

# SHIP2SHORE

**50**  
YEARS

**THE UK'S  
FIRST  
CONTAINER  
TERMINAL**  
1967-2017

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# CEO COMMENT

Just as the networks of the three major global alliances were established and beginning to settle down, it was announced that Cosco Shipping will acquire Orient Overseas Container Line (OOCL). Separately, the three Japanese lines announced their merged company will be called Ocean Network Express (ONE).

The industry continues to change. Change is a constant and, as in other industries, it is those that embrace change that prosper and those that resist it that suffer.

The new alliances have meant change for many ports around the world. There has been some movement in the UK but one of the things that has stayed the same is Felixstowe's position as the clear market leader with two of the three alliances choosing us as their main UK hub.

All of this has occurred as we celebrate 50 years of dedicated container terminal operations at Felixstowe. We have been marking the anniversary with a number of events throughout 2017 and were delighted to welcome 200 distinguished guests, including many valued customers and former colleagues, to a celebratory event on board the Cutty Sark in June. Closer to home, we have held events for our employees and their families as well as for our pensioners, and supported the Felixstowe Carnival. You can read more about the Cutty Sark event on page 8.

The new alliances are the latest change in an industry that has rarely stood still over the last 50 years. There will be further change ahead. Increased use of Blockchain technology is already happening, the potential of the Arctic route between Europe and Asia is being considered and in January, as part of China's Belt and Road initiative, the first direct train from China to the UK arrived in Barking after an 18-day journey.

The capacity limitations on the overland route – the first train arrived with just 34 containers of clothes and high street goods – and the higher cost will not threaten container shipping but it does offer shippers a third option. One that is quicker than shipping but cheaper than air freight.

The twin themes of change and stability are also reflected in London International Shipping Week (LISW). I have been honoured to contribute as one of the Board of Advisors of what I am sure will be a very successful event. I will also be saying more about the Belt and Road initiative at one of the many seminars held as part of LISW.

London, and indeed the UK as a whole, has long been a centre of excellence for international shipping but, as shipping changes, so must the structures and businesses that support it. LISW has very quickly become the key event through which the UK sector demonstrates how it responds to change and showcases how this World Capital City remains at the forefront of leading shipping industry developments in the 21st century.

**CLEMENCE CHENG**  
Chief Executive Officer

# NEWS UPDATES

## NEW AND IMPROVED CRANES AT THE PORT OF FELIXSTOWE

Hutchison Ports Port of Felixstowe has ordered two new gantry cranes for its Berths 8&9 and work has started to raise 10 of the existing cranes on Trinity Terminal at the port.

The new cranes, ordered from ZPMC in Shanghai, will bring to 12 the number on the port's newest terminal. They will have a 59.5 metre outreach from the quay, sufficient to allow them to handle future generations of container vessels with containers stowed up to 24-wide across the deck.

The maximum operating height of 10 of the cranes on Trinity Terminal, also built by ZPMC, will be increased to 46.5 metres by raising these cranes. The greater height will allow them to work vessels with containers stowed up to 11 high on deck unrestricted under all tidal conditions.

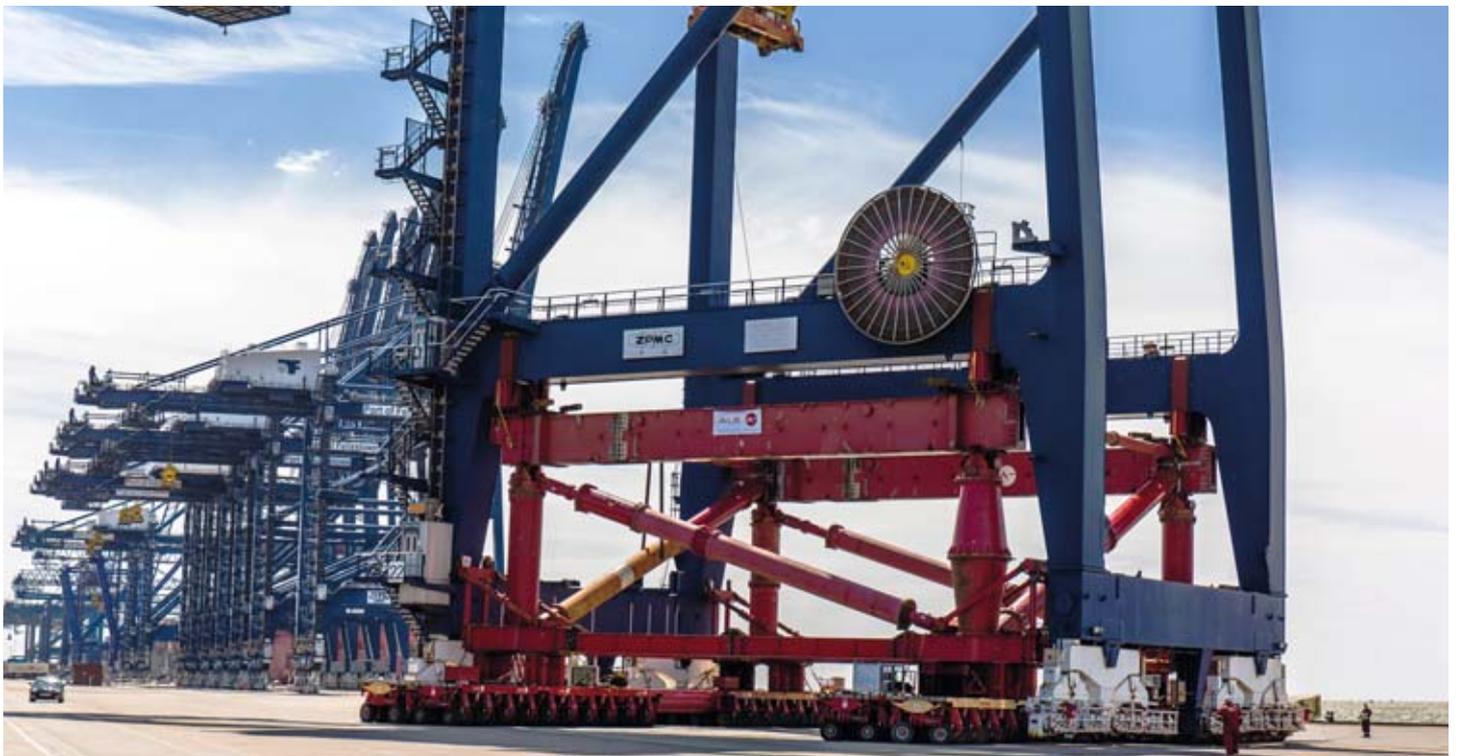
Commenting on the project, Clemence Cheng, Executive Director, Hutchison Ports, said:

