

[Scanned copy of original submission]

The Gordon Bennett Trust trading as

**G.J. Sales.**

Hobart Tas 7001

28 March 2006

Tasmanian Freight Subsidy Inquiry,  
Productivity Commission,  
PO Box 80,  
Belconnen ACT 2616

Dear Sir/Madam,

I faxed my registration of interest to the indicated address on Attachment C today.

I operate as a freight forwarder (GHT Logistic Services) specialising in Trans Bass cargo movements. I also act as a TFES agent ( G.J. Sales) on behalf of French Enterprises, who are based in Scottsdale, Northern Tasmania.

I have been working in the Tasmanian Freight Forwarding industry for 20 years.

I have been aware of the vital importance that TFES has and continues to play in the expansion of business in this state. I am positive that elimination or a significant reduction in the value of rebates would have a dire effect on business and employment in this state. There are companies that survive only on their interstate traffic and have no doubt many would be faced with the probability of closure.

Within the guidelines for claiming and the terms of value calculations there are some points that are either unfair or unfathomable.

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I have never understood why the volume that a pallet occupies is eliminated from LCL claims.

The pallet is part of the freight forwarders charge to the client, therefore it is only reasonable to expect it to be part of the claim.

I have never understood the argument that dense cargo, ie that product that has a cubic equivalent to 1.1 M3 or less to a tonne, should suffer by 40% of a full claim.

The costs associated to the actual transport for an FCL of weight rather than cubic cargo is the same.

Coupled with Australian State Transport regulations in regards to axle weights, there are severe limitations of carrying capacity.

Further to this point, the scheme is vulnerable to wrongful exploitation with those cargoes that are marginal. I have no proof of my own to submit, but I am sure it occurs.

In regards to the actual process of claiming; I find the current system transparent and simple to work alongside.

It would be fair to say that a majority of claims are generally repeated cargo flows and once understood and verified become the task that most clerks could administer, and still be sure that their company's claims are appropriate.

Because of the highly competitive nature of the industry, for Shipping Lines, Transport Companies and Freight Forwarders, like myself, it would be deemed as undesirable for our freight charges to our clients be broken down to suit a different system of claiming TFES. For instance, I am quite sure that none of us want sea freight charges exposed, as they vary from line to line for various and good commercial reasons.

Finally I would like it to be put on record that in all my dealings with the TFES staff in Hobart, I have never received anything but polite and a sense of genuine efforts to assist with all enquiries.

They are to be commended.

If you require more information that you feel I can assist you with, please do not hesitate in contacting me.

Yours sincerely

George Hurst