

JAMES TRANSPORT CO. PTY. LIMITED

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30 January, 1997

Mr Ed Willett
Executive Director
National Competition Council
GPO Box 250B
MELBOURNE VIC 3001



Dear Sir

RE: ACTO APPLICATION FOR DECLARATION OF AIRPORT SERVICES

Our company makes this submission by way of an explanation of this company's impending development at Bellevue Street, St Peters, New South Wales.

We have occupied a large area of land immediately north of Sydney Airport since 1955. This land is separated from the Airport by Alexandra Canal and Qantas Drive.

It is our intention to redevelop this area into an International Airfreight City, linking it to Qantas Drive by a "traffic" bridge across Alexandra Canal and by an "airside" bridge across both Qantas Drive and Alexandra Canal.

We have been negotiating this development with our principal landlords, the F.A.C. since 1988. We believe we are just about to finalise all our formal negotiations and to proceed with construction of the project. Our projected deadline for completion is June 1998.

Our original concept for the 9 hectare site was for one significant Cargo Terminal leased to an independent operator, surrounded by various airfreight forwarding and airport related facilities, including offices, cold storage, U.L.D. repairs etc.

Since our submission to the Commonwealth Government Airfreight Enquiry and the subsequent evidence and conclusions, we have perceived a greater need for Cargo Terminals. Consequently, we have altered our concept to include up to three Cargo Terminals, all with direct access to the airport and a lesser number of alternative airport related facilities.

We believe that this altered concept fulfils all these criteria:

- (i) A secure on-airport facility with access controlled by security guards and gatehouses at both entrance points (off Bellevue Street and Qantas Drive).
- (ii) Customs, A.Q.I.S. and Sydney Airport Security have all examined the proposal and approved it subject to minor detailed requirements to be negotiated.

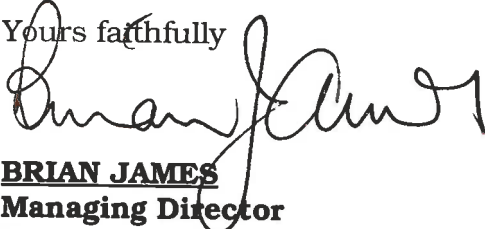
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- (iii) The Australian Federation of Air Freight Forwarders has consistently endorsed our proposal as an obvious solution to the Sydney Airport problem.
- (iv) We have had many enquiries from very significant, experienced organisations in Australia and worldwide seeking to operate the initial Cargo Terminal on our facility.
- (v) We intend to advertise for Expressions of Interest to operate the new Cargo Terminals for our project. We intend to select operators based on normal commercial criteria having regard to world best practices and demonstrated performance capabilities.

We have enclosed diagrams of our project showing details of the proposed layout and the relationship of the site to the surrounding areas.

In summary, we are going to considerable expense to make multiple "secure" and appropriate Cargo Terminals available to prospective operators. Mr Edwards and his company would be welcomed as applicants for such a facility.

Yours faithfully



BRIAN JAMES
Managing Director
James Transport Co. Pty Limited

