

SHIP2SHORE

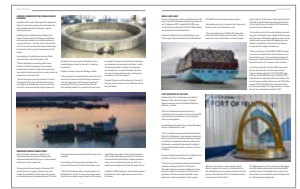


LLOYD'S LIST 2017

PORT OPERATOR OF THE YEAR WINNER

MORE CONTAINER STORAGE P4 // PORT OF FELIXSTOWE RAIL IMPROVEMENTS RECEIVE GO-AHEAD P5 // NEW NORTH AFRICA/
MEDITERRANEAN SERVICE P5 // LONDON THAMESPORT WELCOMES GROUPO PACADAR P6 // IMPROVED FEEDER CONNECTIONS P6
MEGA SHIPS AHQY P7 // PORT OPERATOR OF THE YEAR P7 // A SILK ROAD FOR THE 21ST CENTURY P8 // ALLIANCES A NEW
WORLD ORDER P12 // PORT COMMUNITY FUND COMMUNITY FIRST P16 // HUTCHISON PORTS ECT ROTTERDAM P20 // OPINION BY
KITACK LIM 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



SHIP2SHORE
Issue #29
January 2018

Commercial Enquiries
 t: (01394) 602591
 e: enquiries@fdrc.co.uk
Editorial
 t: (01394) 602064
 e: ship2shore@hpuk.co.uk

Published by:
 Hutchison Ports (UK) Limited
 Tomline House, The Dock
 Felixstowe, Suffolk
 IP11 3SY
 United Kingdom
 www.portoffelixstowe.co.uk



Scan the relevant QR code to download a digital version of Ship2shore straight to your smart device.





CEO COMMENT

As we looked back in 2017 over the 50 years since the UK's first dedicated container terminal opened at the Port of Felixstowe, the changes in our industry are quite remarkable. Modern container ships on the largest trade routes have twenty-times the capacity of the first container ships that called at the port and everything we do nowadays is assisted by technology that did not exist when we handled that first container.

It has been a willingness to embrace constant change that has underpinned Hutchison Ports Port of Felixstowe's success over this period. The first-dedicated-container-terminal milestone has been followed up by a whole series of ground-breaking developments; the first port to handle 1 million TEU per annum (and 2 million TEU, and 3 million TEU, and 4 million TEU), the first Port Community System, the first in the UK with post-panamax cranes, the first paperless transshipments, the first to handle the latest class of mega-ships the list goes on.

The focus on innovation behind this series of 'firsts' was one of the reasons the Port of Felixstowe won the Port Operator of the Year award at the Lloyds List Global Awards in September. We are hugely proud to have been chosen as the winner amongst a field of leading ports and operators from around the world to claim this much-coveted award.

It is a testament to the hard work of everyone at the port and to our collective determination never to stand still and to always improve the facilities and service we provide to our customers. This focus and drive will remain undimmed in the coming year.

2018 will see work start to extend Berth 9 yard capacity by 18,000 TEU which will help to further improve productivity, work will start on an upgrade of the port's rail connections which will see capacity on the Felixstowe Branch Line rise from 33 to 47 freight trains per day in each direction and we will roll-out Hutchison Ports' proprietary terminal operating system, nGen, at the port.

Designed and developed in-house, nGen is Hutchison Ports' fully integrated terminal-management platform, which controls and optimises all port operations. It is already deployed at more than 20 ports across the Hutchison network managing nearly 60% of our throughput. It is flexible and scalable, operating at small feeder terminals as well as large automated hub ports. We are excited to deploy this system in Felixstowe to further upgrade our technology to improve our service to our customers.

We will also begin the journey of introducing our first remotely operated cranes in 2018. Another technical innovation designed to ensure that we continue to offer you, our customers, a predictable and reliable level of service, one that saves you time and money and delivers on your operational requirements.

CLEMENCE CHENG
Chief Executive Officer

NEWS UPDATES

MORE CONTAINER STORAGE

A contract has been awarded for the latest phase of expansion at Hutchison Ports Port of Felixstowe. VolkerFitzpatrick Limited has been appointed to undertake the design and construction of approximately 13 hectares of paved container yard directly behind Berth 9. The work will include the reclamation of 3.2 hectares of seabed behind the existing finger pier.

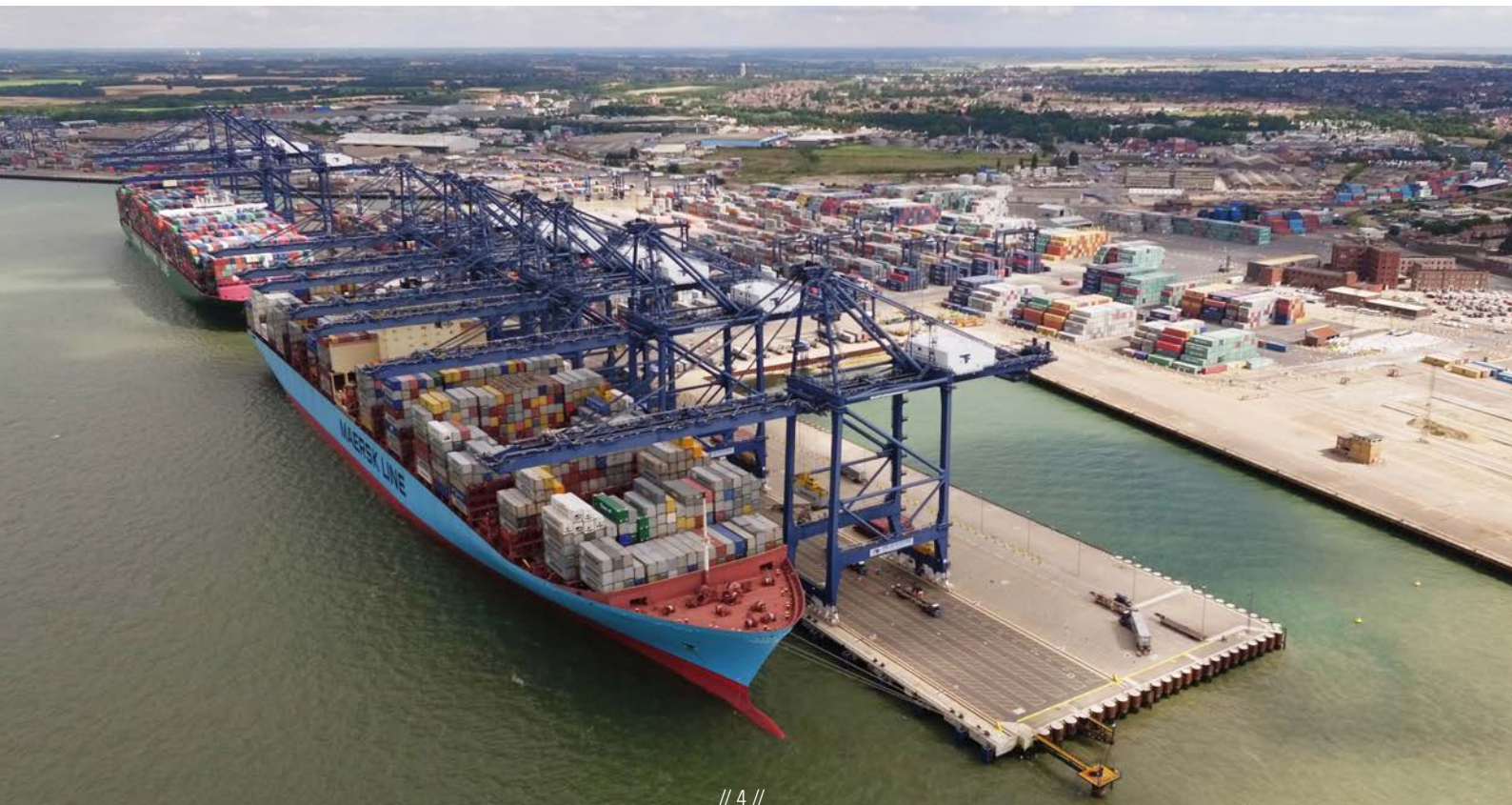
Commenting on the latest development, Clemence Cheng, Executive Director, Hutchison Ports, said:

“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 blocks and allow 6-high stacking, is scheduled for early 2019. The yard will

add 18,000 TEU of stacking 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 in 2013 and continues to handle more than any other port in the country.



PORT OF FELIXSTOWE RAIL IMPROVEMENTS RECEIVE GO-AHEAD

The latest enhancements to Hutchison Ports Port of Felixstowe's rail connections have been given the green light by the Secretary of State for Transport. The £60.4m scheme, jointly funded by Network Rail and Hutchison Ports, will allow up to 47 freight trains to run per day in each direction between Ipswich and Felixstowe.

Commenting on the scheme, Clemence Cheng, Executive Director Hutchison Ports and CEO of the Port of Felixstowe, said:

"Rail is an increasingly important differentiator as shipping lines and cargo owners look to remove carbon from their supply chains. The Port of Felixstowe already has the widest choice of rail services in the UK with 33 daily services to 17 different inland destinations.

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

"We're improving the Felixstowe branch line to provide a step change for rail freight in Suffolk and beyond as part of our Railway Upgrade Plan. We're supporting the growth of the UK economy by enabling more goods to be transported on the railway and reducing the number of lorries on the road. The work will also create a safer and more reliable railway for passengers travelling between Ipswich and Felixstowe."

Network Rail is delivering the project which will enable more goods to be transported by rail, supporting the growth of the UK economy, as part of its Railway Upgrade Plan. In the coming months, engineers will start clearing vegetation in preparation for building the second track.

Rail is an increasingly important differentiator as shipping lines and cargo owners look to remove carbon from their supply chains. The Port of Felixstowe already has the widest choice of rail services in the UK with 33 daily services to 17 different inland destinations."



NEW NORTH AFRICA/MEDITERRANEAN SERVICE

A new service connecting the Port of Felixstowe with destinations in North Africa and the Mediterranean has been inaugurated. The North Europe/North Africa/Mediterranean (NET2) service is operated by Cosco Shipping, Yang Ming Line and Evergreen. Five 4,250 TEU vessels are being deployed on the weekly service, three ships supplied by Cosco with the other partners providing one vessel each.

Commenting on the new service Stephen Abraham, Chief Operating Officer at the Port of Felixstowe, said:

"We are delighted that Cosco, Yang Ming and Evergreen have chosen Felixstowe for this service. One of the advantages of Felixstowe has always been the wide choice of services and destinations which can be reached through the port. This latest new service will further add to the options we can offer importers and exporters."

The port rotation for the new service is Rotterdam, Felixstowe, Hamburg, Antwerp, Casablanca, Piraeus, El Dekheila, Haifa, Mersin, Piraeus, Casablanca, Rotterdam. Transshipment via Piraeus will provide connections to/from Black Sea, Adriatic Sea and North Turkey.



LONDON THAMESPORT WELCOMES GRUPO PACADAR

Hutchison Ports London Thamesport has welcomed Spanish construction company Grupo Pacadar who have established a base at the major regional multi-purpose port.

Headquartered in Madrid, Grupo Pacadar is the Spanish market-leader in the design, manufacture and assembly of precast, pre-stressed reinforced concrete structures. The new 9-acre facility on the Isle of Grain will be used as the Grupo Pacadar base from which it plans to grow its business in the UK market.

Commenting on the latest new customer, Mark Taylor, Director London Thamesport, said:

“We are delighted to be working with Grupo Pacadar at London Thamesport. They needed a facility close to London at which they could ship in raw materials before moving the concrete sections by barge to the construction site.

“We are seeing more and more interest in London Thamesport for this type of infrastructure project. Our location, with deep water access in the heart of the UK’s most economically vibrant region and



the ability to move products sustainably by rail or inland waterway as well as by road, is a winning combination.”

Pacadar’s Europe Commercial Manager, added:

“The new precast concrete plant will specialise in the execution of elements for both building construction and civil engineering. With a project investment exceeding £10 million, an area of more than 20 acres and the potential for growth in the near future,

we expect to become a benchmark by contributing our experience and construction solutions. London Thamesport provides a location from which we can transport for our precast elements, by either rail, sea or inland waterway, while continuing our commitment to the environment.”

Pacadar UK plans to start production at the end of this year and to create more than 100 direct jobs at the new facility.



IMPROVED FEEDER CONNECTIONS

Short sea feeder connections at the Port of Felixstowe have been improved following the announcement by BG Freight Line of a new network featuring four new weekly calls.

The new schedule commenced in November 2017 and will focus on a regular, reliable service. BG Freight Line and the Port of Felixstowe will provide an important connection between the port’s Far East

ultra large container vessels and the UK’s major short sea ports.

Commenting on the new service, Lawrence Yam, Commercial Director at the Port of Felixstowe, said:

“The Port of Felixstowe offers unrivalled options for UK distribution. As well as road, rail and port-centric distribution, we have a range of regular, efficient and

sustainable feeder options. Short sea connections offer a viable alternative, particularly for customers in the North-East and Scotland. Leading companies such as Tesco and Nissan already use short sea feeders as an integral part of their UK supply chains.”

In addition to BG Freight Line, Aarhus-based operator Unifeeder also offers regular feeder services from Felixstowe.

MEGA SHIPS AHOY

The Port of Felixstowe is firmly established as the UK port for the latest generation of huge mega-ships and on 14 September 2017 it handled the 100th mega vessel of the year when the 18,270 TEU Matz Maersk arrived at the port from Bremerhaven.

Operated by Maersk Line, the Matz Maersk is one of the original Triple-E operated on the 2M Alliances

AE10/NEU2 service between Europe and Asia.

Commenting on the call, Lawrence Yam, Commercial Director at the Port of Felixstowe, said:

“The latest generation of 18,000+ TEU mega ships have become the workhorses of the Asia – Europe trade and, as the market leader, are now a regular

sight at the Port of Felixstowe. We were the first port in the UK to handle these huge ships when the first of the Triple-Es were introduced in 2013 and remain the first choice for them today.

