



28 April 2011

Mr Michael Deegan  
National Infrastructure Coordinator  
Infrastructure Australia  
GPO Box 594  
Canberra ACT 2601

Dear Mr Deegan,

**Re: National Land Freight Strategy**

I refer to the National Land Freight Strategy discussion paper issued in February 2011. Qantas welcomes the Australian Government's proposal to develop an integrated approach to land freight strategy planning. We agree that freight should be given higher priority in current planning processes.

The Qantas Group is involved in the air and land freight businesses through three different entities: Qantas Freight, Star Track Express and Australian Air Express:

- Qantas Freight is the freight division of Qantas marketing both the lower hold cargo space on international Qantas and Jetstar flights, as well as on dedicated international freighter flights;
- Star Track Express is jointly owned by Qantas and Australia Post and is primarily engaged in express road freight, as well as priority air services, secure transport and third party logistics.
- Australian Air Express (AAE) is a joint venture between Qantas and Australia Post, providing express parcel delivery across Australia and over 200 countries worldwide. AAE operates over 50 nightly cargo flights between capital cities and markets the lower hold cargo capacity on over 500 daily Qantas domestic flights. Over 850 courier vehicles provide pick up and delivery around Australia.

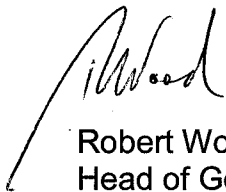


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While we feel that the discussion paper addresses the need for the provision of adequate infrastructure for intercity and urban distribution of freight, any integrated freight strategy should take all modes of transport into account – air, sea and land based modes, as well as the interaction between different forms of freight transport. For example, the Discussion Paper does not place sufficient emphasis on airport road access. Congestion around major gateways and the availability of adequate land for processing airfreight and express shipments could hamper the future growth of this sector. Although airfreight accounts for less than half a percent of total international freight volumes, airfreight accounts for 30% and 20% of the value of imports and exports, respectively. The airfreight and express industry caters for high value, time sensitive goods. While much of the city to city freight is moved at night, pick-ups and deliveries take place during business hours and suffer from the same urban congestion as other road users. Choke points in any part of the system hurt both customers and transport providers as they decrease service levels and increase costs.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'R Wood', with a long, sweeping underline that extends to the left and then curves back under the name.

Robert Wood  
Head of Government and International Relations  
Qantas Airways Ltd.