

SUBMISSION TO WOOL SELLING SYSTEMS REVIEW

by

W.C. Freeman.

Past history shows that change will only take place in the Wool Industry when it is in a critical situation - surely it is in that position now with growers vacating the Industry at an alarming rate.

To comprehend the problems that now exist in the Industry it is necessary to look back and understand how lack of resolve in making positive decisions and to some extent, self preservation and self interest by all sections involved, in reforming the "shed to ship" handling, over which we have control.

PAST AND PRESENT

WOOL WAREHOUSING

- In the 1930's the State Government resumed all Dalgety's stores at Millers Point (now Barangaroo). Before the termination of their lease the company had to decide on a replacement site. At the same time the Government was anxious to cease rail deliveries to Darling Harbour. As the Yennora land was government owned, it suited both parties to move into the relatively underdeveloped area in Western Sydney. Dalgety's built the store at a cost of \$7-8m.
- **The value of the complex, now Sydney Distribution Centre is in excess of \$300m.**
- Yennora commenced operation as The Sydney Wool Centre in 1971.
- Once established, other brokers located in old stores scattered around the Sydney city area moved to Yennora and almost all NSW wool was then processed for sale and delivered for shipment from this centre. Newcastle and Goulburn were maintained as important feeder centres with sold wool road transported to Yennora for dumping and delivery to port.
- **The major change that occurred in the Wool Industry between 1970-1980 was the introduction of sale by measurement and sample.**
- The takeover or merger of most of the major wool brokers also occurred in this period, leaving perhaps 3 or 4 large brokers handling most of the wool that came to the major handling centres of Yennora, Newcastle and Goulburn and also centres in other States.
- The prices offered by the Australian Wool Corporation at auction during the Reserve Price Period were the highest available, so growers consigned to auction rather than sell in the shed.
- Private shed buyers suddenly were then deprived of their ability to survive.
- Sale by Sample was becoming the accepted method of sale and the cost of a grab and core line at that time was relatively inexpensive. So, some former shed buyers commenced operation as a broker in "tin sheds" in country towns, where rent costs were a fraction of the cost of city locations, especially Yennora. Growers were also able to deliver their own wool to the nearest centre, thus saving freight.

At the same time increasing rental costs at Yennora were reflected in increased warehouse charges and this gave the "tin shedders" an opportunity to offer lower warehouse charges on a per bale basis, as they had no merchandise/office structure to support. Sale by Separation became acceptable for regional centres with all samples eventually being shown on the Yennora show floor.

The sampling regime, supervision and costs of core testing is common to all wool warehouses. Regional stores may have had a further benefit in that labour costs could have been lower and were not subject to the same rigid union control as the major centres.

In 1992 there were 3 warehouse sites, other than major brokers in Queensland receiving 53,399 bales out of a total 389,341 bales. In 2013 the Queensland clip offered for sale totalled 63,425 bales. (AWEX figures)

In NSW there were 15 warehouse sites in 1992 receiving 302,163 bales out of a total of 809,864 bales. (Figures - 1991/2 Dalgety Wool Review)

In the 2012-2013 season the following towns were regional NSW processing and storage centres.

Bathurst 70,669, Condobolin 6,625, Cooma 33,224, Cowra 13,379, Canowindra 15,138
Dubbo 70,718, Forbes 27,961, Griffith 10,692, Inverell 8,201, Parkes 37,974, Temora 23,623
Tamworth 4,218, Wagga 45,787, Yass 8,348, West Wyalong 8,629. (Plus Yennora & Rutherford).
Figures from AWEX 2012-13 Wool Statistic Year Book. (Refer attachment 1)

These centres offered 521,436 bales out of a NSW total 532,968 bales.

The Yennora Wool Brokers rent 57,000sq metres of space from the Stockland Group, probably at an advertised cost of \$72.50 sq metre, costing \$4,132,500.00. Of this area approximately 8,500 sq metres is for sample display. The balance of the space, 48,500sq metres is for holding and assembly of wool, unitizing and containerization.

The coordination of and delivery of wool from so many centres in to this now congested industrial centre of Western Sydney, must be a major cost. The above figures indicate Yennora is almost obsolete as a pre sale processing centre.

Apart from the fact that the existing rental agreement between the Yennora Brokers and Stockland expires, possibly within less than two years.

Is the the NSW Industry moved completely to a fragmented and costly system of regional wool warehouses?

Growers utilizing the services of a regional broker have to pay directly or indirectly: delivery of core samples to AWTA, delivery of samples for show floor display, AWEX cost of selling sale lots plus warehouse charges and cost of lot testing to AWTA. How do these stores, some receiving a relatively small quantity handle small lots? Do they buy in or sell to a private buyer. If so, are growers receiving a fair return?

