

The WAVE

The Sustainability Issue.



MARITIME INTERMODAL

Our network of port and inland rail terminals allows us to offer unrivalled Intermodal solutions integrated with road to provide complete supply chain coverage.



- Rail Terminals in Scotland, Wakefield, Trafford Park, Tilbury, Tamworth and East Midlands Gateway
- Additional laden and empty storage locations in Ipswich, Liverpool and Northampton
- Resource to commence new services nationally according to customer requirements
- Large vehicle fleets at all terminals for end deliveries and collections
- Dedicated Intermodal support teams on-hand 24 hours a day

📞 01827 264412 ✉️ enquiries@maritimetransport.com 🌐 maritimetransport.com



Providing the means for modal shift

We are committed to supporting the UK in achieving its ambitious climate targets, including net zero carbon emissions by 2050. Rail freight transport has a crucial part to play in this, and the more freight the country shifts from road to rail, the greater the reduction in greenhouse gas emissions.

We want to play our part. 20% of all containerised (including non-port) volume that Maritime transports is moved by rail, saving hundreds of thousands of lorry journeys and millions of road miles per year.

We have invested significantly in the expansion and development of our rail freight network, acquiring terminals in strategically-placed locations with unparalleled connectivity, whilst increasing storage capacity, creating new paths, and carrying out major upgrades to our infrastructure.

We've come a long way in three years and have seen remarkable growth as a result of strong demand.

Our journey into rail commenced on 1st April 2019, with the launch of our rail division, Maritime Intermodal. As part of this ground-breaking agreement, we acquired Trafford Park Euroterminal in Manchester, and Wakefield

Europort in West Yorkshire, as well as four dedicated intermodal services out of Felixstowe and Southampton. We also committed to significant investment in both equipment and groundworks at both sites.

That same year, we signed a 25-year lease with SEGRO to operate the flagship Strategic Rail Freight Interchange at SEGRO Logistics Park East Midlands Gateway. The 17-acre facility which has achieved Freeport designation is capable of handling up to sixteen 775m-long freight trains daily, with storage capacity for over 5,000 TEU. East Midlands Gateway will also accommodate a headquarters for Maritime Intermodal, a 20,000 sq. ft., three-storey building currently under construction, to house operational staff, state-of-the-art training facilities, and parking for a fleet of up to 100 trucks. Phase 2 construction will commence later this year and will see the terminal double in size by June 2023.

Continued and long-term investment fused with unprecedented demand has resulted in rapid growth across our intermodal network, which now includes terminals at the Port of Tilbury's London Container Terminal, Trafford Park, Wakefield, Tamworth (BIFT), Mossend, and East Midlands Gateway, as well as two recently announced container storage depots at the ports of Liverpool and Ipswich.

We will also occupy the Strategic Rail Freight Interchange (SRFI) at SEGRO Logistics Park Northampton Gateway in 2023, once construction activity ends, with its rail connection in place in 2024.

The terminal rests within SEGRO's 450-acre state-of-the-art logistics development next to junction 15 on the M1 motorway, and will be home to 5 million ft² of warehouse space and logistics facilities.

Like East Midlands Gateway, our 17-acre Northampton terminal can handle up to 16 trains per day, with storage capacity for over 2,500 TEU and parking for a fleet of up to 100 trucks.

2019

- 2 rail terminals and 3 container storage lifting sites
- 4 daily services
- Storage capacity for 7,500 TEU nationwide
- 1 Maritime Intermodal branded locomotive

Now

- 7 rail terminals and 3 container storage lifting sites
- 20 daily services
- Storage capacity for 17,000 TEU nationwide
- 16 Maritime Intermodal branded locomotives