“Our location closest to the main shipping lanes and the ports of Northern Europe, together with the range and frequency of distribution options by road, rail and feeder vessel, ensures that both shipping lines and shippers save both time and money from shipping through the UK’s largest container port.

“There are 63 ships in the 18,000-21,000 TEU range in service with another 62 on order for delivery over the next three years. The overwhelming majority of these will be deployed between Europe and Asia so they will be even more frequent visitors in future.”

In the same week that saw the 100th mega-vessel the port also had calls from the current world’s largest container ship, the 21,413 TEU OOCL Hong Kong, the 19,224 MSC Ditte, the 19,100 TEU CSCL Indian Ocean, its sister-ship and former holder of the world’s largest container ship crown, the CSCL Globe and the 19,224 TEU MSC Sveva. Last year the Port of Felixstowe handled 137 mega ship calls, a number that will be comfortably exceeded in 2017.



PORT OPERATOR OF THE YEAR

Hutchison Ports Port of Felixstowe won the Port Operator of the Year at the Lloyd’s List Global Awards ceremony held at the National Maritime Museum in London.

The Port of Felixstowe won the award for a combination of its innovation, focus on reducing CO2, improved safety and emphasis on rail, helping to reduce road congestion.

Commenting on the award, Eric Ip, Group Managing Director, Hutchison Ports, said:

“This is a fantastic achievement for Hutchison Ports. The Port of Felixstowe is a key element in what was the first, and is still the leading, global port network. I would like to congratulate everyone at the Port of Felixstowe on winning this award and for helping to ensure that Hutchison Ports continues to set new standards.”

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

“This year we are celebrating 50 years of dedicated container handling at the Port of Felixstowe. Throughout that time we have maintained a strong focus on constant improvement in all areas of our operations. We have invested constantly in new equipment, systems and people to both improve



efficiency and reduce our environmental impact. Mostly, however, this award is a testament to the skill and dedication of our people and shows that, 50 years on from being the UK’s first container terminal, we continue to lead the field.”

The 20th anniversary of the awards was attended by over 400 industry professionals and hosted by BBC presenter Jeremy Vine. Recipients are chosen from entries taken from around the world and adjudicated by a distinguished judging panel.

A SILK ROAD FOR THE 21ST CENTURY



Historians may argue about the origins of the Silk Road, whether its history goes back 1,500 years, 2,000, or even longer. One thing is for sure though; Europe has traded with China for a long, long time.

The nature of that trade has changed over the years, not least following the emergence of China as a true economic powerhouse over the last few decades. In 2000, trade between the UK and China amounted to just 3.5 million tonnes. By 2016 that had increased to over 21 million tonnes. A six-fold increase over a decade and a half. The EU is China's biggest trading partner and over 50% of all containers handled at Felixstowe are now accounted for by Chinese trade.

This exceptional growth has been driven by exports from the coastal regions of China: Shenzhen, Guangdong, Tianjin, Ningbo and Shanghai. The easiest way of getting these goods to market – especially at a time when there were shortcomings with inland transport infrastructure – was to build industrial facilities around the coastal regions and ship cargo out from the nearest port. This produced a great boon for the shipping industry.

In 2013 Chinese Premier Xi Jinping launched the Belt and Road Initiative. The initiative aims to promote the connectivity of Asian, European and African continents, and to establish and strengthen partnerships and trade among the countries along

its route. It also fits well with China's recent key policy of rebalancing its economy by developing more industrial areas in its inland regions. It opens more trade routes for these regions.

As Clemence Cheng, Executive Director at Hutchison Ports, explains:

"At Hutchison we had the world's first global port network and today we operate in 51 ports and 26 countries. Of these, 35 ports in 19 countries are along the belt and road route. And the throughput at those ports on the route represents 86% of our total annual throughput. So the initiative is very important for us."




At Hutchison we had the world's first global port network and today we operate in 51 ports and 26 countries. Of these, 35 ports in 19 countries are along the belt and road route."

As far as the maritime industry is concerned, the opportunities for growth arising from the Belt and Road initiative will be greatest in the developing countries along the route. And the opportunity is big. The Belt & Road covers 60 countries across three continents and nearly two-thirds of the world's population. Within these countries, there are over 500 cities with populations over half a million. This compares to fewer than 100 such cities in Europe and under 100 such cities within the United States.

The scale of that opportunity is illustrated by the fact that the two-thirds of the world's population covered by the initiative, currently generates just one-third of global GDP.

Southeast Asia and the Indian sub-continent have emerged as priorities for investments linked to the Belt & Road initiative. The China Pakistan Economic Corridor and the Bangladesh-China-India-Myanmar Economic Corridor are closely related to the Belt and Road initiative. Indeed, President Xi has announced US\$46 billion worth of investment projects in Pakistan.

// We certainly see great potential in countries such as Myanmar, Thailand and Pakistan in several of which we already have plans to expand our facilities."

Within Southeast Asia, the Belt & Road initiative will likely gain traction as markets in the region have both scale and proximity. In its early stages, the initiative will also likely focus on energy, infrastructure and construction.

Clemence Cheng added, "We certainly see great potential in countries such as Myanmar, Thailand and Pakistan in several of which we already have plans to expand our facilities. We will also look at how we can extend further into upstream businesses such as warehousing, logistics parks and transportation services to meet rising demand driven by the Belt and Road Initiative."

Growth in countries along the Belt and Road route will need to be underpinned by improved connectivity and investment in new transport infrastructure such as railways, roads and ports. In the short to medium term this will trigger the maritime movement of goods required to actually build the infrastructure including raw materials, equipment and machinery. In the longer term, improved links will also increase the competitiveness of exports from these countries as logistics costs are reduced.

The benefits will not be restricted to countries along the route. The Belt and Road initiative has its roots in the development of the domestic economy in China.





That economy will be stimulated as growth is spread more evenly across the country. A strengthened Chinese domestic economy will spur demand for goods and services, further encouraging imports and the shipping and logistics services needed to move them.

All of this is good news for the maritime sector but it is not all about the maritime sector. As the centres of production in China move inland, the routes to market that have prevailed hitherto face increased competition.

Volumes on the direct overland route have been quite modest so far but are growing and, in January, the first direct train from China to the UK arrived in Barking after an 18-day journey. London became the 15th European city to join the New Silk Route with a direct rail service.

However, 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, mean that it will not impact significantly on the volumes moving by sea.

To put it in context, there is currently something in the order of 270,000 TEU weekly capacity by sea between Asia and the EU. This will increase to nearer 300,000 next year as more of the mega-ships currently being

built are delivered and enter service. By contrast there are around 30 trains/week on the Silk Road providing a total capacity of around 4,000 TEU; less than 2% of the shipping capacity. It also costs more; \$6-7,000 to send a container by rail as opposed to \$1,500 by sea although, at 15-19 days it only takes half the time of the maritime equivalent.

