

WESTERN PARKLAND
CITY AUTHORITY

Integrated Logistics Hub Airfreight Interface Concept

Request for Information Registration Pack

8 October 2021



Acknowledgement of Country

The Western Parkland City Authority acknowledges more than 60,000 years of continuous Aboriginal connection to the land that makes up New South Wales.

Since time immemorial, Aboriginal people have managed, cultivated and cared for the landscape where Greater Sydney was established and continues to grow. Aboriginal people hold profound knowledge, understanding, obligation and custodianship of the landscape.

The Western Parkland City Authority acknowledges the traditional owners of the lands that include the Western Parkland City and the living culture of the traditional custodians of these lands.

TABLE OF CONTENTS

Disclaimer	4
1. Introduction	6
1.1 About this RFI	6
1.2 Background	6
1.2.1 The Western Parkland City Authority	
1.2.2 The Western Parkland City	
1.2.3 Aerotropolis and Agribusiness Precinct	
1.2.4 Available research	
2. Purpose	10
3. What will we do with this information?	11
4. Our requirements	12
4.1 RFI summary	13
4.2 Confidentiality	13
5. Scope	14
5.1 Questions for agri-business, freight and logistic industries	14
5.2 Question for landowners, developers and investors	16
6. Lodgement	18

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

DISCLAIMER

By releasing this Request for Information (RFI), Western Parkland City Authority (WPCA) does not make any representation, either express or implied:

- that any tender or procurement process will be conducted by WPCA or the NSW Government in the future (nor is it precluded) in relation to the subject matter of this RFI;
- if a tender or procurement process is conducted by WPCA or NSW the Government, that:
 - a respondent to this RFI will be invited to participate;
 - a respondent to this RFI will be given any preference or special consideration;
 - a respondent to this RFI will be precluded from participating;
 - a party which chooses to not participate in this RFI will be prejudiced from participating; and
- any information collected as part of this RFI will be taken into account or incorporated in any way.

This RFI does not indicate a commitment to any particular course of action.

The WPCA does not undertake to keep confidential any information obtained through this RFI.

The WPCA may use any information provided for any purpose that relates to this RFI, including making the information public.

With regard to any information, data, research or other documents provided by WPCA in connection with this RFI, the WPCA:

- makes this available on the understanding that recipients exercise their own skill and care with respect to its use and are responsible for forming their own independent judgements, interpretations, conclusions and deductions;
- gives no warranty and makes no representation whether expressed or implied, that the information contained in this RFI or otherwise provided by the WPCA, or on the WPCA's behalf, is error free; and
- confirms that the research referenced in section **Error! Reference source not found.** of this RFI is not an endorsed position of the NSW Government or the WPCA.

Before relying on the research in any important matter, users should carefully evaluate the information for their purposes and should obtain appropriate professional advice relevant to their circumstances.

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

1. INTRODUCTION

1.1 About this RFI

This Request for Information (RFI) is a probity compliant information gathering process in which the Western Parkland City Authority (WPCA) seeks to collect insights from interested parties **in response to new research** undertaken.

It presents new ideas to support the delivery of **an Integrated Logistics Hub (ILH) Airfreight Interface in the Western Parkland City (WPC) with connectivity to the entry and exit points of Western Sydney International Airport (WSI) Cargo Precincts tenants and customers.**

It seeks to drive economic development and job-creation in high growth export industries, including agribusiness, freight and logistics in the WPC and New South Wales (NSW). The research is available [here](#).

The WPCA has identified **landowners** in the Agribusiness Precinct, as well as those in the broader vicinity of the Western Sydney International Airport (WSI), **industrial land developers and investors** and the **agribusiness, freight and logistic industries** as likely interested parties.

The research is intended to stimulate **private sector interest in progressing the concept** presented and the information gathered will be **publicly shared to openly support** activities in progressing the concept presented.

1.2 Background

1.2.1 THE WESTERN PARKLAND CITY AUTHORITY

The WPCA was established to attract and facilitate development with a focus on delivering 200,000 jobs in the Western Parkland City. Since its establishment, the WPCA has sought and continues to:

- engage constructively and collaboratively with WSA Co, other State and Commonwealth Governments, industry and community to support integration of air and land side operations, resulting in world-leading freight and cargo operations in the WPC;
- support the development of new research and collaborative networks with a view to promote private sector investment in early precinct activation, responsive to the Australian and NSW Government's catalytic private sector investment and new land use planning framework; and

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

- seek and promote opportunities to support the growth of high growth export industries, including agri-business and improve airfreight supply chains to help get the state's world-class products and produce quickly and efficiently around the country, and around the world.