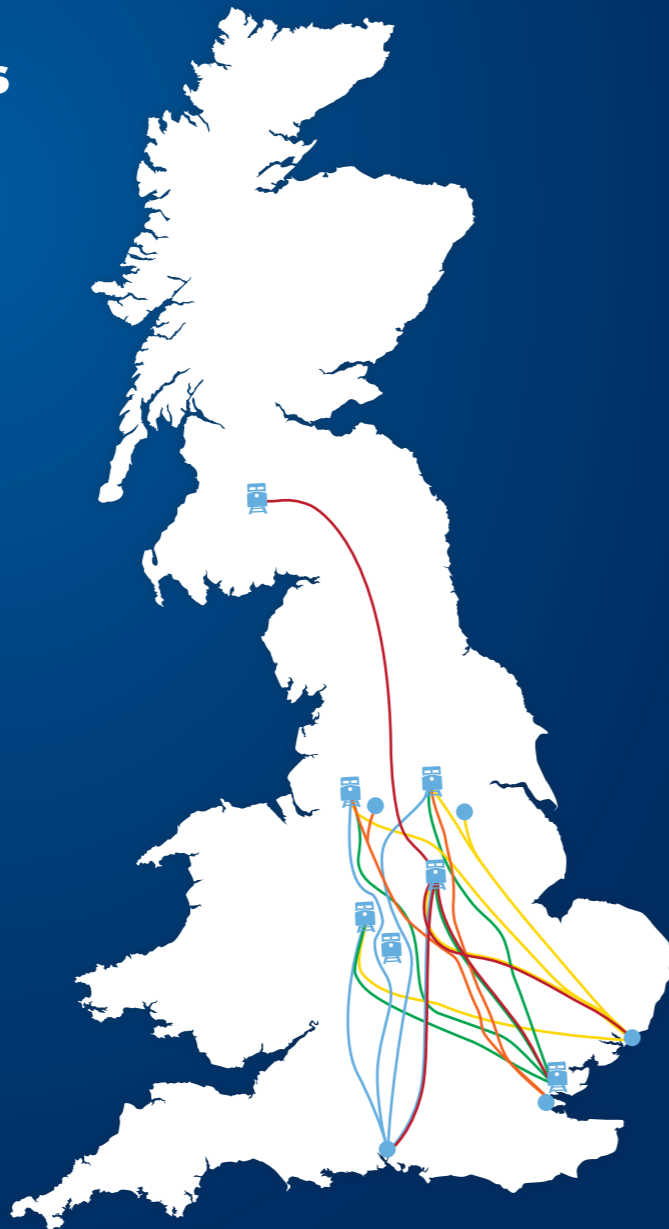
TEU Capacity Growth

Terminal	2019	2020	2021	2022	2023
Trafford Park	2000	2000	2000	3500	3500
Wakefield	1500	1500	1500	1500	1500
BIFT	2000	2000	2000	2000	2000
EMG		2500	2500	2500	4000
Tilbury	1500	1500	1500	1500	1500
Northampton	1000	1000	1000	1000	3500
Mossend			1000	1000	3000
Ipswich				2000	2000
Liverpool				2000	2000
Total	8000	10500	11500	17000	23000

Current intermodal services

We've extended our rail offering significantly over the years, and now operate or have contractual commitment on the following services, with more to be announced over the coming months:

- Southampton – Wakefield
- Southampton – BIFT (Tamworth)
- Southampton – Trafford Park
- Southampton – East Midlands Gateway
- Felixstowe – Wakefield (2)
- Felixstowe – East Midlands Gateway (3)
- Felixstowe – BIFT (Tamworth) (3)
- Felixstowe – Trafford Park
- Felixstowe – Hams Hall
- Felixstowe - Doncaster
- London Gateway – Wakefield
- London Gateway – East Midlands Gateway
- London Gateway – BIFT (Tamworth)
- London Gateway – Trafford Park
- Wakefield – Tilbury



Trafford Park Euroterminal

Acres: 20
 Trains per day: 4
 Services: 2x Southampton, 1x Felixstowe, 1x London Gateway
 Storage capacity: 3,870 TEU
 Lifts per day: 467
 Plant machinery: 6x reach stackers, 2x rail mounted gantry cranes, 3x empty container handlers

Wakefield Europort

Acres: 8
 Trains per day: 4
 Service: 1x Felixstowe, 1x Southampton, 1x London Gateway, 1x Tilbury
 Storage capacity: 1,500 TEU
 Lifts per day: 350
 Plant machinery: 4x reach stackers, 1x empty container handler
 Train length capacity: 586m
 Reception sidings: 1x 953m, 1x 947m
 Handling sidings: 2x 325m

Birmingham Intermodal Freight Terminal (BIFT)

