



# MARITIME CONTAINER SERVICES

MCS Presentation (August 2017)

# MCS – THE BUSINESS

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- Maritime Container Services (MCS) is the oldest established independent empty container management company in Sydney
- MCS Cooks River Intermodal Terminal is the only intermodal terminal in NSW underpinned by an empty park
- MCS Cooks River Intermodal Terminal serves shipping line requirements for importers / exporters locally and throughout regional NSW
- MCS Cooks River Intermodal Terminal is a strategic rail asset for NSW Ports

# MCS – THE BUSINESS

**MCS is a 2<sup>nd</sup> generation family business entering our 44<sup>th</sup> year of operation.**

## Key Business Indicators

- Personnel           Employing over 200 FTE + 85 Sub-contractors
- Movements        FY16-17 = **883,213** TEU loaded and empty container movements per annum

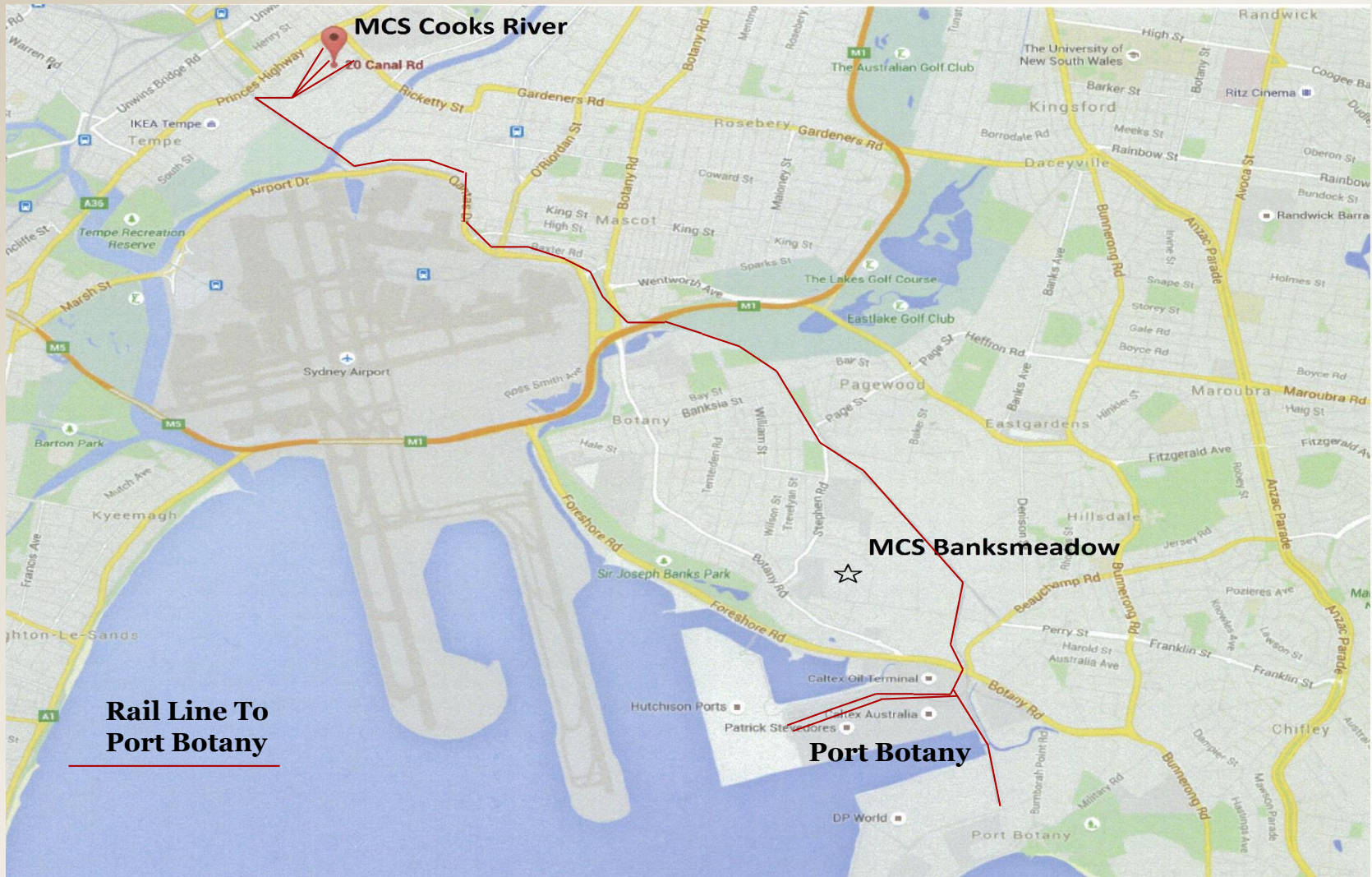
***MCS effectively touch 30% of all containers moving through Port Botany***

