

#30

SHIP2SHORE

LLOYD'S LIST

**PORT
OPERATOR
OF THE
YEAR
WINNER**

LATEST EXPANSION BEGINS AT PORT OF FELIXSTOWE P4 // PORT OF FELIXSTOWE ENVIRONMENT AWARD P5 // MANCHESTER MAERSK MAKES MAIDEN CALL AT FELIXSTOWE P5 // NEW TERBERG TRACTORS FOR HARWICH INTERNATIONAL P6 // WORKING GLOBALLY, ACTING LOCALLY P6 // RAIL UPGRADE UNDERWAY P7 // FIRST REMOTE CONTROL QUAY CRANES AT FELIXSTOWE P7 // BREXIT BRIEFING P8 // REJIGGING THE JIGSAW P12 // AUTONOMOUS TRUCKS P16 // HUTCHISON PORTS AMSTERDAM P20 // OPINION BY LESLEY BATCHELOR P24 // A DAY IN THE LIFE... P26 //

NEWS ▶P4 – 7



FEATURE 1 ▶P8



FEATURE 2 ▶P12



FEATURE 3 ▶P16



FEATURE 4 ▶P20



OPINION ▶P24 – PEOPLE ▶P26



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CEO COMMENT

I was honoured recently to be amongst the guests at an event to mark the 70th anniversary of the International Maritime Organization (IMO). The world of shipping has changed immeasurably in the last 70 years and the IMO has done great work to improve maritime safety and to minimise the impact of shipping on the global environment.

Shipping, and the world around it, continues to change. In the last issue of Ship2shore Kitack Lim, Secretary General of the IMO, outlined some of the initiatives currently on the organisation's agenda. These include the current World Maritime Day theme; 'Connecting Ships, Ports and People', which he had launched at the Port of Felixstowe in 2017, and other 21st century issues, such as, cyber security, e-navigation, and the rapidly emerging prospect of autonomous vessels.

The jury is still out on when autonomous vessels might be deployed on major trade lanes. Maersk CEO Soren Skou has said that he does not expect to see autonomous 400-metre long ships anytime soon, but there are already trials of smaller marine craft and there is little doubt that automation in its various forms will play an increasing role in trade and transport over the coming years.

Autonomous trucks are already being trialled in various locations. These are mostly on private networks. In some senses these are not new, we have had AGVs (automated guided vehicles) at our facility in Rotterdam for many years but these follow fixed routes. Setting vehicles free to navigate and find their own way autonomously – and safely – is the next challenge.

I have visited a number of start-ups and manufacturers to begin to understand the opportunities within the freight transport industry and we look at the progress that is being made in our feature on page 16 of this issue.

The journey towards fully autonomous trucks will come through a number of incremental changes. Full autonomy will not happen overnight. That process of gradual change is apparent in many industries, ports included. Driverless yard cranes and semi-automated terminals are no longer major news but, until very recently, ship-to-shore cranes have been equipped with a driver in his cab at even the most advanced terminals.

That is changing and we have just taken delivery of the first two ship-to-shore cranes at Felixstowe equipped for remote control operation. By taking the driver out of the cab and locating them in an operations centre we can improve working conditions, enhance safety and benefit communications within operational teams.

The new cranes are in the process of being commissioned and, when operational later this year, will be the first of their kind in the UK. They will be followed by eight remote-controlled yard cranes due for delivery in 2019.

CLEMENCE CHENG
Chief Executive Officer

NEWS UPDATES

LATEST EXPANSION BEGINS AT PORT OF FELIXSTOWE

The Rt Hon Chris Grayling MP, Secretary of State for Transport, has officiated at a formal ground-breaking ceremony to mark the start of work on the latest phase of expansion at Hutchison Ports Port of Felixstowe.

Approximately 13 hectares of new paved container yard is being constructed directly behind Berth 9 at the UK's largest container port. The work includes the reclamation of 3.2 hectares of seabed.

Commenting on the latest development, Transport Secretary Chris Grayling said:

"This important expansion of Felixstowe continues the port's impressive record of investment to make sure it is well placed to make the most of trading opportunities both now and in the future.

"As a great, global trading nation, the UK and its ports are the natural home for international maritime business. It is great to see our largest container port expanding its offering so it can grow and prosper."

Clemence Cheng, CEO of the Port of Felixstowe and Executive Director, Hutchison Ports, added:

"Berths 8&9 were the first berths in the UK built to accommodate the latest class of ultra-large container vessels. The creation of additional container storage will allow us to optimise container handling operations between the berth and its supporting yard and further enhance the service we offer to our customers."



Completion of the new container yard, which will comprise ten container storage blocks and allow 6-high stacking, is scheduled for early 2019. The yard will add 18,000 TEU of storage capacity to the 130,000 TEU already available at the UK's largest container port.

The work will further enhance Felixstowe's ability to handle the world's largest container ships. The port was the first in the UK to handle the latest class of

18,000+ TEU ships and in 2017 welcomed 166 calls by the largest class of mega-ships, more than any other port in the country.

Hutchison Ports is continuing to invest in rail facilities at the port and a new benchmark was set in 2017 when Felixstowe became the first port in the UK to handle more than 1 million TEU by rail in a single year.

PORT OF FELIXSTOWE ENVIRONMENT AWARD

Hutchison Ports Port of Felixstowe has presented its Environment Award for the second time. The award was created in 2016 to recognise both the small and large scale projects happening at the port which demonstrate a commitment to reducing the environmental impact of its operations.

This year the award was presented to the Glove Use Reduction Project. Many of the jobs at the port involve working in environments where gloves are essential, but that can create a problem with waste. As a result of the project, led by a team of employees, glove use has decreased by 32% over two years.

The award was presented by Environment Minister Therese Coffey MP. Commenting on the award, the Minister said:

“One of the reasons why Felixstowe won Port Operator of the Year 2017 is because of their commitment to the environment and reducing CO2 emissions. As Environment Minister, I was therefore delighted to announce the winner of the Port’s Environmental Award. In the week after the Government published the 25 Year Environment Plan focussed on reducing waste, I’m delighted that here in Felixstowe we already have a company committed to corporate responsibility and which takes a more thoughtful approach to the use of resources.”



The success of the project was achieved, through the introduction of the innovative vendor dispensers situated in canteens and communal areas throughout the port. Each employee can access one pair of gloves per shift. Employees have been strongly encouraged to reuse gloves, as well as other items of protective equipment to reduce the amount of clothing that is sent for energy recovery.

The project has generated a step change in attitude towards waste. Making gloves readily accessible in innovative vendor dispensers situated in communal areas has also reduced the amount of individual vehicles driving through the port to access the central stores complex, resulting in less congestion, less diesel consumed and improved air quality.

