



# fastforward

a business update from Maritime Transport

Welcome to Fast Forward. Read about the latest developments at Maritime Transport.



*Maritime extends truck contract deal with APL.*



*Container operators struggle in the country's capital.*



*Evergreen extends agreement with Maritime.*



## Foot on the accelerator

Since the acquisition of the Company from Hutchison Ports in 2001, Maritime has experienced remarkable growth and created a formidable port-based network, becoming one of the largest container transport companies in the UK.

According to John Williams, Managing Director, "Our success has been a combination of good luck and very hard work. I think we started at the right time, at the bottom of the cycle and have benefited from the excellent support of customers, suppliers and our staff and drivers from the beginning."

Today, the business spans the country with nine depots at Avonmouth (Bristol), Birmingham, Felixstowe, Manchester, Seaforth (Liverpool), Southampton, Teesport, Thamesport and Tilbury. Altogether, Maritime has 300 vehicles on the road and now employs a total of 475 staff and drivers. The Company is also connected by a state-of-the-art I.T. system for container operations, implemented last autumn and linked to customers by edi.

"We've created a very strong platform for growth and we are well placed to support our customers' requirements from almost any port in the UK", says Williams. "The key to success is in managing the part of the supply chain from port to door and that is where we are investing our money and focusing our attention".

### Move to new HQ

Maritime has opened a new head office in Felixstowe. The 6,000 square foot, double storey building is prominently located at the entrance to the Port of Felixstowe. It represents a major development for the Company, which was only acquired from Hutchison Ports in 2001. The building, which can accommodate up to sixty people, is one of the few freehold sites in the area.

According to John Williams, Managing Director, "The move to our new head office represents an important milestone for the Company. It is the first time since the acquisition that we have been able bring together all of the support functions of the business under the same roof." Altogether thirty people have relocated from offices around the country.



## Board expands by three

Maritime has appointed three new Directors to the Board. Dave Boomer, Derek Daly and Simon Smart have been promoted to strengthen the management team, joining John Williams, Larry Kilby, Alan McNicol and Andrew McNab.

Simon Smart and Dave Boomer have both each been appointed Director and General Manager Operations. Derek Daly has been promoted to Director and General Manager Fleet. All three managers have a wealth of experience in container transport operations.

According to John Williams, Managing Director, "This is a significant and important development, strengthening the management capability and experience of the Company to meet customer requirements as we expand".



Left to right, Simon Smart, Derek Daly and Dave Boomer.

## APL extends contract truck deal

Singaporean shipping line, APL, has extended its truck contract deal with Maritime Transport to nearly 60 vehicles. APL has taken this route in order to guarantee resources and to improve the level of customer service. The three-year deal is a major boost for Maritime and significantly increases the Company's involvement with APL.

According to APL's UK Managing Director, Peter Hall, "Maritime has worked closely with us over the last four years. Their innovative approach and ability to meet our expectations was key to APL increasing its involvement with Maritime".



"We are delighted with the support APL has given to Maritime. This contract is a great success for us as we become APL's principal contract vehicle provider in the UK", says John Williams, Managing Director.

## 'Fast pay' on-line

In order to make payments for one-off or urgent transport moves easier, Maritime is launching 'Fast Pay' a new, easy to use on-line payment service. Customers will soon be able to make payments on-line using their credit cards and get instant booking confirmation acceptance.

"We have created 'Fast Pay' to help companies that are not existing customers to make a booking without the hassle of having to raise cheques or arranging bank transfers", says Managing Director, John Williams. "Trying to organise a payment when the

priority is getting the job covered is an added frustration. This way payments can be made at any time if the quotation is acceptable".

The system is simple to use. The user can call any one of our depots to get a quotation. If the user is happy with the quotation, Maritime sends an e-mail confirmation together with a web link to access the customer zone on the Maritime website to make the payment. Once payment has been made and the transaction is authorised, an e-mail confirmation will be sent to the user and Maritime will perform the job.

