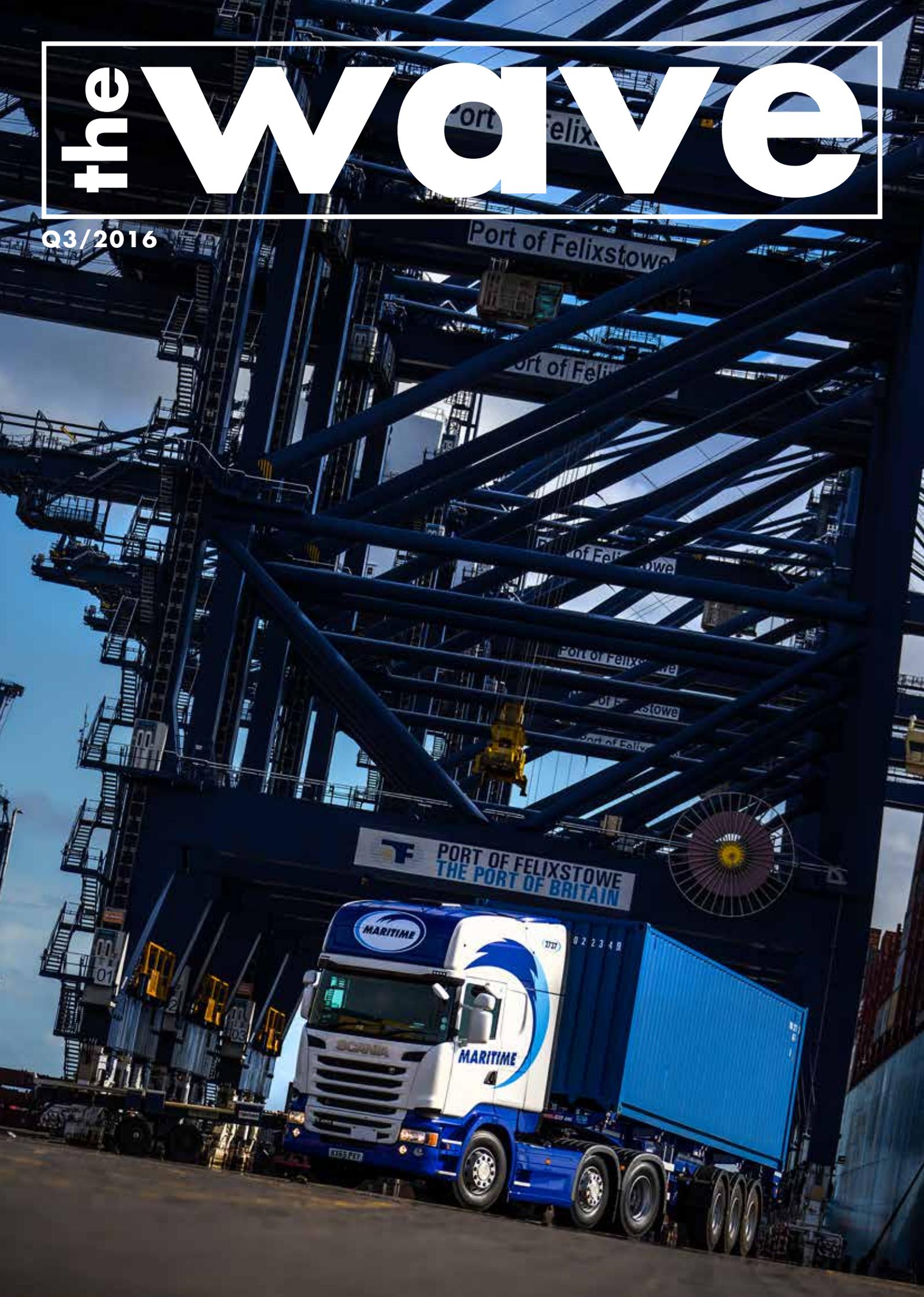


# the wave

Q3/2016





# MESSAGE FROM JOHN

15th anniversary issue...

Hello and welcome to our special 15th anniversary issue of The Wave.

I acquired the company, Maritime Haulage, on the 4<sup>th</sup> September 2001, a week before the dreadful terrorist attacks on the World Trade Centre and other locations in America. Then, the company operated 136 leased vehicles from five rented properties and so much has changed in the last 15 years.

We've acquired DHL's container business, (formerly Russell Davies) and Roadways Container Logistics (formally P+O Roadways) and started a retail distribution business from a standing start in 2010.