## Locations

- Cooks River Intermodal Terminal
  - 10km by Road to Port Botany
  - 4km by Rail
- Banksmeadow
  - 1km by road



# MCS – GREATER PORT PRECINCT



# MCS – NSW'S LARGEST OPERATIONAL INTERMODAL FACILITY - ECP

- **Empty Container Park (ECP)**
  - ECP capacity 15,000 TEU (MCS Cooks River IMT) and 3,500 TEU (Banksmeadow)
  - MCS Cooks River IMT is the largest ECP in Australia

**51.4% of NSW exports are empty containers**

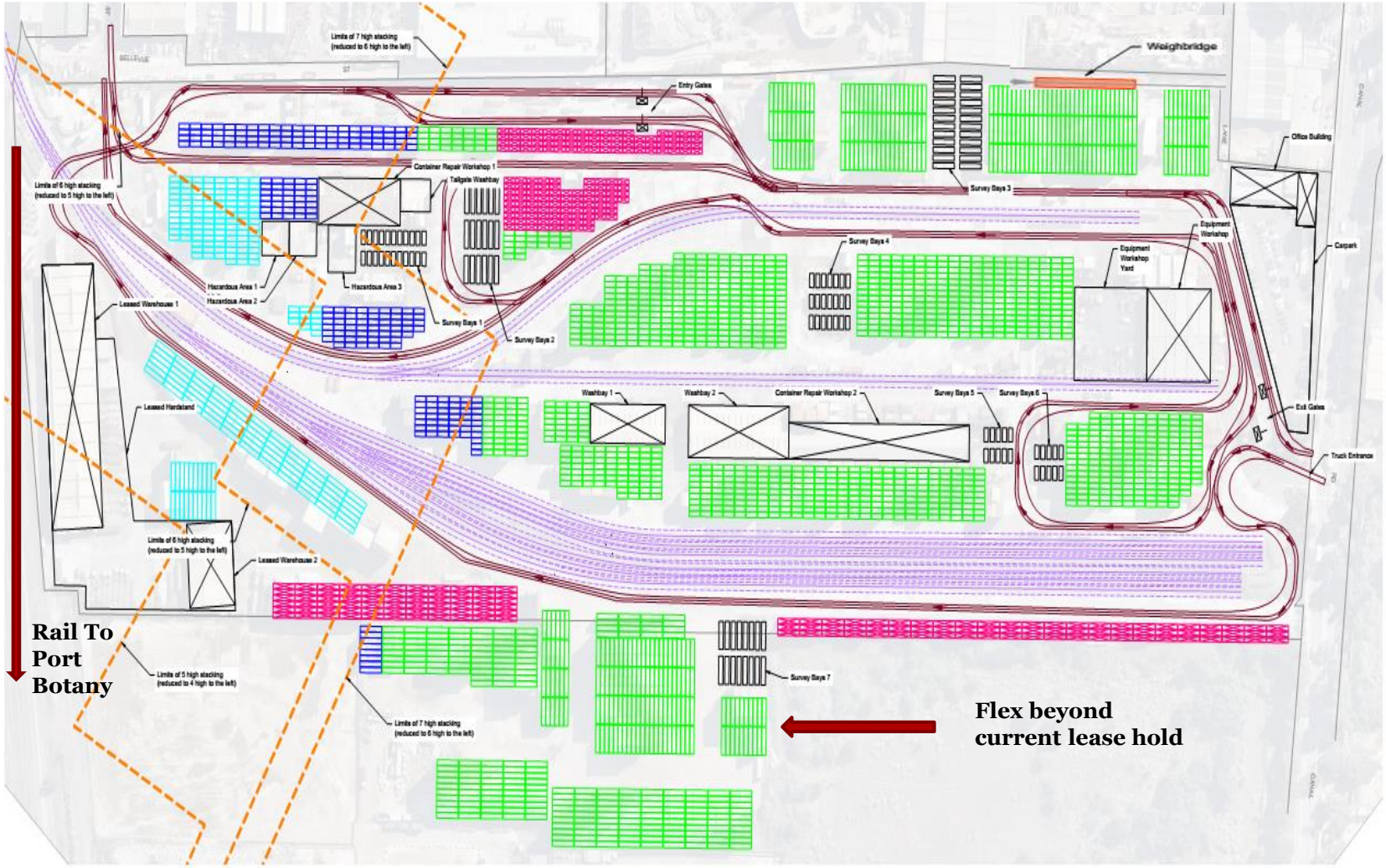
**48.6% industry average for loaded exports (1 out of 2)**

