



# The Wave

February 2016

Your latest update on  
everything Maritime...





## MESSAGE FROM JOHN

Enjoy our new customer newsletter

Welcome to 'The Wave', our brand new customer newsletter, which we are launching with this issue. Our aim is to keep you up to date with all that is happening at Maritime Transport and with issues that affect our marketplace and industry. With so much focus on getting the job right and performing for our customers, we can sometimes be guilty of not staying in touch and 'The Wave' is one way in which we can deliver going forward.

We've made great progress over the last year, consolidating our position in the container sector, providing more intermodal choice for customers and strengthened our growing credentials in distribution. We've invested more than any other transport company in driver recruitment, training and development, new EURO 6 trucks and trailers, new depots, IT systems and in compliance, making sure everything we do is nothing less than what you would expect of us.

As this is our first issue, we've got a lot to write about and we very much hope that you enjoy 'The Wave'.

*John Williams*

John Williams

### MARITIME AT MULTIMODAL 2016

Maritime will be exhibiting at this year's Multimodal event. Now in its ninth year, Multimodal continues to be the largest freight transport, logistics and supply chain management event in the UK and Ireland.

This year's event takes place in Halls 3 – 3a at the NEC in Birmingham. So please hold the dates and come and see us on our stand, number 1135. We look forward to seeing you there.



**MULTIMODAL**  
NEC BIRMINGHAM • 10-12 MAY



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We are very excited to be the first to open a transport facility at the port.

Tom Williams, General Manager - Container Transport

## LANDED AT LONDON GATEWAY

Maritime opens at London Gateway

The Company has opened a new depot at DP World London Gateway, situated at the entrance to the port. The new, three acre site has ample parking for up to 60 trucks and trailers. Maritime is the first transport company to commit to a permanent, long-term arrangement with London Gateway, to support customers calling at the port.

Tom Williams, General Manager, Container Transport, is based at London Gateway, heading up a Customer Services Unit of seven. "We are very excited to be the first to open a transport facility at the port, which we believe will quickly become established as a key gateway for our customers with its fantastic location close to the City of London and the South

East."

Situated inside the port, the new depot is fully secure with its own perimeter fencing and 24/7 security, to comply with AEO requirements. The site also houses brand new offices and a welfare unit, with wash and rest rooms for drivers visiting the port.

Contact Tom Williams for more information on how we can support your business at London Gateway.

E: [t.williams@maritimetransport.com](mailto:t.williams@maritimetransport.com)





# MIDLANDS ON TRACK

## New rail options to the Midlands

**M**aritime has a new rail service at its Birmingham Intermodal Freight Terminal. It's the first since the Railport was acquired with more to follow. The new service links Felixstowe with BIFT, a modern Strategic Rail Freight Interchange, located in the heart of the Midlands at Tamworth. The 31st Path is the latest to be released from Felixstowe and the first new route from the port since 2012.

The daily train service, operated by GB Railfreight (GBRf), runs from Monday to Friday. Arriving in BIFT at 17:45, the train is turned around and back in Felixstowe by 04:10 the following day and with cut-off for receipt of containers returning to the port as late as 16:00, less than two hours before train arrival.

"We are delighted to have been awarded the new service," said **Simon Smart**, Managing Director, Container Transport. "We put a lot of effort in, behind the scenes with GBRf, to launch the 31st Path and we are very pleased the service is running so well. Regular customer support, since the start, has helped to make it a great success."

The train is currently formed of 33 wagons however this will increase to 45 with the arrival of 15 new Eco-fret triple platform wagons in June/July. The new wagons will increase capacity by a third.

John Smith, Managing Director, GBRf, "Maritime operates a fantastic facility in a great location in the Midlands and we are delighted to work with them to deliver a first class service for our customers."

The 31st Path is only the first step in Maritime's plans for BIFT. The Midlands is one of the most densely populated conurbations in the UK and as a result a 24/7 structure has been set up to support a larger intermodal operation servicing the area.

"Container ships are getting bigger and volume spikes are becoming more pronounced, so service levels can suffer because of truck resource shortages," said **John Bailey**, General Manager, BIFT. "The ability to rail containers to BIFT to supplement our road fleet at peak helps us to deliver for our customers."