MANCHESTER MAERSK MAKES MAIDEN CALL AT FELIXSTOWE

Maiden calls by the latest generation of mega-ships have become a regular sight at the Port of Felixstowe but only a few are named after UK cities. On 25th February 2018, the latest of Maersk Line’s second generation of Triple-E vessels, Manchester Maersk, made its maiden call to the UK and arrived in Felixstowe. With capacity to hold 20,000 containers, the British-named vessel is one of the largest container ships to call at British ports.

“The British name of the new vessel is a symbol of our long-lasting and mutually beneficial relationship with the UK and local customers”, said Brian Godsafé, Maersk Line’s Managing Director for UK & Ireland. “What is even more important is our continuous commitment to serve the British market and provide services that support local trade ambitions and trigger growth.”

The name Manchester Maersk recognises the growing importance of the North West UK market. Lawrence Yam, Hutchison Ports Commercial Director, added:



“The North West of England is a hugely important market for the Port of Felixstowe and our customers. With over 1,500,000 TEU to or from the North West handled each year, half of it by rail, Felixstowe is the region’s most important gateway to overseas markets.”

Maersk has also recently launched a new direct service from Felixstowe to West African ports of Apapa, Tin Can Island, Onne (Nigeria) and San Pedro (Ivory Coast). The new connection addresses the need for greater reliability and improved connectivity to many other African destinations.

NEW TERBERG TRACTORS FOR HARWICH INTERNATIONAL



Hutchison Ports Harwich International recently took delivery of four new Terberg 4x4 Ro-Ro tractors. The tractors come with state-of-the-art technology including the latest Volvo Tier 4/5 engine and the ad-blue system that injects an additive into the fuel line to reduce exhaust emissions.

Mark Seaman, Hutchison Ports' Executive responsible for Harwich International, said:

"Harwich is one of the UK's leading Roll-on/Roll-off ports. As well as having the strategically important service to the Hook of Holland which carries a mix of accompanied and unaccompanied traffic, our ferry partners Stena Line also have two predominantly unaccompanied sailings each day to Rotterdam.

"There is already a shortage of heavy goods drivers in Europe and with the reintroduction of some form of border control post-Brexit, we expect the volume of unaccompanied traffic to increase in future. These new tractor units will help ensure we continue to offer port users an effective and efficient gateway for European trade."

The new tractors complement Harwich International's existing fleet and are part of the port's ongoing tractor replacement programme with a further four tractors planned for 2018. The new tractors' fuel efficient engines and emissions reducing technology supports Harwich International's commitment to helping preserve the environment in which it operates.

WORKING GLOBALLY, ACTING LOCALLY

Felixstowe's Port Community Fund received a boost recently when Clemence Cheng, CEO, Hutchison Ports Port of Felixstowe presented Judy Dow, Head of Philanthropy for the Suffolk Community Foundation, with a cheque for £1,145.30. The money was raised by port employees through a Charity Day raffle.

Commenting at the presentation, Mr Cheng said:

"I want to pay tribute to our employees who raised these funds. Although we operate in a global industry, the Port of Felixstowe remains rooted in the community that surrounds and supports it. On behalf of all employees that took part, we are delighted to make this contribution to the Port Community Fund to help it and the wide range of community projects it supports."

Judy Dow commented:

"We are extremely grateful to Hutchison Ports Port of Felixstowe who have played an integral role in supporting the Port Community Fund to ensure vital



funding reaches the many charities and community groups working tirelessly to tackle the hidden needs of Felixstowe and surrounding villages".

The Port Community Fund, the first of its kind, was set-up in 2008 when 12 prominent businesses within

the shipping and transport industry came together to help local charities and causes in and around the Felixstowe area. Since the Fund's inception, over £565k has been raised and over 200 grants awarded to deserving local causes.

RAIL UPGRADE UNDERWAY

The latest improvements to the Port of Felixstowe's rail connections are underway.

As a part of Network Rail's Railway Upgrade Plan, engineers are transforming the Felixstowe Branch Line to allow more freight to be transported by rail to and from the Port of Felixstowe by creating installing a 1.4km track loop. The work on the branch line in this area will support up to 12 additional freight trains in each direction.

Commenting on the improvements, Clemence Cheng, Managing Director Hutchison Ports Europe, said:

"Railfreight plays an essential role in distributing goods around the United Kingdom. Existing rail services from the Port of Felixstowe save over 100 million HGV miles per year from the roads, cutting carbon and easing congestion. We already have the widest range of rail services of any UK port with 66 freight train movements per day and there is strong demand for additional rail capacity. The works to improve the Branch Line will support sustainable UK economic growth and improve access to international markets for businesses across the country."

Meliha Duymaz, Network Rail's Route Managing Director for Anglia, said:

"This is a significant upgrade to one of the most important freight routes in the country. This work will help us to meet the demand for freight to and from Felixstowe port, and at the same time, increase reliability for passenger services. The long term strategy to move more freight by rail is good for the

UK economy and will lessen the traffic on busy roads like the A14."

Work began in April 2018 and takes place every weekend until the end of the year with more works expected in 2019.



FIRST REMOTE CONTROL QUAY CRANES AT FELIXSTOWE

Two new giant ship-to-shore gantry cranes have arrived at the Port of Felixstowe to add to the 31 already at the UK's largest container port.

The new cranes, manufactured near Shanghai by ZPMC, arrived fully erected on board the Zhen Hua 23 at the port's Berth 9.

Commenting on the latest equipment delivery, Stephen Abraham, Chief Operating Officer said:

"These new cranes are the latest acquisition in our ongoing investment programme to provide the best equipment, infrastructure and systems for our customers. They will further enhance our capability to work multiple mega-vessels simultaneously."

In addition to the new cranes, the port is creating an additional [18,000] TEU of container storage capacity, upgrading its terminal operating system, raising the height of 10 ship-to-shore cranes on Trinity Terminal and has eight additional yard cranes on order for delivery in early 2019.



The new cranes will be the first of their type in the UK capable of being operated by remote control. Instead of being in a cab [50] metres above the quay, the drivers will be located in a nearby [operations centre]. Stephen Abraham added:

other Hutchison Ports terminals. Their introduction at Felixstowe will improve the working conditions of the drivers, enhance safety and benefit communications within operational teams."

"Remote control quay cranes have been pioneered at

The new cranes are capable of working vessels with containers stowed 11-high and 24-wide on deck.

BREXIT BRIEFING



If 'Brexit' were the first word in a game of Word Association, surely the second word would be 'uncertainty'.

But there is one thing we can be certain of. Post-Brexit, the way that trade is handled between the UK and the European Union will change. Trade up to now has been free-flowing between the UK and the EU. While assessing the implications of a future outside the Single Market and Customs Union, there have been dire warnings of 20-mile lorry tailbacks at the traditional cross-Channel ports if they have to cope with a new regime of Customs, Port Health and other checks on cargo.