AUSTRALIAN WOOL EXCHANGE

AWEX was created in 1993 by the Federal Government following the collapse of the Reserve Price Scheme. Its charter is to :

- Establish and provide an internationally competitive system for the fair efficient and informed trading of Australian wool.
- Encourage competition.
- Facilitate self regulation amongst market competitors.
- **Develop and implement Innovations.**

The board is made up of seven members:

- Independent Chairperson
- Director representing Exporter and Processor members. (**Holding three votes**)
- Director representing Private Treaty members.
- Director representing Large Broker members.
- Director representing small Broker members.
- Director representing grower members.
- Director appointed by Directors and ratified by Wool producers.

28 buyers and brokers are listed as members but grower members were not shown. Previous research indicated only 30-40 growers are members out of more than 25,000 producers.

How can grower interests be fully represented and protected and new innovations developed when each directorate has a vested interest in protecting their own position and the buyers hold such a powerful voting position?

AWEX Schedule of Fees for 2015-16 list 40 separate charges covering all aspects of the Industry. (Attachment 2) Are all of these necessary?

SALE BY DESCRIPTION AND COMPUTER SELLING

When Sale by Measurement was introduced in 1971 it was expected that such a major change would take until the end of the decade to be accepted. Some buyers and broker's technical staff strongly resisted and were vocal in opposition to the change. Consequently, growers were confused and also resisted the change until the Australian Wool Corporation became the major buyer and purchased on test results.

The 1980's would see the introduction of additional tests of length and strength. By end of that decade Sale by Sample was almost universally accepted. The only missing element was a "style" symbol to fully describe the wool in a lot. It was expected that in the 1990's, once this issue was resolved the Industry would move to Sale By Description.

Trial sales were held in some of the southern markets in the 1990's but were boycotted by Japanese buyers.

Later some brokers identified 'style' in the catalogue but this met resistance from the buyers and was discontinued.

A further trial were held in 2013 but as the samples were on display, the trial ended up being a non event.

In 1973 the Australian Council of Wool Buyers in their Policy Statement of marketing the Australian Wool Clip stated; " It does believe that computerized auctions involving objective measurement, progressive bids and the ready availability of market data to all prospective buyers on an equal basis - and some elements of tendering hold much promise"

Neither of these essential innovations to streamline the Industry, first planned more than 30 years ago have come to fruition - one has to ask why?

AWEX needs to show leadership and resolve these important issues

- **The increase in the minimum bale weight to 120 Kg should be introduced at the start of the 2015-16 selling season, as it is an Industry problem - not in 18 months time.**
- **A decision be made immediately to agree on a symbol to be placed in the catalogue to indicate "style". It should start at the commencement of the 2015-16 season. This would allow buyers to evaluate the technical ability of warehouse technicians to correctly describe a lot and their own computer systems.**
- **Investigation into and trial of computer selling be recommenced.**

WOOL CLASSING

Most clips are unnecessarily overclassed and divided into small lots, increasing costs to a grower.

A possible reason is that the introduction of measurement has caused wool classers to continually aim for a lower micron and top price, representing a small proportion of a clip, rather than highest average. One micron is 1millionth of a metre and divisions are in 1/10th of a micron. Is it realistic to measure to such a minute degree, except perhaps in ultra fine wool?

By combining three micron ranges in a lot, 21,20,&19 or 20,19 & 18, for example, the number of lines could be significantly reduced. What difference would it make in processing? Very superfine wools would continue to be classed as now for as long as the return justified the effort, which is not the case now.

In a line bred, well classed flock the basic wool classing has already been done, so the classer's role is to remove longer wool (broader), short (too fine or tender), discoloured and stained. If these two basic points were the standards of preparation, larger even lines acceptable for processing would result.

An Industry review of classing standards is needed.

Test results are based on lot size. The weight of sample removed for appraisalment and not reimbursed by the broker, adds to core test charges. It is acknowledged that it is not practical to restore the sample to bales in the lot. Example of costs are shown below and are not current charges, which are higher.

LOT SIZE	TEST COST LOT	TEST COST B/L	SAMPLE WT	VALUE C/KG	LOSS	TOTAL COST B/L
1	\$58.81	\$58.81	3KG	1000	\$30.00	\$88.81
3	\$65.84	\$21.94	6KG	1000	\$60.00	\$41.94
5	\$72.66	\$14.53	6KG	800	\$48.00	\$24.13
10	\$72.33	\$7.23	6KG	700	\$42.00	\$11.43
10	\$72.33	\$7.23	6KG	1000	\$60.00	\$13.23

Increased lot sizes, whilst still conforming to accepted standards of preparation are critical to reducing test charges. Increased bale weight to maximum allowable further reduces the cost. To these figures must be added the broker commission /warehouse charges, which vary between brokers.

