



fastforward

a business update from Maritime Transport

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



Maritime relocates in the West Midlands



First class secondhandtrucks success



The network that delivers for customers



More progress as Maritime celebrates its fifth anniversary

According to John Williams, Managing Director, "We have made exceptional progress over the last five years. Our success has been down to timing and in particular, the excellent support of our customers and suppliers, as much as our own efforts".

As well as creating an unrivalled national depot network and building a strong and loyal workforce, the Company has attracted a number of Blue Chip customers by having the right solutions when opportunities have arisen.

Already this year, South Korean shipping line, Hyundai Merchant Marine, has appointed Maritime as their exclusive road supplier and in a separate deal, the Company has become road partner to German line, Hamburg Sud, on their new Trident Service calling at Tilbury. "We are delighted to have been chosen as transport partner for these two prestigious shipping lines", said John Williams.

Having opened a new depot in Leeds to service the North East at the end of last year, Maritime has completed a move to Hams Hall, the new location for its Midlands depot. At the same time, the Company has purchased a further 100 trailers, together with a substantial fleet investment programme for 2006.

"The focus of our business continues to be based on a simple strategy – investing at the front-end of our business to ensure we deliver cost effective transport solutions.

It is a winning formula that enables us to provide a first class service performance to our customers", says John Williams.

Hyundai Transport Partnership

Maritime Transport has been appointed by global shipping company, Hyundai Merchant Marine, to handle all of the line's UK container transport requirements by road. The deal covers all road transport moves in the UK, apart from Scottish traffic via Grangemouth.

The South Korean line chose Maritime because of the Company's reputation, capability in delivering cost effective solutions and operational strength at the key ports of Felixstowe, Southampton and Thamesport.

"We are delighted to become Hyundai Merchant Marine's transport partner in the UK", said John Williams, Managing Director of Maritime Transport Ltd. "We have invested heavily into the front end of the business over the last five years are extremely well placed to handle Hyundai's UK business."

"Maritime Transport has an excellent reputation in the UK as a first class container transport company", said Mr. CK Yoo, former Managing Director, Hyundai Merchant Marine (Europe). "Maritime is an ideal partner for Hyundai and we look forward to a long term working relationship with them".

As a result of the appointment, Maritime has added a further 50 trucks and drivers, based primarily at Southampton and Thamesport. These trucks have formed the nucleus of dedicated resources, supported by Maritime's unrivalled UK depot network. The new contract started in June.



Hams Hall has all the right connections

Earlier this year, Maritime relocated its Birmingham depot to the Railfreight Terminal at Hams Hall, after a two-year period at the Containerbase in Perry Barr. The facility, operated by ABP Connect, Associated British Ports' value-added service division, is fully enclosed with palisade fencing and electronic, gated access. In addition, the depot has 24-hour security on site. It has parking spaces for up to 30 vehicles to accommodate the fleet.

"We had been looking at the location of our Midlands operation for some time", said Simon Smart, Director and General Manager Operations "The site at Perry Barr

served us well and allowed us to establish our presence in the area. Looking ahead however, Hams Hall is better positioned for our customers with first class road links and rail-connections".

Hams Hall is extremely well positioned with easy access to the M1, M6, M42

and M69 motorways. With an excellent rail terminal and connections to Felixstowe and Southampton, Maritime is ideally placed to provide local haulage from the rail terminal.

"We are delighted that Maritime chose to relocate to Hams Hall Railfreight Terminal. The move signifies the strategic importance of Hams Hall as an intermodal hub for the region and we look forward to developing our close relationship with the UK's leading container transport operator," said Stephen Burgess, Managing Director, ABP Connect.

More skeletons in the cupboard

Maritime has purchased a further 100 sliding skeletal trailers. The trailers are being manufactured in Ireland by Dennison Trailers. The additional trailers will take the total fleet to over 580. 50 trailers have already been delivered and are in service.

According to Derek Daly, Director and General Manager Fleet & Risk, "The new trailers are highly specified with the very latest reverse sensor technology for easy manoeuvring in tight conditions".

The trailers are designed to carry 20ft, 30ft, 40ft and 45ft containers, as well as 2 x 20ft combinations. The new trailers provide greater scope to develop drop and swap solutions with customers, to spread workloads over a 24-hour period at warehouses, distribution centres and at the container ports.