This puts the Port of Felixstowe into an interesting position. Already handling a cargo mix that includes 75% non-EU trade, the port has decades of experience in handling the formalities involved – and the facilities and expertise to match. In addition, commentators suggest that shippers may well switch to unaccompanied ro-ro and shortsea container services, involving longer sea crossings, which will provide more time to complete formalities before arrival in port.

It is not just Felixstowe that stands to benefit. Sister port, Harwich International has a mix of accompanied and unaccompanied Ro/Ro services and is well placed to benefit from the experience Felixstowe has in handling goods subject to customs declarations and other statutory checks that may become the norm for EU traffic.

London Thamesport has established, and growing, short sea container connections. Port customer A2B-online has announced the acquisition of a 5th vessel to further increase capacity through the port. As Bart van 't Hof, Group Sales Director, explains, "If it is decided to go for a hard Brexit more volume is expected to be routed from Moerdijk to London Thamesport. This because of customs procedures that may apply that will have a considerably (negative) effect on the supply chain for goods arriving in the UK accompanied by either Channel Tunnel and/or Dover by ferry."

Indeed, there is much talk these days of 'just in schedule' rather than 'just in time', as shippers place more emphasis on planned reliability as opposed to the stress of last-minute deliveries that may not make the grade.

Neil Davidson, Senior Analyst – Ports & Terminals at Drewry shipping consultants, says: It is of course impossible to predict the post-Brexit trade pattern, as even at this relatively late stage there remains such a wide range of possible outcomes to the negotiations – from, at best, little or no change to the current free flow of EU traffic across the UK border to, at worst, Customs and other controls that are equivalent to what applies to non-EU trade today. ▶▶▶

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“If the arrangements end up towards the latter end of this spectrum, it could lead, over time, to a change in the nature and pattern of UK-EU trade across the Channel and North Sea. It might increase the relative attractiveness of unaccompanied trailers and containers on the longer sea routes, versus the accompanied, short routes.”

Ports such as Felixstowe that already handle mainly non-EU traffic and have well-established systems and infrastructure in place for this in terms of Customs, Port Health, etc., are well placed to take advantage of such a shift, says Mr Davidson.

The UK Major Ports Group (UKMPG), of which Hutchison Ports is a member, has called for more capacity and capability in preparations for border control processes post-Brexit. Meanwhile, the British Ports Association (BPA) has warned that a free trade deal is likely to mean the introduction of new cross-border Customs and environmental health checks on EU-UK trade. This is bound to have more impact on ports that have not previously had to cater routinely for such formalities.

Felixstowe is home to Maritime Cargo Processing, the highly regarded port community system operator whose Destin8 system enables the rapid electronic transfer of information between all parties, from

Customs and other authorities to port operations, shipping agents and forwarders, and road and rail transport operators.

“Felixstowe can only gain from the change in emphasis,” says MCP chief executive Alan Long. “The port already has an unbeatable cluster of expertise in handling non-EU as well as EU traffic. Post-Brexit, if EU traffic is subject to the same types of formalities as non-EU traffic, the information can be processed through Destin8 in the same way. The port and all stakeholders would be able to use our system exactly as it is now, and we would not need to change it. The same applies to traffic through Harwich International Port and London Thamesport, both of which are also perfectly placed for the longer crossings to and from the EU.

“Most of the lines bringing EU container traffic into the UK also have third country freight onboard as well, so they are already familiar with the system and will be geared up for clearing in this way. The vast majority of non-EU containers are cleared within ten minutes anyway; and with the longer crossing via ro-ro, or on shortsea container routes, there will be a slightly longer window of time to help with this.”

Reliability is the key thing, says Alan. “Just in time doesn’t have to mean you order it and expect it in

two days. If you know it is going to take four days, you order it four days earlier – and shippers are increasingly planning in this way.”

Finally, says Alan, let’s remember that we did all this before 1993. “People seem to forget that we didn’t always have free-flowing trade within the EU! Indeed, the very first company to use the MCP inventory system, the forerunner to Destin8, was Atlantic Steam Navigation, which subsequently became P&O Ferries, on its Felixstowe to Zeebrugge and Rotterdam services in 1985.”

Richard Morton, secretary general of the International Port Community Systems Association (IPCSEA), adds: “Brexit will inevitably lead to more Customs and other formalities on EU-UK trade. However, Felixstowe already benefits from the efficiency of MCP’s Destin8, and the port has such a depth of experience in handling cargo coming from around the globe. In general, when the vessel reaches the quay, that cargo is already cleared and ready to go, because the processes and systems are in place.

“The efficient exchange and sharing of information can improve the whole efficiency of the supply chain and that is where a port community system such as Destin8 plays a critical role.”

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REJIGGING THE JIGSAW



Imagine tackling a never-ending, 1,000-piece, three-dimensional jigsaw puzzle – and then imagine that the tablecloth you are working on keeps moving, the pieces themselves never stay in the same place and sometimes the piece you are about to slot in is unexpectedly taken out of the puzzle altogether.

Now add numerous pleasure craft, dredgers, or different people asking to put their bits of the puzzle somewhere else on the table entirely.

There you have it – the complexities and challenges of operating a highly sophisticated Vessel Traffic Services system in a busy and successful harbour.

Harwich Haven Authority's VTS provides the backbone of port operations at Felixstowe and Harwich. Its task is to keep traffic moving safely and efficiently, while balancing the needs of all

those involved, from mega-container ships to small leisure craft.

"We are tasked with providing safety of navigation for all vessels," says deputy harbour master Kevin Beacon. "We monitor and coordinate the actual vessel traffic movements and make sure that everybody plays by the rules. We also act as a data hub for the whole of Harwich Harbour."

VTS is the shipping world's version of air traffic control, but with tides, depths and currents added in. From Harwich Haven Authority's control room, the VTS team track and manage vessel movements and work with port operations, ships and tugs, as well as the Authority's pilots and pilot launches, to turn requirements into reality and keep the ships moving. This is a 24-hour operation; the VTS team work on the basis of 12-hour watches, with one supervisor and two officers on watch at all times.

"It is all about collaboration and cooperation," says Kevin. "You could describe it as an orchestra, and the duty VTS officer is the conductor. We have advance warning of vessels arriving and departing, and berthing plans, but these can change at very short notice and any change can cause a knock-on effect, of course."

There have to be some priority cases. For example, the largest container ships, 400 metres long and with 16 metres draft, must arrive or depart when the tide is high enough to give them the depth they need in the channel. Everything else must be fitted around the movements of these giants as no other vessel over 50 metres long is allowed in that part of the channel when a large containership is passing through. ▶▶▶



// We monitor and coordinate the actual vessel traffic movements and make sure that everybody plays by the rules. We also act as a data hub for the whole of Harwich Harbour."