"The Port of Felixstowe has facilities to handle vessels of all sizes. It is the clear port-of-choice for the largest mega ships and we had 137 calls by vessels of over 18,000 TEU last year. Increasing the

total number of cranes on the port and increasing the height of 10 cranes on Trinity Terminal will give us greater flexibility to accommodate the largest categories of ship size. In total, we will have 22 cranes capable of handling the largest container vessels in service."

Delivery of the new cranes is scheduled for February 2018.

The contract to raise the height of the Trinity Terminal cranes has been let to ZPMC's Dutch subsidiary. Work is due to be completed in December 2018.



## WORLD'S LARGEST CONTAINER SHIP CALLS AT THE PORT OF FELIXSTOWE

The world's largest container ship, the 21,413 TEU OOCL Hong Kong, has made its maiden call at Hutchison Ports Port of Felixstowe.

The call represented a double celebration as it also marked the return of OOCL to the UK's largest container port after a 17 year absence.

Commenting on the two events, Clemence Cheng, Chief Executive Officer of the Port of Felixstowe and Managing Director of Hutchison Ports Europe, said:

"The OOCL Hong Kong is the latest in a line of mega vessels to call at the Port of Felixstowe. The port's location close to the main shipping lanes and the ports of Northern Europe, combined with a unique combination of road and rail connections, makes it the first choice for the latest generation of giant container ships.

"Our relationship with OOCL goes back 40 years and we are delighted to welcome them back to the Port of Felixstowe as part of the Ocean Alliance. We are honoured to have been chosen as the main UK hub for the Ocean Alliance and look forward to continuing to work with OOCL and the other alliance partners to provide the best possible service to UK importers and exporters."

Richard Hew, Managing Director of OOCL, added:

"We are very delighted by the warm welcome that the OOCL Hong Kong received from the Port of Felixstowe community. We truly look forward to working more closely with our customers, business partners and with the port community in developing our synergies for growth."

The 210,890 gross tonne vessel was built at Samsung Heavy Industries' (SHI) shipyard in Geojje, South Korea. Measuring 400 metres in length and with a width of 58.8 metres, the OOCL Hong Kong serves the Asia-Europe trade lane as part of OOCL's LL1 service.

The Ocean Alliance consists of OOCL, CMA CGM, Cosco Shipping and Evergreen Line.



## MORE FERRY CAPACITY AT HARWICH

Stena Line has boosted capacity for its customers from Hutchison Ports Harwich International Port.

The leading ferry operator offers four daily services from the port; two Ro/Pax services to the Hook of Holland and two freight sailings to Europoort. In response to demand Stena Line is increasing capacity by introducing larger ships on the Europoort route.

The current Ro/Ro ships, the Capucine and Severine, will be replaced by larger ships, the Ro/Ro vessels MV Misada and MV Misina, when their present charter contracts expire in January 2018. As a result, overall freight capacity of the route will increase by some 20%.

Mark Seaman, Director Harwich International Port, said:

Harwich is an important hub for Ro/Ro traffic between the UK and the Benelux region. The benefits we offer has resulted in strong throughput growth in recent years and we are delighted that Stena is responding to the popularity of the route by further increasing capacity."

Annika Hult, Trade Director at Stena Line North Sea, said:

"I am very pleased to announce that we will now take the next step in the strategic development of our Rotterdam (Europoort) - Harwich route. We have seen a strong growth in the transport market to the UK over the past several years and we are currently trading at very high utilization on this route. We intend to maintain our strong position on the Continent – UK market. We want to be in the best place to care for the business needs of our most important relations, our customers."

The change coincides with the expected completion of a second berth in Europoort, part of a significant investment program in the port to ensure it develops into a strong multipurpose freight transport hub.



## MSC AND GB RAILFREIGHT STAY ON TRACK

Port of Felixstowe customers GB Railfreight (GBRf) and Mediterranean Shipping Company (MSC) have extended their partnership to run intermodal rail services from the UK's leading container port.

The three-year contract extension will see GBRf providing 98 rail wagons each day for MSC on three services. The dedicated train services run to Newell and Wright's facility in Rotherham, and two to Hams Hall.

GBRf and MSC have worked towards increasing both environmental and operational efficiency through the provision of longer trains. At 610 metres long they have the longest intermodal train on the network. As a result, TEU capacity was increased by 52 on a round trip basis, removing an estimated 26,208 lorry movements per annum.

John Smith, Managing Director of GBRf, said:

"GB Railfreight welcomes the extension of our contract with MSC, and I am proud we get to continue playing such a significant role in supporting the Port of Felixstowe. The container market is an important source of growth for the industry, and it's vital that we provide the terminal and network infrastructure that allows us to meet present and future consumer demand."

Dan Everitt, Managing Director of MSC UK, commented:

"MSC is delighted to be extending our contract with GB Railfreight as we enter our 15th year of working together. Rail is an integral part of our supply chain enabling us to move our customers' containers closer to their final destination, while offering a reduction in CO2 emissions."