Acres: 35
 Trains per day: 5
 Services: 3x Felixstowe, 1x Southampton, 1x London Gateway
 Storage capacity: 2,200 TEU
 Lifts per day: 390
 Plant machinery: 5x straddle carriers, 2x rail mounted gantry cranes, 2x empty container handlers, 2x forklift trucks
 Train length capacity: 720 metres
 Reception sidings: 4x 455 metres

Tilbury (London Container Terminal)

Acres: 6.2
 Trains per day: 3 per day on average
 Services: Freightliner (Monday and Wednesday), daily domestic cargo (Monday to Saturday), steel train (1-2 per week)
 Storage capacity: 800 TEU plus 50,000 sq. ft. warehouse
 Lifts per day: 173
 Plant machinery: 3x 3.5t forklift trucks, 1x 5t forklift truck, 2x 16t forklift trucks, 3x reach stackers
 Train length capacity: 24 wagons over 2 lines
 Reception sidings: 282m
 Handling sidings: 226m

Mossend Euroterminal

Acres: 15.8
 Trains per day: 4
 Services: 1x Teesport, 2x Daventry, 1x Inverness
 Storage capacity: 1,700 TEU post development
 Lifts per day: 290
 Plant machinery: 3x reach stackers

East Midlands Gateway

Acres: 22.5 post development
 Trains per day: 6
 Services: 3x Felixstowe, 1x Southampton, 1x London Gateway, 1x Liverpool
 Storage capacity: 6,000 TEU post development
 Lifts per day: 350
 Plant machinery: 7x reach stackers, 1x empty container handler
 Train length capacity: 775 metres
 Reception sidings: 4x 750 metres

£13.5m invested in Trafford Park Euroterminal
 £6m invested in Wakefield Europort
 £13m invested in Mossend Euroterminal
 €5m invested in container handling equipment at BIFT alone
 £3.5m invested in container handling equipment at East Midlands Gateway
 5,500 containers railed per week
 20 additional intermodal services in the next 3 years

Most recently, we completed a major rail infrastructure investment project at Trafford Park Euroterminal.

The two-year, site-wide redevelopment scheme was unveiled by Andy Burnham, Mayor of Greater Manchester, on Thursday 26th May. The event marked the formal completion of the £13.5m regeneration project of a rejuvenated rail facility capable of handling nine container trains per day.

Set in the heart of Europe's largest industrial park, Trafford Park Euroterminal is now uniquely placed to offer fast and efficient, low carbon logistics to commercial occupiers in Trafford Park and across the wider Manchester community, connecting UK seaport and inland rail terminals via a purpose-built, rail/road interchange with first and final miles fulfilled by our modern Euro 6 fleet (125 trucks) based at Trafford Park.

The investment involved substantive remediation of the 20-acre rail terminal, including repaving the container park, upgrading buildings, security, and new container handling equipment (six heavy-duty reach stackers for loaded container lifting and three empty container handlers). To support increased train throughput, the container park can now store up to 3,870 TEU and process up to 50 trucks at any one time.

Earlier in the year, we established a long-term agreement with Associated British Ports to operate a six-acre loaded container storage facility at the Port of Ipswich.

Located off dock at West Bank Terminal and within easy reach of the A12 and A14, the storage facility provides space for up to 2,500 TEU, increasing overall container storage capacity across our network by 12%.

The new facility was fully operational from 1st May 2022.

Two Kalmar reach stackers are currently being utilised onsite to service container throughput. Both machines form part of an order for 12 new reach stackers which will be distributed across our terminals throughout 2022, ensuring efficient and flexible loading and stacking of containers and other heavy goods. Two new SANY H9 reach stackers are scheduled to arrive in July.

We also signed an agreement with Peel Ports Group at the end of March to expand our existing transport depot at the Port of Liverpool. The multi-million-pound project will see the facility increase from four acres to ten with a new storage yard for loaded containers.

Construction commenced in April and will include a new transport depot, with new offices as well as our usual standard of exceptional driver facilities!

The new storage yard accompanying the enlarged premises will offer a wide range of loaded container handling and storage solutions, and enable optimum storage for up to 2,000 TEU. Brand new SANY reach stackers which were ordered in Q1, will be arriving on site in time for project completion in November 2022.