Traditional radar would simply show shapes where the vessels were. Our system uses AIS to show the outline shape of each vessel. This means we can give more quality of information to the master and pilot relating to their position relative to the channel and any other vessels."

And then, if the arrival or departure of that containership is unexpectedly delayed, the whole jigsaw must be rebuilt. Unsurprisingly, coordinating the pilotage can become extremely complex. It takes 45 minutes by launch to get a pilot from shore to the Sunk pilot station for boarding. It's a case of flexibility all round.

As we all know, time is money in the world of shipping, and delays can be costly. Nevertheless, Kevin says: "We are the statutory authority and therefore safety of navigation comes first. We are very mindful of the commercial pressures and requirements and constantly focus on our customers' requirements – but safety will always be the priority driver."

VTS UPGRADE

The Authority operates one of the most advanced VTS systems on the market. In 2017, the Signalis system was updated with the installation of Styris VTS, the company's third generation VTS system.

This involved replacing the servers and work stations, including AIS base stations and radar transceivers.

"This has allowed improved vessel movement planning and given us the ability to track multiple vessel movements in order to make sure that none of the vessels moving in the channel get in each other's way," says Kevin.

This year the Authority also plans to replace its VHF radios and receivers, and associated equipment.

VISIBILITY

Even when visibility is poor in the estuary, the VTS team has eyes to see what is happening – thanks to its radar and AIS (shipping's Automatic Identification System).

"When there is less than half a mile visibility, we can see where vessels are and what they are doing, even if we don't see them physically," says Kevin. "Traditional radar would simply show shapes where the vessels were. Our system uses AIS to show the

outline shape of each vessel. This means we can give more quality of information to the master and pilot relating to their position relative to the channel and any other vessels.

"We train to be able to assist pilots to keep even the largest ships moving in poor visibility. We don't plan to move these ships in very poor visibility but, if conditions deteriorate during the transit, this training is invaluable."

If conditions are particularly challenging, the VTS team call in a pilot to work in the control room, providing additional information so that he can be part of the onboard decision-making.

"Because of the shape of our entrance channel, there was a recognised need to give an enhanced layer of assistance when visibility is restricted," says Kevin. "As a result, we keep moving when otherwise operations might come to a halt."

ALWAYS PREPARED

As the statutory harbour authority, Harwich Haven Authority is prepared to act fast in response to an emergency. The VTS team regularly holds table-top, communication and live emergency exercises, and is part of the compulsory oil spill response structure that is in place for the harbour.

Reports of accidents elsewhere are analysed and lessons learned, and emergency exercises can be

based on similar events, says Kevin. "And we also do no-warning emergency exercises, putting the team on the spot."

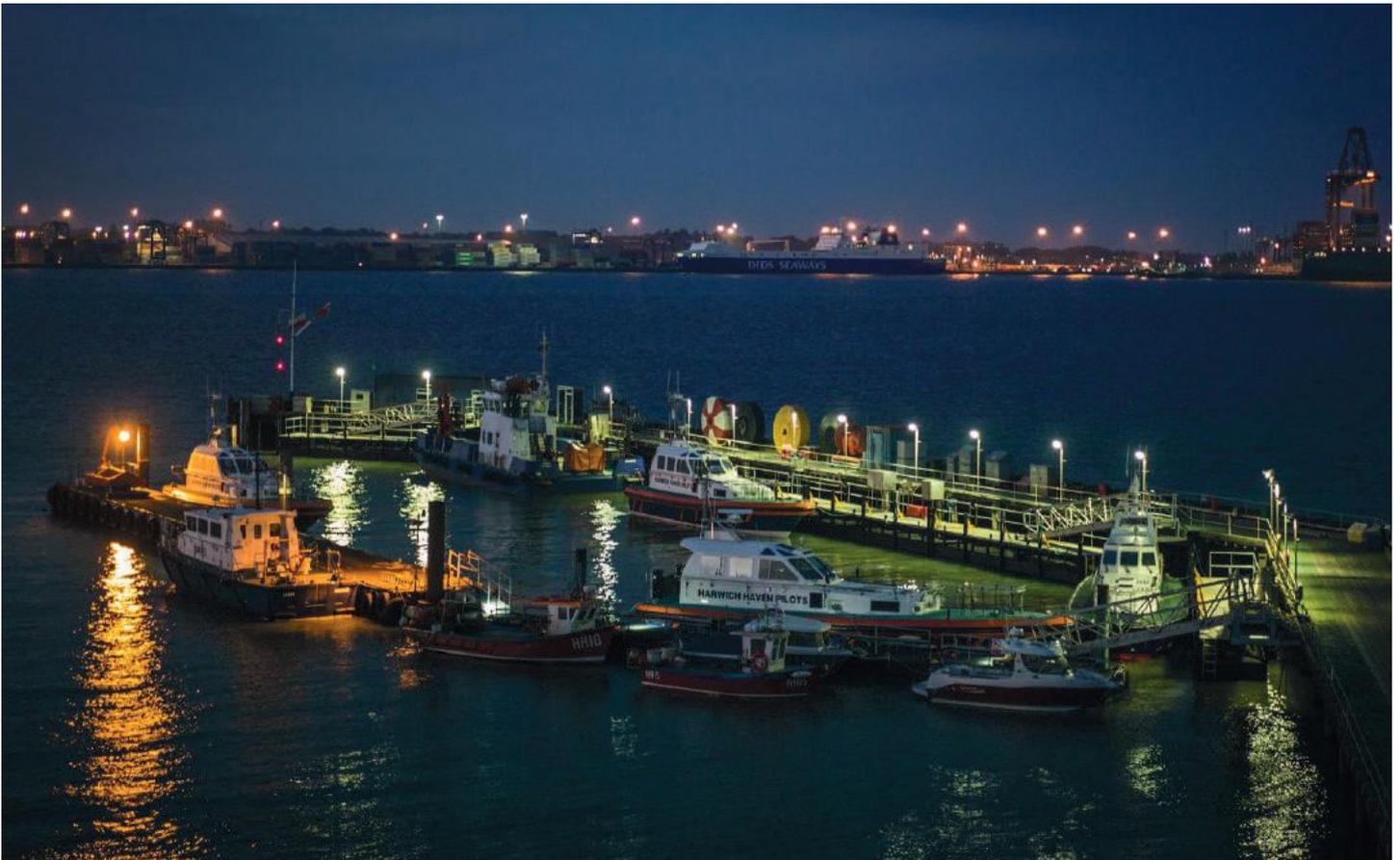
Planning for all eventualities, the Authority works closely with consulting firm HR Wallingford to plan and prepare for new and challenging vessel calls, using a simulator incorporating all the data from the harbour. Pilots use this simulator to practise the arrival of the world's largest container ships.

