



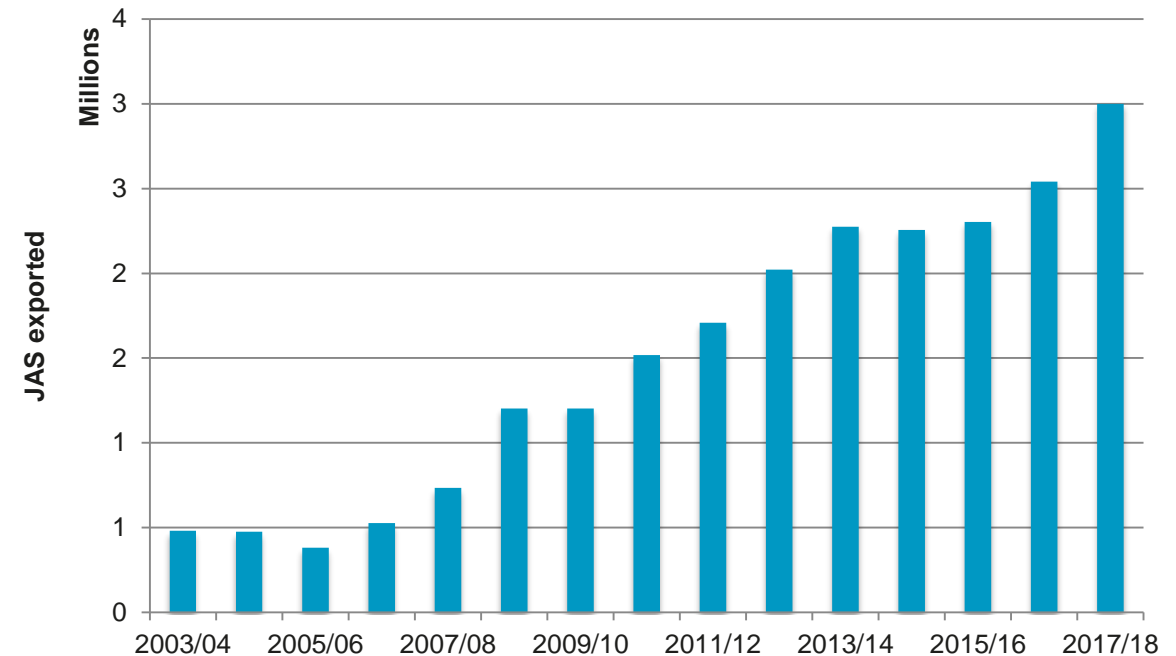
Eastland
Port

Making NZ ports work for forestry

Martin Bayley
Ports Infrastructure Manager

Challenges & collaboration

- Collective effort with all of our customers and their service suppliers
- Turning over the stones and having the conversations
- No idea is a stupid idea, expect a stupid idea



Storage allocation model

Yard divided proportionally among Suppliers based on how much each has exported over the previous 12 months

- Reviewed every 4 months
- To be on port a Supplier needs to qualify for a row start
- Allocation is held by Supplier, not Exporter
- Surge volume on port for stocks coming from offsite storage facilities and excess stocks

Port Efficiency Group

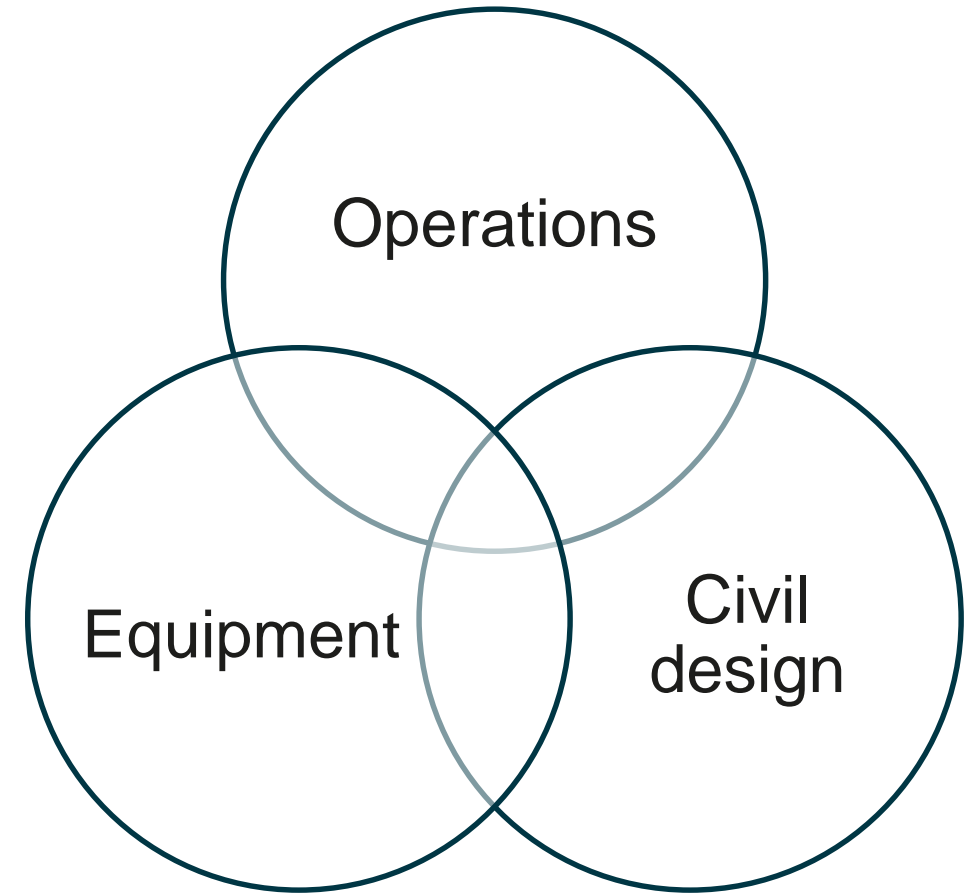
- Set up to address truck queuing and times through port issues
- Quota of trucks between 6am-8am
- Reduced average truck times on port to 40 mins