We're proud to have grown into the largest container transport company in the UK, with an unrivalled network of container depots across the UK. After only six years, our distribution business is challenging much larger rivals and providing services to household names and 'blue-chip' companies.

We have invested significantly over the years and we could not have achieved this success without the support of our customers, staff and drivers, suppliers and partners.

We are committed to offering the best service we can to support our customers and will continue to do so by investing in our business. I'm excited by what the future has in store and look forward to continuing our successful relationships.

Best wishes,

John Williams

# ALLPORTS FOR MARITIME

## Contract vehicle deal win

Allport Cargo Services, International Logistics and Supply Chain Management Provider, have awarded Maritime a contract vehicle deal. The deal involves 44 vehicles based at our Southampton, BIFT, Doncaster and Trafford Park depots and started in August. The win comes after we had proved our operating credentials over the last 12 months.

Mark Rollinson, Group Operations Director - Allport, said of awarding Maritime the contract: "Allport Cargo Services has a reputation built on a passion for service and making our customers lives simpler. We believe that in Maritime we have a partner that will uphold these same virtues and we look forward to a successful partnership."

Simon Smart, Managing Director - Containers added: "We're delighted to be awarded this contract by Allport. The contract vehicles will provide Allport with the high level of service that is required for their business and by strategically placing the vehicles around our depots; it gives Allport the flexibility required in the current container market."

To see how we can help your business with your freight forwarding requirements email Tom Williams today.

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



# A SPECIAL DELIVERY

Limited World Cup themed MAN truck delivered to Maritime

We were very proud to recently take delivery of a new, limited edition, MAN World Cup themed truck. It's 50 years since England won the World Cup and the trucks have been produced to celebrate this anniversary.

The truck, WC66 MTL, will be put out straight to work on our network and features special designed door badges, a personalised 66 TGX registration plate and a unique 66 logo dashboard mat.

"To have one of these limited edition trucks is very special for Maritime. There are just 66 of these vehicles, so we're one of the lucky few to have a truck on our fleet that celebrates a special moment in the history of English sport" said **Stuart Wardlaw**, Fleet Engineer.

# LIFE AFTER BREXIT

## What does it mean for Transport?

The majority of 2016 has been filled with talk of Brexit and the speculation over what Britain's vote to leave will mean for us as a country, and as an industry.

Whilst it's clear that any significant change in industry structure, or the removal of any legislation, is potentially years off, there have been several calls for reassurance from industry leaders throughout the UK.

As the guessing game continues for several months more, the Department for Transport have at least recognised the importance of lorry drivers and the vital role they play in

helping to boost growth and prosperity throughout the transport industry as a whole. In recognising the significance of the job they do, the Driver CPC has also been praised and confirmation that there are no plans to scrap the qualification has been given.

In light of this most recent update for transport, our commitment to ensuring our drivers are given the best in the business continues. We've recently launched our very own Driver Training Programme which incorporates the Driver CPC.

You can find out more on the new programme on the opposite page.

# A14 ADVANCEMENTS

## Updates to Britain's roads

The latest Road Traffic Statistics from the Department of Transport estimate that HGV traffic increased by 3.7% between 2014 and 2015 to 16.7 billion vehicle miles. With road freight continuing to be the main method of transporting freight across the UK, the infrastructure of our roads is now as important as ever before.

We've been banging the drum for a long time for developments to take place on roads across Britain, so the news that a £1.5

billion scheme to upgrade a 23-mile stretch of the A14 between Cambridge and Huntingdon has been approved is fantastic.

The planned works include the widening of a two mile stretch of the A1 between Alconbury and Brampton and looks to relieve congestion, unlock growth and help to connect communities.

With improvements like these planned up and down the country we will be keeping a keen eye on future developments and supporting any further advances.

# MONSTER OF A JOB

## Maritime working on major UK event

Over the first weekend of September we were at the Principality Stadium in Cardiff to help transport goods for one of the largest events of its kind in the UK, Monster Jam.

**Tom Williams**, General Manager - Commercial, said "We were very excited when asked to help out with this event. It's a very well coordinated project from start to finish and we were delighted to help deliver such an iconic event.

"It was great to work with a market leader in project moves and we hope to work with them again in the near future."

For assistance with your next monster move, speak to Tom today.