More information about us is available on our [website](#)

1.2.2 THE WESTERN PARKLAND CITY

Over the next 40 years the population of Greater Sydney is expected to double and grow from around four to eight million. The *Greater Sydney Region Plan – A Metropolis of Three Cities* sets the stage for three distinct cities, and for Sydneysiders to live within 30 minutes of jobs, education and essential services.

The Western Parkland City (WPC) is one of the three cities. It includes the Western Sydney Aerotropolis (Aerotropolis), the existing city centres of Liverpool, Campbelltown and Penrith, and the new Western Sydney International (Nancy-Bird Walton) Airport. It takes in the council areas of Hawkesbury, Penrith, the Blue Mountains, Fairfield, Liverpool, Camden, Campbelltown and Wollondilly.

More than \$20 billion is being invested across all three levels of government to deliver the transformative infrastructure and city-building projects seen once in a generation. This includes a new 24/7 international airport, metro line, motorway and road freight network on track to be completed by 2026.

1.2.3 AEROTROPOLIS AND AGRIBUSINESS PRECINCT

At the heart of the Western Parkland City will be the Aerotropolis. It is set to become Australia's "next Global Gateway" – an international logistics powerhouse, exporting high demand products produced in Greater Sydney and regional NSW, driving growth in local industries.

The *Western Sydney Aerotropolis Plan 2020* (Aerotropolis Plan) identifies 10 precincts across 11,200 hectares, including the Agribusiness, Northern Gateway, Badgerys Creek Precincts and Mamre Road as Initial Precincts. These are envisaged to support the growing freight and logistics sector, stimulated by growth in the WPC and WSI.

The new planning framework enables the rural land of today to be developed into the Aerotropolis of the future and is due to be complete by the Western Sydney Planning Partnership (WSPP) and the Department of Planning, Industry and Environment (DPIE) by the end of 2021.

More information about the planning framework is available at [DPIE's website](#)

The *State Environmental Planning Policy (Western Sydney Aerotropolis) 2020* Land Use Table – Agribusiness Zone, objectives include:

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

- Encourage diversity in agribusiness, including supply chain industries and food production and processing that are appropriate for the area
- Encourage sustainable high technology agribusiness, including agricultural produce industries

The *draft Aerotropolis Plan Precinct Plan* (November 2020) sets forth a vision for an Agribusiness Precinct (p.51) that allows for:

- the development of agribusiness hubs including an Integrated Logistics Hub (ILH);
- the development of integrated food and supply chain-related industries; and
- employment opportunities in high technology agriculture with customer-centric digitally enhanced systems, processes and platforms to enable rapid distribution connections to the broader road freight supply chain.

The draft Precinct Plan (p.210) identifies the 'first priority areas' for infrastructure delivery and staging as including:

- Agribusiness land in the northern area enabling access to the Western Sydney Airport from The Northern Road.
- Agribusiness land in the southern area that links to Northern Road and airport entry

The Agribusiness Precinct is located on the western side of WSI along the Northern Road Upgrade and is adjacent to the WSI Cargo Precinct, being developed by the Western Sydney Airport Corporation (WSA Co) with future airside customers and tenants.

The WSA Co has recently concluded its WSI Cargo Precinct Registration of Interest (RoI) Market Sounding and has commenced the next stage of its process being an Expression of Interest (EOI).

Stage 1 intends to facilitate movement of 220,000 tonnes of cargo annually through approximately 75,000 sqm of cargo terminals that are designed to grow in a modular format without interrupting cargo (or passenger) operations.

More information about the WSI Cargo Precinct is available at [WSA Co's website](#)

1.2.4 AVAILABLE RESEARCH

The WPCA, through its own industry research, and leveraging that of other major institutions has identified agribusiness as a major economic opportunity for the WPC, NSW and Australia. This is driven by growing global demand for premium Australian grown produce and value-added products, particularly with the rising middle-class in Asia.

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

The WPCA plays an important statutory role in facilitating information sharing between stakeholders and across all levels of government to support best community and industry outcomes.