Want to receive an eCopy of The Wave? 

Sign up to our mailing list by emailing marketing@maritimetransport.com

Get on track with sustainability



The most prominent challenge facing all of us within logistics is meeting our sustainability targets whilst fulfilling customer demand in the full-load sphere.

Whilst developments continue to progress at an exciting pace with alternative fuel vehicles (AFV's), there is no escaping the fact that the UK's infrastructure and capital cost of AFV's remain as significant hurdles to credible solutions in the short-term.

As a result, Maritime is focusing on the development of rail freight services which are, in our view, the fastest way to reduce supply-chain emissions available to us currently.

Our vision is to offer contracted rail spaces to all of our customers through our network of rail terminals and services offering space on paths from Southampton to Mossend and everywhere in-between. With the breadth of our customer base and complimentary distribution flows, we are excited about the prospect of creating a number of additional rail services moving domestic product across the UK.

Our first dedicated distribution train is up and running, providing committed space to transport products by rail for long-standing customer, Coca-Cola European Partners (CCEP). Hauled by our partner, GB Railfreight, the service commenced on 30th May and connects our Wakefield Europort terminal to our rail freight facility at London Container Terminal located within the Port of Tilbury. Coca-Cola products are then delivered by our distribution fleet to CCEP's sites in Wakefield, Dagenham, Edmonton, and Sidcup.

The Wakefield to LCT flow sees 36 x 45' custom bespoke containers moved six days per week in each direction, which removes over 3,500,000 miles from the road network each year – that's

17,500 truckloads. The potential of modal shift for our industry is untapped and the opportunity enormous.

Our first-ever rail collaboration with CCEP builds on the strength and success of a long-term relationship between us both, having provided distribution services for them since 2017, and represents a significant growth opportunity.

We are aware that rail is not a 'new idea'; the rail freight sector was the backbone of the industrial revolution, but it has not been a solution to the movement of finished domestic goods. Put simply, it has been unable to compete with the costs of road transport alternatives. However, this is now changing, brought about through the social and economic challenges which have accelerated the need to create sustainable transport solutions, not only for the environment, but also to guarantee resource in a shrinking road transport sector.

Rail guarantees resource, protected from the volatility of the driver market, and is the ideal solution to move consistent, baseline volumes of products across the country. By running our own contracted services, more often than not into our own terminals, Maritime offers the consistent service levels others cannot. We back this up with our road resource, scaled to support the rail volume delivering the final mile and flexible enough to cope with the surges in demand our industry experiences.

We can quickly review your networks and demonstrate how to move your product by rail as a cost-effective solution on your route to net zero.

Hydrotreated Vegetable Oil (HVO)
HVO is no longer subject to the supply issues of five years ago. With our network of over 40 depots nationwide, Maritime can offer you a solution to wholly (or partly) offset your emissions

with a solution involving HVO supplied through our depot fuel tanks. Contact us today to learn more about our Green Tariff Solutions.

Our proactive approach to the driver shortage

Britain's HGV driver shortage has been a growing concern for the economy. At present, there's a shortfall of around 100,000 drivers in the UK alone. We continue to address this through recruitment initiatives that offer a number of opportunities for drivers to join Maritime.

Concerns over the lack of new drivers joining the industry prompted us to launch our Professional Driver Scheme (PDS) back in 2015. The scheme has proven successful over the years, with more than 150 PDS graduates to date now working across the Maritime network, many of whom have progressed to trainer, mentor, office-based roles, and transport management. The year-long programme provides comprehensive on-the-job training and mentoring to newly-qualified C+E drivers, and those with six months or less experience driving C+E vehicles.

Last year, we launched ProDriver, a three-month training programme for drivers with at least six months' but less than two years' experience driving class C+E vehicles, or those who have driven class C1, C, or D vehicles for at least two years before upgrading to a C+E licence. Just like the PDS, ProDriver offers structured, sensibly-paced training to ensure the step up to articulated vehicles and the added challenges associated with them is as smooth as possible.