Maritime has put the resources in place to quadruple train services calling at BIFT. A trial Christmas train has already taken place between Liverpool2, the Port of Liverpool's new deep sea terminal, and BIFT and there are plans afoot to introduce new services from other ports throughout 2016 too.

The benefits of BIFT are not only operational. The 31st Path alone has taken over 23,000 truck movements off the roads each year, which equates to six million road kilometres and a massive CO<sub>2</sub> saving for the environment.

BIFT is one of two Railports operated by Maritime. The second, Tilbury Railport is located at the London-based, Port of Tilbury.

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Maritime operates a fantastic facility in a great location in the Midlands and we are delighted to work with them to deliver a first class service for our customers.

John Smith, Managing Director, GBRf

Speak to John Bailey today to see how we can help you get your business on track.

E: [j.bailey@maritimetransport.com](mailto:j.bailey@maritimetransport.com)





# NEW LOOK ONLINE

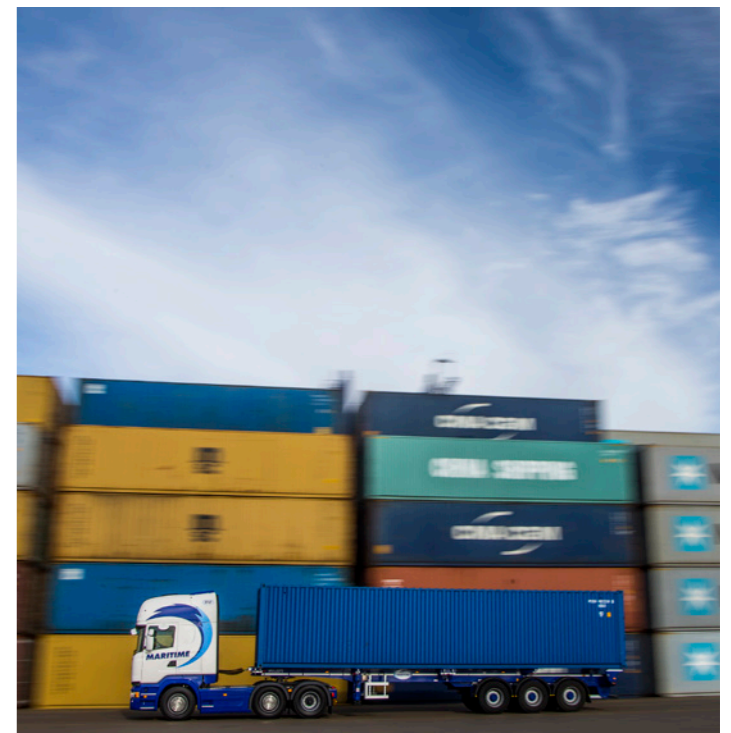
## Maritime's new website goes live

Not only has the Company launched a new customer newsletter, it has released a brand new corporate website at the same time too. Fully responsive and mobile enabled, Maritime's new website is now more accessible than ever before: on PCs, tablets and smart and android phones. The website offers visitors a more user-friendly experience when they land on any page and there are exciting plans to provide regularly updated content.

"It was clear to us last year that we needed a website that reflected the forward-thinking nature of the business and was easy to view on every device," said Alex Williams, General Manager, Marketing. "We have been building our profile within the industry for some time now and we recognised the importance of our online presence to give current and potential customers more accessibility to Maritime. We are very proud of the new site and believe it will set us in good stead for years to come."

The website provides details of all our services and news updates. It also incorporates a Customer Portal to access TOPs Lite, a unique, online version of our transport operating system, to enable customers to check delivery status of live jobs and download reports and signed PODs.

The site has a host of other features too, including an online shop, prompted by requests from a growing public support for Maritime and Company-branded memorabilia. The shop will start selling a limited range of products and collector's items, appealing to all ages.