**For further information, call Andrew McNab on 01394 613267  
or e-mail us on [enquiries@maritime-transport.co.uk](mailto:enquiries@maritime-transport.co.uk)**

## New depot at Tilbury

Maritime has relocated to a new depot in Tilbury. The Company has taken a brand new, purpose-built site on Tilbury Fortress Distribution Park on a long-term lease. The three-acre site is part of a multi-million pound Port development. The facility provides parking for over 100 vehicles and is a highly secure compound for overnight



storage. As well as CCTV, palisade fencing and a single, gated entrance, there is a 24-hour security guard presence on the gate throughout the week.

The site also has a vehicle wash facility to keep the fleet clean at all times. A new single storey, 100-foot office building, providing office accommodation and driver welfare facilities, is currently under construction and will be completed during June.

Managing Director, John Williams, says, "We have occupied a number of sites at Tilbury. We have been looking for a permanent site for some time and we are



delighted to have a first class base for the future to serve our Tilbury based customers and traffic to and from London and the South East". All contact telephone numbers will remain the same, including the main depot telephone number – 01375 842522.

**If you would like to learn more about our new Tilbury depot and capability at the port, call Dave Boomer on 01394 613376  
or e-mail us on [enquiries@maritime-transport.co.uk](mailto:enquiries@maritime-transport.co.uk)**

## All set up at Southampton

Whilst the recent difficulties brought about by increased container volumes have been a serious challenge to Southampton Container Terminals, Maritime is keen to support any initiative that improves the turnaround times at the Port. The level of investment it is making at the Port, bucking a recent trend, also underpins the Company's commitment to Southampton.

Maritime has increased its resource base at the Port to over 130 trucks and has taken on a second site for additional vehicle parking. The new site, at Eling Wharf, increases vehicle parking at Southampton to five acres. It incorporates all of the important driver facilities provided by the Company, as standard, to continue to attract the best drivers in the industry. Both sites offer comprehensive, 24-hour gated security.

A ten strong operations team providing around the clock operations cover is headed by Depot Manager, John Bailey (pictured



standing). The team now includes dedicated Vehicle Booking System (VBS) operators to process vehicle slots when the new VBS system goes live this month. According to Director and General Manager Operations, Simon Smart, "We are fully committed to Southampton and the strength of our operation at the Port enables us to deliver a first class service to our customers throughout the year".

Maritime is ready for the peak at Southampton, are you?

## Maritime extends agreement with Evergreen



Evergreen has signed a new deal with Maritime to handle more of its UK transport requirements by Road. The new agreement

extends Maritime's involvement with the Taiwanese group and covers all three brands: Evergreen Marine Corp., Hatsu Marine and Lloyd Triestino. Maritime will increase its position, handling 30% of the Group's UK road transport requirements. Additional resources will be introduced at Felixstowe and Thamesport to support the additional volumes from the three lines.

"We are really delighted to increase our involvement with Evergreen in the UK. They have been a longstanding customer of Maritime and we look forward to developing our close relationship," says John Williams. The new agreement is effective from June.

## London's stalling

The country's capital is becoming an increasingly difficult area to service for container operators. On top of the already significant congestion at peak hours during the day, the London Lorry Ban, which imposes night time and weekend controls on many key routes into London, and the London Congestion Charge introduced in 2003,

*The London Congestion Charge will increase from £5.00 to £8.00 per vehicle from Monday 4th. July.*

haulage companies are now being prosecuted for minor traffic offences in the capital.

Now, if a vehicle has any part of the trailer in a yellow-hatched box, new cameras can pick up the offence and an automatic fine of £100 is mailed to the registered keeper of the vehicle. In rush hour traffic where vehicles are crawling along, bumper to bumper, it is virtually impossible for the driver to ensure that his vehicle has made it across the junction.

New automatic number plate recognition cameras can also pick up offences in bus lanes, for even momentary incursions and again £100 fines apply. The technology is

## New vehicle purchases in 2005

New vehicle purchases continue to rise with nearly 100 new tractor units ordered for 2005. The new vehicles include DAF, Man, Mercedes Benz and Volvo marques.