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



“

The new programme follows an 18 month review of our entire driver training

Simon Smart,  
Managing Director - Containers

# RAISING THE STANDARD

## New driver training programme launched

Maritime continue to raise industry standards and earlier this month introduced a new Driver Training Programme, which will incorporate the Certificate of Professional Competence (DCPC) driver training.

"The new programme follows an 18 month review of our entire driver training and has been tailored to ensure that the training delivered is of the highest quality and looks to set the benchmark in the industry for driver training." **Simon Smart**, Managing Director - Containers.

The course content has all been developed in-house, utilising knowledge and skills from staff in various areas across the business. The programme has been developed in association with the Joint Approvals Unit for Periodic Training (JAUPT) to receive their accreditation. There are five different modules, so all drivers have the opportunity to learn different skills which

other standard programmes don't offer.

As part of the revised training programme all of our drivers will receive First Aid training. The inclusion of First Aid training comes following a suggestion from **Kevin Forth**, a driver trainer at our Milton Keynes depot. Kevin was first on the scene of a motorcycle accident, and was able to offer First Aid following a course he'd attended.

**Gary Austin**, Transport Manager, said "By including basic first aid training in the programme it means our drivers will be fully equipped to assist should they be the first on the scene of an accident."

The training programme is another demonstration of our innovative approach that sees us finding new ways to improve the logistics sector and the services we offer to our customers and the general public.

# INVESTING IN OUR NETWORK

New and improved depots to support our customers' needs



This year we've been busy ensuring that our locations across the country are in the right place to meet the needs of our customers and that those facilities offered are second-to-none.

Firstly, we've opened a new depot, bringing our total to 27 across the country, in the North East at Teesport. The site, just seven and a half miles from Teesport currently operates 10 vehicles with the opportunity for expansion over the coming months and is just a mile away from the A19.

The depot will be run by **Ryan Rhodes**, Operations Manager, who said of the opening "The new depot at Teesport is another key strategic location for Maritime and improves our offering to clients in the North East. It is also close to the A1, one of the key roads in the country, and further strengthens our

depot network throughout the UK. It provides, for the first time, secure overnight parking and driver facilities in the North East as well as a fully operational yard where we can offer container services."

We've also seen excellent growth which has resulted in investment to a number of our depots. We have substantially upgraded the facilities for our drivers and staff at our Southampton, Doncaster and Immingham depots and is further proof of our commitment to our staff and providing the best facilities for them.

Find out more about our Teesport Depot by speaking with Ryan E: [r.rhodes@maritimetransport.com](mailto:r.rhodes@maritimetransport.com)

# ALCONBURY TRUCKSTOP UPDATE

Improvements programme going well

You will remember from our previous edition that we announced the acquisition of Alconbury truckstop and that the site would be undergoing a programme of improvements.

This programme is progressing well and has already seen a number of tasks undertaken, including:

- Electrical survey of whole site including petrol station and hotel
- Replaced and repaired four areas of the roof which had been leaking for approximately five years
- Replaced over 4,000 square metres of tarmac in the lorry parking area
- Four labourers litter picking for four days
- 96 hours of cleaning by industrial cleaners
- Rewired forecourt petrol station
- Removed eight full skips of rubbish and debris from site
- New office facilities for staff
- Replaced and updated truckers toilets

- Fire alarm testing and inspection, including getting all firefighting equipment in date
- Re-laid drains for the toilet extension block to reduce number of blocked toilets
- Restyled former drivers lounge for use for Maritime Drivers
- Redecoration, furnishing and the inclusion of a big screen TV in open seating area for all visitors
- Improved and broadened product lines in the shop

The programme doesn't stop there and work will continue over the next 12 months to ensure we're offering the best possible facilities to everyone who uses the truckstop.

To find out more about Maritime's plans for Alconbury contact John Bailey. E: [j.bailey@maritimetransport.com](mailto:j.bailey@maritimetransport.com)



# MARITIME TAKE DELIVERY OF 200 NEW TRAILERS

Maritime continue fleet expansion

We are delighted to have taken delivery of 200 new Sliding Skeletal Trailers as we continue to expand our fleet.

The new trailers have been supplied by Dennison; our trusted, long-term partner for sliding skeletal trailers and have been delivered on time to support our business as we continue to grow.

"It was essential that we ordered 200 new sliding skeletal trailers earlier this year after our continued success both with current contracts and with new business wins" said **Simon Smart**, Managing Director - Containers. "The new trailers will support our operations throughout the country as we move over 11,500 containers every week."