"We are continuing to invest at the front end of the business, to improve service levels and provide greater flexibility to our customers", said Managing Director, John Williams.



Sea of new trucks

By the end of 2006, 132 new trucks will have gone on the road, in the year, at Maritime Transport. Whilst some of the tractor units are replacement vehicles, the Company has increased the fleet substantially to support the growth of existing customers and new contract wins. The vehicles have been purchased from

a number of truck manufacturers and include DAF, MAN, Mercedes, Scania and Volvo, to cater for the differing demands of the business around the country. All of the trucks are large horsepower, 6x2 tractor units and have been specified for improved driver accommodation and comfort, as well as performance.

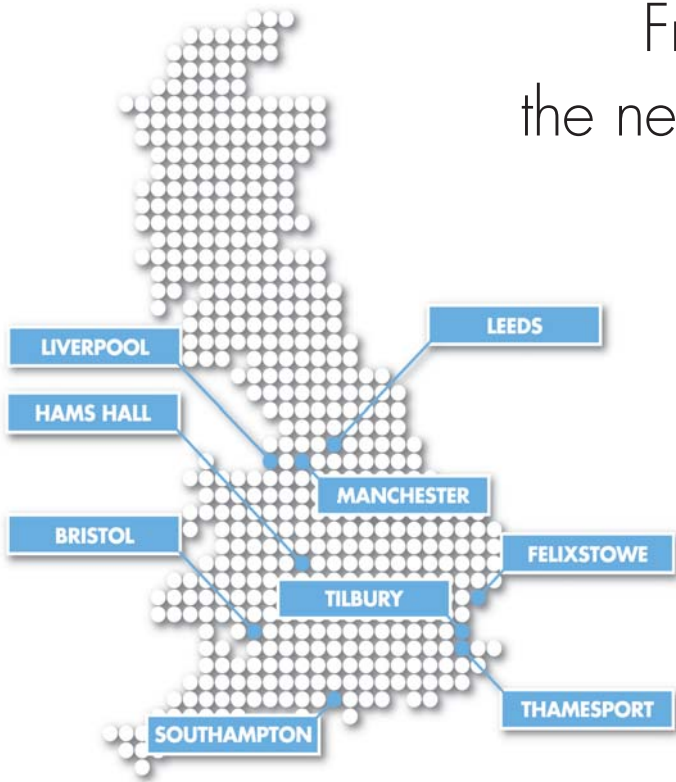


John Williams and Dan Hoiij, Managing Director of Scania (Great Britain) Ltd.

Maritime selects Scania

So far this year, Maritime has ordered 75 Scania trucks to boost the fleet. The vehicles are the new R series 6x2 Topline, Euro 3, 470 bhp and Euro 4, 480 bhp models. "We chose this truck because of the whole life costs, fuel consumption and driver appeal," says Derek Daly, Director and General Manager, Fleet & Risk. "The Scania is proven within our fleet and is a really excellent truck for container work". The new vehicles have been introduced into the fleet since March and are part of a wider programme to extend the fleet throughout 2006.

From shore to door – the network built from the ports



forming the backbone of Maritime’s container service success. According to John Williams, “As a net importer of goods, we have to be based at the ports”. But it not simply a question of having a parking facility for trucks. “We believe that in order to perform for our customers, we have to have a strong operations management presence at the ports”, he continued.

“We have the capability and technology to bring our all planning activities under one roof, but this isn’t the best approach for our business”, said Tim Goddard, I.T. General Manager. “By being based at the port, we are on hand to deal with issues as they arise”. With 24-hour operations, we can deal with almost any out-of-hours problem, without having to involve the customer.

Hand-in-hand with this approach, Maritime has developed close working relationships with many of the port operators in the UK and considers these as being as important as customer relationships. “We are both part of the same supply chain and need to be able to work together to perform for customers”, comments John Williams.

One of Maritime’s key strengths is its network, which now covers almost all parts of the UK. At the heart of this network are the port-based depots, from Liverpool in the North West to Felixstowe in the East,

All of the planning for import containers is undertaken at the port and I.T. systems allow the Company to extend its network anywhere in the country quickly, seamlessly and cost effectively.

