

Hatfield, David

From: Peter.Ashley@omya.com
Sent: Thursday, 26 April 2007 2:04 PM
To: Martin, Jaime
Cc: Hatfield, David
Subject: Toll Geelong Port proposed restrictive procedures at Lascelles Wharf IN CONFIDENCE

Dear Sir, I refer to the application from Toll Geelong Port for Exclusive Dealing with their Figees Cranes at Lascelles Wharf .

Our company regularly uses this wharf to import Calcite (Limestone) from our Bajool Quarry in Queensland via the Port of Gladstone , refines and distributes to industries in the Victorian region , It is the only economic method of supplying our Geelong mill .

We currently utilise CSL Australia Pty Ltd vessels , to date they have mostly been the self discharge type , these do not utilise a crane or grab arrangement .

Recently we had the experience of a small ship arriving that was required to utilise it's own cranes, however after futile attempts to the Port for permission we reluctantly used the Figees set up at additional costs .

The experience of additional costs without any additional performance advantage to the consumer suggests that the proposal will disadvantage customers similar to ourselves that can not take any advantage of their rationale .

It would appear that the argument is to increase thruptut and that this can only be achieved if they use their own cranes if they are available , ships cranes can be used if their cranes are out of action or otherwise engaged .

They have failed to point out that the majority of customers can not receive at their desired rate (approx 700mt per hour),unless storage is directly in their own bulk storage sheds, since the Figees cranes were commissioned there has been restrictions on logistics put into place that have prevented the figures suggested .

An example is that we can now only receive at approx 400mt per hour due to other restrictions on the wharf , ie security checks, weighbridge delays , safety requirements, traffic routes etc , our site is approx 350 meters from Lascelles wharf and utilise on average 11 trucks to obtain the best performance .

The majority of new type "own grab" vessels could handle the required tonnage rate of 400tph.

Performance of the Figees cranes versus other types is not really the issue for Toll Geelong Port,, it is utilisation , they can achieve better utilisation if their charges are more realistic in today's climate .

The application should be refused as there is no basis for suggested benefits to be passed on to the customers of Toll Geelong Port , and that the current understanding should be maintained.

Best Regards

Peter Ashley
Group Freight Manager

Omya Australia & New Zealand

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✕ **E-mail:** peter.ashley@omya.com
☎ **Direct:** +61 +2 6333 6413
📱 **Mobile:** +61 (0) 408 650 717
☎ **Fax:** +61 +2 6333 6480
🌐 **Web:** www.omya.com.au
www.omya.co.nz