2021 also saw the introduction of our Family Ties scheme, which offers out opportunities for family members of existing staff employed by us to acquire their HGV C+E licence, and become part of our driving workforce. Family members – spouse, son, daughter, grandchild, brother, or sister – who have a full class B car licence and

Distribution Depot Network

1. Leeds
2. Manchester
3. Doncaster
4. Bardonia
5. Peterborough
6. Tamworth (BIFT)
7. Desborough
8. Northampton
9. Milton Keynes
10. Ipswich
11. Felixstowe
12. Tilbury
13. Medway
14. Snodland
15. Reading
16. Avonmouth



who sign up to Family Ties are guaranteed a job interview at a Maritime depot of their choice. Successful candidates then have the entire cost of any training/test(s) required to upgrade to a C+E licence paid for by us, and offered employment via our PDS.

We work closely with the Career Transition Partnership, assisting armed forces personnel in their search for employment upon leaving the military, and have placed a large number of service leavers in roles within the company, ranging from drivers, transport managers, and fleet controllers, to finance, marketing, IT, and administrative positions. More recently, we teamed up with Walking With the Wounded (WWTW), a leading military charity which recognises that those who served, deserve, and The Attention to Logistics Programme, a bursary scheme which places veterans and their families back into work, delivered by the Tilbury on the Thames Trust in association with the Port of Tilbury Logistics Academy and the Royal British Legion.

WWTW offers a wide range of support to ex-military personnel, including helping unemployed veterans with employment to rebuild their lives. We have a number of face-to-face interviews and driver experience days now taking place at our depot in Tilbury with candidates that WWTW have put forward.

Additionally, we have established a founding membership with Talent XChange, an innovative start-up business that focuses on enticing the younger generation into our industry, in

particular, college and university leavers aged between 16 and 23 (although Talent XChange can be utilised by anyone within this age demographic whatever their circumstances might be).

Talent XChange provides an app-based digital marketplace designed to facilitate talent introduction to the logistics progression. Anyone between the age of 16 and 23 can connect with the app. Employers and potential candidates that are signed up to Talent XChange can then connect with each other. It's only when both the candidate and employer show an interest in each other that a connection can be made. Once this occurs, it is up to the employer to make contact with the candidate.

Talent XChange owner, Nick Winder, has over 24 years' experience in transport and logistics. Over this period of time, he has built many close relationships with colleges and universities across the Midlands, which is where candidates are sourced from.

From a business point of view, this platform provides us with even greater opportunities to access educated and talented individuals across a multitude of experiences that may not have ever considered logistics as a career prior to hearing about Talent XChange. This will give us a further candidate pool to access so we can fill our roles.

We intend to trial the Talent XChange app for 12 months and all going well, could be using it as a source for recruitment for many years to come.

23rd driver wage increase in 20 years

Our drivers are the lifeblood of Maritime; without them, we simply do not have a viable business. As such, we are committed to retaining our driver workforce and enhancing driver earnings significantly to acknowledge the incredible work they do in a challenging field. We therefore review wages annually, and this year marked our 23rd driver pay increase in 20 years.

In the last four years, there have been five wage increases, with basic wages rising by an average of £150. This is a 34% increase in basic wages since January 2018.

Meanwhile, £1,280,000 was paid out to 99% of our drivers last year for their outstanding safety performance. Our safety bonus initiative, now in its ninth consecutive year, was introduced as a means of encouraging our drivers to maintain higher levels of safety and compliance on the road. Based on vehicle telematics scores, drivers are graded between A - G on their driving performance via a range of key performance indicators, such as fuel efficiency, braking, and acceleration.

Furthermore, 72% of drivers across our depot network who achieved optimal telematics grades for safe and efficient driving and remained Maritime-fault incident-free throughout the year received an additional £1,000 uplift.

Head to maritimetransport.com for all the latest on our distribution activities.

What sustainable means to us

What we do as a business sounds simple; we provide container and distribution logistics services for the major Shipping Lines and Retailers to/from Ports and Distribution Centres. To do this at scale, achieving high standards in terms of reliability and efficiency, our team of 2,900 dedicated employees across 40+ depots, 7 rail terminals, operating 1,700+ vehicles and 20 daily rail services are committed to ensuring Maritime are well equipped to provide your business with the very best whilst also striving for sustainable logistics solutions.