The Port of Felixstowe has the UK's busiest intermodal rail freight terminal with 66 freight train movements per day serving 17 different inland destinations.

## PORT INDUSTRY SAFETY GUIDANCE LAUNCHED AT PORT OF FELIXSTOWE

The UK port industry has launched its first ever tripartite guidance on safety leadership and worker engagement at the Port of Felixstowe.

The port was a key contributor to the work of industry body Port Skills and Safety (PSS) who joined forces with the Health and Safety Executive and Unite the Union to develop the guidance for the whole industry. This voluntary guidance recognises that achieving an effective health and safety culture is as much about human factors, relationships, trust, communication and behaviours as it is about risk assessments, procedures and controls.

At the launch Dr Richard Judge, Chief Executive, Health and Safety Executive said that:

"Leadership and worker engagement are vital parts of a health and safety culture that protects workers and promotes good business. Acting together is very much in the spirit of #HelpGBWorkWell and I welcome this guidance jointly developed by the ports industry and Unite."

Tim Clarke, Chairman of Port Skills and Safety stated that:

"Excellent leadership and employee engagement are the foundation of an effective health and safety culture. Proactive leadership behaviours and highly engaged people deliver better quality, increased efficiency and a sustainable business. The guidance provides a clear direction for our industry, sharing learning from those already underway and helping those who are looking beyond compliance to



successfully embed health and safety as a core value."

Hosting the event, Stephen Abraham, Chief Operating Officer of the Port of Felixstowe said that:

"Ports can be dangerous places to work - keeping all our employees, contractors and visitors safe is our number one priority. We need to be relentless in addressing Health & Safety issues. This collaborative effort helps maintain a sharp focus on the importance of strong safety leadership, at all levels of the

business, to ensure that we work safely at all times."

Representatives from Unite the Union added that:

"Unite welcomes the publication of jointly agreed guidance on Health and Safety Leadership and Worker Engagement in the Ports Industry, an initiative prompted by the HSE research report Leadership and Worker Engagement in the ports industry."

## ON PORT BONDED WAREHOUSE FACILITY AVAILABLE TO BENEFIT UK SHIPPERS

Hutchison Logistics, the global division of Hutchison Ports, is pleased to offer UK shippers the opportunity to benefit from an on port bonded warehouse facility available at the Port of Felixstowe.

The uniquely located 82,000 square feet facility is literally only yards from the quay of the busiest container port in Britain and offers UK shippers the ability to unload or load containers for both imports and exports, consolidate orders and arrange onward distribution from single pallet to full loads to UK and European destinations.

Commenting on the newly available warehouse facility, Mark Taylor, Director of Hutchison Logistics Europe, said:

“Being able to secure this on port warehouse facility for the benefit of UK shippers is a welcome move for Hutchison Logistics as we grow our business. With the new Logistics Park development soon coming to the Port of Felixstowe offering up to 1.4m square feet of warehousing space, this newly available facility offers UK shippers the ability to trial the benefits of port centric logistics ahead of the game. Being so close to the busiest container terminal in Britain, there is no better located facility from which we can



offer shippers the choice to intercept their urgent containers on arrival, cross dock and consolidate cargo for direct distribution to their inland facilities, customers or direct to store.”

For any UK shippers interested in exploring the benefits of port centric logistics and using this facility, please email [enquiries@hutchisonlogistics.co.uk](mailto:enquiries@hutchisonlogistics.co.uk) or call Hutchison Logistics on 01394 604050.

## LONDON THAMESPORT RECEIVES FIRST TRAIN MOVE FOR ARMITT GROUP

The first train has arrived at Hutchison Ports London Thamesport bringing steel coil for UK shipping agent and logistics company, The Armitt Group. Operated by DB Cargo, this is the first train to use the Group's fully integrated 120,000 square feet specialist handling facility at the port.

1,000 tonnes of steel coil was transported by rail from the Tata Steel manufacturing plant in South Wales. The steel is due to leave the port by road, destined for customers throughout Europe.

Commenting on the first train move, Mark Taylor, Director of London Thamesport, said:

“We welcome this first train move for The Armitt Group at our London Thamesport facility. The first of many, this move demonstrates clearly London Thamesport's prime advantages as a multi-purpose cargo handling port. With an excellent combination of deep-water and multimodal rail and road connections to London, the South East and beyond to the Midlands and North West, London Thamesport is ideally located to serve all its customers' logistical needs.”

Allan Seedhouse, Managing Director of Armitt, commented:

“The Armitt Group are delighted to be delivering a long awaited 'deep sea connected' rail connected supply chain solution to the UK steel industry. With approximately half of the UK steel imports being consumed within the West Midlands our focus has been to deliver a direct rail link from our London Steel Terminal (AMT-South) to our West Midlands rail hub (AMT-Midlands).

“This will enable us to provide an efficient, reliable, robust and cost effective logistics service to our many customers. In doing so, we will greatly reduce our customers emission profiles whilst simultaneously delivering a significant reduction in the CO2 levels generated within the West Midlands Combined Authority (WMCA) region. That's a win-win to be proud of.”

The Armitt Group's new facility has been designed specifically for the handling of high quality steel products. This constitutes the first stage of a three stage plan by the Group to develop similar multimodal facilities in the Midlands and North of the UK within the next three years. The specialist facility offers unparalleled multimodal connections for breakbulk cargo handled in the South East of England.



# A NIGHT TO REMEMBER

## A CELEBRATION OF 50 YEARS OF DEDICATED CONTAINER TERMINAL OPERATIONS

1 July 1967 was an important, possibly even a momentous, day for the economy of the United Kingdom, albeit one whose importance was not fully appreciated at the time.