The details.....

Working with our customers to provide fit for purpose infrastructure

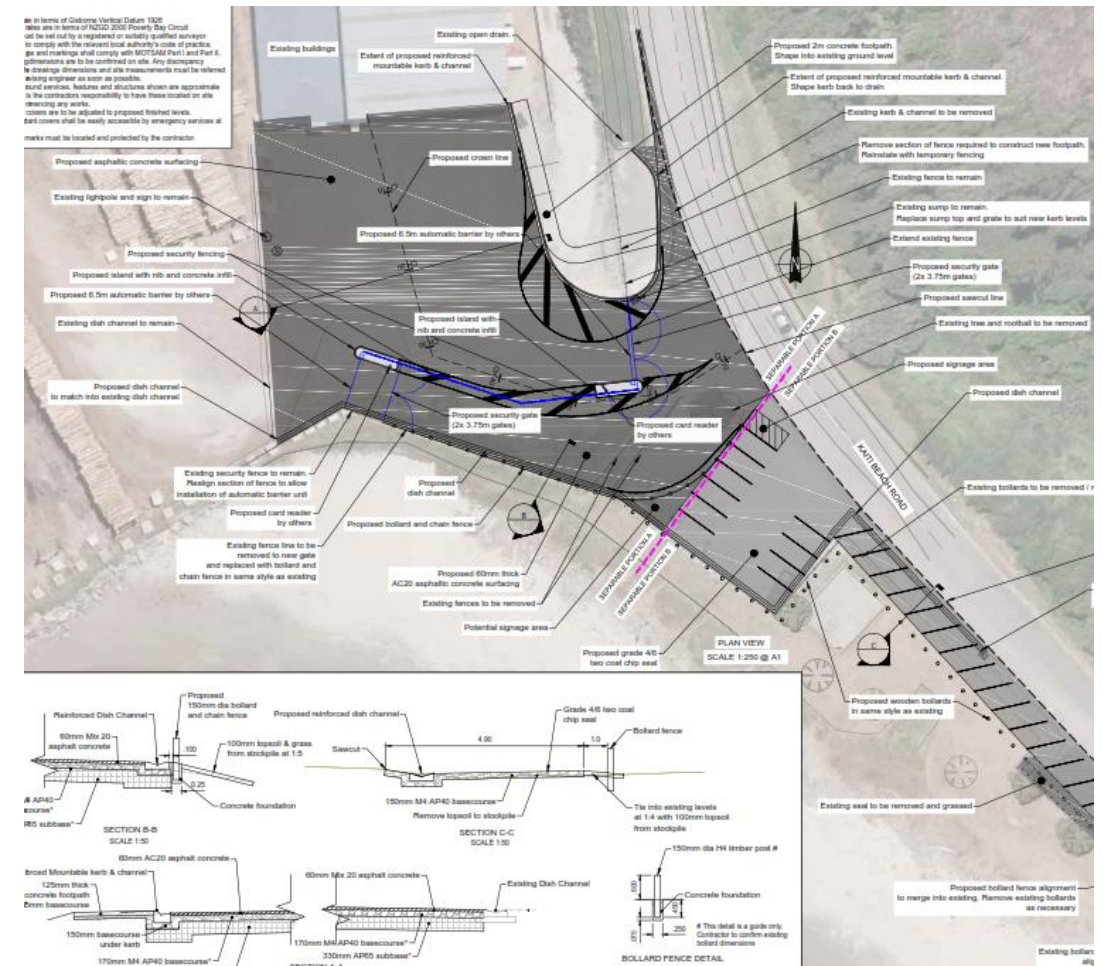
- Bookends
- Pavements
- Port access
- Traffic management
- Satellite storage
- Debarking on port



Operations Management



- Specific resource that manages yard operations and surge allocation
- Making sure we build to ensure to enable these efficient operations to happen without fuss



Ladder to Ladder

- Information providing exercise
- Bottleneck has moved from storage to berth utilisation
- Asking the question of what's letting us down + where are the opportunities?



