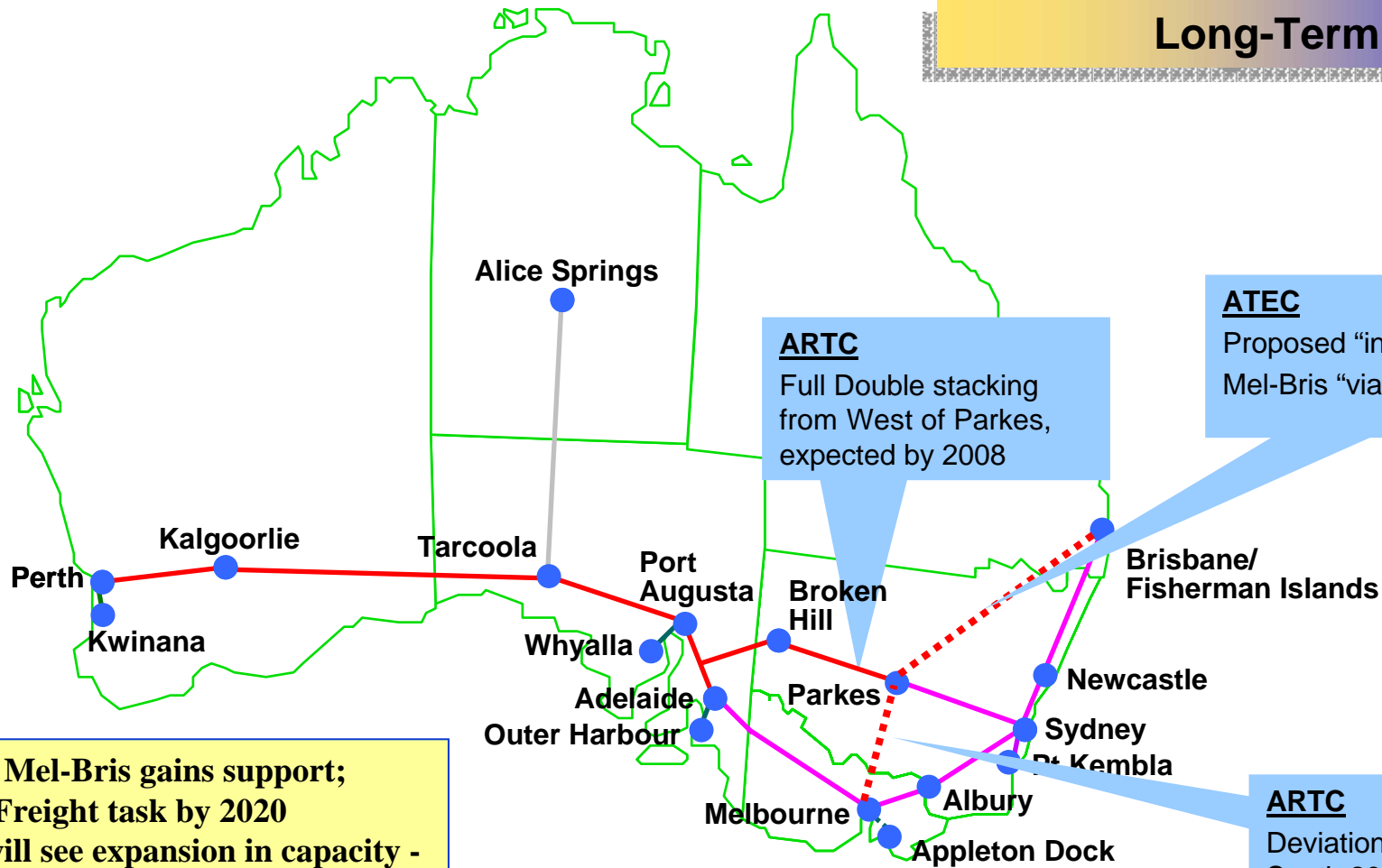
# Infrastructure Developments

**Short-Term  
Means doubling of rail  
capacity on N/S corridor by  
2010**



# Future Network capacity

**Long-Term (Jan 11 +)**



**ARTC**  
Full Double stacking  
from West of Parkes,  
expected by 2008

**ATEC**  
Proposed "inland" rail route  
Mel-Bris "via" Parkes

**ARTC**  
Deviation of North  
South 2009

**Inland route Mel-Bris gains support;  
Doubling of Freight task by 2020  
East -West will see expansion in capacity -  
more crossing loops  
New National communication system for  
better Train Management**

# *Supply Chain Management - Landbridging Opportunities*

## **Conclusion:**

- Opportunities to use rail Landbridging as an extension of customer international supply chains
- Specific opportunities for “Autobox” back loading utilising excellent “auto precinct” facilities created by the Port Of Brisbane Corp:
- Ex Brisbane corridor is a domestic “back haul” leg enjoying favourable back haul “door to door” rates
- Pacific National working closely with Port Corporations, Shipping Lines & Freight Forwarders to identify opportunities and develop solutions