As part of this role, the WPC seeks to share and promote its industry research widely to support its investment attraction activities and deliver against our ambition of creating 200,000 new jobs in the WPC over the next 20 years.

Previous studies available on our [website](#) include:

- *The Agribusiness Precinct Feasibility Study (2019)*
- *The Integrated Logistics Hub Study (ILH) (2020)*

Building on this research and the extensive industry engagement to date a new recently released research is available [here](#):

- *ILH Airfreight Interface Concept Report (2021)*

The ILH Interface Concept Report will help industry envisage how it can supercharge NSW's trade competitiveness by co-creating a secure, streamlined and highly efficient landside logistics operation with specialised and dedicated channels for time sensitive high value cold chain, ambient and live products, and shared use of key assets and infrastructure.

These dedicated facilities have been envisaged from learnings from other world-class airports and known challenges in and around Sydney Airport, as the Eastern Harbour City has grown rapidly since the establishment of that airport in the early 1900's constraining freight and logistics.

The new research was provided as consulting advice to the WPCA and is not an endorsed position of the WPCA nor NSW Government. It is intended to stimulate private sector interest progressing the concept to complement public investment in the Aerotropolis and across the WPC.

The research was recently released at the 'Agribusiness Freight and Logistics – Launch of Research and Request for Information' forum on the 8th October 2021 (the Forum). The Forum provided an opportunity for the WPCA to widely and openly share new concepts emerging from this latest report, and this RFI now invites interested parties to respond to a set of 15 structured questions.

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

2. PURPOSE

This RFI is a probity compliant information gathering process in which the WPCA seeks to collect insights from interested parties that meet our minimum requirement, as specified in 4.

Together, the **purpose of the Forum and RFI** is to:

- introduce the *ILH Airfreight Interface Concept Report* ([access here](#)) to stakeholders to stimulate interest in advancing the proposition on land accessible to the entry and exit point of the WSI Cargo Precinct, and its tenants and customers;
- enable highly experienced operators in the agribusiness, freight and logistics sectors to share their responses to the research presented by the WPCA through a structured and probity compliant manner;
- support industry, landowner and developer connections and interest in advancing ideas for the Agribusiness Precinct and surrounds together with the ILH Airfreight Interface Concept; and
- to gather information and intelligence from stakeholders to help progress the concept and share this publicly and with agencies in the NSW and Commonwealth Government with remit in related areas.

The WPCA views this RFI as an opportunity for interested parties to contribute information based on their highly expert knowledge and experience, and capacity to enable or deliver outcomes.

Interested parties are encouraged to consider the research presented in their own decision making, business planning, development and partnerships.

The WPCA is not committing to, nor precluding, any further process beyond information gathering and sharing.

Whilst the WPCA has statutory functions to prepare master plans for developments in precincts in its operational area, it is currently focused on this type of activity in the Bradfield City Centre.

This does not preclude preparing master plans for development in other precincts in the future.

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

3. WHAT WILL WE DO WITH THIS INFORMATION?

The RFI has been co-designed with relevant agencies of the NSW and Commonwealth Government and WSA Co, with the intent that information gathered will be publicly shared, and with the relevant agencies, and local councils.

This is in recognition that all three levels of Government involved in the Western Sydney City Deal would benefit from better understanding industry views on the *ILH Airfreight Interface Concept*.

Further, the WPCA will prepare and publish a summary of the outcomes of the RFI process and key insights, to assist all participants and the wider community in benefiting from the process.

Where consent is given, participants will be added to a register to be made available to other registered interested parties to facilitate connections between these parties as each party sees fit.

The WPCA will invite all participants in the RFI and/or those who explicitly nominate to be added to the register, to subsequent events to support industry and landowner connections to advance ideas of mutual interest.

The WPCA does not undertake to keep confidential any information obtained through this RFI.

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

4. OUR REQUIREMENTS

The following **minimum requirements** must be satisfied for interested parties to participate in the RFI:

- **Landowners in the Agribusiness Precinct** – that can demonstrate existing land holdings, or the prospect of consolidating holdings, sufficient to desirably locate and accommodate the primary concept presented in the *ILH Airfreight Interface Concept Report (2021)*
- **Developers and investors** – with already established landowner partnerships and proven capacity to deliver and curate the primary concept presented in the *ILH Airfreight Interface Concept Report (2021)*
- **Agribusiness, freight and logistic industries** – established international trading businesses, that can practically contribute information to advance fit-for-purpose solutions as envisaged in the *ILH Airfreight Interface Concept Report (2021)*
- **Any other interested party** – that can demonstrate capacity to contribute information based on their highly expert knowledge and experience, and capacity to enable or deliver outcomes.