Our relationship with the manufacturer is ongoing and this latest order comes on the back of several orders with them already this year. Back in May we added adapted skeletal trailers for our new gensets and 25 new splitter trailers to our fleet.

"Our trailer fleet has increased significantly this year" said

**Stuart Wardlaw**, Fleet Engineer. "As we continue to grow we rely on our suppliers to support us. We selected Dennison again due to the fantastic working relationship we have with them and the high standard of their products."

James Dennison, Managing Director of Dennison Trailers, said "We are delighted to be working with Maritime to fulfil another substantial trailer order for them. Their continued growth is impressive and we're proud to be supporting them."

Our fleet continues to grow with new vehicles and curtainsiders also being added earlier this year. To ensure we make the most of the latest technologies available, the average age of our vehicle fleet is 18 months with the majority being Euro 6 units, the best for fuel economy and the environment.

Speak to Tom today to find out how we can work with you and make savings along your supply chain. E: [t.williams@maritimetransport.com](mailto:t.williams@maritimetransport.com)

# WE'VE COME A LONG WAY

A look back on the last 15 years

Since we started in 2001, Maritime Transport has seen exceptional growth. From the number of trucks we operate to the number of depots we have across the UK, as well as the range of services we offer to you, our customers.

In the last fifteen years we've grown our employee base from 189 to 1,883 staff at 31 sites across the UK. Our fleet of trucks has increased from 130 to nearly 1,000, carrying out, on average, 13,000 jobs per week. Our turnover has also grown, from £19.5 million in 2001 to almost £200m.

During that time there's been plenty of challenges, none more so than the recession of 2007. Prior to this, we'd used our time and resources effectively by growing and investing in the business. We bought all our trucks and built up an unrivalled network, which puts us in a good position for when the recession hit in 2007.

John Williams, Group Managing Director, said of the recession "It came quickly and no-one saw it coming. We entered the recession cash positive, debt free and we owned everything. It was a deliberate strategy – not because we foresaw a recession

but because we found ourselves in a remarkable position. Our competitors found themselves in a completely different situation - they thought the good times would keep rolling. Some private owners stripped their companies of profits; PLCs stripped their companies to pay dividends to shareholders. They were in a much different place to us – they were renting land, leasing trucks and borrowing money from the banks."

We pride ourselves on the relationships we've built over the years with our customers and suppliers. We also have a diversified portfolio of services which means we spread our risk accordingly. One of the biggest reasons for our continued success is our employees. We ensure we employ hard working and dedicated staff and in return we provide them with high quality equipment and facilities. We're improving driver facilities, including refurbished washrooms and showers and well equipped rest rooms with flat screen TV's and WiFi.

We'd like to thank you for your continued support over the last 15 years and here's to many more successful years of collaboration.

## HOW WE'VE GROWN SINCE 2001

£19.5 million turnover

189 employees

£198.3 million turnover

1,883 employees

5 depots

130 trucks



27 depots

989 trucks

15.1 million miles travelled



103.1 million miles travelled

## NEW BUSINESS AREAS



DISTRIBUTION



WAREHOUSING



TRUCK SALES



RAIL

## OUR 15 YEAR JOURNEY



2001

John Williams acquires Maritime Haulage. The company is re-branded as Maritime Transport.



Maritime opens first Tilbury Depot at Fortress Distribution Park.

2005

secondhandtrucks.co.uk - Maritime's fleet sales business launched. Today, this is one of the most successful re-sellers of used vehicles in the UK selling over 300 vehicles per year.



2009

Maritime purchased their 1,000<sup>th</sup> truck.

Maritime enter the domestic distribution sector, purchasing 100 curtain-sided trailers.

2010

Maritime acquire DHL Container Logistics, their largest rival in size to become over twice the size of their nearest competitor within the container transport industry.

Maritime open their 1st 'Hub & Spoke' operation in Northampton.

2010



2011

Maritime enter warehousing and rail operations with the opening of their Portside Logistics Centre.



Maritime acquire Roadways Container Logistics, fourth largest in the sector. The deal included the second railport - Birmingham Intermodal Freight Terminal.

2014

Maritime open a brand new Head Office in Felixstowe, Suffolk.



2015

Our distribution business now turns over almost £50m annualised. Now the main supplier of full load transport to a number of the UK's largest blue-chip companies, Maritime purchased 350 XL-Specification curtain-sided trailers to meet their needs.

27 Depots

Maritime purchase their first Truckstop - Alconbury. New depots are also opened in Leighton Buzzard and London Gateway.