Whilst the volume moving by rail will grow, it will not grow to an extent that will make a sizeable

dent in demand for container shipping. As it helps markets along the route develop, it may even benefit container shipping in the longer term. It is already, in a small way, helping short sea shipping as a number of UK retailers are using rail to ship their cargo from China to continental Europe then switching to short-sea shipping for the last leg. What it does do is it offers shippers a third option. One that is quicker than conventional shipping but cheaper than air freight.



ALLIANCES

A NEW WORLD ORDER

In the midst of the great reshuffle of container shipping alliances last year, consultants emphasised that those alliances would bring both opportunities and risk for ports. Hubs should embrace the alliances, they said – and, clearly, the Port of Felixstowe has done just that.

Geography, facilities, equipment, experience, service, connections and reputation have all combined to ensure that two of the three new mega-alliances to emerge – the 2M alliance and the Ocean Alliance – have chosen Felixstowe as their main UK hub. The shake-up has also brought Hyundai Merchant Marine (HMM) and OOCL back to the port.

Felixstowe's two biggest customers are also the world's two biggest container carriers by capacity – Maersk Line and MSC. Together, they form the 2M alliance, which has been joined by HMM. The Ocean Alliance combines the strengths of CMA CGM, COSCO, Evergreen and OOCL.

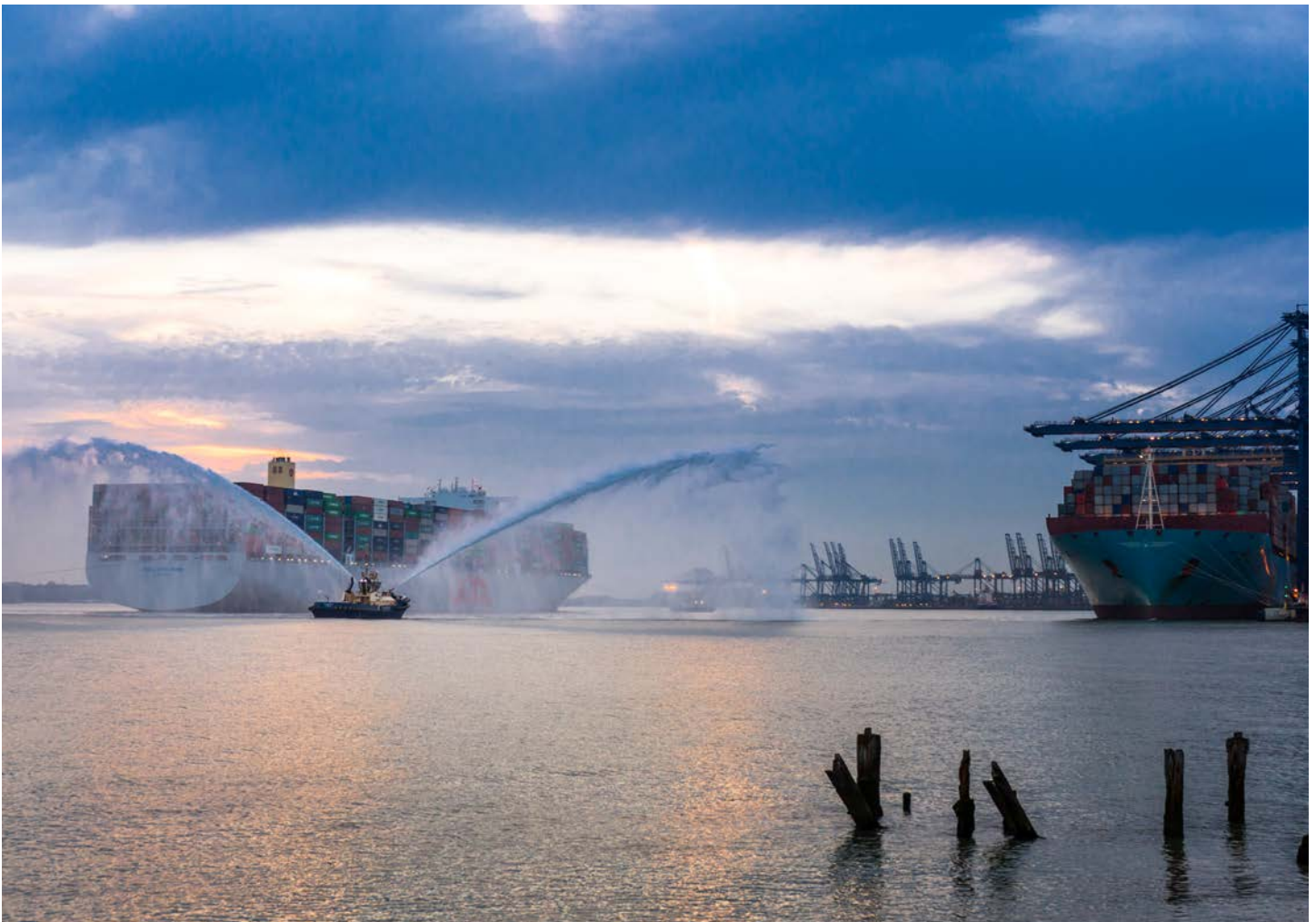
In these alliances, the shipping lines pool their ships and other resources to benefit from economies of



scale and provide a combined service. Felixstowe is ideally placed and equipped to serve the very considerable demands of these networks, in which container ships of 20,000 teu or more are now pretty much taken for granted. The UK's largest container port by far, Felixstowe remains the first choice, with more calls than any others.

Its attributes are clear; Felixstowe is nearest to the main ports of Northern Europe and nearest to the main shipping lanes. It is the best connected and continues to benefit from some key investments.

By road: There have been major investments in the A14, the trunk road which provides a direct dual carriageway connection from the gates of the Port of Felixstowe to the 'Golden Triangle' in the heart of the country and beyond. The £1.8 billion A14C2H project (A14 Cambridge to Huntingdon) is the largest investment currently under way on the UK's road network. It includes upgrading the A14 between Ellington, west of Huntingdon, and the Milton junction on the Cambridge northern bypass, and also widening the A1 between Brampton and Alconbury.







By rail: Investment in F2N (Felixstowe to Nuneaton) and in rail links beyond has continued, driving Felixstowe's major success in moving containers by rail to strategic hubs around the UK. The Port of Felixstowe's three rail terminals make up the biggest intermodal rail freight facility in the UK.

By water: Felixstowe has more feeder connections than any other port in the UK.

At the port: As the UK's first purpose-built container handling facility, Felixstowe has always remained well out in front of the field. Felixstowe is by far the largest and busiest container port in the country.

The latest phase of quayside expansion, Berths 8&9, have provided additional deepwater capacity for the world's mega container ships. Two new gantry cranes with 24-box outreach have been ordered from ZPMC for Berths 8&9, bringing the total to 12 on the new terminal.

Meanwhile, work has been started on raising ten of the existing ZPMC cranes at Trinity Terminal – an increased height of 46.5 metres will allow them to work vessels with containers stowed up to 11 high on deck, in all tidal conditions.

Last year Felixstowe handled 137 calls by vessels of over 18,000 teu. The current investment in new and heightened cranes means the port will have 22 cranes capable of handling the largest container ships in service.