Maritime plans further network investment to meet the changing needs of its customers and remain at the forefront of the industry.

Expansion at Eling

Maritime has extended its Southampton setup to meet customer requirements. As the size of the Southampton operations continue to grow, Maritime has taken an additional 1.1 acres of vehicle parking on a long-term lease.

The land is adjoining to the existing depot at Eling Wharf, one of the Company’s two operating centres at the Hampshire port. The enlarged plot now extends to nearly three acres and brings the total area committed to vehicle parking at Southampton to over five acres.

The additional land is fully secure with palisade fencing and has been fitted out with CCTV security cameras. The extra acreage provides parking facilities for a further 40 vehicles.

According to John Williams, Managing Director, “Second to Felixstowe, Southampton has become the most important gateway for containers in the UK and is our biggest operating centre in the country. We have a first class operation at the Port and we now have the right platform for future growth”.



New in-house DGSA



Dave Johnston has been appointed the new Dangerous Good Safety Advisor (DGSA) at Maritime Transport. Dave has been in the transport industry for over 30 years. Previously, he was the Company’s Depot Manager at Tilbury. Dave qualified in June, passing all three modules in the Scottish Qualifications Authority examination in one sitting.

“Up until now, we have relied on external consultants to provide our DGSA requirements. We are delighted to have this expertise, in-house, together with Dave’s strong background in container transport,” said Derek Daly, Director and General Manager, Fleet & Risk.

Maritime Leads the way

Since opening a new depot in Leeds one year ago, the Garforth-based operation has become a major container transport supplier in the Yorkshire area. According to Dave Boomer, Director and General Manager Operations responsible for Leeds, "We were confident there was a strategic benefit to have a base at Leeds to support the requirements of our customers in the North East."

The Leeds facility has extended Maritime's UK network to provide unparalleled coverage for container operations across the north of the country and the M62 motorway corridor. Currently the Leeds depot operates a total of 25 vehicles.

Depot Manager, Paul Heyhoe, (pictured), has been instrumental in the growth of the Leeds depot. "We are delighted with the customer support which has enabled us to grow quickly. We are set

to continue to expand to service the substantial container volumes to and from the region, as well as local haulage moves to and from the rail terminals", said Paul Heyhoe.



Ticket to RHIDE

Maritime was one of the first hauliers to trial RHIDES (Road Haulier IDentity System), the new Hutchison Ports biometric security initiative for drivers.

Since 2004, drivers have needed photographic I.D. to gain access to some container ports in the UK, as part of the requirements of the International Ship & Port Facility Security Code (ISPS).

Later this year, Hutchison Ports will introduce the new I.D. card system to all hauliers, which must be used at the Port of Felixstowe and eventually at Harwich and Thamesport.

When a driver arrives at any of these ports, he will place his RHIDES I.D. card into a reader and his hand on a biometric scanner. If a valid card is presented, the Port's gate control system records the number against the container/s and will allow the driver to enter the 'Restricted Area' of the Terminal.

10 Maritime Drivers, based at Felixstowe, took part in the pilot.



One of the biometric scanners at the Port of Felixstowe.

Truck sales take off

Having launched secondhandtrucks.co.uk to sell its used vehicles just 16 months ago, Maritime has quickly established itself in a mature and highly competitive marketplace. Already, the Company is exceeding UK industry sales expectations and gaining a reputation for high quality trucks and innovative sales packages.

"We are selling the right product at very competitive finance rates", said John Williams, Managing Director. "We can also provide potential buyers with work, as a sub-contractor for Maritime and together, this is proving to be a very attractive package". The used trucks sales arm now has a permanent base at the Tilbury depot with a dedicated forecourt to display the used vehicle fleet.



According to Matt Heath, Used Trucks Sales Manager, "We entered the used truck market in a downturn for truck sales. The impact of retail sales in the high street in 2005 created less demand for new trucks and also for used vehicles. We are delighted to have sold so many trucks in such a slack market."

Seconds Out

secondhandtrucks.co.uk has a new newsletter. Called 'Seconds Out', the newsletter has been produced to promote Maritime's used truck sales arm, providing a regular update to potential buyers in the UK and Ireland.



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