"The challenge of the job is that you never know what is coming next. It is all about equipment, investment, training and experience – and we also talk about 'local knowledge endorsement', i.e. knowing about the estuary and all its quirks."

Perhaps the best recognition of VTS's efficiency is the fact the few people even know it exists. "We do what is necessary within the rules to accommodate customer and terminal requirements," says Kevin. "We focus on safety and on balancing the needs of all involved. It is indeed a multifaceted juggling act, involving tugs, linesmen, berthing masters, planners, pilots, launch crew, and so on. The percentage of vessel delays is tiny compared to the total number of vessel calls – most of the time people don't know we are here, because it works so well."

In other words, these are the experts in putting those pieces of the puzzle in precisely the right place.

The challenge of the job is that you never know what is coming next. It is all about equipment, investment, training and experience – and we also talk about 'local knowledge endorsement', i.e. knowing about the estuary and all its quirks."



AUTONOMOUS TRUCKS





Back seat driver? Front seat driver? Or no driver at all? The relentless advance of digitalisation and innovation, a shortage of HGV drivers across many countries, and a wide-ranging focus on cost efficiency, productivity and safety all apparently point in one direction – automated and driverless trucks.

But where do we really stand on this? Can we expect to see hundreds of container trucks driving themselves along the A14 any time soon? And what might be benefits, and implications, of such a futuristic vision?

Zeljko Jetic, Head of Global Innovation at the International Road Transport Union, said recently: “Highly automated vehicles and ultimately self-driving vehicles will come. Warehouse automation is already upon us, where robots are working in synchrony with humans to provide faster packaging and dispatch. Blockchain is being tested for mobility services, while wide scale vehicle-to-vehicle (V2V) and vehicle-to-infrastructure (V2I) communication is in the works.”

From freight exchange to electronic billing, digitalisation is advancing; this century will see road transport becoming increasingly digital, connected and automated, says the IRU.

As truck manufacturers develop their own automated technologies for their vehicles, several different approaches are being considered – from driver-accompanied platooning to fully automated, driverless trucks, says John Williams, Group Managing Director of Felixstowe-based Maritime Transport, the UK’s largest container transport operator by road.

“There are many practical and safety issues to overcome and adoption will be gradual,” he says. “But, given the scale of investment and Government support here and abroad, there is no doubt these technologies will be perfected and embraced and will eventually be as commonplace as the truck and the driver on our roads today.”

Volvo Trucks started its pioneering work with truck automation more than two decades ago and while we have yet to see those queues of driverless lorries, there are some real examples of automation in practice already. ▶▶▶

As truck manufacturers develop their own automated technologies for their vehicles, several different approaches are being considered.”

Self-driving Volvo FMX trucks are being tested at the Boliden mine in Sweden; their use can increase productivity and safety. A self-driving refuse truck, which reverses automatically, is subject to a research project with the Swedish recycling company Renova. And Volvo Trucks with automated technology are being used for sugar cane harvesting in Brazil, with the result that damage to the harvest is reduced.

“Automation is happening right now and it is driven very much by the mega trend of connectivity and computing power,” says Mikael Karlsson, Vice President of Autonomous Solutions at Volvo Trucks. “However, we don’t believe that automation will happen everywhere to everyone at the same time – it will be a step-by-step approach.”

We have already seen many first steps in this digital adventure – think of functions such as automatic intelligent braking systems to help the driver reverse, electronic tolling and the use of number plate recognition to access secure areas.

Mikael says the introduction of more automated functions will continue to support the driver. Completely driverless trucks are likely to appear first in small-scale, closed operations, with the mine being a good example of what can be achieved. “We will see driverless trucks in a kind of dedicated setting or corridor, with high repetitive flows,” he says. “This is where we build trust in the systems.”

Sasko Cuklev, Volvo Trucks’ Director of Autonomous Solutions, adds: “We are talking about confined areas first, where you can control the route – for example, ports, airports, mines- and warehouse operations.

“Perhaps a good comparison is with the manufacturing industry, where even after so many years of automation, it is only parts of the factory that are fully automated and this is generally driven by productivity, safety and supporting the operators.

“I think with trucks it will be similar. Some processes or repetitive flows, perhaps where there are uncomfortable or dangerous working conditions, will be automated; some will have automation to support

“We have already seen many first steps in this digital adventure – think of functions such as automatic intelligent braking, systems to help the driver reverse, electronic tolling and the use of number plate recognition to access secure areas.”

the operators; and some will be without automation. We see it as a win-win situation – handling dedicated flows, where it makes sense, to drive productivity and safety.”

At the same time, the Volvo Trucks Autonomous Solutions team is looking at how vehicles can be automated on the open road. “Exactly how that will look isn’t clear but it is within the scope of what we are looking for,” says Sasko. “What we do know is that it isn’t a case of everything being manual on Friday and then automated by Monday. You need to have specific settings and operate in a controlled way together with the correct sensor set-up and safety set-up.”

In terms of control, we might see dedicated traffic lanes or night-time operating hours for this type of traffic. Rules, regulations and even insurance liability questions will have to be addressed as well.

Platooning, where one truck with a driver is followed closely by several driverless trucks, is also a major focus.

“Platooning is driven by fuel economy and productivity on the highway,” says Mikael. “We are trying out different scenarios and considering the challenges, which are around driving connectivity and vehicle-to-vehicle communication. This will also happen in parallel, in some dedicated and confined areas, with fully automated solutions possibly starting at slower speeds.”



Volvo Trucks is looking for customers to partner with in developing real solutions, says Sasko.

“We would like to move away from the research demonstrator perspective into doing it for real and would like to create a kind of ecosystem of different players where we take these solutions forward together.”

In all of this, Mikael emphasises, Volvo’s commitment to safety, environmental care and quality are at the forefront. “These things need to be done in sync with society, regulators and all parties involved, to build the technology and the trust,” he says.

“Part of our strategy is to work directly with our customers, partners and authorities, in order to co-create solutions. The opportunities are there to take productivity and safety to a totally new level.”

“At the same time, the Volvo Trucks Autonomous Solutions team is looking at how vehicles can be automated on the open road. “Exactly how that will look isn’t clear but it is within the scope of what we are looking for.”



HUTCHISON PORTS AMSTERDAM

Hutchison Ports Amsterdam is part of the Hutchison Ports European network which includes a total of six terminals in the Netherlands. Operated by TMA Logistics, Hutchison Ports Amsterdam boasts an excellent on-dock rail facility for the fast and efficient handling of containers, special cargo and break-bulk cargo.

The latest Hutchison Port's acquisition in Amsterdam; the 50% stake in TMA Logistics, brings a broad range of services to the partnership, these include, warehousing, customs, stevedoring, commodities, cargo checking and barge operations from the Netherlands, with short sea operations between the UK, the Netherlands, Scandinavia and the Baltics.