GROWER

Growers now have the availability of reliable measurement results to assist in ram selection for breeding purposes. Also, mid side sampling of young ewes before joining allows the grower to contain or select the range of microns within the clip. This would eventually lead to a more even flock and create larger even lines.

From the above I have indicated the Industry is fragmented, costly and unable to accept that science and computers have a major role to bring about change. Traditional thinking and self interest are the barriers that delay moving the Industry into the 21st century.

THE FUTURE

- There should only be one organization responsible for "wool". The Australian Wool Exchange and Australian Wool Innovation should be amalgamated into one corporate body.
Australian Wool Innovation and Exchange.
- The existing AWEX structure would be reorganized and continue to carry out most of the existing responsibilities, but subject to oversight by AWI & E board member chairman.
- Unfortunately, legislative changes will be required to bring this about. I am not sure that politicians and bureaucrats will understand the urgency to approve whatever decisions are put forward by the WSSR to stop the unnecessary exiting of growers from the Industry. Political pressure from growers and others on their politicians will be essential.
- The Board of the new body should be made up of members who have a wide understanding of at least part of the very complex Wool and Finance Industries. Running a few sheep does not qualify for a directorship.
- It must be accepted that "wool" is an industrial raw material, albeit with special characteristics that is all processed in a similar manner, whether superfine or strong wool, to create a particular type of cloth.
- **Wool warehousing must be considered a factory type operation:**

receive, lot, sample & test, evaluate and value, sell, dump, containerize and rail to ship.
- Minimum warehousing costs can only be achieved if consistent and sufficient volume are available for processing at a warehouse.
- A test house laboratory must be established at the warehouse site to expedite results and reduce costs.
- Assuming AWEX has undertaken a twelve month trial at the start of the 2015 season, displaying test information and style indication in the catalogue, hopefully the WSSR committee will recommend that the Industry move to full Sale by Description at the start of the 2016 -17 season.
- Establish a set of bale descriptions that reflect the classers visual quality/micron assessment of the wool contained in the lot.

- **Small low grade lots are a cost to the Industry. It is necessary to set a minimum size lot of three bales as a "big lot" that can be sold at auction. The exceptions would be designated superfine and specialty types.**
- The Table of Limits, designed in World War1 to describe style are no longer applicable, as test results provide almost all necessary information. The 2012-2013 AWEX Wool Statistical Year Book lists the number of bales in all categories of style from all centres, as below:

Style	1	2	3	4	5	6	7	None
Bales -	30	492	26,303	476,534	1,311,594	95,284	25,893	6,519

It obvious from these figures that styles 1 and 2; (super) 3 and 4 ;(best) 5 and 6;(good) 7 and none (average) could be amalgamated. Provided parameters are established, so that appraisers have clear guidelines, increased lot size will result.

- A single lot building operation be set up to amalgamate all 2 and 1 bales in to tested large lots. Growers would have the choice of receiving proceeds when the lot is sold or sell on receival at the store at an advertised daily market price, set by the warehouse. They could also sell to their broker or local private treaty merchant.
- The possibility of pre sale dumping as part of a delivery charge should be investigated to conserve space.

The question: Is the present situation of so many brokers having control over grower interests necessary in a declining volume of wool available to be handled? Surely not.

THE ALTERNATIVE

Australlan Wool Innovation has already identified a major problem in the Industry by instigating the Wool Selling Systems Review.

The use of grower and Government funds is warranted under existing legislation and policy of the Department of Agriculture Fisheries and Forestry to commission the design and construct a grower asset, "no frills" warehouse at Parkes NSW or elsewhere.

Under the Statuary Funding Agreement (SFA)2013-2016, AWI can use levy funds for a development in the Industry that improves efficiency and competitiveness.

As an alternative the National Super Fund has finance available for infrastructure development. Currently interest rates for this purpose are at nearly an all time low.

Modern day materials and construction methods will ensure a versatile building at lowest cost. There would be no need for an area to display samples, sale rooms, buyer and broker offices. The building would be designed to be self sufficient in water catchment and power supply.

The warehouse would be a grower controlled asset. It would set and retain the warehousing charge to recover outlay of construction over a set period. This would give stability to growers, offer significantly lower costs that would encourage their support for this cooperative venture.

The operation of the warehouse at Parkes or elsewhere would be tendered to an organization who would pay rent to AWI & E and provide equipment necessary to conduct all aspects of wool handling from receival of growers wool to dumping, containerization and shipment by rail to export port. The warehouse operator would charge growers and buyers for services.

Why Parkes? It is located close to the significant wool producing areas .It straddles a major rail junction capable of delivering by rail to major wool shipping ports.(Attachment 3) A regional transport hub is already established.