**MCS are returning 66% of all empties through our facilities to the export market**

- This is due to the high quality level of upgrades & repairs undertaken by MCS and our market share in servicing regional rail shippers
- Current holding 12,700 TEU (August 2017)
- MCS currently represents **34.5% of Sydney's ECP capacity**
- Empty container throughput FY16-17 = 728,482 TEU (2% increase from FY15-16)



# MCS – COOKS RIVER INTERMODAL SITE MAP



# MCS – NSW’S LARGEST OPERATIONAL INTERMODAL FACILITY - ROAD

## Road Transport

- Consistently one of the Top 3 volume based wharf carriers
- Current fleet of over 85 prime-movers (including exclusive subcontractor drivers)
- Averaging 1300+ FCL movements to/from Port Botany per week

***“10% of all Full container movements to / from Port Botany”***

- Weighbridge on site for S.O.L.A.S. and to further enhance of C.O.R. obligations
- Approved under “National Heavy Vehicle Accreditation Scheme”

## Ancillary Services

- DAFF approved 1.3 licence for rural tailgate inspection and wash
- DAFF approved 2.8 licence to store imported pork meat
- Loaded container storage (General and Hazardous)
- Reefer container storage (82 Reefer outlets)
- 77G Under Bond (Storage of FCL containers whilst duty unpaid)
- Licenced fumigation facility



# MCS – NSW’S LARGEST OPERATIONAL INTERMODAL FACILITY - RAIL

## Infrastructure

- 8 sidings of 600 metres including 4 loading and 4 staging

## Regional Rail

- Currently represents 42% of port rail volumes (on a per lift basis)
- We are currently servicing regional trains up to 1.2km in length
- MCS are currently loading 128 regional rail services per month

***“FY 16-17 MCS loaded 69.7% (106,555 TEU) of all NSW regional rail”***

## Port Rail

- Commenced May 2014
- Current operation 4 services per week
- Volume 14,180 TEU P.A. (10,770 trucks off port precinct roads)
- With the introduction of our grain containerisation facility in early 2017 we will be moving upwards of 35,000 TEU on port rail

***“MCS – supporting the NSW Ports’ target for increased Rail Modal Share to 40%”***

# MCS – WHAT AN INTERMODAL CAN ACHIEVE

## ***Beyond our everyday operations MCS continues to demonstrate our intermodal capabilities***

- 2012 – 5,000 TEU moved in 3 months for DP World during their terminal rail upgrade
- 2014 – 18,000 TEU moved in 6 months for Patrick during their terminal upgrade. All regional rail services (except one) were received at Cook River, lifted, stored and transferred by road to Port Botany
- 2014 – 1,100 TEU moved in 3 months for SICTL during the commencement of their Sydney vessel operations, prior to their rail being commissioned