Gerben Matroos, Managing Director of TMA Logistics commented:

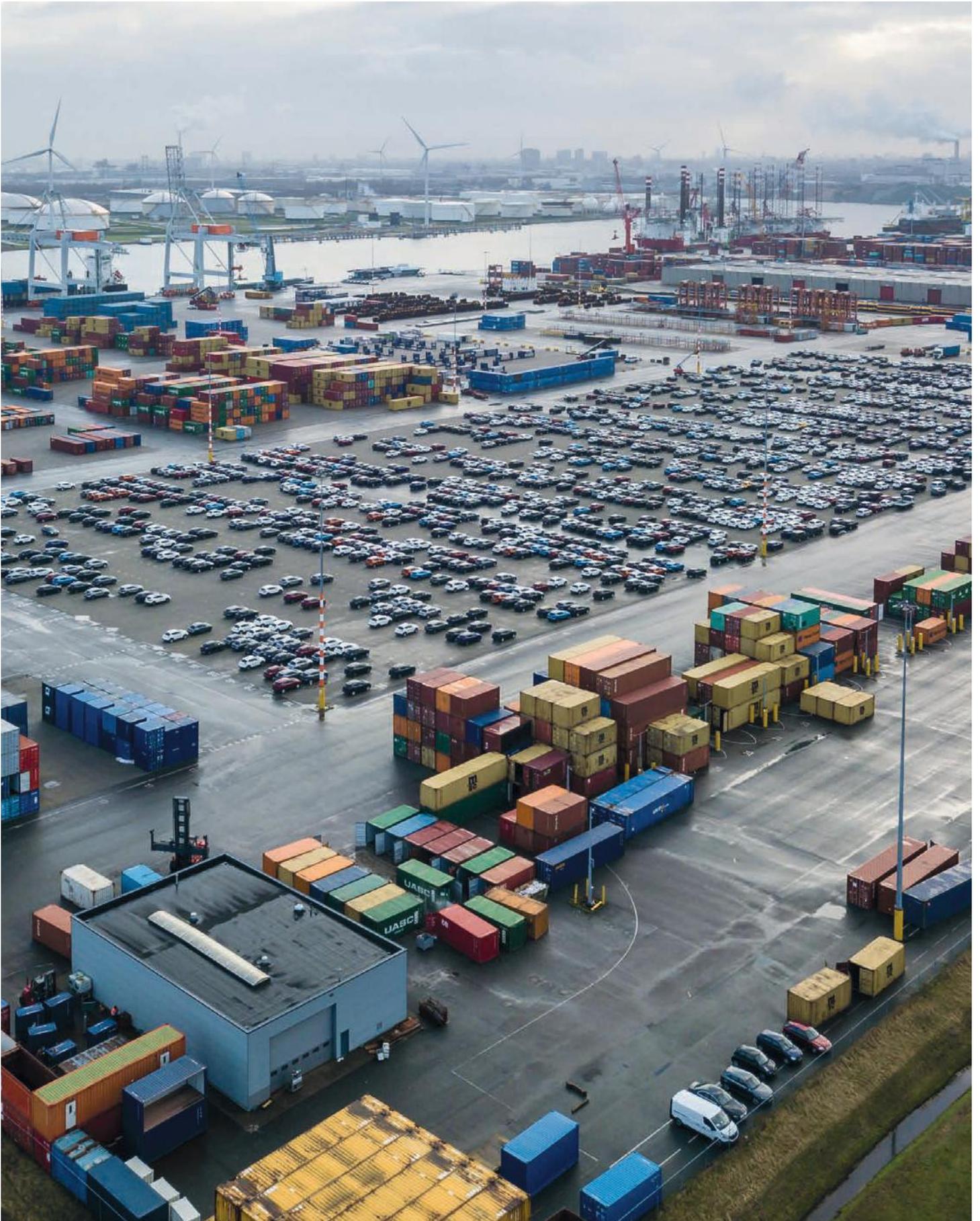
"We have the flexibility to handle all kinds of cargo including break-bulk and containers and that will be one of the main areas for development. The terminal will offer more dynamic operations following the joint venture agreement with Hutchison Ports, it is

expected to see more cargo handling activities and a significant increase in volume during the next year."

The TMA Logistics ethos is to 'never say no' when it comes to logistics, they aim to provide customised

solutions for every logistical challenge. With 24/7, worldwide full-service solutions for land, sea and air transport, stevedoring, cargo transhipment, project cargoes, storage, customs handling and more, TMA





Logistics cares about 'your' cargo and will provide a solution to meet every customer's needs. TMA has European mainland quays in Amsterdam, Antwerp, Beverwijk, Harlingen and Velsen, all strategically located to enable efficient access via sea, road, rail and air to the entire European mainland.

The joint venture with Hutchison Ports brings together two companies that complement one another to provide the customer with the full package, Gerben Matroos explains:

"Hutchison Ports operates container terminals and handles millions of containers, while we at TMA Logistics are interested in what is inside the box, the actual cargo. We can then help the shipper, by utilising our warehousing, distribution networks as well as transportation solutions to deliver one-stop services."

We have a very large global client database in Europe, the Middle East, Asia and South America