Other centres should not be excluded for consideration providing: There is sufficient suitable land available to construct the store, the land is adjacent to rail siding with facilities, other services can be connected and the site is not likely to create traffic problems to the community in the future.

Australian Wool Innovation and Exchange would have responsibility, in conjunction with the warehouse operator, to continue to educate clients and wool classers in accordance with the approved Code of Practice, to ensure the highest possible standard of classing.

The operators would have to guarantee that the sample conformed to Trade requirements and that test results, when available were an accurate measurement of fibre diameter and all other measurement categories before sale - If not arrange for a retest.

Currently AWEX employ staff for the purpose of market information. This would no longer be necessary if computer selling is introduced.

Buyer's staff will evaluate the complete information in a catalogue and with the aid of their computer systems, purchase to satisfy their customer needs. If buyers require a resident appraiser at the warehouse to protect their interests, it would be at their cost. In the event of a disagreement, an arbitrator would be appointed to resolve the dispute, whose decision would be final.

This submission refers mostly to the State of New South Wales, as the high cost of the Yennora centre has created the problem of fragmentation of warehousing.

Queensland is of great concern as wool production has declined to such an extent, over such large areas, that surely it is not practical to maintain stores in Brisbane, then to road transport sold wool to Yennora for dumping, containerization, and then to port. The only solution is to road transport directly to the store in Parkes or to an approved warehouse. This would be less costly than from farm, to Brisbane and then to Sydney.

Western Australia is fortunate in that there is only one small operation separate from the Fremantle centre. Victoria is in a position to handle their own wool production as well as the South Australian and Tasmanian clip, without too many small fragmenting centres.

CONCLUSION

The committee must recognize the development of new rail terminals, in particular the Moorebank Intermodal Terminal and the change that will occur to movement of containers to and from port.

The planned construction of the Inland Rail linking Melbourne and Brisbane in the future will make Parkes or another selected town, a major transport distribution centre. A revitalized Wool Industry would play a major part in the development, benefiting not only growers but the entire region.

The reforms proposed in this submission are designed to streamline the warehousing of wool to a new level of efficiency. It gives growers a greater say in what happens to their product through Australian Wool Innovation and Exchange. It will reduce costs to the two most important sections of the Industry- the growers and processors. All other sectors in the wool pipeline are service providers.

The need for change goes beyond the grower, the buyers and all support enterprises.

It is in the National interest.



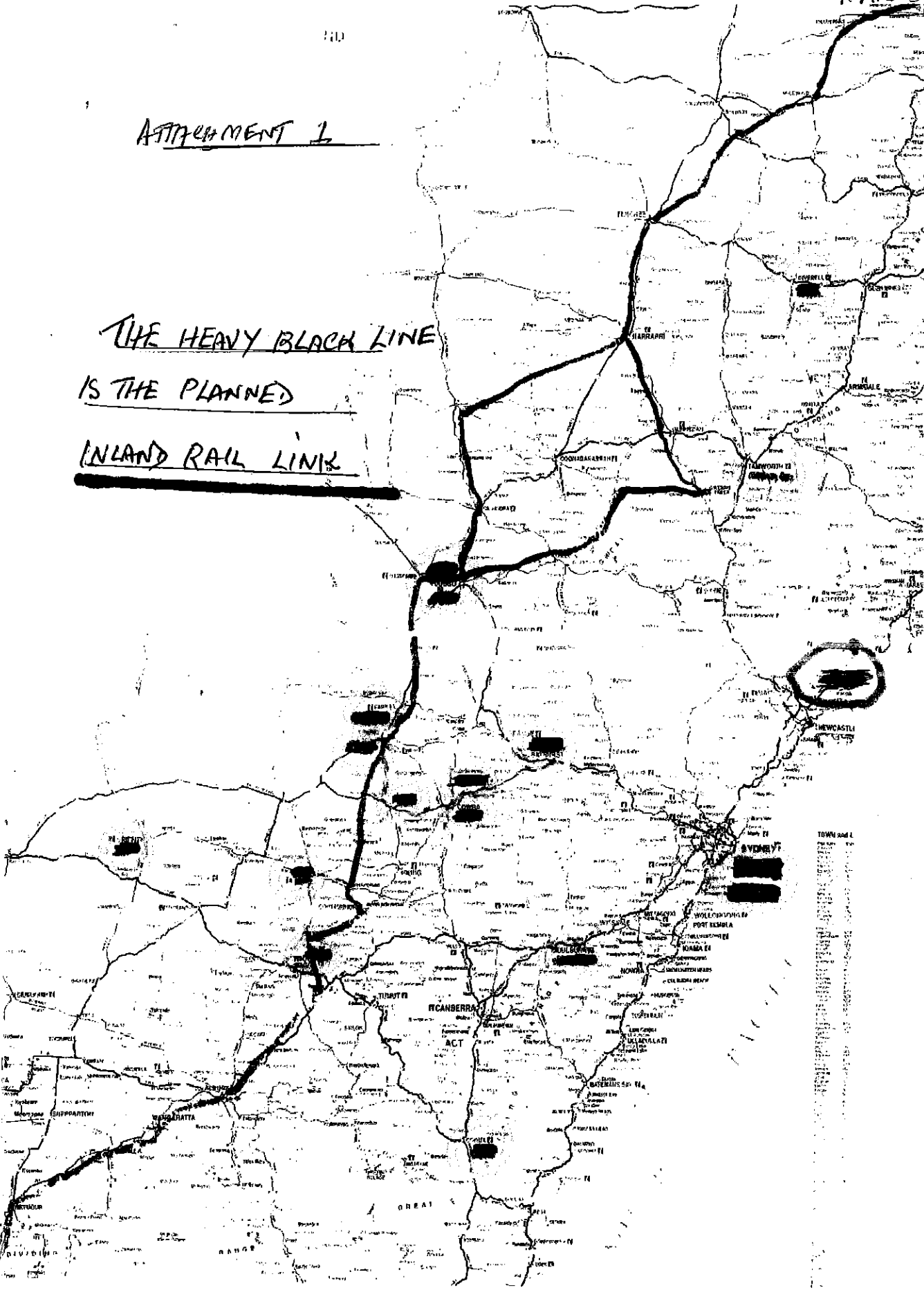
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BRISBANE

