



VICTA WESTLINK RAIL

**MAKING RAIL FREIGHT
WORK FOR TIMBER
A FRESH APPROACH**

Neil Sime

Victa Westlink Rail Ltd.



- Formed December 2006 – joint venture between Victa Railfreight (VRL) & Westlink Group
- Have control of operational business of FM Rail
- Nationwide main line operational capability
- Access to modern equipment including Class 66 locomotives and wagons
- Considerable ex BR Management Experience – blending best of old & new



- Active as “customer/rail interface” in various locations
- Advice and expertise to a wide range of organisations
- Dedicated workforce
- “Can do” attitude and knowledge to make things work



RAIL FREIGHT & TIMBER INDUSTRY – THE ISSUES I

- Large volumes – low margin
- Flexibility of supply – various end users
- Not “full train volumes”
- Lack of understanding of respective constraints and opportunities



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RAIL FREIGHT & TIMBER INDUSTRY – THE ISSUES II

- Well rehearsed issues re congestion, road pricing, rising costs etc.
- Growing market and increasing need for efficient rail offering
- Current offerings not meeting needs of industry and limited to large volume flows
- Mutual suspicion at operational level



RAIL FREIGHT & TIMBER INDUSTRY – THE ISSUES III

- Main Rail Freight provider just gone through significant re-organisation
- New operator (Amec Spie) just entered market
- Currently little innovation on large scale
- Further new operators would be welcomed



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THE WAY FORWARD? SOME IDEAS

- Work together at all levels to develop and implement cost effective operations
- Examine use of equipment that offers maximum “back load” opportunities
- “Best fit” use of manpower at local level subject to necessary training & assessment
- Attention to detail!!!



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THE WAY FORWARD MAKING IT HAPPEN I

- Mixture of “fixed” trunk routes for regular flows and flexible trips to cater for variable harvesting locations.
- Maximum use of existing rail locations for loading
- Multi-skilled staff with knowledge of needs of both industries
- Access to range of equipment and different rail hauliers



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THE WAY FORWARD MAKING IT HAPPEN II

- New multi-user services being launched over next 12 months
- Solutions available that can potentially load round timber into plants and finished products out
- Co-operation with buyers, growers, hauliers, receivers to find most cost effective solution
- Partnerships and co-operation to rebuild trust



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EQUIPMENT AVAILABLE I





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EQUIPMENT AVAILABLE II





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EQUIPMENT AVAILABLE III





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EQUIPMENT AVAILABLE IV





EQUIPMENT INNOVATION

- VWR keen to work with industry to provide equipment that meets needs, provides efficiency & flexibility and opportunity for best transit opportunities
- Looking to develop new options as part of overall rail based partnerships



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THE WAY FORWARD

THE NEXT STEPS

- Let's talk!
- Meet with individual parties or groupings to discuss specific flows
- Work together to find answers – “can't” isn't in our vocabulary!
- First Trunk service launched September 2006 – more will follow – customers wanted!
- Chance for “new start” – win-win for all