It was not that the first colour broadcast on BBC2 occurred on that day, nor that The Beatles' "Sgt Pepper's Lonely Hearts Club Band" got to No.1 in the United States, which it did, but that the UK's first dedicated container terminal opened at the Port of Felixstowe.

The event was an important milestone in the evolution of the shipping container as the main mode of carriage for finished and semi-finished goods on the world's major shipping routes. Since then the container has become more and more ubiquitous. It has extended its reach into every trade lane and into new markets including those for refrigerated and dry bulk goods.

The modern global economic system would not exist if it was not for the container. From its humble beginnings, the Port of Felixstowe quickly grew to become one of the world's leading container ports.

A lot has changed since those early days. From a terminal with just 500ft (152m) of quay and a single Paceco Vickers portainer crane in 1967, Felixstowe

has grown into a massive and ultra-modern super port. Over 4 million TEUs are handled every year by 31 ship-to-shore gantry cranes at 9 container berths with 3.2km of (much) deeper water quay.

To mark the event, 200 guests joined Hutchison Ports' senior management and a number of the port's longest serving employees for a celebratory dinner at the Cutty Sark in June.

Welcoming guests to the event, Clemence Cheng, Executive Director of Hutchison Ports and CEO of the Port of Felixstowe, said: "I am delighted that you have been able to join us this evening to help celebrate the 50th anniversary of dedicated container handling at the Port of Felixstowe. Felixstowe was the market leader back in 1967 and due to the efforts of its highly dedicated staff remains the market leader today."

Other speeches were made by His Excellency Liu Xiaoming, Ambassador of the People's Republic of China, Kitack Lim, Secretary General of the IMO, Dr Therese Coffey MP and Eric Ip, Group Managing Director of Hutchison Ports.

Recognising the distance travelled over the last 50 years, Ambassador Liu said: "Port of Felixstowe has experienced rapid growth. Today, it is not

only Britain's largest, but also one of the key container hubs in Europe." China is now the UK's most important trading partner outside Europe and he acknowledged the role played by the Port of Felixstowe in this vital trade: "I believe the Port of Felixstowe will continue to be the UK's trade, transportation and logistics hub. And I look forward to Felixstowe making even greater contributions to China-UK business cooperation."

The IMO's World Maritime Day theme of "Connecting ships, ports and people" was launched by the Secretary General during a visit to the port of Felixstowe earlier in the year and in his speech Mr Lim said: "[the] IMO and the Port of Felixstowe share the same values – a commitment to maritime safety, security and efficiency, as well as environmental protection."

He also referred to the environmental gains made by the port and added: "More efficient shipping, working in partnership with a port sector supported by governments, will be a major driver towards global stability and sustainable development for the good of all people. A major port such as Felixstowe has been, and will continue to be, an important part of this development." ▶▶▶

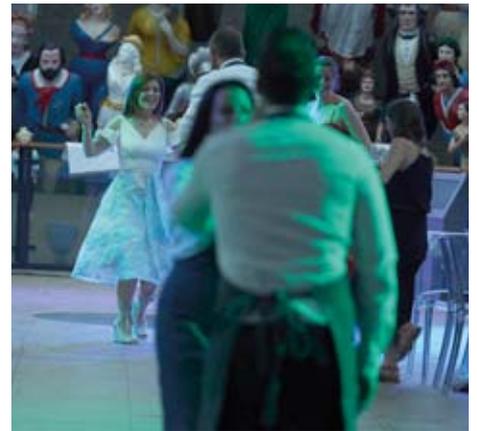






Concluding the round of speeches, Eric Ip, Group Managing Director of Hutchison Ports, said: "At Hutchison Ports we are proud to have been involved with the Port of Felixstowe for more than half of the 50 year period we are celebrating tonight. When we acquired the port in 1991 it was our first acquisition outside Hong Kong and the first in our global network which now includes a total of 48 ports in 25 countries."

Recognising the contribution of Felixstowe he added: "As the world's leading port operator we are committed to the highest standards of operational performance and customer care. Felixstowe has set some of these standards and the group capitalised on that by rolling them out to other units. We were the first international port network and the ports in our network allow us to stay strong together. Felixstowe is a key component of that network."



# SEA SHANTY, ANYONE?

**B**ank Station on the London Underground isn't often the cheeriest place to be in the Tuesday morning rush to work ... but at least on Tuesday 12 September there should be some smiles among the commuters.

The occasion? The Exmouth Shanty Men will be singing sea shanties at the station between 7.00 and 10.00 am. And it's all part of London International Shipping Week (LISW).

Perhaps that doesn't sound too important. But it could be argued that in terms of raising the profile of the UK's maritime sector, the Shanty Men's performance will be just as vital as the huge and varied collection of conferences, meetings, committees, debates and receptions that make up LISW.

After all, many of the LISW events will be attended by industry 'insiders' who already understand the importance of our industry. The sea shanties, to be sung against a backdrop explaining the UK's maritime heritage, will be heard by the man and woman in the street. Let's hope they are listening!

As Lord Mountevans, Chairman of the LISW board of advisors, says: "We need both our fellow countrymen and the Government to be aware of just how expansive the maritime sector is in the UK, and of the positive contribution it makes to very many communities."



This will be the third London International Shipping Week, following up on the successes of 2013 and 2015, and LISW 2017 is bigger and better than ever. More than 160 events are held across the capital, starting with the London Stock Exchange Market opening ceremony on Monday 11 September, and finishing with an 'open house' at Lloyd's Register on Saturday 16 September.

The 'flagship' event of the week is the LISW conference, attended by 500 delegates on the Thursday; moderated by the BBC journalist and presenter John Humphrys, the conference brings together industry leaders and government speakers to discuss and debate the week's main themes.

The overarching theme is 'Tomorrow's Maritime World', within which LISW will focus on five topics: prosperity, industry professionals, business solutions, environment and partnerships.