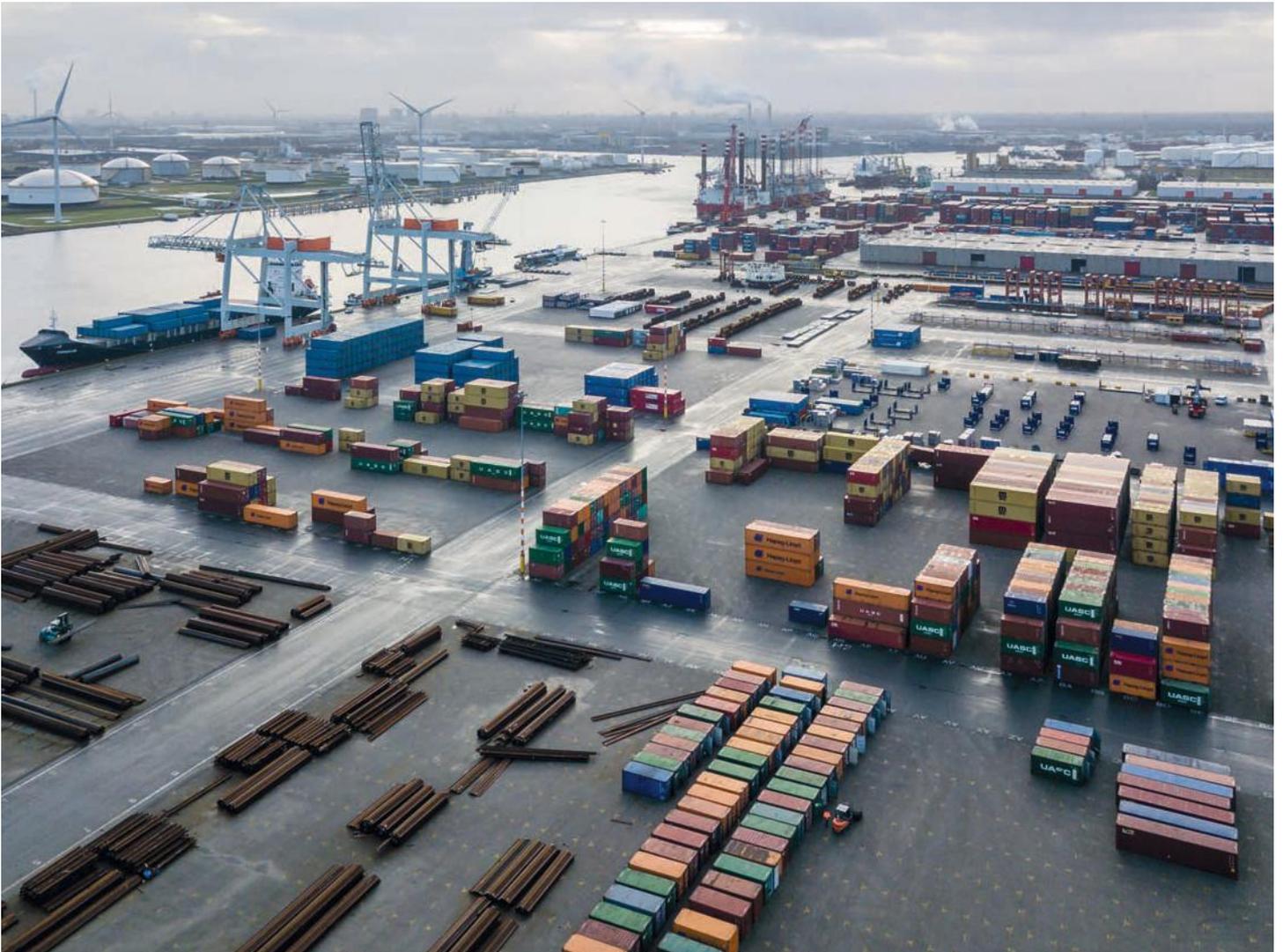
with a broad range of products and now through Hutchison Ports' global network of ports it provides us with even more opportunities to grow the logistics business throughout the supply chain."

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

"Together with TMA, we will maximise the benefits of operating through Hutchison Ports' network to develop new business opportunities in areas including short-sea container traffic, ro-ro, vehicle handling, and general and project cargo"

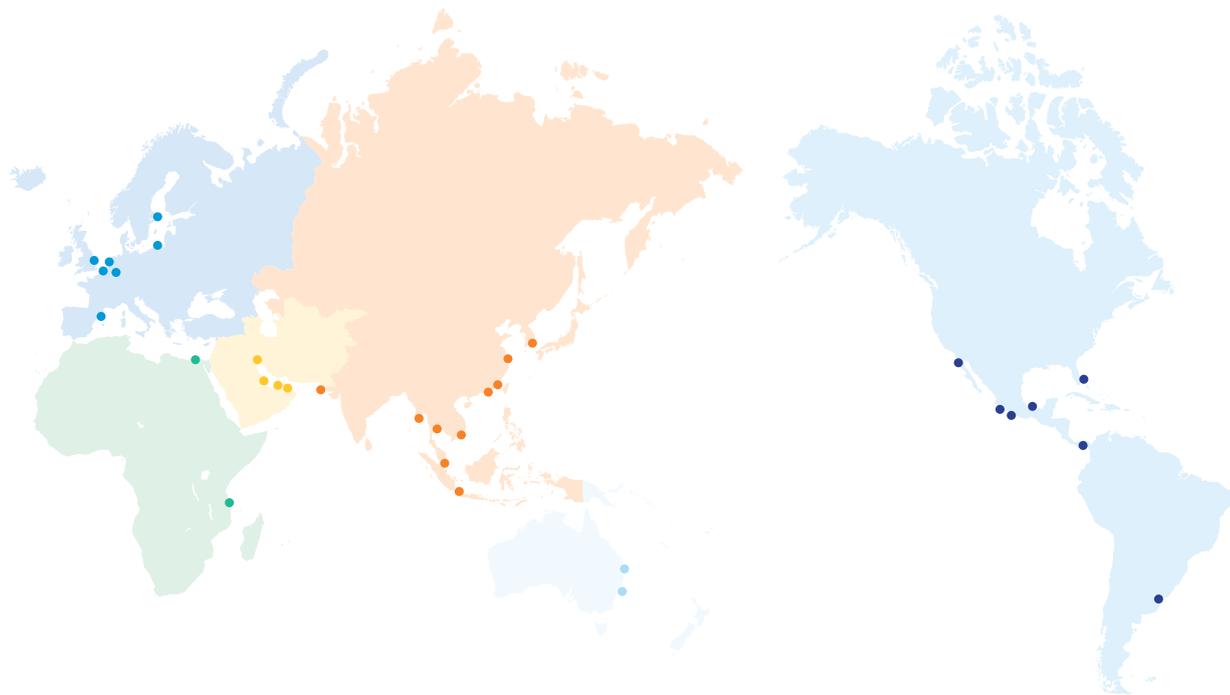
TMA has a number of businesses. Thor Antwerp and Thor Amsterdam provide terminal operations, logistics services, agency, forwarding and chartering as well as truck, barge and rail distribution in their respective ports. MEO and ACS Logistics Amsterdam operate 120,000m² of warehousing.

The joint venture with Hutchison Ports brings together two companies that complement one another to provide the customer with the full package."



THE WORLD OF HUTCHISON PORTS

52 PORTS IN 26 COUNTRIES



EUROPE

BELGIUM

Willebroek

GERMANY

Duisburg

POLAND

Gdynia

SPAIN

Barcelona

SWEDEN

Stockholm

THE NETHERLANDS

Amsterdam - Ruigoord

Amsterdam - Velsen-Noord

Moerdijk

Rotterdam

Venlo

UNITED KINGDOM

Felixstowe

Harwich

London Thamesport

AFRICA

EGYPT

Alexandria

El Dekheila

TANZANIA

Dar es Salaam

ASIA

CHINA

Huizhou

Jiangmen

Nanghai

Ningbo

Shanghai

Shanghai - Mingdong & Pudong

Shantou

Xiamen

Yantian

HONG KONG

Kwai Tsing

Tuen Mun

INDONESIA

Jakarta

MALAYSIA

Port Klang

MYANMAR

Thilawa

PAKISTAN

Karachi - West Wharf

Karachi - Keamari Groyne

SOUTH KOREA

Busan

Gwangyang

THAILAND

Laem Chabang

VIETNAM

Ba Ria Vung Tau

AUSTRALASIA

AUSTRALIA

Brisbane

Dar es Salaam

Sydney

THE AMERICAS

ARGENTINA

Buenos Aires

BAHAMAS

Freeport

MEXICO

Ensenada

Lazaro Cardenas

Manzanillo

Veracruz

PANAMA

Balboa

Cristobal

OPINION

EXPORTERS MUST FACE UP TO POST-BREXIT REALITY

By Lesley Batchelor, Director General,
Institute of Export & International Trade

Exporters need to wake up to the realities of Brexit – and they need to do it fast. Life outside the European Union will have a very significant impact on the way trade works, and any business choosing to bury their head in the sand does so at their peril.