During our 20 years of growth, we have always followed the principal of investing in the latest equipment and technology, including in our vehicles, to ensure they are as efficient and as clean as possible, minimising their impact on the environment.

Continuing this journey, whilst investing in the next 20 years, our future strategy will include two key pillars:

- **Modal shift** - moving more cargo by rail to remove road congestion and reduce emissions. Our strategy is to also accelerate the movement of domestic product across the country through the rail network in addition to traditional container cargo. To achieve this goal we are working with the government and rail operators on additional rail paths and equipment to significantly increase rail freight movements.
- **Alternative Fuels** - to remove the use of fossil fuels removing CO2 emissions. In this area we are working with vehicle and equipment manufacturers on their plans for battery and hydrogen powered solutions.

At Maritime, we are committed to playing our part in reducing greenhouse gas emissions and will continue to work on current projects and new initiatives. We have been making good progress but climate change is now a critical issue and very visible across the world, so we must all do more and play our part.

As this is such an important subject, we are upgrading our Corporate Social Responsibility (CSR) program into a more comprehensive Environmental, Social, Governance (ESG) program to ensure we have an integrated plan to protect the environment, look after our people and the communities where we work. We will ensure Maritime continues to be run with strong governance as we grow our business in the future.

Alternative Fuels

Both hydrogen and electric are the fuels of the future, but it seems the technology isn't quite there yet, or what there is isn't mainstream or affordable. There's no infrastructure in place to support heavy usage of these fuels, and so they cannot be implemented on a mass scale – ultimately, any business would become financially unsustainable with this level of investment in an unproven technology. Meanwhile, other alternative fuels are being utilised in the UK, but the companies achieving this have access to endless supplies. For example, McDonald's recycles cooking oil from its kitchens into biodiesel which then fuels its delivery trucks.

Hydrotreated Vegetable Oil (HVO) is more widely accessible and one of

the only alternative fuels available to use that is actually viable. You can read more about HVO, and our use of this alternative fuel, and how it could be a solution for you, on page 6.

Despite its obvious benefits, ultimately, we believe HVO is a halfway house from diesel to renewables. It's a suitable option and one that can and should be used, but not necessarily in the long-term.

Finally, we have the diesel engine which the world is trying to move away from due to the emissions it produces. It's important to remember that diesel engines manufactured today are cleaner than ever before. At present, any new vehicle that goes on sale in Europe must meet the latest European emissions standard - known as Euro 6. Our entire vehicle fleet is Euro 6-compliant, and has been for a number of years and we are seeing fantastic fuel consumption as a result; in week 13 2015, our consumption was 8.8mpg, and in week 13 2022, our consumption was 9.6mpg. This will only improve with newer technologies.

So, if hydrogen and electric are fuels of the future (in a mainstream way), HVO is a halfway house, gas isn't suitable (due to cost, supply, and the fact it's a fossil fuel), and diesel is the starting point that we need to change from, then there don't seem to be many feasible options currently.

To achieve a truly sustainable logistics business that is financially viable, and carbon-friendly using less diesel per container, moving more freight by rail is key.

Sustainability for our people

To make our business sustainable from a workforce point of view, we must ensure we continue to provide a suitable work/life balance for our colleagues, enhancing the earnings of our drivers and staff and creating fantastic facilities.

The average age of a driver in road transport is disproportionately high compared to other industries, with few young people joining the sector. Colleagues are looking for day/night shifts as people want a better quality of life, with consistent and regular start and finish times, allowing themselves more time to spend with families and socialising.

Having very large port-based fleets are not sustainable, why?

- There's only one point of entry for containers, the port, so if vessels are late or miss the port altogether, then there is no work at all.
- Lots of journeys are over 4 hours away which is too far for a day/night driver, the new preferred shift for drivers across the workforce.
- Catchment areas for staff are too small.



Our solution is to therefore offer inland locations that are linked to rail, why?

- Trains can run from all ports into one location, so there should always be volume.
- Work is strategically railed in that delivers into the local area, so lots of short distance work for day/night drivers.
- 360-degree catchment areas for staff.

Rail is crucial to this strategy and is the only way to make our business 'sustainable' for our people who are the most important part of Maritime.