Liam Fox, Secretary of State for International Trade, will deliver the keynote address, in which he will speak about the future of international trade and its impact on the global shipping sector.

Other speakers include legal commentator Joshua Rozenberg, who will question the legalities of the changing face of global shipping – in particular, the impact of autonomous shipping and the complexities



*// We need both our fellow countrymen and the Government to be aware of just how expansive the maritime sector is in the UK, and of the positive contribution it makes to very many communities."*





associated with artificial intelligence and the law, and Vladimir Kim, Transformation Director at Microsoft, whose talk is entitled 'How tomorrow may surprise us all'; he will consider how other industries and some pioneers within the shipping world are making the most of digital transformation to lead the field.

The LISW conference will be followed by the official LISW reception and gala dinner, to be attended by an estimated 1,000 guests. During LISW, events will be held by international shipping and marine trade associations, the UK government, and official sponsors. In total, an estimated 15,000 people are expected to attend, with those attending coming from all sectors of the international shipping industry,

*London has long been a centre of excellence for international shipping and LISW showcases how London remains at the forefront of leading shipping industry developments in the 21st century."*

*Without doubt, the maritime sector in London and across the UK is remarkable."*

including regulators, charterers, ship owners, ship managers, bunker suppliers, lawyers, ship brokers, bankers, insurers, insurance brokers, commodity traders and brokers, ship suppliers, port operators, shipping service providers and others. The variety is vast – from discussions about ballast water and bunkering regulations, through to cyber security, skills & training, safety and finance.

Clemence Cheng, CEO of Hutchison Ports UK and of the Port of Felixstowe, is on the LISW board of advisors. "LISW really is the 'must attend' event of 2017," he says. "London has long been a centre of excellence for international shipping and LISW showcases how London remains at the forefront of leading shipping industry developments in the 21st century."

However, he emphasises, it's important to note that this isn't only about London. LISW encompasses the entire UK maritime sector, and that includes the Haven Gateway, home to the UK's biggest shipping cluster.

"Without doubt, the maritime sector in London and across the UK is remarkable, and the scope of business support services isn't always understood. In the Haven Gateway, the highly visible port and shipping activities of Felixstowe, Harwich and Ipswich are backed by a huge services sector,

including freight forwarders, logistics, road haulage operators, ship and port agents, legal firms and insurance providers, to name just a few.

“Felixstowe is far and away the largest container port in the UK, and the Haven Gateway is ‘home’ to major international shipping-related names, including Mediterranean Shipping Company, Fred. Olsen and OOCL. The Haven Gateway’s maritime sector continues to lead the way, directly employing more than 12,500 people and creating prosperity across the region and beyond.”

LISW’s importance to the industry is unquestioned, bringing together maritime leaders from across the world to look at the challenges and opportunities facing the sector, says Shipping Minister John

Hayes. “I’m proud that the government is once again involved; we look forward to working closely together and delivering an innovative and high-profile week of events.”

As Jeremy Penn, former chief executive of the Baltic Exchange, a director of Maritime UK and chairman of LISW’s steering group says: “LISW is a great

opportunity to remind the world’s shipowners and charterers that UK-based maritime businesses offer an unparalleled range of professional support services.”

*LISW’s importance to the industry is unquestioned, bringing together maritime leaders from across the world to look at the challenges and opportunities facing the sector.”*



# BLOOMING MARVELOUS

## WHY HARWICH INTERNATIONAL IS PERFECT FOR FRESH PRODUCE



**F**lowers for Mothering Sunday...  
salads for summer weekend barbecues...  
vegetables for all those Christmas day  
lunches... when it comes to supply  
chains, it doesn't get much more  
just-in-time than this!

### THE COMMON THREAD?

It's Stena Line's roll-on/roll-off services into Harwich International Port. Stena Line's ferries link Harwich with Europoort (Rotterdam) and the Hook of Holland. And in this fast-paced shipping sector, cool heads - and cool trailers - are the order of the day. This is a world where retailers place their orders one day and plan for those products to be on the shop shelves the next.

Volumes coming into the UK from the Hook of Holland are dominated by fresh produce - fruit, vegetables, salads and flowers in particular. It's a continuous balancing act for exporters, importers and retailers. Timing is everything. Supermarket shelves loaded with unwanted, wilting vegetables would be disaster; but so would empty shelves when there's a demand for salad.

Retailers must anticipate fluctuating demands depending on weather, season, ►►►



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d time<sup>TM</sup>

special holidays and events, and may even need to respond to a sudden rush to buy the 'on trend' product of the moment (Along the lines of Delia Smith and the rush for cranberries!).

The Hook of Holland-Harwich route is served by the sister ships Stena Britannica and Stena Hollandica, which each have 5,566 lane metres for freight and vehicles and can carry up to 1,200 passengers, including freight drivers.

"We have 14 departures a week each way - each vessel goes out and returns within 24 hours. And we do that 364 days a year - only on Christmas Day and New Year's Day do we stop sailing," says Stena Line's Freight Commercial Manager for the North Sea, Rob Mittelmeijer. "The timetable is very much determined by the freight, in combination with the requirements of the passengers.

"For example, the afternoon departure from the Hook by the Hollandica is at 14.15, with the ideal arrival time into the UK of 19.45. That provides time to make the markets in London between midnight and 02.00 - for fresh business, this is a very essential departure."

The Britannica departs from the Hook at 22.00, and is particularly suited to driver-accompanied freight and passengers, he explains. "Freight drivers will work throughout the day, then take the overnight ferry so they can have a good night's rest and arrive fresh in the morning to continue working."

**/// Cargo owners set strict temperature requirements. "We help double-check when we put trailers onboard, to make sure the set temperature matches what is required."**

While Dutch-grown produce provides a large proportion of exports to the UK, it doesn't stop there. "Holland is a major international transit hub for the import/export and trading of fresh produce and flowers," says Rob Mittelmeijer. "We carry fruit and veg from all over the world which has been imported and consolidated there. For example, we see grapes from South Africa being transported into Holland by reefer container, or flown in and made into loads for the retailers.