Hyundai Merchant Marine

On 16 March 2017, Hyundai Merchant Marine entered into its new strategic cooperation with 2M. "The arrangement is fully in place now," says Peter Livey, HMM's UK Managing Director. "Two-thirds of our UK business is now moving via Felixstowe – and our overall throughput is up 51% compared to the same period last year under the G6 alliance. We now have four Asia-Europe loops calling at Felixstowe, plus two transatlantic services.

"A variety of factors are involved in our volume increase, including an increased Asia-Europe allocation compared to our previous alliance partnership."

With the 2M cooperation, HMM is able to expand its global reach, he explains. "For example, globally HMM is extremely active in transpacific trades, where we are seeing a lot of growth. Maersk and MSC have great strength in core European trades. When you put the whole thing together, there are a lot of potential benefits, such as improved service scale and schedule integrity."

What does the Port of Felixstowe deliver for HMM? "I would say excellent geography, infrastructure and a swift turnaround; plus professional and dedicated people working at a world-class facility," says Peter Livey. "Felixstowe's proximity to the market is excellent and I would emphasise the comprehensive road, intermodal and feeder network that connects Felixstowe to the rest of the country. The feeder connections mean Felixstowe is an important option for the east coast ports and also Scottish transhipment."

For HMM, following a restructuring last year, he says: "It's all about building upon the strengths we have, and identifying new opportunities. In the UK that includes great customer service from our highly professional team. Our 'Extra Mile' awards made every quarter are given to staff based on feedback from customers who have experienced personal, positive customer service. We also enhanced our UK inland services in Q2, are focusing on diversifying our service options such as offering warehousing, and aim always to extend and improve the value proposition for our clients."

/// The latest phase of quayside expansion, Berths 8&9, have provided additional deepwater capacity for the world's mega container ships."

PORT COMMUNITY FUND

COMMUNITY FIRST

Strength in numbers: nine years ago, a group of companies in and around Felixstowe decided to pool their resources so that together they could do more to support local charities and community groups.

The result? the creation of the Port Community Fund, the first of its kind in the UK. 'Unique' can be an overused word. But the word can truly be applied to this collaboration of companies, including the Port of Felixstowe. All those involved were determined to combine their efforts to support the local community – recognising that together, they could achieve so much more.

That decision has had a massive impact on more than 120 charities and community groups in Felixstowe. To date, the Fund has donated over £360,000 to more than 120 charities and community groups in Felixstowe and the surrounding area. The recipients cover a range of sectors but mostly involve disabled or other disadvantaged sections of the local community.



Typically, the Fund supports grass roots charities with high volunteer levels – often needing a relatively small amount of money but absolutely delivering vital services within the community.

It is managed by Suffolk Community Foundation, whose head of philanthropy, Judy Dow, says: "The members of the Port Community Fund are making a real difference to the lives of many people in Felixstowe and the surrounding area and, as the steward of the Fund, Suffolk Community Foundation would like to thank them all for their ongoing commitment."

The current members are Coscon, Pentalver, Maritime Cargo Processing, Cory Brothers, Grange Shipping, Freightliner, Harwich Haven Authority, Trinity College and the Port of Felixstowe.

The Fund offers its members the opportunity to increase the effectiveness of their charitable giving, achieve greater publicity for the good work they do and reduce the administrative cost of doing it, and it provides a demonstrable commitment to the community, says Judy Dow.

It also means that they never need say 'no' again to charitable requests. All requests for financial support can be referred to the Port Community Fund. Suffolk Community Foundation assesses the requests and makes recommendations to a grant panel, which meets regularly and consists of each member's representative. The Foundation also follows up with recipients of grants, to ensure that donations achieve the greatest benefit. ▶▶▶





And this is an initiative that's here for the long-term; the members are also building up an Endowment Fund to generate a sustainable, long-term revenue stream. By making the most of funding from Government endowment schemes, this Endowment Fund stands at more than £160,000, and it generated £4,300 in grant income in the last financial year.

Among the awards made so far this year (2017), the Fund has donated: £2,000 to ActivLives' ActivHubs in Felixstowe, supporting older people with activities and preventing isolation; £2,000 to Ipswich Housing Action Group for volunteer training for its money advice service; £2,000 to Suffolk Bereavement Care, for training new volunteers; and £1,500 to the Woolverstone Project, to help with the operating and running costs of a new wheel boat to enable wheelchair users to sail.

Greta Marini, strategic adviser at AIVP, the international port cities network, recently highlighted the way in which port cities around the globe are starting and continuing to put community involvement at the top of their agenda.

For Felixstowe, this is nothing new. The Port Community Fund has established a unique mechanism for companies working in the industry to give back to the local community that plays a part in their success.

For Suffolk Community Foundation chief executive Stephen Singleton, the Port Community Fund is 'enlightened and absolutely inspirational'.

- Companies seeking information about joining the Port Community Fund should contact Judy Dow on 01473 602602 or email judy.dow@suffolkcf.org.uk

Town Pastors

A listening ear, a bottle of water, a chocolate frog or Love Hearts – the Town Pastors know that the simple things can go a long way to calming a situation and keeping town centres safe late at night.

Town Pastors is a voluntary, interdenominational church initiative responding to the problems that can happen on the streets. The Port Community Fund has provided support for the work of the Town Pastors in Felixstowe, where they are normally on duty on Saturday nights from 10pm to around 4am.

"Backed by prayer, we have teams of volunteers on the street providing help and trying to make sure that people, especially vulnerable people, are safe," says Peter Livey, who is a director of the Felixstowe scheme and also on the Town Pastors national board.



"We just wish the best for the town. We give dehydrated people water, we try to calm situations down, we help people get home, we offer a listening ear if someone is upset or angry. Our main aim is simply to serve people, regardless of their faith or background, showing concern and offering practical help in a non-judgmental and unconditional way".

The Town Pastors work in coordination with the police, pubs and clubs and with the cooperation of local authorities and the Police and Crime Commissioner. The volunteers undergo extensive training, including in drugs and substance abuse, personal safety and first aid. Grants from the Port Community Fund have helped with that training and also paid for uniforms for new recruits, says Peter.

The results are remarkable. "We started in Felixstowe in 2010 and in the first three months, criminal damage in the town went down by 87.5% and violence against the person by 25%. When we started, we usually needed an ambulance every other weekend because there would be fights, people getting assaulted and people falling over. But we have found that behaviour has changed, and now it is unusual if we need an ambulance more than once every few months."

The consequent savings to the public purse are also remarkable. The costs of one assault when someone is hospitalised – including police time, ambulance, hospital and judicial system – add up to an average £120,000.

“The Port Community Fund has established a unique mechanism for companies working in the industry to give back to the local community that plays a part in their success.”

"It is great that we have the support from the Port Community Fund to enable us to do this work," says Peter. "It is amazing what you can do with a bottle of water, when someone is unable to stand, due to too much to drink. Chocolate is another important tool. If we have two people squaring up to each other, it's amazing what a Freddo bar can achieve."