ATTACHMENT 1

THE HEAVY BLACK LINE
IS THE PLANNED
INLAND RAIL LINK





**Australian Wool Exchange Limited
Schedule of Fees**

X:\Corporate\Administration\Price List\Price Lists\Consolidated Price List 2014 2015.xls Effective: 1/07/2014 Effective: 1/07/2013

Notes:	Whilst all prices are correct at time of publication, prices are subject to change without notice.	2014/2015		2013/2014	
		Non Member	Member	Non Member	Member
All prices include GST, except where shown.					
Membership					
Joining Fees					
	Grower Member		110.00		110.00
	Trading Member		8,800.00		8,800.00
	Associate Member		5,500.00		5,500.00
Annual Subscription					
	Grower Member		77.00		77.00
	Trading Member		880.00		847.00
	Associate Member		635.00		605.00
Auction Trading Fees					
Sale Room Fee					
	Sydney	per lot offered	2.4800		2.3900
	Fremantle	per lot offered	0.9100		0.8800
Auction Data Input Fee					
	Sydney	per lot offered	0.6800		0.6600
	Fremantle	per lot offered	1.1400		1.1000
AWEX-ID					
	Appraiser Registration	Per Annnum	115.50	115.50	110.00
	Refresher/Calibration Workshop		360.00	300.00	343.20
	AWEX-ID Accreditation Course		858.00	715.00	825.00
	AWEX-ID Accreditation Course (RPL)		POA	POA	687.50
Show Floors					
	Registration - Showifloor		742.50	594.00	715.00
Wool Pack Manufacturers					
	Registration - Annual		14,000.00	GST Excl.	14,000.00
	Bale Labels	per 1000	650.00	GST Excl.	650.00
	Note: Must be ordered in multiples of 2,000 labels				
Wool Pack Importers					
	Registration - Annual		1,820.50		1,820.50
Wool Pack Repairers					
	Registration - Annual		1,820.50		1,820.50
	Bale Labels	per 1000	715.00	^	715.00
Wool Clearing Services					
	Delivery Programming - Exporter/Buyer*	per bale	0.0910	0.0724	0.0880
	Delivery Programming - Destination Store*	per bale	0.0790	0.0631	0.0770
	Order Distribution - Exporter/Buyer*	per bale	0.1460	0.1171	0.1420
	* Minimum charge applies per invoice				
			29.6250	23.7000	28.7500
					23.0080



we know wool

**Australian Wool Exchange Limited
Schedule of Fees**

X:\Corporate\Administration\Price List\Price Lists\Consolidated Price List 2014 2015.xls Effective: 1/07/2014 Effective: 1/07/2013