This provides for an inclusive approach to sharing information with the WPCA, with all interested parties with the capacity to contribute relevant information encouraged to participate.

Other requirements are as follows:

- RFI submission may be made by individual parties or a partnership of parties (Participants);
- ONLY written RFI submissions will be accepted by the WPCA;
- information contained within the submissions received will not be held as confidential information and will be subject to clause 4.2 below;
- WPCA will determine at its sole discretion if Participants have met the minimum requirement to participate in the process;
- WPCA may, at its sole discretion, accept, exclude, consider or not consider any RFI submission it receives;
- this RFI, and any documents issued in connection with the RFI, do not constitute a procurement, offer or binding undertaking of any kind in favour of any Participant, nor

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

confer a benefit or advantage in relation to future procurements, offers or binding undertakings, as is specified in the disclaimer of this document

- this RFI is not a request for a specific investment proposal for consideration by WPCA, any such proposal should be forwarded to Investment NSW [here](#).
- Participants will not rely, or take any action in reliance, on any information or understanding obtained from discussions or correspondence with the WPCA in relation to this RFI;
- participation is at the Participant's cost.

4.1 RFI summary

Approach to market type: Request for Information

Issue Type: Registration and written submission

Distribution method: Registration portal and email

Issue date: 8th October 2021

Close date: 8th December 2021

WPCA contact officer: James Fisher at rfi_agri@wpcasidney.com.au

Probity involvement: OCM

Probity officer: Robert Waldersee, Principal

Probity officer email: rwaldersee@ocm.net.au

Any questions regarding this RFI shall be submitted by e-mail to the contact officer's email address for this process. Verbal questions will not be accepted.

All questions will be answered by email to all interested parties that meet the minimum requirements to participate in the RFI.

4.2 Confidentiality

WPCA reserves the right to make information submitted in response to the RFI publicly available. Respondents should therefore carefully consider the information they are submitting and should not provide information that they do not wish to have released publicly or in relation to which they wish to maintain intellectual property rights.

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

5. SCOPE

The scope of the RFI is contained in the following questions. **Respondents may choose to answer all or some of the questions contained within the RFI.**

Responses should be considered in the context of the research presented in the *ILH Airfreight Interface Concept Report (Deloitte, September 2021)* and the *ILH Airfreight Interface Concept Registration Pack (WPCA, October 2021)* available at [here](#).

Not all questions will be relevant to every interested party given they have been designed to reach landowners, developers, investors and the agri-business, freight and logistic industries.

5.1 Questions for agri-business, freight and logistic industries

1. To what extent do you see value in the ILH Airfreight Concept, including the approach to targeting high growth potential constrained industry verticals, and do you have insights and/or preferences into the concept presented, future operating models? When do you see the need for the concept to be operationalised? Could it be staged?
2. What do you see as the top 5 constraints and opportunities to the primary concept presented, and how might these be mitigated or optimised in terms of the end-to-end supply chain system wide effects? Please rank these from highest importance (5) to lowest (1).
3. In terms of establishing an ILH Airfreight Interface with connectivity to the entry and exit points of the WSI by 2026, what are the 20% of potential interventions that would deliver 80% of the benefit?
4. In an ideal land-side ILH Airfreight Interface operation for your organisation, what is the optimal scale, scope, and location of enabling infrastructure, utilities, systems and processes to facilitate seamless cargo flows through to the entry and exit points of the WSI Cargo Precinct?
5. On a scale of 1-10, 1 being no value and 10 being high value, please rate the below enabling systems, processes and infrastructure in terms of their value to a) its users and b) its customers and c) its importance in creating a seamless ILH Airfreight Interface:
 - 'cargo community system' that drives digitisation and collaboration across the freight and logistics industry
 - End-to-end supply chain mapping to optimise the physical movement and flow of products