'Music in our Bones'

People light up when they sing, says Fran Flower, co-founder of 'Music in our Bones', a charity which runs accessible singing groups in Suffolk.

Grant aid from the Port Community Fund has been vital in funding the charity's Wellspring singing workshops.

Held at Margery Girling House, a retirement and extra care housing project in Felixstowe, the Wellspring sessions are free to attend for residents and open to members of the community as well as for a small charge.

"The benefits have been massive," says Fran. "A number of the residents have dementia – music unlocks memories in an extraordinary way. There are a couple of people at the home who are not really communicating at all, but they will sing."

"For couples together, where one has dementia, there are increasingly few things they can do together and both really enjoy. One resident is deaf and partially sighted – even when she isn't actually able to sing, her commitment and participation are amazing. As people get older, even if they live in a care home, they often feel isolated. They now belong to this community,

through singing. "The singing is supported by some of the younger people coming in from the community. It has been fantastic."

The support provided by the Port Community Fund has helped with travel and other costs. This included a remarkable event in St Peter's Church, Ipswich – a concert at which each of the 'Music in our Bones' singing groups performed. "Most of those participating in Wellspring are over 80 and some are over 90. The funding helped to transport them to the church, where they all sang," says Fran.

/// The costs of one assault when someone is hospitalised – including police time, ambulance, hospital and judicial system – add up to an average £120,000."



HUTCHISON PORTS ECT ROTTERDAM – DELTA TERMINAL

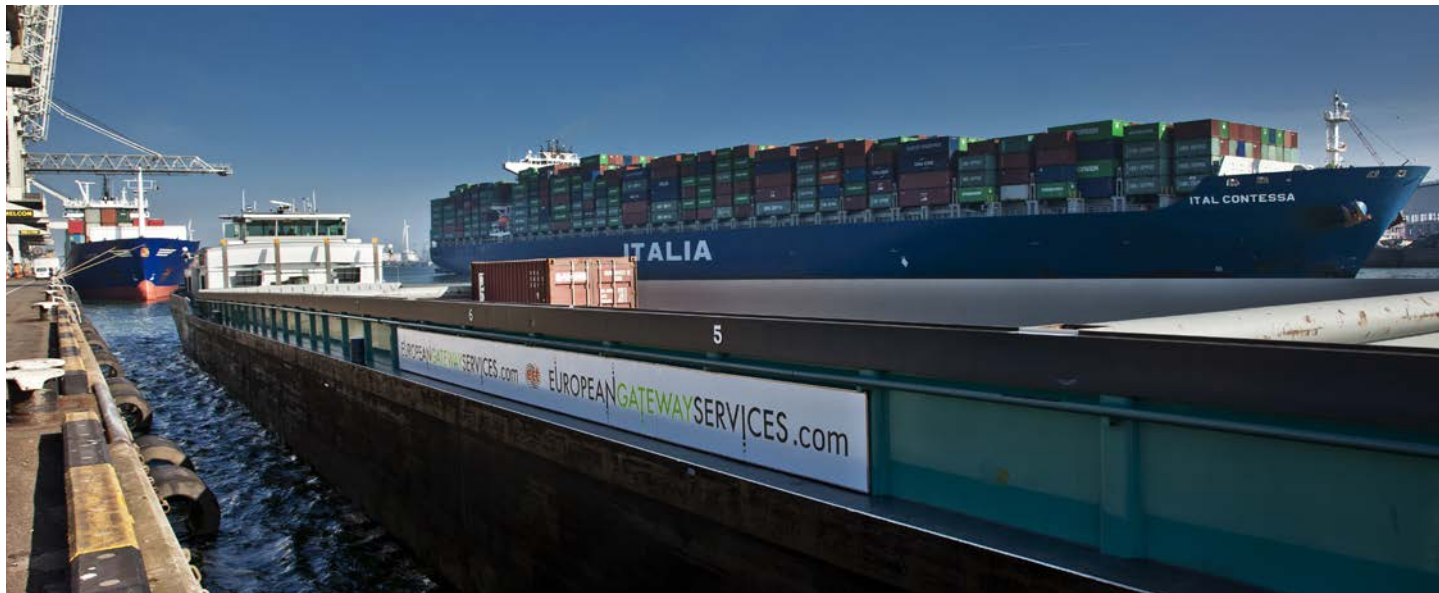
Hutchison Ports ECT Rotterdam has a long and proud history. One of the first container terminals in Europe, Europe Container Terminals (ECT), as it was originally known, has been handling containers for over 50 years.

Over that time its name has become synonymous with the latest game-changing technological developments in the industry.

Originally located in the Eemhaven area of the port close to the city centre, operations are now focussed at the Maasvlakte, a huge area reclaimed from the sea at the mouth of the River Maas. The opening in 1985 of the first container terminal at the Maasvlakte, the ECT Delta Terminal, allowed the company to handle significantly larger ships than had been possible at the older City Terminals.







Although many at the time questioned the wisdom of the move, history, the ever-increasing size of ships, has fully vindicated the decision. The innovative approach taken by those pioneers was repeated in 1993 with the opening of the Delta/Sea-Land Terminal (now the Delta Dedicated North Terminal (DDN)) at the Maasvlakte. With DDN, ECT achieved a world-first with the use of Automated Guided Vehicles (AGVs) to transport containers between the quay and container stacks, and the use of Automated Stacking Cranes (ASCs), to create the first modern automated container terminal.

Automated technology was also deployed as ECT's operations at the Maasvlakte and were expanded with the opening of ECT Delta Dedicated East Terminal in 1996 and ECT Delta Dedicated West Terminal in 2000.

The scale of operations at the Delta Terminal is truly impressive. Covering an area of 265 hectares, the terminal boasts 3,600 metres of quay dredged to a minimum depth of 16.65 metres meaning that it is easily capable of handling the world's largest container ships. A fleet of 265 AGVs move silently between quay and stack; in the storage area, all the work is carried out by a fleet of 140 ASCs. The terminal has 3,250 connections for refrigerated containers.