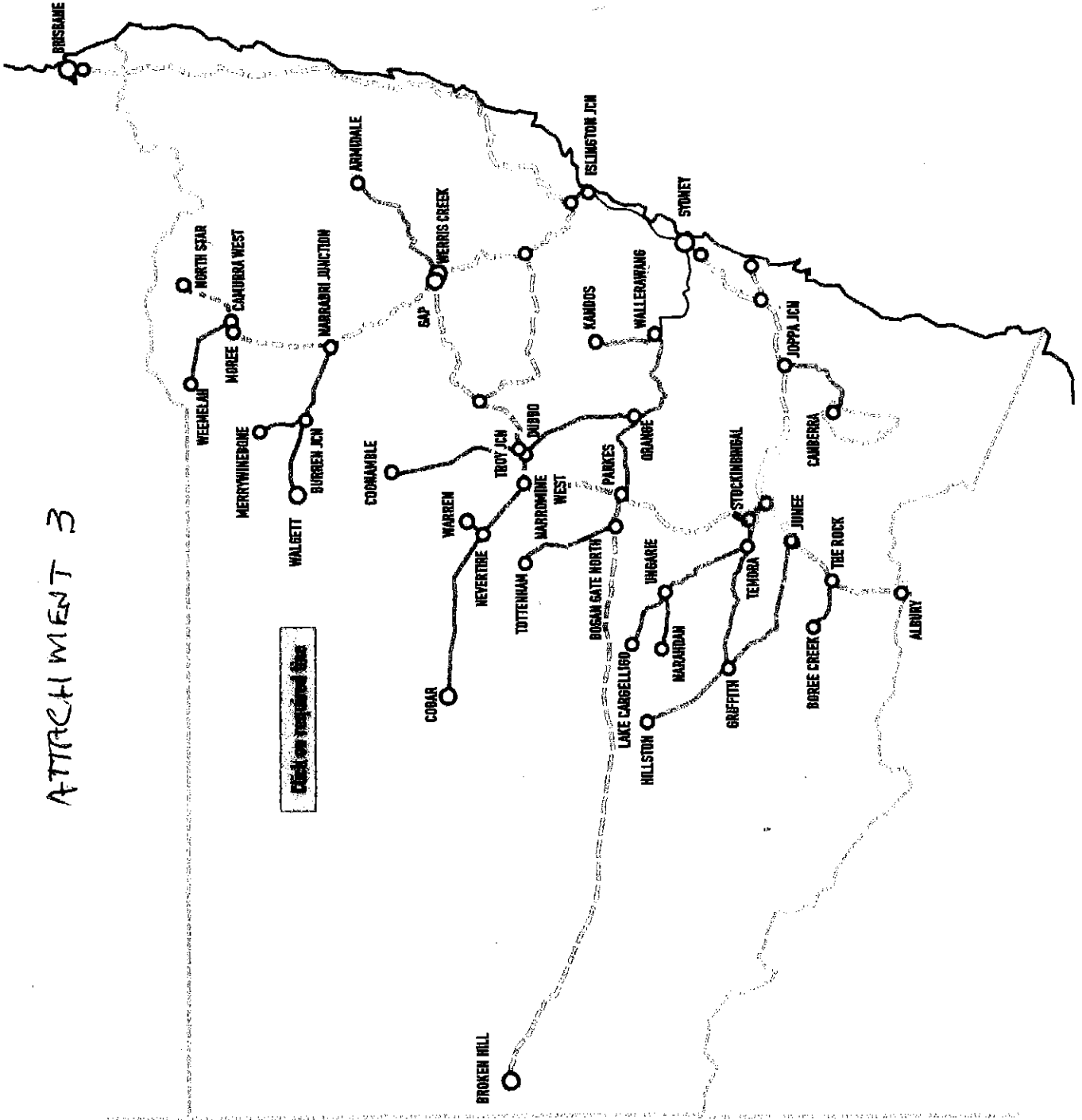
Notes:	2014/2015		2013/2014	
	Non Member	Member	Non Member	Member
While all prices are correct at time of publication, prices are subject to change without notice.				
All prices include GST, except where shown.				
Woolclasser Registration				
Masterclasser 2013/2015				
Renewing Woolclassers	242.00		242.00	
Late fee for renewal received after 31st December 2012	15.00		15.00	
New Entrants	242.00		242.00	
Australian Woolclasser/Masterclasser 2013/2015				
Renewing Woolclassers	220.00		220.00	
Late fee for renewal received after 31st December 2012	15.00		15.00	
New Entrants	220.00		220.00	
Owner Classer 2013/2015				
Renewing Woolclassers	178.00		178.00	
Late fee for renewal received after 31st December 2012	15.00		15.00	
New Entrants	178.00		178.00	
Classer Associate 2013/2015				
Renewing Woolclassers	100.00		100.00	
Late fee for renewal received after 31st December 2012	15.00		15.00	
New Entrants	100.00		100.00	
Classing House Registration	755.00		726.00	
Late fee for renewal received after 31st December 2012	15.00		15.00	
New Entrants	755.00		726.00	
OTHER - NASC Fees				
Annual Fee per Trading Name	Annual	357.50	357.60	346.50
NASC Operations Fee (Per EDI Code per Sale)	Monthly	18.20	18.20	17.60