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

- x-ray and irradiation 'shared-user' facilities, other disinfestation facilities, capable of handling pallet sized consignments
 - other shared use infrastructure such as dedicated truck hardstand areas, cross-docking transfer facilities and/or specialised storage, packaging and distribution facilities
 - dedicated chilled, ambient and live trade lane channels
 - on-site customs and biosecurity presence with appropriate facilities to enable the pre-clearance of products for export before entering WSI Cargo Precinct
 - supply chain robotics and automation
 - bonded shuttle movements
 - connectivity to Kingsford Smith International Airport, Sydney, NSW
 - green trade lanes for pre-cleared and/or pre-approved goods movements or exports
 - 24/7 curfew free operations
 - contribution to circular economy principles and NSW Net Zero targets
 - other
6. What are other sequential design elements within an ILH airfreight interface facility would produce compounding beneficial effects for its end users and/or customers?
7. What is your preferred proximity to the WSI Cargo Precinct entry and exit points? Why is it important to operate within this proximity and what contingences would be necessary to be in place to support efficient operations?
8. Would you like to be kept informed about WSI Cargo Precinct developments with information about who the service providers will be in this Precinct? Why is this information important to your decision making?
9. How should the private and public sectors work to achieve:
- the development of a common user platform for physical and digital cross-docking?
 - provision of adequate shared-user facilities for time sensitive products
 - protection and future proof of freight lands and ensure they are kept free from curfews?
 - the upskilling and attraction of appropriate talent to the industry?

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

- embed awareness, understanding and importance of good biosecurity practices sustained throughout the supply chain to facilitate speed to market?
 - an integrated, performance-based approach to assure compliance with necessary regulatory and biosecurity requirements?
10. With specific regards to support the development of the agribusiness, freight and logistics industry in NSW with operations currently located in WPC and/or aspirations and/or intentions to be located within the Agribusiness Precinct and/or WPC at a future time, we would like to ascertain:
- What are your airfreight volumes (metric tonnes) today ex NSW and what markets are currently serviced to align with air service development?
 - If you consider WSI will be a catalyst for growth in your airfreight volumes, what % growth are you predicting (noting the impacts of COVID)?
 - If you are planning to, or would consider, establishing a footprint within an ILH Airfreight Interface; what are your future plans, requirements, scope, scale, staging and timing?
 - Where in the ILH Airfreight Interface Concept might your organisation see an opportunity to exist and is your organisation's preference for an outsourced or service contract model within a shared facility or establishment of an owned and operated model?
 - In terms of your anticipated freight flows to/from WSI, do you have any considerations in terms of servicing your 24/7 operations and freight needs?
 - Does your organisation have any specific freight requirements for rest stops, truck parking and allocation of land space for freight pre-staging areas?
 - Does your organisation have any specific considerations for future freight vehicle design and technology?

5.2 Question for landowners, developers and investors

1. What proximity to the WSI Cargo Precinct entry and exit points do you see greatest value for the ILH Airfreight Interface concept, and what ancillary developments do you see as being needed to make it attractive?
2. What are your future aspirations for land you own or have an interest in, and do these align with any aspect of the ILH Airfreight Interface Concept and/or any ancillary development you might envisage?

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

3. Do you have any plans under development, or particular aspirations for land, that other targeted participants in the RFI would benefit from knowing about in relation to realising agri-business, freight and logistics opportunities? When would you like to deliver your plans – indicatively?
4. The Authority has statutory powers to prepare master plans in its area of operation. Where could you see the Authority openly leading or participating in a master planning process partnership with landowners? Why? How?
5. Are there any interventions the public sector might undertake to help facilitate and encourage landowners, industry, developers and/or investors to consider the delivery of an ILH Airfreight Interface, or any ancillary development you identify as needed?

ILH AIRFREIGHT INTERFACE CONCEPT RFI REGISTRATION PACK

6. LODGEMENT

Responses to this RFI must be lodged [here](#).

To successfully register for the RFI participants will be asked to provide:

- Name*
- Participant type*
- Number of employees
- Current location*
- Consent for your name, participation type and location (suburb and postcode) to be included in the published summary of the outcomes of the RFI process.
- Consent to be added to a register to be made available to other registered interested parties to facilitate connections as each party sees fit

**Denotes mandatory fields*

Your responses to the questions may include as much or as little detail as you feel is necessary. Additional information on matters or issues not raised is welcomed.

Any PDFs to the responses to these questions, and any additional information, must not be longer than 15 pages, excluding attachments, and submitted [here](#).

Western Parkland City Authority

- Visit us at <https://wpca.sydney/>
- Email us at hello@wpca.sydney, or
- Call us on [1800 312 999](tel:1800312999).