2016

New contract win opens a Maritime distribution hub at its Headquarters in Felixstowe, Suffolk.

# MARITIME MERCHANDISE LAUNCHED

Exclusive products now online



Eagerly awaited by our staff, fans and trucking enthusiasts, we are delighted that we have been able to launch our online merchandise shop.

The hugely anticipated launch comes just a few months after our first appearance at Truckfest Peterborough where we sold a selection of our new merchandise to visitors.

"The decision to make our merchandise available online was prompted by numerous requests from growing public support" explained **Simon Smart**, Managing Director – Containers. "Truckfest was a hugely successful event for us, not only with truck sales, subbie and driver recruitment, but we were also overwhelmed by the response our merchandise received."

A limited range of products and collectors' items can be found online and with a selection of stationery, clothing and other affordable items our memorabilia looks to appeal to all ages.

As part of our launch, we've included some fun and quirky

items, including a Maritime truck floating pen, however there's no doubt that the stars of the show are our greatly awaited model trucks from Tekno.

"Our model trucks have been the main attraction since we launched them at Truckfest" said **Samantha Lock**, Graphic Designer. "There's no denying that they look great and we're delighted with the high quality product we received."

"We've been working with Maritime to create the perfect model" said Ben Lord, Managing Director, Speedbird Promotions. "The trucks look stunning in the famous blue and white livery and we're pleased we were able to deliver a great product that they're proud of."

Our Tekno models are 1:50 scale and both DAF's and Scania's are available with the option of either a Sliding Skeletal Trailer and container, or our famous Maritime Curtainsider from Lawrence David.

## HELPING YOU DO LOADS MORE

A range of vehicles available, whatever your requirements

Maritime offer a variety of vehicles, so no matter what your transport requirements, we've got something that can help.

### Genset Trailers

From foodstuffs to pharmaceuticals, our genset fleet will ensure that all temperature sensitive cargo arrives to you in perfect condition.

### Tipper Trailers

For specific or awkward unloads, our tipper fleet allows our drivers to tip your goods into any designated area.

### Tail Lift Trailers

If container access is a problem, our Tail-Lift trailers ensure your cargo can be moved to ground level with minimal fuss.



### Low Loaders

Whether your goods are out of gauge or your address has access problems, our low-loaders will allow any kind of cargo to be transported safely and securely.

### Sidelifters

Require containers to be grounded? Look no further than our fleet of sidelifters.

To see how we can help, get in touch today  
E: [specialistcargo@maritimetransport.com](mailto:specialistcargo@maritimetransport.com)



## KEEPING THINGS SHIP SHAPE

Working together to be safe and efficient

You probably know that millions of pounds are claimed each year for accidents that take place at work or through undertaking work. This can have a serious impact on a company's bottom line and with just a few measures in place, safety and efficiency can improve significantly.

**Each year in the transport sector 300,000 working days are lost due to workplace injury**

### Healthy staff

We've all come in to work when we've not been feeling our best. But that cold or sore muscle could have a big impact on workers efficiency, whether it's their reaction times or their concentration, and these can lead to an accident. It can also affect the company's productivity, as sick workers can pass illness on to their colleagues meaning more absence.

### Clean premises and equipment

Clean premises, with regularly maintained and serviced equipment is another way of ensuring safe and productive moves can take place. If equipment isn't maintained then jobs can take longer to complete or may have to be rearranged,

having an effect on your bottom line.

Having clean premises helps to reduce the risk of any injuries taking place. Sweeping up, tidying items and equipment so they are safely stored away and making people safety aware can all help to reduce the number of workplace injuries.

### Personal Protective Equipment (PPE)

The provision of PPE items isn't just for show, it provides a safe working environment for everyone. From safety helmets, gloves and eye protection to high-visibility clothing, safety footwear and safety harnesses, they all could reduce or remove the risk of accidents.

**In 2013, work based injuries cost the transport industry £348 million**

### Clear Health and Safety guidance

Whether it's what PPE equipment needs to be used, ensuring any hazards are clearly highlighted, having designated walkways and speed limits in place, there's a variety of ways we can all make sure we're operating safe and efficient sites and as we've seen, that benefits all parties.



# MARITIME'S RETURN TO MULTIMODAL

See you next year...

Still buzzing from this year's Multimodal event, we are delighted to confirm our attendance for the 2017 exhibition which will be held in the NEC, Birmingham, from the 4<sup>th</sup> to the 6<sup>th</sup> April.