Shipping Report Card

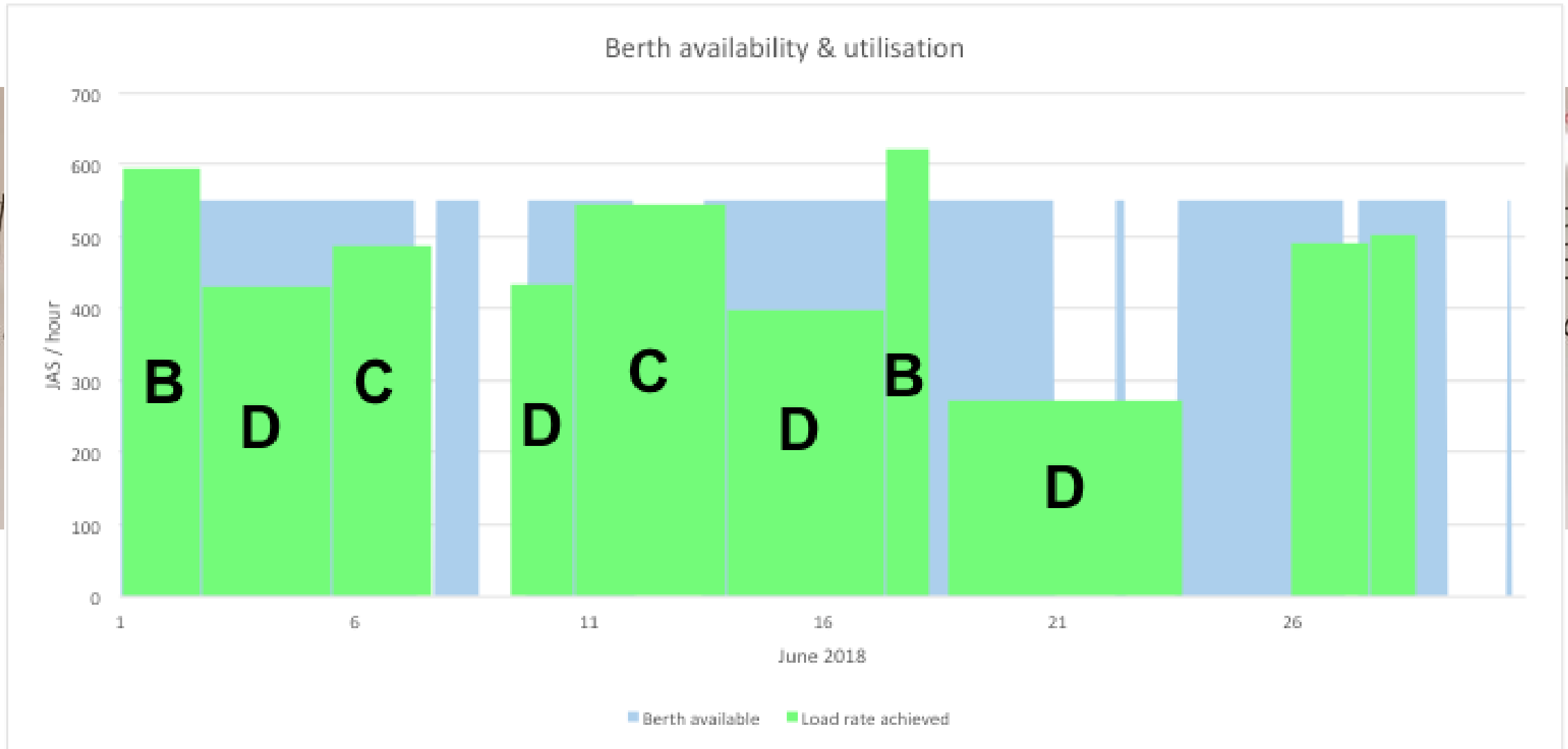
Details		Ship		Exporter	
EPL #	19024	Ship	Glorious Sunlight	Exporter	E1-SNP
Agent	Ferguson Marine	Marshall	ISO C3	Jas	23,937
Lines	Shore	Deck Cargo	Y	Full Uplift	N

Activity & KPIs		Mooring		Stevedoring	
Pilot in	0.54	Mooring	0.54	Stevedoring	38.08
Releasing	0.00	Pilot out	0.20	L2L Time	40.14

Summary		Performance rates		Grade	
Comments	Waited at anchor because of bad weather	L2L Rate	595	B	
		Load Rate	628		

L2L grading: A = 625 + jas ph. - B = 625 to 550 jas ph. - C = 550 to 475 jas ph. D = 475 jas ph below.

Ladder to Ladder



The future

- Twin Berth project
- Hicks Bay port feasibility
- Chip exports