- * Price effective immediately (1st July)
- + Freight is additional charge
- ^ Includes freight
- # Order below 12,000 labels incur additional freight

ATTACHMENT 3

ARTC NSW CRN RAIL NETWORK

- ARTC NSW CRN
- ARTC NSW QR1 lines
- ARTC Hunter lines



- [Home](#)
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- [Parkes Hub](#)
- [Inland Railway](#)
- [Investment Opportunities](#)
- [About Parkes](#)
- [Downloads](#)
- [Location](#)
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Parkes National Logistics Hub

History

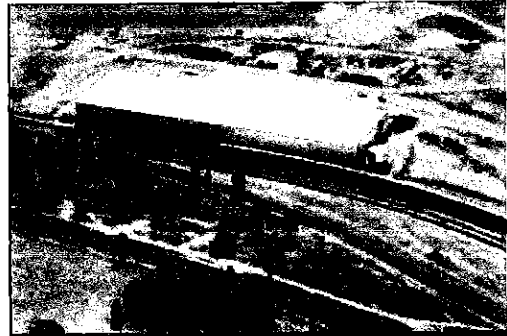
Parkes has been recognised as having significant potential as a major transport hub for over half a century. FCL Interstate Transport Services was the first transport company to recognise the importance of the site and established an inter-modal freight terminal within the site in 1996. SCT Logistics and Asciano followed FCL and purchased over 600 hectares of prime land between them in the precinct. In 2005, Parkes Council rezoned 516 hectares of agricultural and industrial land in the precinct on the western edge of the town to officially recognise the Parkes National Logistics Hub site as a special enterprise area specifically to nurture a multi-modal freight and transport interchange.

Operations

The Parkes National Logistics Hub has been specifically designed for the 24 hour, 7 days per week operation of a Multi-Modal Transport facility. The development is a National Transport Node of strategic significance to freight logistics within Australia.

Location

The Parkes National Logistics Hub is located on the western fringe of the town, less than 5 minutes from the



CBD. This provides easy access for employees and service providers though does not intrude on the residential amenity of the town. Major road linkages to the hub include the Newell Highway, which runs north-south between Melbourne and Brisbane and State Route 90 running between Sydney and Western NSW.

Infrastructure

As expected, transport and access represents one of the core advantages of Parkes. Extensive transport infrastructure provides Parkes with access to regional, interstate and global markets by road, rail, air and sea.

Road

The Newell Highway is the major arterial linking Melbourne and Brisbane and runs through Parkes at the midway point. Parkes is also easily accessible to Sydney by road by either the Great Western Highway or Bells line of Road (State Route 40).

B-Double access to Parkes is available on all major routes and road-train access is available from the west. Road-train linkages to the Parkes Hub from as far west as Adelaide have been identified. A strategic road transport plan for Parkes has been developed providing a clear strategy for the development of an efficient road network, that both meets the access needs of the Parkes Hub while simultaneously protecting the amenity of the residential areas of Parkes.

Rail

Parkes is strategically situated on the Transcontinental Railway linking Sydney, Adelaide and Perth. This rail corridor provides readily accessible rail connections to:

Perth

Melbourne

Wollongong

Sydney

Newcastle

Brisbane

Darwin

The rail line also intersects with the north-south transcontinental railway providing rail access through to Darwin and into Asia.

Additionally, Parkes is the easternmost point on the east-west rail corridor that allows for high stacking of rail wagons and the assemblage of long trains. To the east of Parkes, steep topography, tight curves, tunnels and bridges, and the freight curfew in the metropolitan areas impose absolute or server constraints.

On Friday 6 August 2010, The Hon Anthony Albanese MP, Minister for Infrastructure, Transport, Regional Development and Local Government announced that the Federal Labour Government would build the Melbourne-Brisbane Inland Railway and pledged \$300m to commence the pre-construction work in 2014. The announcement coincided with the release of the final stage of the Australian Rail Trunk Corporation's Inland Rail Study (ARTC), funded by the Federal Government.

Parkes council has been a strong advocate of the Inland Rail and believes its construction will be a genuine nation building project which will significantly reduce the cost of freight movement, improve safety on highways and freeup the coastal rail routes for passengers. Council has lobbied strongly, made submissions, been active on the ATRC and demostrably developed the Parkes National Logistics Hub, which is perfectly placed and the intersection of nation freight routes.

Air

Parkes has its own airport servicing Sydney which is approximately 50 minutes by air. A leading Australian airline operates 3 daily return flights between Sydney and Parkes. Parkes Airport has also undergone planning for the expansion of the airport with the potential to integrate with the new Parkes National Logistics Hub.