"Our success this year has cemented our return for 2017" said **Simon Smart**, Managing Director - Containers. "The event is the perfect opportunity for us to catch up with many of our existing customers, sharing with them our expansion plans and current development opportunities, whilst also allowing us to shake the hands of several new potential customers."

At this year's exhibition, comfort and style were key when creating our stand. Calling upon some of the finishes used at our flagship 35,000 sq ft head office in Felixstowe; our stand was a sophisticated hub welcoming conversation and discussion whilst incorporating our hugely popular truck driving competition.

The game comprised of two Scania Highline replica Maritime vehicles and saw visitors attempt to reverse onto a Maritime distribution centre – not as easy as you might think! We also included a Nespresso coffee bar to further enhance the

friendly atmosphere throughout stand 1135 and released our 'Multimodal' issue of The Wave to share our current successes with those in attendance.

Extremely popular throughout the show, our week only got better when we won the coveted "Road Freight Operator of the Year" award, voted for by those within the industry.

"The award was fantastic recognition of our efforts over the past year" said **Dave Boomer**, Managing Director - Distribution. "A number of our customers commented that they had cast their votes and we were delighted with the level of support we received."

Taking the opportunity throughout the three day event, we continued to further market our strong development into the distribution, rail and warehousing sectors with our new brochures. Our continued expansion has seen the increase of services from our Midlands railport facility, resulting in the site now having daily rail links to every major UK port, and has enabled us to continue to expand our fleet, both with vehicles and trailers.



SEE WHAT WE CAN DO FOR YOU AND VISIT US ON STAND 5040 AT NEXT YEAR'S MULTIMODAL

# OFFERING YOU A GENUINE NETWORK

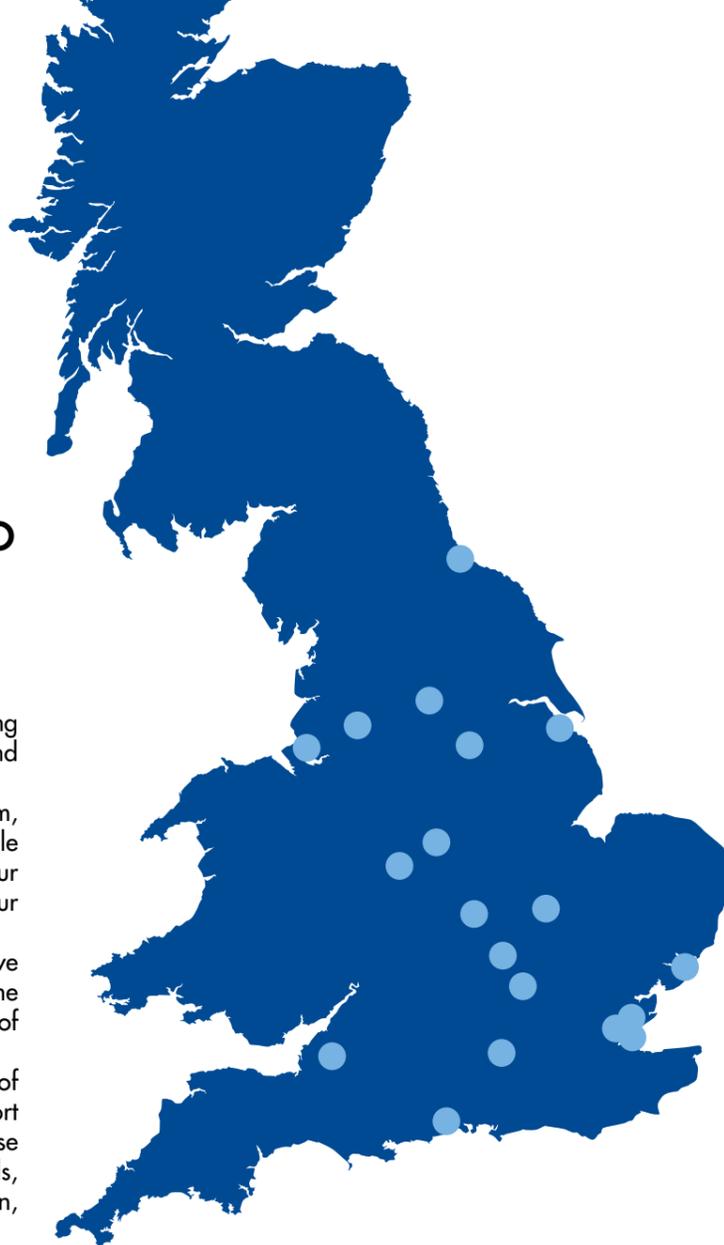
UK wide depot network to meet your requirements

As we've seen with the consolidation of major shipping lines, more and more business is moving inland and away from the major ports.