"It is the same for plants and flowers, many of which are being grown in Africa and flown into Holland for consolidation, selling and distribution."

The Royal Flora Holland plant and flower auction at Aalsmeer, near Schiphol airport, is famous in its own right - visitors can watch from a special gallery, and this vast international trading platform, the largest in the world, is frequently featured in television programmes.

Roses, tomatoes, chocolate or bacon, the emphasis is on keeping the cool chain unbroken - and Stena Line plays a major role in that.

Trailers parked on the open deck can keep their own refrigeration units running. On the enclosed decks, there are plug-in points.

Cargo owners set strict temperature requirements. "We help double-check when we put trailers onboard, to make sure the set temperature matches what is required. Although we don't actually have responsibility for the temperature, we will contact a customer if we find the set temperature doesn't tie in, and ask them what they would want us to do. That is an important service, as far as we are concerned.

"The industry is under so much pressure; in the morning, orders are being placed with the Dutch exporters up to 10.30. Then the transport company

has to collect it, bring it to the warehouse, prepare it and load it on trailers, in time to go on to our 14.15 sailing.

“The total time available is really tight and it’s amazing how they achieve it. You can imagine the pressure of the retail industry on the exporter - they order today and want the cargo tonight so it is on the supermarket shelves tomorrow. Things can go wrong - so you need to double check.”

Most customers have regular block bookings with Stena, which guarantees them a set space on sailings. However, peak times can be really demanding all round.

“There is a huge fluctuation in day-to-day ordering throughout the months and the seasons. For example, there is a big peak in the summer, thanks to the weather and the booming fresh market. The run-up to Mothering Sunday is unbelievable; the space requirement for flowers is up to five times the regular requirement. Other spikes include Easter and Christmas.

“Year-round, we have a forecast of what is coming on the vessels but sometimes the requirement from the market is not predictable. Our customer is the transport company; they very much depend on the exporters, and the exporters very much depend on the orders, so we are the last part of the chain.”

Once the trailers arrive in Harwich, some go on to a distribution centre, some direct to supermarkets or garden centres, and others to London for collection by smaller retailers.

“It is a combination of all these - everything is possible,” says Rob Mittelmeijer.

A vital component in all of this is the close partnership between Stena Line and Harwich International Port.

“For us, Harwich has historically been very important and we have developed a lot of business together,” he says. “For example, earlier this year the port created a new space for one of our major customers, for the storage of trucks; we appreciated that very much.

“I must emphasise that the people at HIP really understand our business and the particular demands. HIP is a great partner for us.”

#### EUROPOORT SERVICE GROWS

While fresh produce and flowers dominate volumes on Stena Line’s Hook-Harwich service, the Europoort service is more focused on industrial and general cargoes. This is a freight-only service, with the vessels carrying a maximum 12 drivers per sailing.

At present, the 1,760 lane metre Capucine and Severine operate ten departures a week in each direction.

However, such is demand that Stena is to introduce larger vessels on the route in January 2018. The Misida and Misana will each provide 2,155 lane metres of freight capacity.

*“Roses, tomatoes, chocolate or bacon, the emphasis is on keeping the cool chain unbroken - and Stena Line plays a major role in that.”*

# RIVER TRADE TERMINAL (RTT)

**T**he Pearl River Delta in South China has developed rapidly over the last 30 years into the manufacturing heartland of what is now a global economic superpower.

The area around Guangzhou, Shenzhen, Dongguan, Zhaoqing, Foshan, Huizhou, Jiangmen, Zhongshan and Zhuhai has been combined into a single megacity. A series of massive infrastructure projects have merged transport, energy, water and telecoms networks across the nine cities.

Development has been relentless, and the World Bank has named the Pearl River Delta as the biggest urban area in the world in terms of population and geographical size. The area is also regularly referred to as the world's workshop.

Hong Kong has traditionally been the gateway to the world for the Pearl River region and the River Trade Terminal (RTT) is a key link between the container terminals of Kwai Tsing and the factories of the delta.

A 50/50 joint venture between Hutchison Ports and Sun Hung Kai Properties Limited, RTT opened in 1998. It was the first purpose-built container terminal for handling river trade cargoes in Hong Kong.

Prior to the opening of the terminal, much of the trade coming down the Pearl River via barges was handled by 'mid-stream' or 'Public Cargo Working Areas' (PCWAs). That had worked ▶▶▶





well when volumes were smaller but with the growth of the regions manufacturing capability a larger, permanent facility was needed.

Hutchison Ports recognised that need and RTT's location in the Pearl River estuary, just to the west of Tuen Mun, was perfect to handle the growing volume of shipments coming down the Pearl River. The expertise of the group and the exceptional quality of the services it provides, quickly established RTT as the foremost logistics hub for the Delta region.

The terminal itself is set over 65 hectares, 45 of which are dedicated to container storage. It boasts a total of 49 berths along 3,000 metres of quay across 3 basins and handles both river vessels and lighters.

In addition to container storage there is a 28,000 square metre container freight station, complete with 72 raised loading bays, and container repair facilities on-site. A full range of container-handling equipment is available to cater for various operational needs,

including 25 Quay Cranes, 12 Rubber-Tyred Gantry Cranes, 11 Reachstackers and 15 Frontloaders.

Container handling operations are supported by a state-of-the-art Terminal Operations System to coordinate all operational processes and ensure that resources are deployed with optimal efficiency and flexibility. This is backed by a wide spectrum of other IT applications, such as Container Number Recognition, Terminal Monitoring and Wireless Data Communication systems.