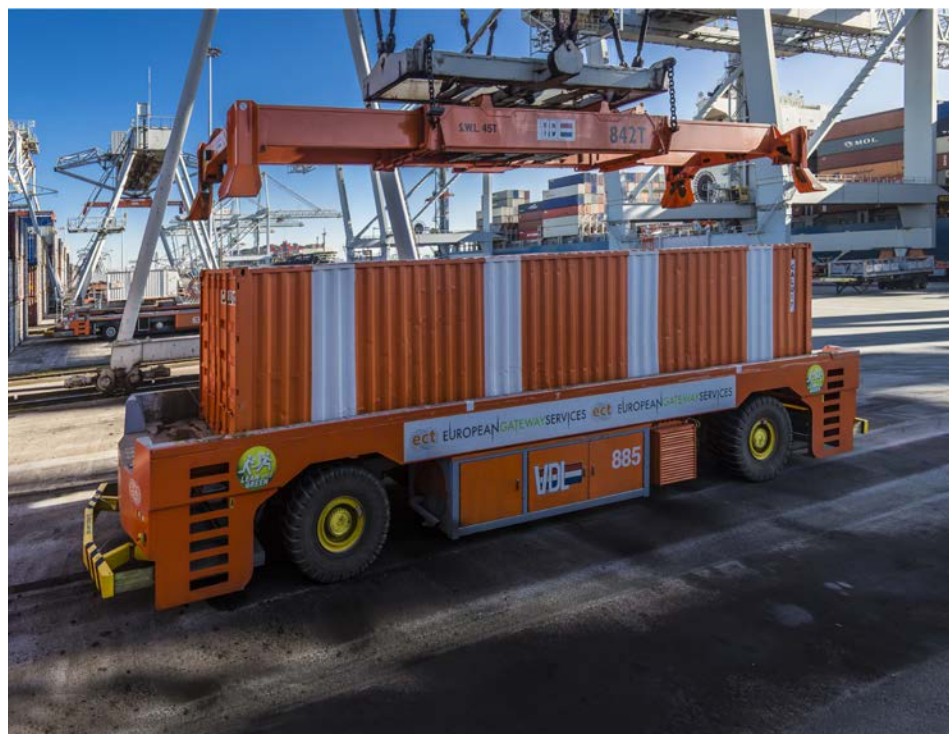
Rotterdam's strategic location makes it the key hub for European container transport and ECT Delta Terminal offers shippers a comprehensive choice of distribution options. Each week, the terminal complex is frequented by hundreds of feeder ships, trains, barge shuttles and approximately 20,000 trucks.

Feeders and barges are handled at the same deep-sea quays as the largest vessels and at the dedicated Delta Barge Feeder Terminal at the northernmost point of the Delta complex. In addition, barges can call at the separate barge terminal on the Hartelkanaal.

ECT Delta Terminal has two dedicated rail terminals, the Eastern Rail Terminal and the Rail Terminal West, which gives it direct access to both national and international rail networks. Trucks are optimally handled at the ECT Delta Terminal thanks to a far-reaching combination of

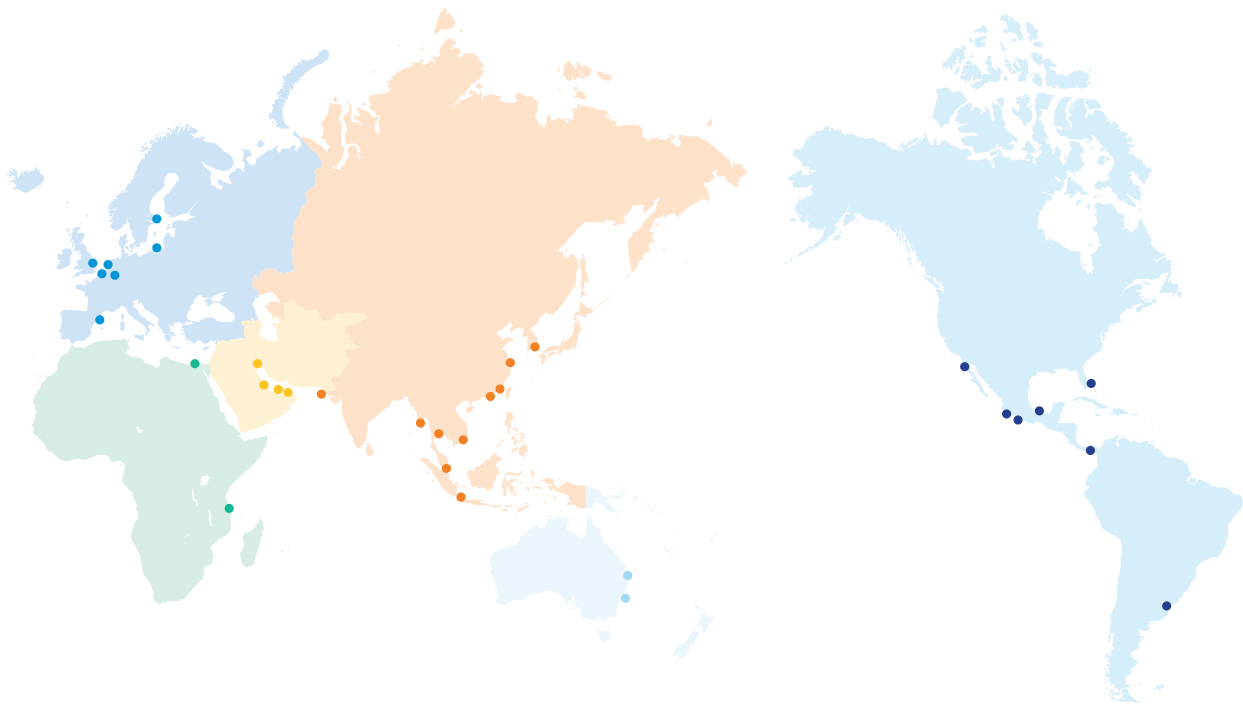
automation and self-service actions on the part of visiting drivers.

Today, ECT's Delta Terminal continues to offer an unrivalled service from the leading and most advanced container terminal operator in mainland Europe. It handles the majority of containers passing through the Port of Rotterdam, Europe's largest container port. At its deep-sea terminals, ECT always puts the customer first with every action aimed at delivering the optimum service and performance.



THE WORLD OF HUTCHISON PORTS

51 PORTS IN 26 COUNTRIES



EUROPE

BELGIUM

Willebroek

GERMANY

Duisburg

POLAND

Gdynia

SPAIN

Barcelona

SWEDEN

Stockholm

MIDDLE EAST

IRAQ

Basra

OMAN

Sohar

THE NETHERLANDS

Amsterdam

Moerdijk

Rotterdam

Venlo

UNITED KINGDOM

Felixstowe

Harwich

London Thamesport

AFRICA

EGYPT

Alexandria

El Dekheila

TANZANIA

Dar es Salaam

ASIA

CHINA

Huizhou

Jiangmen

Nanhai

Ningbo

Shanghai

Shanghai - Mingdong & Pudong

Shantou

Xiamen

Yantian

HONG KONG

Kwai Tsing

Tuen Mun

INDONESIA

Jakarta

MALAYSIA

Port Klang

AUSTRALASIA

AUSTRALIA

Brisbane

Sydney

MYANMAR

Thilawa

PAKISTAN

Karachi - West Wharf

Karachi - Keamari Groyne

SOUTH KOREA

Busan

Gwangyang

THAILAND

Laem Chabang

VIETNAM

Ba Ria Vung Tau

THE AMERICAS

ARGENTINA

Buenos Aires

BAHAMAS

Freeport

MEXICO

Ensenada

Lazaro Cardenas

Manzanillo

Veracruz

PANAMA

Balboa

Cristobal

OPINION

CONNECTING SHIPS, PORTS AND PEOPLE

By Kitack Lim, Secretary General,
International Maritime Organization (IMO)

Maritime transport plays a significant role in helping to create conditions for increased employment, prosperity and stability – key objectives in the context of the United Nations Sustainable Development Goals (SDGs).