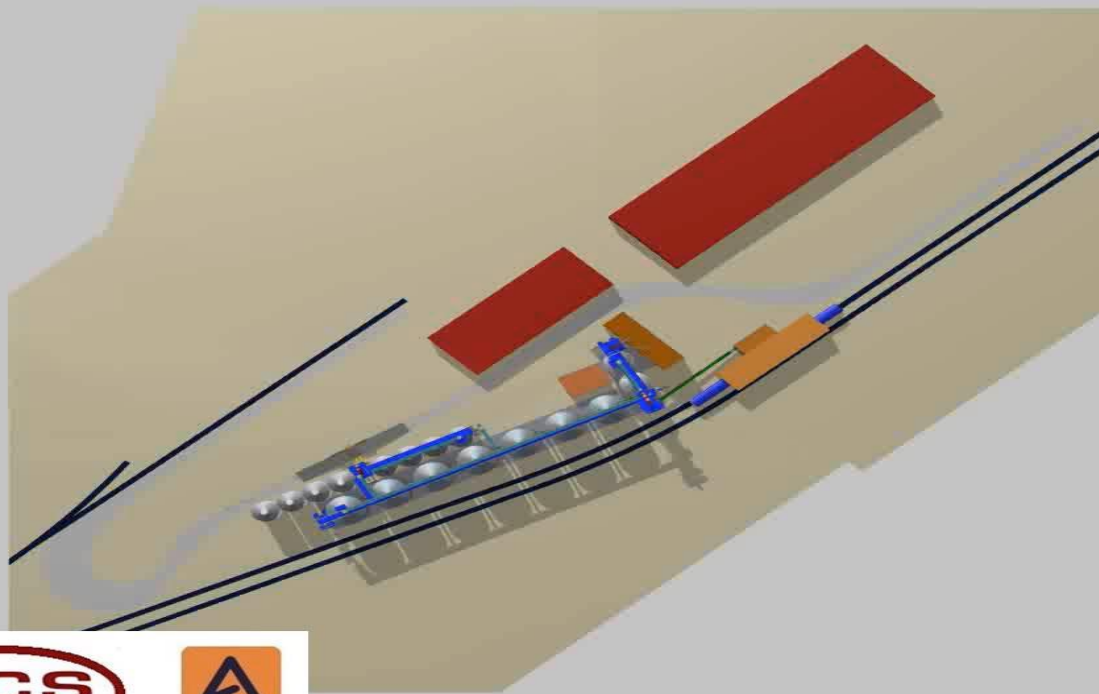
***“Not a single container missed its intended vessel”***

- 2015 – 1,900 TEU moved to Port Kembla & Newcastle in 4 months during SICTL’s rationalisation of Port Botany operations
- MCS acted as pre-receival point for all shipping lines calling SICTL. Units were lifted, stored and road transferred to Port Kembla against tight receival windows

# MCS – THE FUTURE-GRAIN PACKING FACILITY

- MCS have recently entered into a Joint Venture partnership with GrainCorp for the establishment of a containerised grain packing facility within our Cooks River Intermodal Terminal
- Facility construction commenced in July 2017
- Operational commencement by end of Quarter 2, 2018
- Throughput / storage capacity of 5200 Tonnes
- Target area (but not limited to) is Murrumbidgee Irrigation Area (MIA) / Riverina.