For some hauliers this could be seen as a potential problem, but not at Maritime. We need to ensure that we're a stable business that can withstand changes in the market, and our UK wide range of depots helps us to meet the needs of our customers, no matter where they're situated.

Our depots are spread from Bristol in the West to Felixstowe in the East and from Southampton in the South to Teesport in the North, allowing us to serve our customers across the breadth of the country.

We also have a number of depots based through the spine of the country, which allow us to easily access important transport routes including the A1(M), M1, M5, M6, M40 and M62. These key transport links are all accessible from our Doncaster, Leeds, Leighton Buzzard, Manchester, Milton Keynes, Northampton, Peterborough and Tamworth depots.

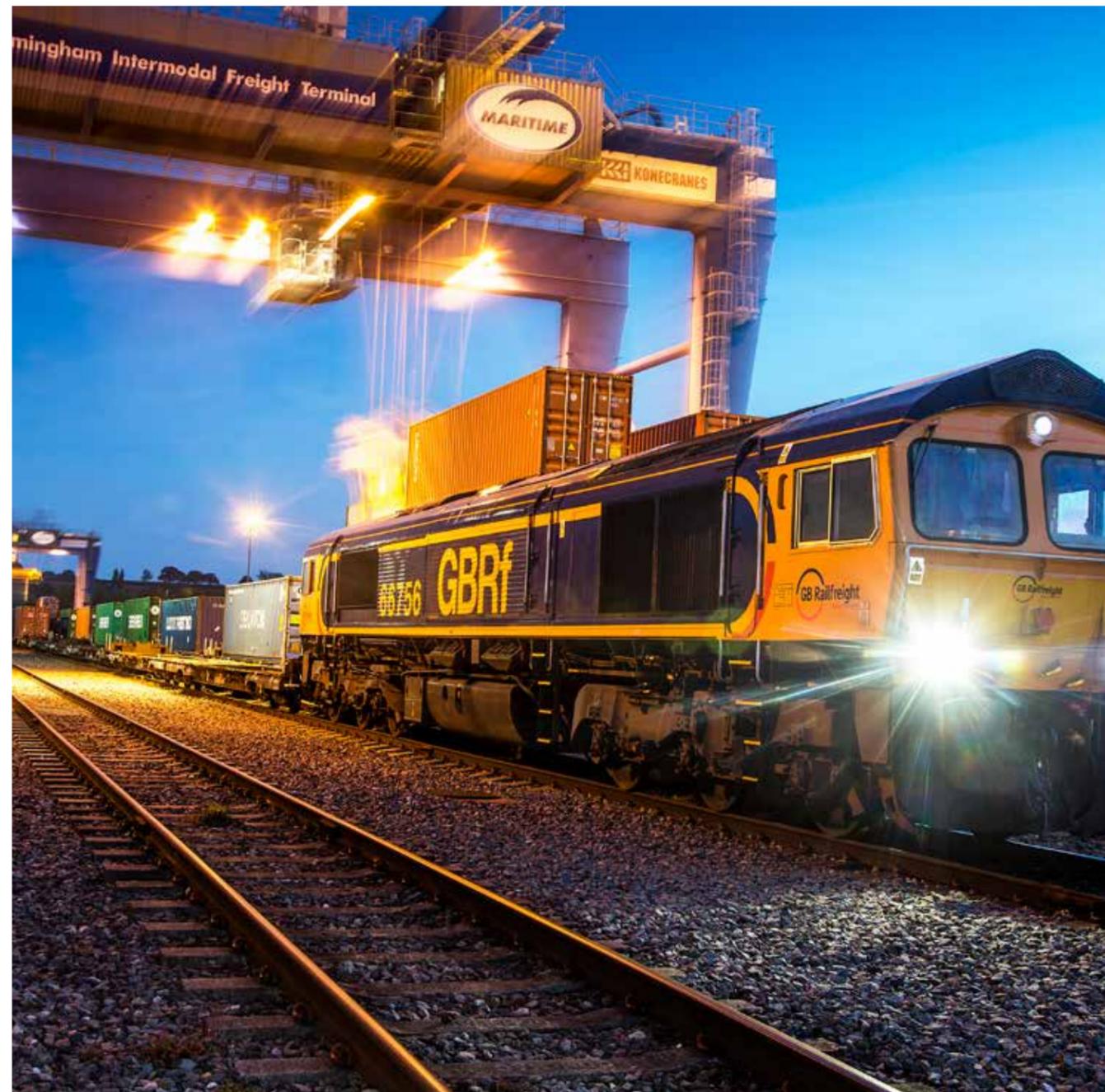


## PROUD TO SUPPORT THE POPPY APPEAL

Maritime to continue relationship with the British Legion in 2016

In 2016 our chosen charities are Transaid and the British Legion. We're delighted to announce that once again we'll be showing our support for the charity and the work they do for current and ex-servicemen and women and their families.

**John Williams**, Group Managing Director, said of the charity "The poppy appeal means so much to so many people, and employing ex-servicemen and women at Maritime we know what an important role the charity plays for all its members."



## EXTRA WAGONS AT BIFT

Maritime rail service continues to grow