# PEAK POST MORTEM

## Did your logistics partner deliver your peak?

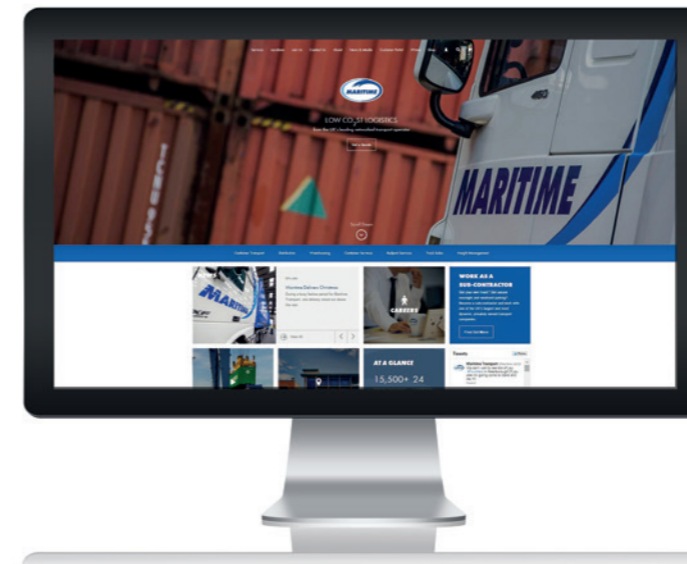
In the months after peak, everyone who buys transport and logistics services takes time to evaluate how their supply chain fared and how well their suppliers supported their business.

At Maritime, year in, year out, we ask the same questions of ourselves. For us, there is nothing so cathartic than conducting a post mortem and learning from lessons to improve what we do for customers.

This peak we managed an increase in full load volumes of 144% and bar Christmas Day, we worked 24/7 over the recent Christmas and New Year period, covering all that we were asked to perform and more, to ensure goods were delivered on time, avoiding stock outs. In the process, we earned high praise from all our customers.

"I'm really delighted the way our operations teams performed throughout 2015, but especially during the last quarter peak," said John Williams. "We've worked hard to develop the right solutions and structure and the payback is our ability to scale up and provide an unbeatable service to customers."

Maritime's unique, 'One Company' approach, seeing the supply chain as a continuous process, means that we can plan ahead, create resource and most of all, deliver cost efficiencies without any compromise to service.



Visit [www.maritimetransport.com](http://www.maritimetransport.com) and see for yourself.

If you would like to see how we could support your business and deliver your peak without drama and disappointment, please contact Steve Parry.

E: [s.parry@maritimetransport.com](mailto:s.parry@maritimetransport.com)

# HEAD & SHOULDERS BETTER

## P&G appoints Maritime as key supplier

In a further endorsement of Maritime's growing Distribution operation, global FMCG leader, Procter & Gamble (P&G), has awarded the Company a substantial new contract for domestic distribution. P&G is one of the most trusted consumer brands with instantly recognisable product categories in cleaning, detergents, electricals, foods, baby, and personal hygiene, including the No. 1 anti-dandruff shampoo in the world, Head & Shoulders.

The contract involves the transport of goods from three of P&G's distribution centres to retailers throughout the UK and the business is managed from Maritime's Distribution Depot at Northampton.

"The award of these lanes to Maritime, ahead of more established operators in the distribution sector, is a real coup for us," said **Dave Boomer**, Managing Director, Distribution.

"Since the initial award we have more than doubled our volume of work with P&G, proving ourselves with our service and ability to support their peaks at short notice in a demanding sector."

With a fleet of new trucks and trailers, bespoke systems and KPI reporting, 24/7 operations and comprehensive customer service support, the Company is now set up to offer competitively-priced services and deliver exceptional performance and is attracting many well known, high-volume, blue-chip companies as customers.

Contact Steve Parry today to see if we can help your business.  
E: [s.parry@maritimetransport.com](mailto:s.parry@maritimetransport.com)





## SPACE MISSION SOLVED

### Warehouse capacity in a prime London location

Maritime's modern, rail-connected, 130,000 sq. ft. warehouse in Tilbury, just outside the London port is a bustling operation, unrecognisable from the empty warehouse the Company took over four years ago. Ideally situated close to London and the M25 and on the doorstep of the Port of Tilbury and London Gateway, Maritime has capitalised on its position, building a thriving operation since 2011.