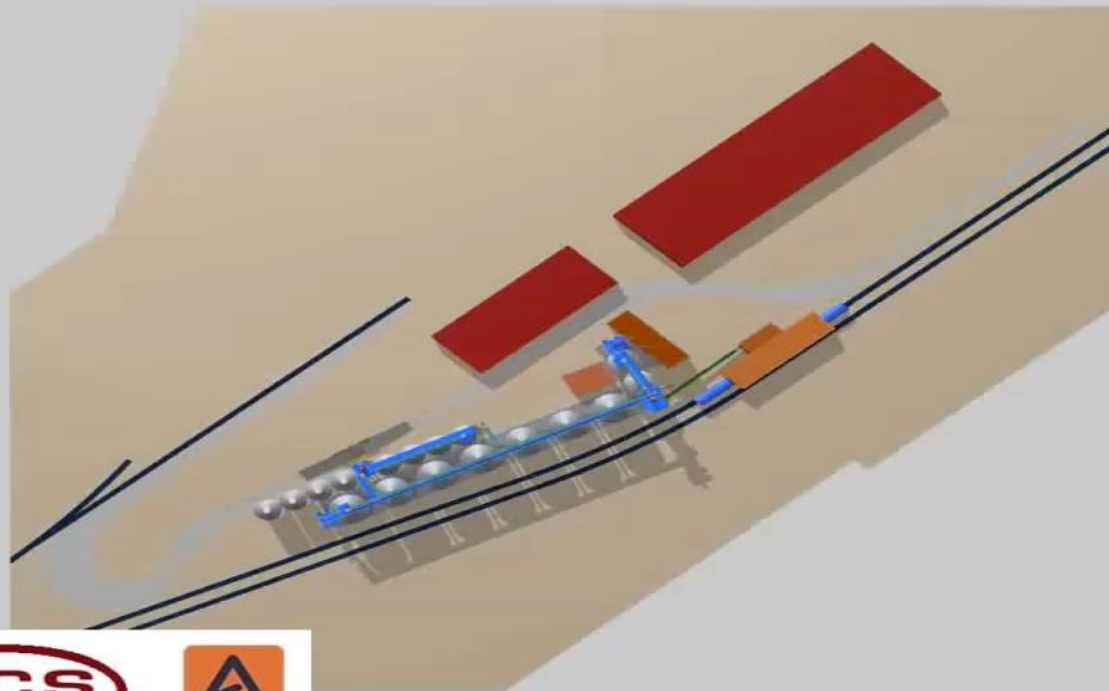
# MCS – GRAIN PACKING FACILITY



Ahrens



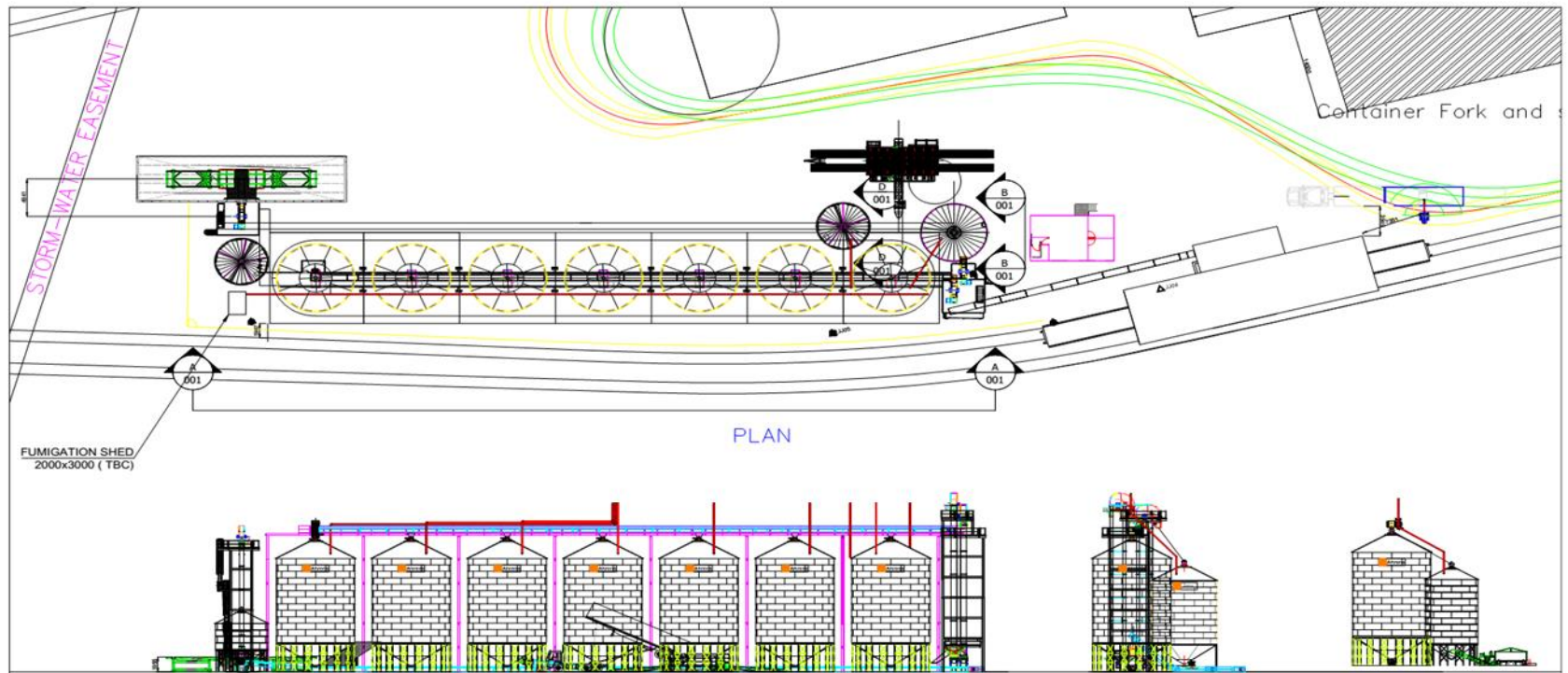
# MCS – GRAIN PACKING FACILITY



# MCS – GRAIN PACKING FACILITY SPECIFICATIONS

- Grain will be received in bulk from up country storage facilities at the rate of 5 trains / fortnight
- In addition to rail, it is anticipated that a further volume of up to 50,000 T PA could be received by road, predominantly from the Liverpool Downs region
- Containers can be loaded to maximum payload (up to 27T net), subject to port weight restrictions
- Once packed, in excess of 90% of loaded containers will travel to the wharf by rail via MCS Flyer Services
- The facility itself will pack approx. 60 containers per day over a 10 hour shift.
- Substantial capacity therefore exists for growth.
- A good season will see an annual throughput of upwards of 250,000 tonnes per annum or approximately 10,000 containers

# MCS – GRAIN PACKING FACILITY LAYOUT



REV	DESCRIPTION	BY	CHK	DATE
B	REVISED	MS	MS	3-05-16
A	FOR REVIEW	MS	MS	27-04-16
	AMMENDMENT			

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PROJECT:		MCS - GRAIN CORP		
TITLE:		SITE GENERAL ARRANGEMENT		
AREA:		FUMIGATION		
DRG No.:		AAI16007 - GA-001		
DRN:	CHKD:	DATE:	SCALE:	JOB No.:
TB	TB	27-04-16	NTS	AAI16007