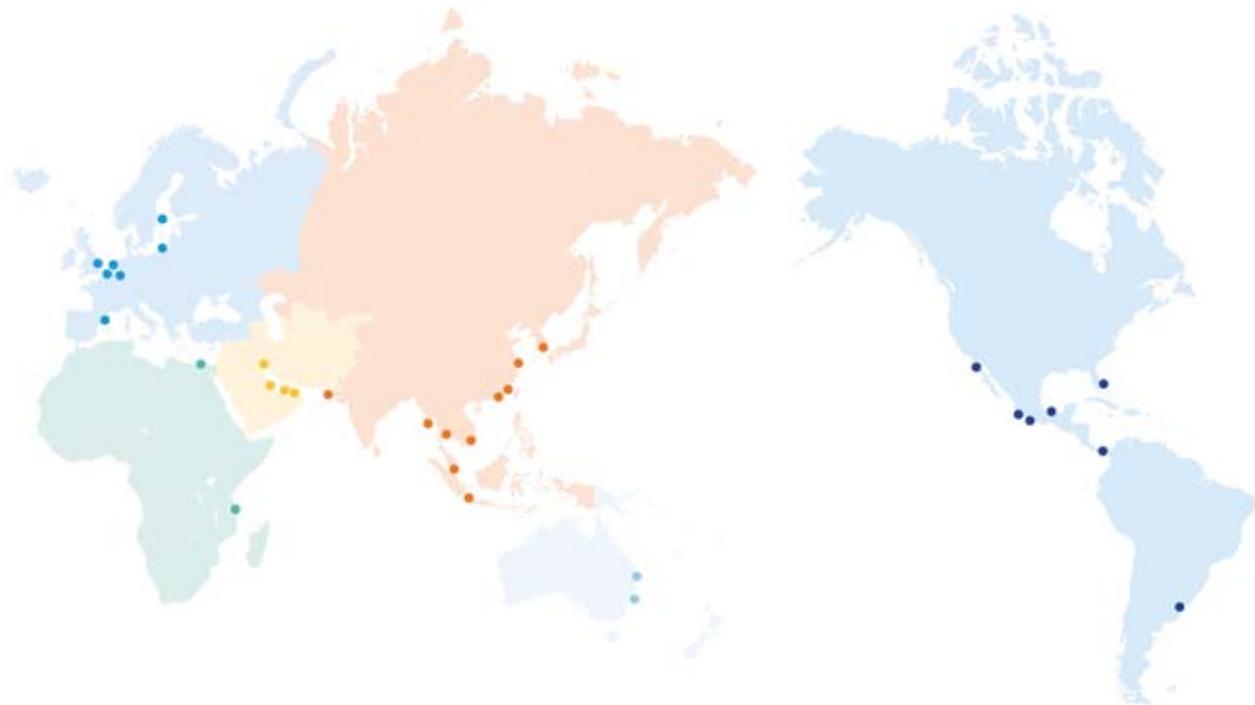
In line with its goal to continuously enhance the quality of services, RTT deploys Electronic Data Interchange (EDI) and Customer e-Services to provide 24-hour instant access to operational information, as well as a round-the-clock Container Appointment System for container inquiries, appointments and service confirmation.

**DEVELOPMENT HAS BEEN RELENTLESS, AND THE WORLD BANK HAS NAMED THE PEARL RIVER DELTA AS THE BIGGEST URBAN AREA IN THE WORLD IN TERMS OF POPULATION AND GEOGRAPHICAL SIZE. THE AREA IS ALSO REGULARLY REFERRED TO AS THE WORLD'S WORKSHOP.**



# THE WORLD OF HUTCHISON PORTS

49 PORTS IN 26 COUNTRIES



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### GERMANY

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### POLAND

Gdynia

### SPAIN

Barcelona

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Amsterdam

Moerdijk

Rotterdam

Venlo

### UNITED KINGDOM

Felixstowe

Harwich

London Thamesport

## MIDDLE EAST

### IRAQ

Basra

### OMAN

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### UNITED ARAB EMIRATES

Ajman

## AFRICA

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El Dekheila

### TANZANIA

Dar es Salaam

## ASIA

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Jiangmen

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Shanghai - Mingdong & Pudong

Shantou

Xiamen

Yantian

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Kwai Tsing

Tuen Mun

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### MALAYSIA

Port Klang

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### AUSTRALIA

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### MYANMAR

Thilawa

### PAKISTAN

Karachi - West Wharf

Karachi - Keamari Groyne

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Freeport

### MEXICO

Ensenada

Lazaro Cardenas

Manzanillo

Veracruz

# OPINION

By Jeffrey Evans, 4th Baron Mountevans

CHAIRMAN OF THE BOARD OF ADVISORS FOR  
LONDON INTERNATIONAL SHIPPING WEEK

**L**ondon International Shipping Week is all about promoting Britain's maritime sector – and we do have a very wide and varied maritime offering. Our ship register is growing, we are recognised for our very efficient, successful ports and, in terms of maritime services, Britain leads the world. We are home to Lloyd's of London, Lloyd's Register and many of the world's leading law firms, insurance providers and shipbroking businesses, and we have a vibrant marine manufacturing and engineering sector. Britain's universities and maritime education and training institutions are unrivalled in terms of their reputation for excellence.

As a shipbroker, member of the Baltic Exchange, Younger Brother of Trinity House, Honorary Captain in the Royal Navy Reserve, chairman of Maritime London and the last Lord Mayor of London, I am no stranger to championing Britain in the maritime world – but still we probably don't shout about it all enough!

LISW is an important and valuable promotional week, bringing together all the strands of the maritime sector and the Government to attract industry leaders and decision makers from around the world. We have a very strong conference day and more than 160 events across the week. And, although it is taking place in London, this is very much a national phenomenon; indeed, the Port of Felixstowe is an excellent example of our very efficient ports sector, a key element in British maritime.