"We have enjoyed extraordinary growth in the last four years," says **Darren Constantine**, Warehouse Manager. "Alongside the benefits of our geographic location, much of our success has been down to our willingness to diversify to handle a wide range of product types and invest to support this diversification."

Today the warehouse handles everything from food grade coconut oil to 32 tonne steel coils unloaded from trains, which run directly into the rail-connected facility with state-of-the-art handling equipment.

Supported by a loaded off-dock container storage park on the same plot, six crossdocks and 4,500 racked pallet spaces,

15 experienced warehouse staff and capacity to load over 100 trucks a day, Maritime's warehouse offers heavy container devanning, cross-docking, storage and a wide range of value-added services too.

Together with a 130-strong, container and distribution fleet based in Tilbury, Maritime can provide a complete dock-to-door inbound and outbound handling and transport service for containers and cargo in London.

"The South East is suffering a lack of quality warehouse space and we have a prime, rail-connected facility, which is now in high demand," said Darren. "We've seen heightened interest over recent months as customers realise options becoming tighter in the area and I'm optimistic we'll soon be at 100% utilisation."

If you are interested in a warehouse-based solution close to London, contact Darren soon to see how we can help.  
E: [d.constantine@maritimetransport.com](mailto:d.constantine@maritimetransport.com)



## 4 METRE TRAILERS

### Lower profile trailers for Distribution

Maritime's Distribution arm has new, lower height trailers. Part of a bumper order of curtain-sided trailers included the purchase of 4 metre trailers. 40 of these lower profile trailers have been bought in response to customer demand.

"The lower clearance height enables us to service a wider range of customer sites," said **Adam Lyons**, General Manager, Distribution. "The trailers have already opened up more sites which we previously could not access, increasing our flexibility."

The trailers meet EN12642 XL standards and include in-built straps to secure pallets and 16 load retention straps designed to secure supermarket roll cages.

If you have a requirement for lower trailers please get in touch with Steve Parry for more information or a quote.  
E: [s.parry@maritimetransport.com](mailto:s.parry@maritimetransport.com)

## RAISING THE BAR WITH NEW TIPPERS

### Maritime takes delivery of ten tippers

New tipping trailers have been purchased to support customers with bulk container deliveries, as part of a recent trailer re-fleet. Built in Ireland and supplied by Dennison, the trailers are designed to carry 20ft containers and are ideally suited to gravity discharge bulk products such as foodstuffs, dry powders and plastic granules.

"The trailers have been custom built to our specification and finished in Maritime livery by our trailer partner, Dennison," said Stuart Wardlaw, Fleet Engineer. "They are designed to provide fast and effective, gravity-fed, bulk discharge."

Hydraulically powered by donkey engines, the specialist trailers are designed with site safety at the forefront and are fully compliant with the new London Safer Lorry requirements.

If you have a bulk container requirement, we look forward to hearing from you.

Please contact Tom Williams for more information.  
E: [t.williams@maritimetransport.com](mailto:t.williams@maritimetransport.com)



# WEIGHT AND SEE

## New rules on export container weighing

The International Maritime Organisation (IMO) has amended the Safety of Life at Sea Convention (SOLAS), affecting all international container exports by sea. As a condition for all export containers by sea the shipper will be responsible for declaring a verified gross weight to the shipping line before arrival at the port for shipment. The shipper is the declared party on the 'Master' not a 'House' Bill of Lading.

The requirement will become effective on 1<sup>st</sup> July after which time it will become a violation of the SOLAS Convention to ship a loaded container without a verified gross weight, (the weight of the container and its contents, including dunnage). In the UK, the Maritime Coastguard Agency (MCA) has responsibility for applying and policing the new regulations.

There are two accepted methods of calculation, (1) the shipper weighs the packed container at the end of loading after the seal is applied using calibrated and certified equipment or (2) the shipper weighs all packages, cargo items, pallets, dunnage and other packing and securing material and adds the tare weight of the container to arrive at the total weight. This method is subject to certification and approval and the MCA will be devolving powers to accrediting organisations to provide accreditation.

