



Bureau of Infrastructure Transport and Regional Economics  
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# Today's Presentation

- Indygroup
- Opportunities for Growth
  - Feeding India and China
  - Rational national distribution
- Urban freight logistics – priorities ?





# Indygroup

- Developer of open access intermodal business parks.
- Provider of freight and logistics services - utilising road and rail as appropriate.
- Focus on :
  - moving containerised freight
  - facilitating agribusiness development in Australia
  - new (sustainable) models for national distribution in Australia





# Indygroup - Minto

- Macarthur (Minto Sydney) 16.5Ha
  - 327,000 TEU annual capacity
  - Rail siding - 380m (ext. to 2 x 600m)
  - Top Loading forks and reach stackers







# Indygroup – Wagga Wagga



- 87000 sqm industrial facilities
- 540 Ha industrial estate



# Indygroup - Transport



*INDEPENDENT  
RAIL ROAD*



***I.R*** RAIL  
OF AUSTRALIA



**MIST**  
MACARTHUR INTERMODAL SHIPPING TERMINAL  
SYDNEY • AUSTRALIA





# Current activities

- **Rail services**

- Containerised grain / meat transport from Narrabri, Moree, Tamworth, Blayney and Dubbo to Sydney.
- Aluminium from Newcastle to Sydney
- 30% of all container movements on rail through Port Botany (linked to Minto terminal)

- **Business park clients**

- Cargill Beef, Chargeurs Wool, ABB – Riverwool, ABB Grain, Visy Pulp and Paper, Vinidex, Sunbeam



# Indygroup

- An integrated freight & logistics and industrial development company with a passion for agribusiness and the environment.
- We aim to stimulate agribusiness growth in Australia by providing creative market driven logistics solutions from paddock to plate.
- This will :
  - help foster job growth and prosperity in regional Australia
  - grow export opportunities for Australia.





# THE OPPORTUNITIES

## 1. Feeding India and China



- China and India provide an exceptional market opportunity for Australian agricultural products.
- Indygroup's unique integration of intermodal terminals, business parks and rail transport enables a shift away from bulk raw material exports to value added manufacturing in Australia.
- Converting this opportunity and generating value added manufacturing jobs in Australia is a primary goal of Indygroup.



# The Opportunities

## 1. Feeding India and China



### Case Study 1 – Riverina Oils & Bio Energy

- Edible Oil Market identified as growth opportunity in India
- Currently 11kg / person/ annum consumption c.f. 46kg in western markets
- Each additional 1kg consumption = 1Billion kgs/annum additional demand.
- The company identified Australia as a likely location to source canola and safflower BUT what convinced them to invest ?







# The Opportunities

## 1. Feeding India and China



- Indygroup :**
- Source 165,000 tonnes canola / safflower from Aussie farmers (\$75M per annum).
  - Locate (cost effective) manufacturing facility on Indygroup Business Park in Wagga Wagga (\$75M project / 70 jobs)
  - Provide integrated transport solution for all aspects of the business using road, rail and intermodal handling.
  - Facilitate export through rail linkages to Sydney / Melbourne ports.
  - Direct “organic waste streams” back into agriculture



# The Opportunities

## 1. Feeding India and China



### Case Study 2 - Joe White Maltings

- Market opportunity to supply malt to brewers in SE Asia
- Require an efficient logistics solution to source up to 500,000T of barley per annum.
- Require a manufacturing location that minimises handling given volumes involved.





# The Opportunities

## 1. Feeding India and China



### Case Study – Joe White Maltings

Indygroup :

- Provide manufacturing location located at our intermodal business park at Minto in Sydney.
- Provide containerised rail freight solution to deliver raw materials from regional Australia to Sydney for manufacture.





# The Opportunities

## 2. Rational National Distribution



- There is a shift in thinking occurring within some Australian companies when it comes to national distribution.
- A move away from state based strategies to a national focus – driven in part by the size of the Australian market and the costs to hold property in capital cities.
- Regional manufacturing and distribution is emerging as an alternative.







# The Opportunities

## 2. Rational National Distribution



- BOC Gases, Vinindex, Cargill Beef and Heinz Watties have all established or expanded manufacturing facilities in Wagga Wagga in the last 3 years.



- All of these companies have recognised the benefits of establishing ONE national manufacturing and distribution facility linked to efficient freight services.





# The Opportunities

## 2. Rational National Distribution



### The “Orbitas” model

- Southern Oil – used oil recovery and refining – 30,000,000 litres per annum (2006)
- Renewed Metal Technologies – lead acid battery recycling – 150,000 tonnes per annum (2009)
- Plastics recycling (2011).







# The Opportunities

## 2. Rational National Distribution



### The “Orbitas” model

- Indygroup structure of co-located intermodal facilities on our business parks provides cost effective solution for large volume freight management.
- Rail links from capital cities to central regional processing facility provides commercial solutions not otherwise available.





# Urban Freight Logistics – National Priorities ?

- Open access intermodal freight terminals with co-located business parks.
- Access to rail infrastructure that facilitates commercial movement of freight across the network.
  - Dedicated rail freight paths
  - Port access for rail
  - Competitive stevedores / Port Authorities
  - Simplification of rail regulatory requirements for access
  - Storage and maintenance facilities for rail rolling stock
- Integration of urban and regional strategies.





# Urban Freight Logistics – Indygroup Priorities ?

- Southern Sydney Freight Line (physical linkage and appropriate access)
- Development of Enfield ILC
- City of Wagga Wagga – Bomen Masterplan Rail Infrastructure
- Port Kembla Outer Harbour Container Terminal



# Conclusion

Open access intermodal business parks with efficient road & rail links will be a critical enabler of agribusiness manufacturing growth in Australia in the future.

Government policy needs to reflect a coordinated urban and regional freight and logistics plan to maximise Australian business growth.







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