

MOVING A GLOBAL RAIL LEADER  
INTO THE AUSTRALIAN MARKET



# SUPPORTING A MAJOR RAIL SUPPLIER'S FIRST AUSTRALIAN DELIVERY

## CHALLENGE

A global manufacturer of rail track systems and sleepers was moving product into Australia for the first time and needed support navigating a new logistics environment. With no existing local partners, strict customs and quarantine requirements, and fixed delivery deadlines for the Sydney Metro project, they required a specialist provider who could manage a complex door-to-door supply chain with full visibility and control.

- First time importing into the Australian market
- No established local logistics partnerships
- Strict customs and quarantine compliance requirements
- Need for reliable last mile coordination
- Fixed delivery windows tied to project milestones

## SOLUTION

20Cube delivered a full door-to-door logistics program from the Spanish factory to the Sydney Metro lay down site. This included packaging design, pallet development, factory loading, inland transport, ocean freight, customs and quarantine clearance, and final delivery. Working closely with the global rail systems manufacturer and the pallet supplier, the team refined a safe and efficient loading method, supported by 20Cube's digital platforms for real time visibility and milestone tracking throughout the project.

## RESULTS

**On-time** deliveries met  
for all project milestones

**30,000** sleepers delivered  
to the Sydney Metro lay down site

**18** month program completed  
from planning to final POD capture

**ZERO** AQIS or ABF compliance  
issues across all shipments

**Full end-to-end** visibility  
across all shipment milestones

**4** continents represented in the  
global manufacturing network

## CONCLUSION

The success of this program showed how effective planning, clear communication, and strong local expertise can streamline complex international freight. With every milestone achieved and full compliance throughout, 20Cube helped the client deliver with confidence and build momentum for future Australian rail projects.