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# MCS – FUTURE DEVELOPMENTS-EXTENSION OF REPAIR/WASHBAY SERVICES





# MCS – OUR GOALS & DIRECTION

- **MCS have engaged Mott McDonald** to design and formalise our 20 year “Cooks River Intermodal Strategy”, closely aligned with NSW Ports 30 Year Plan
- Remain true to our core business – Empty Container Park
- Increase our Intermodal activity - Rail to/from Port and Regional NSW
- Commissioning and operational commencement of our Containerised Grain Facility

# MCS – FUTURE DEVELOPMENTS-30 YEAR INVESTMENT IN COOKS RIVER INTERMODAL

- Installation of New Rail and Road fuelling points (2017)
- Grain Facility fully operational servicing upward of 250,000 T PA (2<sup>nd</sup> quarter 2018)
- To maintain operational efficiency with best use of rail and storage capacity - major IMT reconfiguration required (2022)
- Construction of new rail sidings parallel to existing 9 and 13 roads (2022)
- Office and workshop relocation to southern end of site to maximise 6-7 high stacking at northern end (2021)

# MCS – INDUSTRY CHALLENGES

- Allocation of rail windows at Port Botany Stevedores
- Higher productivity vehicles such as A Doubles that can run 4 TEU back to the port in the off-peak periods
- Urban encroachment on key industry routes not supported by public transport
- Local government planning & operating constraints

# MCS – QUESTIONS

**THANK YOU!**