It was from this perspective that the International Maritime Organization (IMO), the United Nations agency charged with developing global standards for safer and greener shipping, chose the World Maritime Day theme for 2017: “Connecting Ships, Ports and People”.

I was delighted to launch this theme from the Port of Felixstowe in January and to witness port operations at first hand, observing the clear link between ships and ports and the people that operate them.

Throughout the year, IMO and the wider maritime community have embraced the theme. Conferences, seminars and meetings around the globe have engaged people in wider conversations about the existing cooperation between ports, people and ships and how to maintain and enhance a safe, secure and efficient maritime transportation system.

Amongst other events, IMO hosted the International Association of Maritime Universities (IAMU) Forum for 60 high achieving young people from around the world. On World Maritime Day in late September, we invited maritime students and young professionals to discuss the interaction

between IMO Member States, ports, seafarers and ship operators and how this might be improved.

Throughout, we have underlined how IMO promotes safe, secure, environmentally sound, efficient and sustainable shipping, through the development and adoption of a global regulatory regime that embraces the highest practicable standards of maritime safety and security, efficiency of navigation and prevention and control of pollution, both marine and atmospheric, from ships.

This is backed up with an extensive programme of technical assistance and capacity building, to ensure that, once adopted, the standards can be implemented evenly and effectively. Improving standards and consistently better implementation will help drive and support sustainable shipping and play a role in supporting the UN SDGs.

We are mindful of the challenges ahead. IMO’s Marine Environment Protection Committee is pushing forward with developing a comprehensive strategy for reducing greenhouse gas emissions from ships. This will build on and complement the already adopted energy efficiency measures for international shipping and contribute to the global UN goal to address climate change.

The agenda of IMO’s Maritime Safety Committee includes future orientated items such as cyber security, e-navigation, modernization of the Global Maritime Distress and Safety System, and the rapidly emerging prospect of autonomous vessels.

The young people we have engaged with this year, future port managers, administrators, shippers and seafarers will undoubtedly need to grapple with even more innovative technological advances, whose introduction into the regulatory framework will need to be considered carefully. They will need to balance the benefits against safety and security concerns, the impact on the environment and on international trade, the potential costs to the industry and, not least, their impact on personnel, both on board and ashore.

As we have seen through the discussions surrounding our theme this year, all shipping stakeholders will play a part in the continued and sustainable development of the maritime transport system, on which billions of people rely.

In 2018, IMO will celebrate 70 years since the Convention establishing the Organization was adopted. The theme “IMO 70: Our Heritage – Better Shipping for a Better Future” will provide the opportunity to continue the conversations we have begun this year. We will be taking stock and looking back. And we will look forward, addressing current and future challenges for maritime transport. It is imperative that all stakeholders including ships, ports and people continue to work together to maintain a continued and strengthened contribution towards sustainable growth for all.



DAVE MARSHALL

INBOUND GLOBAL LOGISTICS OPERATIONS MANAGER, TESCO



- 1987: Joined **Burberrys of London** as a Shipping Clerk, learning the intricacies of moving goods to multiple locations all around the world. I rolled out a number of shipping IT systems based around the IBM platform and training our whole team.
- 2000: Moved to **French Connection (FCUK)** as Export Manager, exporting fashion goods to any location in the world by any mode possible. Fast fashion at a fast pace.
- 2007: **Janic / Keelings UK Ltd** as Transport & Logistics Manager importing fresh fruit, managing the handling and distribution of finished goods to multiple retailers across the UK, Eire & Europe. A really challenging but fun role with great people to work with.
- 2011: Became Inbound Logistics Operations Manager at **Tesco**, having the pleasure to become part of the Global Logistics team. Currently, I manage numerous carriers, freight forwarders, and the importation of any possible product held in a Tesco store from one of 65 origin locations around the world. A truly awe inspiring position.

Q&A

Q Describe your Role at Tesco
A I'm one of five members of the Tesco Global Logistics Operations team. I manage the importation and distribution of Tesco products such as fresh fruit, toys, electricals, general merchandise and clothing sourced directly from our suppliers overseas.

Q What is the Biggest Challenge of your job?
A As a business, serving customers is at the heart of everything we do, and what our customers want can change every single second! Considering the variety of products that Tesco procures, coming from every corner of the globe, this means you have to be agile and adaptive, changing how you work all of the time.

Q What do you find Most Satisfying about your role?
A Simply dealing with the biggest planes, trains and automobiles in the world, knowing I'm involved with the product being moved into our supply chain network.

Q What do you like Best about working at Tesco?
A The opportunities and challenges that get presented to you are limitless. There isn't a day that goes by where I haven't learnt something new, simply through how Tesco and the world are ever changing. You have to be resilient, but it is very rewarding.

Q Describe your Best Day at work?
A Pre-planning and executing the delivery of great quality products, when they're needed, where they're needed, at the right price.

Q Favourite film?
A Any James Bond 007 Film

Q Ideal dinner guest?
A Former President Bill Clinton

Q First record bought?
A Adam & the Ants – Ant Music.

Q Last record bought/downloaded?
A Now That's What I Call Music 98

Q Favourite book?
A Inspector Morse Series by Colin Dexter

Q Favourite meal?
A Steak & Ale Pie with Chips

Q Ideal holiday destination?
A Anywhere exotic or unusual.

A DAY IN THE LIFE...

09.00

Chair a conference call together with our logistics providers in China, India & UK to see how our expected orders to be imported are performing, understand any challenges that are cropping up and deal with them.

10.00

Catch up on emails, answering any logistics or order based query which has arisen overnight and see how to resolve them.

11.00

Get together with our departmental categories to understand the next set of product launches, any important dates or national holidays for consideration and listen to what our customers are wanting.

12.00

Analysing data taken from the variety of Tesco systems and look at our shipping volume forecasts, making any changes necessary; then communicating these to our chosen carriers.

14:00

Chair conferences with our customs clearance partners / Tesco Bengaluru hubs looking at future goods arrivals, ensuring goods are available for delivery as soon as they land in the UK or CE.

15:00

Hold a face to face meeting with one of our strategic carriers, discussing their previous month's performance and achievements, looking at any improvements they and Tesco could make to improve the supply chain for our customers.

16.00

Getting together with the wider Global Logistics team to look at the ever-changing shipping and logistics environment, discussing what is being seen from our overseas origin regions and adapting any necessary approach.

16:30

Hold a logistics training course for Tesco colleagues to understand the international supply chain better, then head off to visit one of the UK ports as part of my work to ensure everything remains efficient.

UNIQUELY PLACED TO HELP SHIPPERS

At Hutchison Logistics we are uniquely placed to help shippers make better informed decisions. Backed by Hutchison Ports, with a global network of 48 ports, we see the bigger picture and smaller details in and around each one.

**GET IN TOUCH TO SEE WHAT OUR INSIGHTS
COULD MEAN FOR YOUR BUSINESS:**

Call +44 (0) 1394 604050

Email enquiries@hutchisonlogistics.co.uk

**...OR VISIT US IN PERSON FOR AN
EXCLUSIVE PORT TOUR AT THE
PORT OF FELIXSTOWE.**