A network like no other

Our network of 40+ sites also plays a pivotal role in our capability to offer greater choice and therefore more sustainable solutions to our customers and colleagues.

Adding new depots to our portfolio is cost-effective for our people, allowing the important work/life balance with shorter commutes, free and secure parking for vehicles overnight, and excellent facilities. It is also cost-effective and carbon-friendly for our customers, with additional storage capacity, new terminals, and additional rail services.

For us, being sustainable also involves being as operationally astute as we can be, running the least amount of miles whilst ensuring vehicles are loaded for as much of the time as possible. Ultimately, using one vehicle to undertake two jobs reduces congestion, emissions, and the requirement for more drivers in a market where there is a crippling driver shortage.

The majority of containerised goods moved by rail comes from the deep-sea ports. Taking Felixstowe as an example, the railway from the Port right up to where it reaches the mainline is poor, and is certainly not electrified, therefore it requires diesel or HVO, thus producing emissions. A completely sustainable rail journey is impossible in this case. However, if we were to look at moving more domestic goods by rail, it is 100% possible that we can already start to explore journeys that are completely sustainable. If we set up trains from distribution centre to distribution centre (main city to main city), the majority of journeys made will take place on mainline or passenger-heavy routes, which are electrified. This means, should the right locomotive be used, the rail journey can utilise overhead electric power, potentially from 100% renewable sources and therefore be completely carbon friendly. If we then push ahead with our plan for first and final mile journeys to be electric, it is conceivable that we would be able to offer a fully green solution to our distribution customers.

To find out more about our Environmental, Social, Governance program, and what we're doing as a business to ensure we're not only doing right by the environment, but also by our people, head to maritimetransport.com.



Fifth generation hauliers

Maritime Transport was established on 4th September 2001 by Group Executive Chairman and founder, John Williams.

John comes from a long line of hauliers, who, like many transport companies still around to this day, started small, making local deliveries.

We are proud of our heritage, which has made us who we are.

The Williams' remarkable transport journey starts in 1924, when John's great-grandfather, William George Williams (known as 'Dad Cwm'), commenced a new business venture with his three sons, Selwyn, Harold, and William. William Snr purchased two vehicles, a 14-seater Ford bus and a 30cwt Garner truck, and they began trading as W G Williams & Sons, running a daily bus service to local market towns in South Wales.

The company eventually acquired a licence to pick and sell coal, and started operating as a coal merchant. During the week, they'd run locals to and from various markets in the Ford, then utilising the 14-seater on the weekend to deliver groceries and other goods. The Garner truck was used for the coal-merchant side of the business, picking up coal from local slag tips which was then bagged and sold door to door.



W. George Williams



Selwyn Williams



Tommy Williams



John Williams



Tom & Alex Williams

1

2

3

4

5



W G Williams & Sons was a success and in 1932, purchased two new Bedford trucks to replace the beloved Ford and Garner.

Ten years later, William Jnr was called upon to take up arms during the Second World War, and sadly died in 1944. The following year, Harold also died.

William Snr made the difficult decision to sell both Bedford trucks that belonged to William Jnr and Harold, not wanting anyone else in the family to use them. Selwyn continued to develop the business using a third Bedford that he had acquired second hand, and went on to purchase a further three. When William Snr passed away in 1949, Selwyn took over the business, joined later by his eldest son, Gordon, in 1955.

A year later, on 1st January, Tommy Williams joined W G Williams & Sons, now a coal merchant and haulage contractor, at the age of 17.

The company saw significant growth over the next couple of years and the future looked bright until 1960, when a vehicle operated by W G Williams was involved in a serious collision. At the time, W G Williams & Sons' insurers concluded there was a fault with the vehicle and refused to pay out. Subsequently, the company ceased trading due to financial difficulties.

In 1963, Tommy Williams decided start the business again, this time under his own name: 'T D Williams'. Tommy continued to battle the insurance company that put W G Williams & Sons out of business, who eventually determined the company was not at fault and paid off most the debts allowing the new business to continue unencumbered.

Sixty years later, T D Williams, which now trades under the name TDW Distribution, is one of the UK's leading and largest palletised freight and distribution operations. Based in Bridgend and run by Tommy's sons, Andrew and Robert, who joined the business in 1982 and 1991, TDW carries out deliveries for some of the biggest brands in the food and beverages, manufacturing supplies, and building products sectors throughout the UK, Channel Islands, and mainland Europe.

