



Dr Malcolm Roberts  
Chairman  
Queensland Competition Authority  
Level 19, 12 Creek Street  
BRISBANE QLD 4000

24 July 2013

Dear Dr Roberts,

**Proposed Alternate Standard Access Agreement**

I refer to my letter of 14 June 2013 on the proposed Alternate Standard Access Agreement (**ASAA**).

As discussed in that letter, our concern with the proposed amendments was that the flexibility of end-users and operators to negotiate alternatives to the standard contract might inadvertently be undermined by the Authority's proposed drafting. Aurizon agrees that that paired TOAs / EUAs are a suitable 'default' standard that can be applied, yet also considers that it should remain open to commercially agree alternatives to the paired structure where end users believe it is of value to do so.

That the Authority has decided to clarify this aspect of the proposed drafting to resolve Aurizon's concerns is welcomed, and Aurizon supports the amendments as fully resolving the issue.

Given the considerable time that has gone into the development of the ASAA, I would like to note and thank the Authority and its staff for their considerable hard work and efforts in promoting a flexible, effective and efficient contracting structure in Queensland. Aurizon understands that the introduction of the ASAA is an important milestone for many of its customers, and will continue to support efforts to promote a regulatory framework which ensures that customers are able to obtain haulage services that suit their particular commercial requirements.

Should you have any further questions on this matter, please contact Rachel Martin on (07) 3235 5476 or via email at [Rachel.Martin@qrnational.com.au](mailto:Rachel.Martin@qrnational.com.au).

Yours faithfully,



Andrew MacDonald  
SVP Marketing