

SA logistics company expands operations

Bowmans' high-growth business plan includes greater focus on regional rail freight services.



South Australian logistics and freight company Bowmans Intermodal has changed its name, introduced a new livery and website, and is expanding its rail services into NSW from its home base at Bowmans, 100km north of Adelaide.

CEO Scott McKay says the new name, Bowmans Rail, more accurately reflects the present and future direction of the company.

"We started off as a purely intermodal company, operating SA's largest regional intermodal site and one of the largest of its kind in the country.

"While that is still a core part of our business, our primary focus is as a rail operator, providing regional rail freight services for containerised commodities such as agriculture and mining products.

"We have a dynamic, high-growth business plan based on site expansion, providing more services to customers and expanding interstate. This builds on our growth over the past three years and we're now a major employer in the region with more than 30 people working for us."

McKay said the company is ideally located to service the proposed expansion of the Northern Adelaide Food Bowl and the cyclical resurgence of the mining industry.

"The Asian export market will become increasingly important to our customers and our business development plan also includes close monitoring and evaluation of other world markets including India," he said.

Bowmans Rail draws on the strengths of its three shareholders: Toll Group, Balco, and AGT Foods.

Chairman Shaun Mooney commented that: "Bowmans Rail has until recently been a niche rail operator

largely servicing the needs of its owners. We are looking at expansion opportunities that are customer led.

"At Bowmans Rail we provide solutions rather than just a train service, which is why, despite the general over supply of rail capacity in Australia at present, we are fielding so many queries in relation to new opportunities at present."

Bowmans Rail was established in 2003 by the hay and grain export businesses at Bowmans whose founders included our current director, Malcolm May. There has been rapid expansion since then and the intermodal site now has a 40,000 square metre hard stand area, can manage trains up to 1200 metres in length and road trains up to 36.5 metres.

The intermodal terminal handles 30,000 full TEUs of containerised products through Bowmans primarily comprising processed mining products, hay, grain and specialty pulses and separately, the business also transfers 20,000 containers of processed minerals annually.

Bowmans Rail operate over 500 train service annually, and transports over 36,000 containers, which equates to over 1.1 million tonnes of containerised freight per year.

McKay said: "Agriculture and mining are major components of our current business but we will continue to expand by adding value along the supply chain with our rail equipment and container supplier partners, providing great value based on our integrated approach to full servicing.

"These developmental projects include containers which can be filled in paddock or at mine sites and transferred directly to the processors or market.

"We operate short-haul rail services between Bowmans, the mining centre of Broken Hill and the processing hub of Port Pirie, connecting to the inner and outer terminals at Port Adelaide, with connections available to the Port of Melbourne."

The intermodal terminal transfers containers between rail and road and provides a full range of secure container fumigation, washing and cleaning, primary industry inspections, repair services, internal and external storage, packing, unpacking, and power for temperature controlled containers.

"We have the capacity to store large volumes of mining requirements, including hazardous materials, safely and securely away from populated areas, and transport them to site," said McKay.

"Rail improves commercial efficiencies and provides social benefits through reduced emissions, congestion, road maintenance, oil dependency and improved road safety".

Bowmans Rail is recognised by all levels of Government as a crucial logistical link in the export trade and the intermodal site is biodiversity secure and accredited by the Federal Department of Agriculture, Fisheries and Forestry. ■

Contact: www.bowmansrail.com.au