Sea

Parkes has access to some of the largest ports in Australia by road and rail. Parkes, being situated at the intersection of major rail freight corridors, provides readily accessible rail connections to:

Rail Road

Sydney (Port of Botany) 8 hours via Blue Mountains

9 hours via Cootamundra 5 hours

*57 Dec 11
8:10am*

Newcastle (Port of Newcastle) 10 hours 6 hours

Brisbane (Port of Brisbane) 18 hours 11 hours

Melbourne (Port of Melbourne) 12 hours 8 hours

Wollongong (Port Kembla) 10 hours 5 hours

Adelaide (Port Adelaide) 16 hours 12 hours

Darwin (Port of Darwin) 45 hours 48 hours

Perth (Port of Fremantle) 62 hours 48 hours

Telecommunications

Parkes is extremely fortunate in having extensive fibre optic telecommunications infrastructure. Twin fibre optic cables pass through Parkes joining Brisbane and Melbourne and a third fibre optic cable connects Parkes with Sydney. This provides Parkes with a high level of redundancy as there is an instant alternative to replace a failed cable so that no communication linkage is lost. This provides the perfect platform for the development of a "Communications Hub for National Freight Logistics".

Future Planning

There has been significant planning at the local, state and national level which will provide the Parkes National Logistics Hub with growth potential.

Planning has been completed for the road network to adjust to increased growth in truck movements to and from the Hub. The quintessential elements of the transport strategy are a Western Ring Road and a Southern Ring Road. The Western Ring Road will provide direct heavy vehicle access from the Newell Highway to the Hub from either direction. The Southern Ring Road similarly provides convenient heavy vehicle access from the Hub to the main Sydney route. Together the ring roads will provide highly effective access and separate the heavy vehicles from the residential and commercial areas of Parkes, thereby providing highly effective access and amenity.

There has been extensive research on the viability of an Australian Inland Railway linking the Port of Melbourne to the Port of Brisbane. Research has indicated that a financially viable single-track standard gauge railway can be built from Melbourne to Brisbane via Parkes. The Ernst and Young, "North-South Rail Corridor Study

2006" indicates a transit time of 20.4 hours between Brisbane and Melbourne is possible for an investment of \$3.1 billion. The Parkes National Logistics Hub would become even more important to Australia's transport network with the development of an Australian Inland Railway however the site is already one of the most strategic transport hubs in the country.

Sustainability

Transport is one of the fastest growing sectors of greenhouse gas emission, primarily because of Australia's heavy reliance on road transport. Rail uses just one third of the fuel of road transport per tonne of freight hauled. One freight train between Melbourne and Sydney replaces 150 semi-trailers and saves 45,000 litres of fuel and 130 tonnes of green house gases compared with road haulage. The Parkes Hub will promote the use of rail freight and result in a reduction of trucks from the roads.

One of the major objectives of the Parkes National Logistics Hub is to promote Ecologically Sustainable Development (ESD). With ESD as a founding criterion, it is anticipated that the Parkes National Logistics Hub will be seen as a "clean-green" development, which is fundamentally different from many existing transport based industries.

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Profile William (Bill) Freeman

I commenced work in the mail room at Dalgety & Company Ltd on the 2nd January 1948. After three months probationary period, I was transferred to the Wool Department, delivering catalogues before and invoices after a sale to the many wool buyers offices located around the Circular Quay area.

A move to the catalogue section followed and at this time I commenced a Wool Classing course at East Sydney Technical College. In 1950 I was transferred to the wool store at Miller's Point to train Junior Wool Valuer. At the end of 1950 I was sent to the Community Store in Newcastle to prepare catalogues for sale.

I returned to Millers Point in 1954 as a Wool Valuer until 1966 and then transferred back to Newcastle as the Senior Valuer.

I was appointed to the Wool Manager's position in 1968. The areas serviced from Newcastle included the fine wool areas of New England and Hunter Valley to the north western slopes and plains. Apart from the management of the wool store activities, extensive travel was necessary to communicate with our clients by way of on farm visits and grower meetings.

In 1973 the first "grab & core" machine was installed in Newcastle at the Dalgety store and so commenced a major change in wool handling, and sale by measurement.

In 1974 the late Arthur Beggs, President of the Superfine Wool growers Association organized a Superfine Woolgrowers tour. I was fortunate to be selected as co-leader for the seven weeks, visiting a range of woollen mills in nine countries. I again participated in a Grower's Farm Tour in 1978 to the U.S.A and Europe, visiting many of the same mills.

In 1986 after 38 years service with the Company and after being involved in three mergers, NZL, Wichcombes and Farmers Grazcos I decided to take early retirement to pursue other interests.

In 1988 I was invited to be one of the two judges for the Bi-Centennial Zegna Wool Award in Sydney.

I have always maintained a keen interest in the future of the Wool Industry by analysing authentic statistical information, through contact with colleagues and through multiple media outlets.



W.C.Freeman