According to Derek Daly, Director and General Manager of Fleet, "We are continuing our policy of purchasing large cab vehicles to maximise the driver's living space with bigger horsepower to ensure the vehicles are capable of operating safely at up to 44 tonnes GVW".

The DAF trucks ordered are the 480 bhp XF 95 Super Space 6x2 cabs. The MANs are the new 430 bhp TG XXL 6x2 units. The Volvo is the 460 bhp FH 12 Globetrotter 6x2 and the Mercedes Benz trucks are the 460 bhp Mega Space Actros 6x2 cabs. All vehicles are highly specified and come with air conditioning, CD players and fridges.

so sophisticated and becoming more widespread that more and more vehicles will be caught and companies fined.



# Maritime joins Truckpol

Organised crime is becoming an increasing threat in the container transport sector and to the livelihoods of everyone working in the industry. As part of Maritime's commitment to continuous improvement of its security procedures and to protect the Company and the customer from being targeted, Maritime has become a member of Truckpol. Truckpol is the central

intelligence unit, which coordinates and monitors all lorry and load thefts and other road freight related crimes in the UK. The unit is operated by the Metropolitan Police and is funded by industry.



Maritime now has access to intelligence to help to shape the Company's approach to security and beat the criminal.

**If you would like further information on Truckpol or on Maritime's security procedures, contact Larry Kilby on 01394 613111 or e-mail us on [enquiries@maritime-transport.co.uk](mailto:enquiries@maritime-transport.co.uk)**

## Second hand trucks website launched



Maritime has launched a brand new website to sell top quality, used ex-Maritime fleet trucks. The website, [www.secondhandtrucks.co.uk](http://www.secondhandtrucks.co.uk), provides buyers with an easy-to-use site to locate suitable articulated trucks, across the country.

All the trucks for sale were purchased from new and are offered for sale after one, two or three years. DAF, Scania and Volvo trucks are main marques for sale. The vehicles are presented in excellent condition throughout with full main dealer service histories and low mileages.

The site will appeal to the owner-driver and the small fleet operator who is looking to replace his vehicle and prefers to purchase a used truck. According to Derek Day, "We are introducing high quality vehicles to the market, which will help the smaller operator to quickly source the right truck with the assurance of buying from a reputable company.

**For further information, call Derek Daly on 01394 613112 or e-mail us on [enquiries@maritime-transport.co.uk](mailto:enquiries@maritime-transport.co.uk)**

## Drop & Swap service guaranteed

As the busier period of the year approaches, it is important to start planning ahead to avoid service performance problems and bottlenecks in the supply chain. It is likely that the peak this year will be more acute than in previous years, after a slower start to the year.

One way of addressing the problem is to create a dropped trailer solution with the receiver. This way, containers can be delivered before the booking time to ensure they are available when required.

Not every receiver has the space to facilitate a dropped trailer operation, so it is a question of identifying those who can and approaching them now.

In order to support clients' requiring a drop and swap solution, Maritime has invested heavily in new trailers and now has over 500 trailers in the fleet.

Together, with trailer partner Hill Hire, Maritime is fully geared up to manage the logistics of multi-site trailer drop-offs across the country.

**If you would like more information on how Maritime can help you, please call Andrew McNab on 01394 613267 or e-mail us on [enquiries@maritime-transport.co.uk](mailto:enquiries@maritime-transport.co.uk)**

## Faxback

Simply fill in the form below and fax it back to us on **01394 613101**

**Please contact me to (tick as appropriate):**

- Make an appointment
- Give me a sales quotation
- Give me further information on Maritime Transport
- Set up a credit account

Company Name: \_\_\_\_\_

Contract Name: \_\_\_\_\_

Position: \_\_\_\_\_

Address: \_\_\_\_\_

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Town: \_\_\_\_\_

County: \_\_\_\_\_

Post Code: \_\_\_\_\_

Tel : \_\_\_\_\_

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