The story continues with Tommy's eldest son, John.

In 1977, Tommy told John he'd found him a job with a haulage firm called Russell Davies. When

John, 18, asked his father where he'd be going to work every day, Tommy told him 'Felixstowe'.

John thought to himself at the time: 'Felixstowe doesn't sound very Welsh.'

Despite his uncertainties, John filled his Vauxhall Chevette with a full tank of petrol and left Wales for East Anglia. Before long, John had progressed to the role of managing director for Russell Davies' container division.

In 1995, Russell Davies was sold to Securicor, headquartered in Surrey, which was then purchased by DHL in 2003, headquartered in Bonn, Germany.

John, eager to maximise opportunities elsewhere, left Securicor to join Hutchison Whampoa, the owners of the Port of Felixstowe, as Commercial Director. It was during this time that a meeting in Mayfair, London took place where John succeeded in acquiring from Hutchison Whampoa what was then known as Maritime Haulage on 4th September 2001.

Back then, Maritime was a relatively small container transport operator, with 191 employees, 136 vehicles, 5 depot locations, and generating an £18million turnover. John had waited a long time to achieve his ambition of emulating his father, and was now very close to doing so.

Seven days later, on 11th September, the world held its breath, including John, his wife, Sheila, and their two sons, Tom and Alex. Many predicted an oil crisis, trade wars, or much worse, but in the face of the appalling tragedy that took place on 9/11, trade boomed, and the newly-rebranded Maritime Transport saw rapid growth. This boom continued unabated, and John sat down with a journalist in September 2007, stating in his interview that he couldn't see anything in the horizon that would halt it.

Almost immediately thereafter followed the deepest recession since the Second World War. The preceding climate of ever-increasing volumes created huge anticipation, and our customers, the shipping lines, had expanded their fleets, creating a 30% increase in global capacity just as the financial world was collapsing. Our customers had to lay up ships and suffered huge losses. Agreements were terminated, rates were slashed, and business was lost.

Despite these challenges, we've seen extraordinary growth in the last two decades through

diversification, acquisitions, hard work, and determination.

In 2005, we established our dedicated fleet sales outlet, Secondhand Trucks, to sell nearly-new, premium, ex. Maritime vehicles and trailers. Secondhand Trucks continues to sell hundreds of vehicles each year to used truck buyers in the UK. In 2011, we diversified into the domestic distribution sector with the purchase of 100 tautliners. Our distribution division now turns over annual revenues of more than £150million. The same year, John's son, Tom, joined the business, and went on to gain valuable experience across various roles. Tom was appointed Managing Director - Container Transport in 2018. Alex, John's eldest son, joined Maritime in XXX, and last year was promoted from Commercial Director for Distribution to Managing Director - Distribution, in line with our ongoing strategy for succession.

Alex and Tom proudly represent the fifth generation of Williams' to work in transport.

By 2015, we had 1,400 trucks, 24 depots, and were generating a £220million turnover. Distribution alone was turning over £50million annually, and was the main supplier of full load transport to a number of the UK's largest blue-chip companies. The same year, we opened our award-winning headquarters, a five-floor state-of-the-art building overlooking the Port of Felixstowe.

We continued to make further investments, including the acquisition of DHL Container Logistics, our largest rival in size, followed by Roadways Container Logistics in 2014 which also saw the acquisition of our rail terminal Tamworth, and Wincanton Container Logistics in 2020, strengthening our position as one of the country's largest transport and logistics groups and a market leader in the UK container transport sector.

We are now a leading provider of integrated logistics, delivering road and rail solutions to businesses up and down the country. Today, we employ over 2,800 drivers and staff, with 1,700+ tractor units covering 120 million miles per year from a national network of 40+ sites, and provide a range of critical services, including container transport, distribution, rail, warehousing, container storage, handling, and repairs, freight management, and truck sales.

John and Tommy were both honoured with Logistics UK's Lifetime Achievement Award in 2019, recognising their dedication and extensive contribution to the logistics industry.

Printed On 
Recycled Paper



Maritime Transport Ltd.