The law requires accurate container weights and by implication, there is no tolerance, however, for enforcement purposes, the MCA is unlikely to take further action over

container weights + / - 5%. The MCA, through its own existing enforcement teams will carry out spot checks at the ports.

Whilst the MCA has published guidelines, and the UK is generally regarded as being significantly more advanced than other countries in the world in the steps it has already taken to comply, there is still much debate and there are growing concerns that shippers in the UK will not be ready in time to provide accurate gross container weights.

Maritime's role as the transport company will be minimal, unless verified weights, for whatever reason, are not declared to the shipping line and then to the port and containers are refused at the export port. It remains to be seen whether all of the ports will provide a commercial backstop to weigh non-declared containers, in which case, they may accept containers to release the haulier.

Clearly, everyone involved in the international supply chain will be keen to understand exactly what is required and comply to avoid delays of any kind and we are interested to know how our customers intend to approach this issue to avoid unnecessary port delays and potential additional cost.

We will provide updates from time to time as we learn more and our Contract Managers will be contacting customers in the coming weeks to discuss this issue further.

# SIDE GUARDS FOR SAFETY

## More regulation for commercial vehicles in London

Last September, the Safer London Lorry Scheme was introduced to protect cyclists in the Capital. The scheme targeted the transport sector, singled out for causing deaths of cyclists in London.

The principal requirement is that all trailers entering the City have to be fitted with type-approved side guards. The side guards serve as protection for cyclists, particularly when trucks are turning left.

Enforcement of the new regulations started on 1<sup>st</sup> September and, if caught, a driver can face a £50 fine and the employer, £1,000.

Like many transport companies, we operate a trailer pool, so we are unable to isolate trailers for 'London' work and this has meant retrofitting substantial numbers of sliding skeletal trailers with the side guards, so that we are able to provide container deliveries and collections in the Capital.

While we fully support any initiative to improve safety of road users and save lives and we have made the investment to comply, to date, no container haulier has been responsible for a death of a cyclist, (most accidents have involved construction vehicles), yet the scheme has come without warning and at a great cost to the container industry.



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This course allows Maritime to train drivers with limited commercial experience in all aspects of our business.

Simon Smart, Managing Director - Container Transport

# PROFESSIONAL DRIVER SCHEME

## A practical solution to driver shortages

Since the introduction of the Driver Certificate of Professional Competence (DCPC) in September 2014, the issue of a national driver shortage has rarely been out of industry and national press headlines.

Concerns over the ageing population of HGV drivers and the lack of new drivers coming into the industry has prompted much debate with the Government, trade bodies and transport businesses and buyers, all with a common interest in finding a solution to a serious, structural shortage.

At Maritime, we decided to tackle the issue head on, and together with our partner, Swedish truck manufacturer, Scania, have launched the Maritime 'Professional Driver Scheme'. The scheme designed to offer those interested in a career as a HGV driver, an easy path into the industry.

The scheme offers newly qualified and inexperienced drivers who have gained their driving licence through Scania, the opportunity to sign up to a 12-month course, designed to teach best practice through a structured training and mentorship programme.

"This initiative allows us to recruit and train drivers with limited commercial experience in all aspects of our business,"

said **Simon Smart**, Managing Director, Container Transport. "Gaining employment within a reputable transport company is extremely difficult for newly qualified drivers, but we see this as a fantastic resource, we can mould drivers into the professional drivers we need them to be."

Scania liked Maritime's approach so much they helped the Company to set up the scheme with a steady supply of driver graduates. "Maritime's Professional Driver Scheme has really impressed us," said Mark Agnew, Driver Development Manager. "We feel that the responsible and considered programme they offer will result in a higher calibre of drivers on UK roads and for this reason it complements what we are trying to with our driver licence training programme here at Scania."

The partnership with Scania is working well and only a few months old, the scheme has already provided 11 drivers who are now working full time at Maritime as part of the new Scheme.

"The Professional Driver Scheme is one of a number of initiatives we will be rolling out to safeguard our business and ensure we have the resource we require to support our customers," said John Williams.





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