In the February issue of The Wave you'll no doubt remember the feature we had on our new rail operation at our Birmingham Intermodal Freight Terminal (BIFT).

Following on from this we can now announce that the arrival of new ECO fret triple platform wagons has taken place and has boosted capacity on the Felixstowe - BIFT train by a third.

The new wagons are 40ft triples that can carry 3 x 40 ft boxes, where as previously the wagons capacity was 80ft in total. This allows the train to move more 40ft boxes without getting longer as line capacity wouldn't allow, and services the market demand to move more 40ft boxes than 20 ft's.

**Simon Smart**, Managing Director - Containers, said "The

increased capacity of these trains allows more containers to be delivered to our BIFT terminal thanks to the support of our customers. It also adds to our environmental credentials as these are being moved by rail as opposed to road."

You can be confident that onward delivery from the terminal won't be an issue, as we have a dedicated fleet of over 140 trucks based at our BIFT depot that can cater for 24/7 deliveries to all destinations.

To find out more about our rail service, contact John Bailey  
E: [j.bailey@maritimetransport.com](mailto:j.bailey@maritimetransport.com)



**CONTAINER TRANSPORT**



**RAILPORT SERVICES**



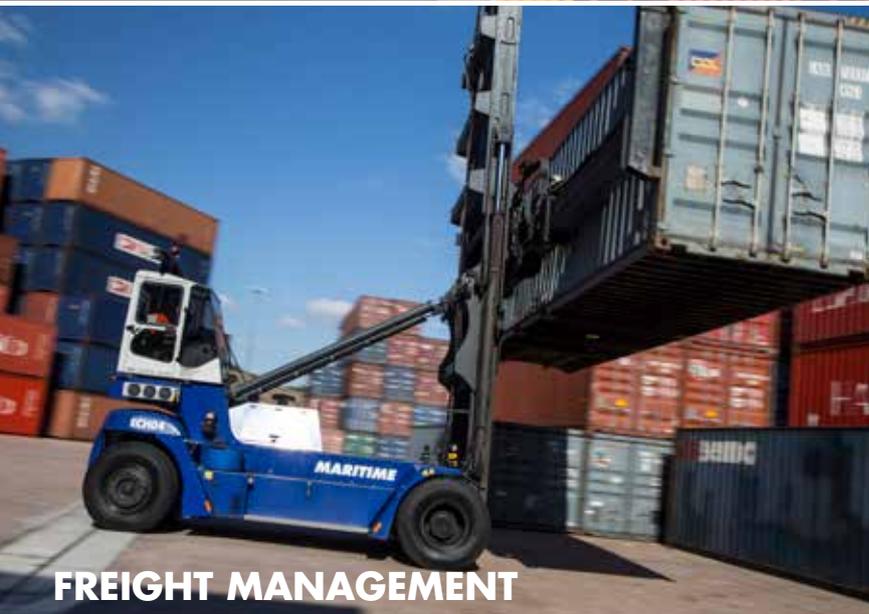
**TRUCK SALES**



**CONTAINER SERVICES**



**WAREHOUSING**



**FREIGHT MANAGEMENT**



**DISTRIBUTION**

**WE AREN'T YOUR  
CONVENTIONAL TRANSPORT  
COMPANY. WE CAN DO  
LOADS MORE.**



[maritimetransport.com](http://maritimetransport.com)