In 2014-2015, I was privileged to chair the Maritime Growth Study; commissioned by the Government, this study benefited from tremendous industry buy-in and support, and provided a blueprint for the future success

and marketing of Britain's maritime offering, whether in the EU or outside it.

More recently, Maritime UK has been studying and updating our analysis of the 'added value' of the UK's maritime sector – and the headline results of this new study will be reported at a Parliamentary reception during LISW. I am confident that we will see very significant progress.

One issue that is crucially important, and which we will be looking to promote during the LISW conference, is the need to inspire the younger generation and make them more aware of the exciting, challenging and fulfilling careers to be had in the maritime industries. When I was young, everyone knew someone who was at sea. Shipping and the sea are deep in our DNA – and yet, we haven't nurtured awareness of the importance of maritime nor the career opportunities it offers. You can be just around the corner from a thriving port and find people who don't have the faintest idea how the goods they buy get to the supermarket shelves.

One of the recommendations of the Maritime Growth Study was to develop maritime awareness amongst

the young. Might there be scope to incorporate more maritime into the school curriculum, whether in history, literature or even maths and physics – a little 'applied maritime', if you like?

The industry is very engaged in taking forward the study's recommendations. A successful maritime sector is built, amongst other things, on experienced seafarers, who come ashore eventually with invaluable knowledge, to work in our ports, professional business services and across the sector. It's time to be positive – we are moving strongly in the right direction. We need to blow our trumpet louder!

*Britain's universities and maritime education and training institutions are unrivalled in terms of their reputation for excellence."*



# JULIE GARN

GENERAL MANAGER, GB RAILFREIGHT



- 1985: Dropped out of 6th form, the social life was too much. Got a job in a bank, my Dad was so chuffed as he had worked in a factory all his life.
- 1986: Bank life was too sedate. Upset Dad, but went to work for a fork truck company managing their call outs.
- 1987: Received an unwelcome advance, so grabbed my bike and made a dash for it!
- 1987: After temping for a bit, I secured a job with Freightliner as an import clerk. My first day was the October day of the great storm. Those were the days when they ran ships and trains. Worked my way up through the ranks, always encouraged, and was their Felixstowe Commercial Manager when I left to have babies in 2001.
- 2003: I thought I was going to retrain to be a social worker. Then John Smith of GB Railfreight asked if I wanted 4 weeks work to establish if GB would be any good at running 'spot' Intermodal services and I'm still here!

## Q&amp;A

**Q** Describe your Role at GB Railfreight

**A** Happily, the buck stops with me on all things Intermodal. Whether it be commercial or Operational, it is my job to manage our cost, revenue and growth. By far the most important and rewarding aspect of my role is to keep our customers in the happiest place in terms of delivering what we promise, and having relationships with our many suppliers that stand the test of time.

**Q** What is the Biggest Challenge of your job?

**A** I am never not motivated but sometimes it gets frustrating when you cannot get to all of your priorities in the timescales you want to.

**Q** What do you find Most Satisfying about your role?

**A** Saddy me still loves watching our trains as they depart Felixstowe. If I think how far we have come in terms of challenging boundaries, particularly on train lengths, it still gives me a huge buzz to see a full train (no gaps) and know that my team did that.

**Q** What do you like Best about working at GB Railfreight?

**A** Freedom. As long as I deliver, keep pushing forward and understand my business well enough to justify decisions, I am in a lucky place in terms of trust and support.

**Q** Describe your Best Day at work?

**A** When it all goes to plan, the market is buoyant, and maybe I have learned something new that day.

**Q** Favourite film?

**A** The Hunt for Red October

**Q** Ideal dinner guest?

**A** Someone who cooks!

**Q** First record bought?

**A** The Grease theme track!!

**Q** Last record bought/downloaded?

**A** Somebody that I Used to Know - Gotye

**Q** Favourite book?

**A** Anything and everything by Danielle Steele – totally slushy but escapism

**Q** Favourite meal?

**A** Anything that is almost too spicy to eat

**Q** Ideal holiday destination?

**A** A UK spa for pamper, pamper, pamper. Do not like flying or would have said Greece.

## A DAY IN THE LIFE...

07.00

Mc Donalds for breakfast! I struggle to get round that roundabout without hanging left. Emails will alert me to the areas that need attention first. If there are issues on the Network or internal challenges, these get my attention as a priority. The focus for the start of the day is all about ensuring that boxes are getting on trains and that our trains are moving around the country without incident. We pride ourselves on being proactive so the early part of the day is crucial in respect of managing customer expectation.

09.00

I turn to my things to do, and try to tick off and respond to client requests. This can be information on what we do, looking at new opportunities or solving a space dilemma that they may have with a particular flow of new business.

10.30

This is our crucial time. We have three departures in a small window. If we fail to be organised then we risk causing network and port congestion and by default cause ourselves large network penalties. It is not unusual for me to be heading to the North Rail Terminal with the paperwork to allow a train to depart on time.

11.00

A catch up with the team. How are we doing for tomorrow, what gaps do we have to fill. Agree who will do what.

13.00

Possibly a trip back to McDonalds, or if I am good a trip to the port canteen.

14.00

I try to see in person or have a good catch up by phone with customers about what is going on in their world, and obviously look for how we may help. This could be a time of completing tenders, looking at any invoice queries or simply just responding to the 'in-box'. I have a phobia about my in-box, it has to be clear. Quite a challenge.

16.00

Back to train fill, one last push if required. The latter part of the day is our busiest in terms of bookings and getting our info to the port on time. The team sometimes need a hand. All good as it keeps me hands on with customers and understanding of our fill / financial position at any point in the month.

17.30

Internal catch-up on wagons, locos, and crew to ensure all in place for the next 24 hours. Home time is dependent on all of that being well.

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PORT OF FELIXSTOWE.**