As an organisation dedicated to enhancing the UK's export performance, the Institute of Export & International Trade (IOE&IT) provides education, training and practical business support services to members. We are only too aware of the complexities and challenges of international trade and, of course, I am asked on a daily basis about the impact of the UK's forthcoming exit from the European Union.

My answer? British businesses will have to learn a lot more about how world trade really works. They need to understand how they are going to document the shipment of their goods and how they are going to build the right recordkeeping systems within their business, to ensure that when HMRC comes to visit, they are in a position to give the right evidence.

If they don't, they will run the risk of falling foul of VAT – and that's before you even get to the rules on duty, tariffs, etc., in the countries they might be shipping to.

My message to exporters is – stop sitting around waiting for something to happen and start learning how trade really works, how you are going to take

“My message to exporters is – stop sitting around waiting for something to happen and start learning how trade really works.”

advantage of any trade agreements negotiated on our behalf, and what the impact would be on your business of working under World Trade Organization (WTO) rules.

I have heard too many businesses state that they will just do everything through a freight forwarder. Those businesses must remember that freight forwarders don't take responsibility for any of the actions – they only produce documents according to your instructions. In other words, the responsibility is yours. This really isn't a case where you can pass it on.

HMRC officers are entitled to check back through six years of your books. As we know, VAT sits at 20% – get it wrong, and you could find yourself being asked for 20% of all your turnover for several years.

Of course, we need more people to learn how to handle these processes – yet the industry tends to regard such abilities as an add-on to the business, failing to recognise them as the specific skillset they are.

There is naivety on the part of Government too, about how this skills shortage is going to be filled. At the IOE&IT, we have been pushing for the development of a formal apprenticeship in international trade and for far more focus on this essential area. We need more companies to get behind our education programme.

We run an outreach programme where we go into schools to tell young people about how trade works and explain the careers that are available. And we have developed Young International Trader, a level 1 qualification through OfQual, also just launched in partnership with the Duke of Edinburgh Award Scheme.

The UK has suffered from 40 years of underinvestment in skills and we are paying for it. What we need is action now, if we are going to be successful in the future.



ROB WASS

BERTH 9 YARD PROJECT DIRECTOR, VOLKER FITZPATRICK LTD



- 2017: Moved back into large scale civil engineering project delivery with first tier main contractor, **Volker Fitzpatrick**. Volker Fitzpatrick delivers a wide variety of civil engineering schemes with no two projects the same.
- 2015: Contracts Manager, **The Carey Group**, covering various construction projects in South/Southwest England.
- 2002: Project Manager at **Laing O'Rourke**, working on various prestigious large Civil Engineering projects including Heathrow Terminal 5 and Terminal 2 redevelopments and Hinkley C Nuclear Power Station.
- 2000: **Vinci Major Projects**
- 1997: Started my career as Graduate Engineer with **Laing Ltd** before moving up through engineering gaining experience, ultimately gaining Chartered Engineer status later in my career.

Q&A

Q Describe your Role at VolkerFitzpatrick?

A I am responsible for leading multi discipline teams and suppliers to deliver large scale, complex civil engineering projects throughout the UK, as we are doing for the Port of Felixstowe on the Berth 9 Extension project.

Q What is the Biggest Challenge of your job?

A Integrating and coordinating the various skill sets and supply chain in the construction industry to meet the challenges of the project to successfully deliver projects for our clients on time and on budget.

Q What do you find Most Satisfying about your role?

A The physical result of all the hard work put in by the team, luckily we're not just paper shufflers. My daughter describes it as leaving little 'rabbit droppings' around the country.

Q What do you like Best about working at Volker Fitzpatrick?

A We have a great 'can do' attitude to construction and to meeting our client's requirements. The challenging yet supportive nature of senior management is a refreshing change. Most of all though is the 'crack' on site, nobody takes themselves too seriously.

Q Describe your Best Day at work?

A When the planning, co-ordination and hard work comes together usually resulting in achieving a key milestone date or completion of a complex engineering operation, such as a bridge lift under possession.

Q Favourite film?

A True Romance

Q Ideal dinner guest?

A Peter Kaye

Q Favourite book?

A Shantaram by Gregory David Roberts

Q Favourite meal?

A Indian/Thai as long as it is spicy

Q First record bought?

A U2
Unforgettable Fire

Q Ideal holiday destination?

A Sri Lanka

Q Last record bought/downloaded?

A Rag and Bone Man

A DAY IN THE LIFE...

07.30

Tea and email's – Yorkshire boy what else.

09.00

Site walk/tour – ensuring site operations are being carried out to the health & safety requirements expected by Volker Fitzpatrick and that construction operations are progressing as per the construction programme. This is a good opportunity to spend some time talking with the people actually delivering the works on site – we often find out the real problems talking to teams doing the works on site.

11.00

Daily catch up with my construction team to review any concerns/problems with ongoing operations on site and to look forward to tomorrow's planned works.

12.00

Meeting with our supply chain management teams to review performance, discuss programme and any commercial variations.

13.00

Lunch at my desk and more emails.

14.00

Usually an internal progress meeting or client progress meeting to review issues over the last 2 weeks. The meeting tends to cover in detail any Health & Safety concerns, construction progress and commercial issues.

16.00

Visualisation Meeting – not daily, but we have a full multi discipline team (Client included) rapid fire meeting to discuss 'hot topics' of concern which need action or have potential to cause issues in the near future. A great 'open and honest' session which usually leads to full team engagement and focusses everyone on the keys issues to successfully delivering the project.

16.30

I usually finish the day compiling reports and having a catch up with my Commercial Manager on the Procurement and Financial aspects of delivering the project.

18.00

I usually leave about 18.00, I live in Somerset so am away from home during the week. I think my wife prefers it that way!

WEBSITE NOW LIVE



The new Harwich International website is now live, and includes information about the diverse services available in and around the port.

YOUR JOURNEY STARTS AT
harwich.co.uk