

■ [Work Starts on Felixstowe's Latest Rail Terminal](#)

■ [Low Carbon Freight Dividend](#)

■ [HPH's LoadStar Secures Supply Chains](#)



p5

Hot Wheels

High-end cars at London Thamesport



p7

Switched On

Harwich International Port charges-up for electric vehicles



p8

More trains, more choice

The Port of Felixstowe is doubling rail freight capacity



p12

Being Green

A Low Carbon Freight Dividend for smaller companies



p16

StellarTrak: In the Know

A new container security product from HPH's LoadStar

Welcome to this, the tenth edition of Hutchison Ports (UK)'s magazine *ship2shore*. Once again, we hope you will find the latest news on developments at our UK ports; the Port of Felixstowe, London Thamesport and Harwich International Port, useful, and the feature articles interesting.

2011 was a significant year for the Port of Felixstowe; the latest of a sequence that began in 1967 and continued through 1973, 1981, 1986, 1989, 1996 and 2004. Each of those years marked the completion of another phase of development that has taken the port from a small local operation to one of the world's major container ports.



The new Berths 8&9 are the newest and largest container berths, not only in the port, but anywhere in the UK. They are equipped with the world's largest container gantry cranes and are the only berths in the country capable of working the largest container ships currently on order.

We are not resting on our laurels though. 2012 will be equally momentous as we build the port's third rail terminal. The new North Rail Terminal is the first in the UK designed to handle longer, and more efficient, 30-wagon freight trains and will double the port's rail capacity. We look at the benefits this will bring in the feature on page eight.

There is constant pressure on shippers to reduce the carbon in their supply chains. The new North Rail Terminal will significantly help this but, on page 12, we also look at a new initiative from the Haven Gateway Partnership designed to encourage smaller companies to see what rail has to offer. The Low Carbon Freight Dividend provides direct financial support for SMEs using rail and will, I know, be of interest to many readers.

Finally, we have a feature on StellerTrak, the latest product from LoadStar, HPH's wholly owned cargo security division, to provide customers with 'next generation' cargo security, monitoring and asset tracking services.

I hope you enjoy the magazine.

A handwritten signature in black ink, appearing to read 'David Gledhill', written over a horizontal line.

David Gledhill
Chief Executive Officer

ship2shore

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Port of Felixstowe Gets New Rail Terminal on Track

The Port of Felixstowe held a ground-breaking ceremony on 14th March 2012 to mark the formal commencement of the new North Rail Terminal project.

Performed by Mike Penning MP, Under-Secretary of State for Transport, the ceremony was attended by a range of rail freight and local dignitaries, as well as representatives of Volker Fitzpatrick, the contractors for the development.

The new rail terminal will be the third at the UK's largest container port and is the first in the UK designed to handle 30-wagon long freight trains, capable of carrying 90 TEU (twenty foot equivalent containers). It will be equipped initially with 3 Rail Mounted Gantry cranes (RMGs) built by Liebherr, increasing to 6 RMGs when the terminal is working at full capacity.

Clemence Cheng, Managing Director of HPH Central Europe, in welcoming Mike Penning, said:

"This new rail facility is part of the port's on-going programme of expansion which will further consolidate our position as the leading gateway in the UK for deep-sea container traffic. We already move 750,000 TEU per year by rail and the new terminal will eventually more than double our capacity for intermodal traffic."

Commenting on the new development, Mike Penning MP said:

"This is a very welcome investment by Hutchison Ports in an important sector.

"It shows that rail freight continues to thrive with private sector investment through difficult economic conditions, bringing benefits to road users and the wider population as well as the customers directly served.

"Along with inland rail improvements, this investment will help to confirm the UK's attractiveness for direct calls by the biggest container ships for many years to come, benefitting the local, regional and national economies."

David Gledhill, Chief Executive Officer of Hutchison Ports (UK) Ltd, which owns the Port of Felixstowe, said:

"One of the advantages that Felixstowe has over its rivals is that we can already offer shippers and shipping companies much greater choice of destination and frequency of rail freight services than any other port in the country. We currently have 58 train movements a day into the port. These are operated by three of the country's major Railfreight operators, and

connect the port with 17 different inland terminals. The new terminal will provide users with even more choice and allow them to achieve greater carbon savings throughout the supply chain."

The scheme, which is receiving a £4.2m European grant from the Trans-European Transport Network Programme (TEN-T), follows the successful opening of the first phase of the port's latest expansion last autumn. The two new deep-water berths, Berths 8&9, have significantly increased the port's capacity to handle the world's largest container ships.

Referring to the environmental advantages of the new developments, David Gledhill added:

"What many people fail to grasp is that scale is actually very good for the environment. Felixstowe is the only port in the UK able to accommodate the next generation of container ships. These ships will have 50% less emissions than the Asia-Europe average, and the new North Rail Terminal will allow us to handle longer and more efficient freight trains.

"The scale of our operations at Felixstowe, which will eventually increase to 8 million TEU per annum with the addition of Bathside Bay, also provides the critical mass to support a wide range of coastal feeder services. Taken as a whole, the range of benefits open to HPUK customers is absolutely unique."

The Port of Felixstowe currently operates daily services to 17 inland destinations including Glasgow, Manchester, Liverpool, Leeds, Cleveland, Birmingham, Doncaster, Tilbury, Selby, Hams Hall, Wakefield, Ditton (Widnes), Birch Coppice, Scunthorpe and Bristol.



David Gledhill, Mike Penning and Clemence Cheng (l to r) at the ground-breaking ceremony



Port of Felixstowe Welcomes New Transatlantic Service

The Port of Felixstowe has welcomed a new Transatlantic service to the port. The service, which is operated by The New World Alliance Lines, serves N. Europe, the UK and a selection of US East Coast ports and Panama.

The Americas Europe Express (AEE) service is the Alliance's third transatlantic service and complements the two existing weekly services that call at the Port of Felixstowe. Amongst its many features, the service offers shippers extremely competitive Westbound transit times (of 8 days) between the Port of Felixstowe and New York.

The Alliance (APL, Hyundai Merchant Marine (HMM) and Mitsui OSK Lines (MOL)), has deployed high-reefer-capacity ships on the weekly service with an average effective capacity of 3,200 TEU. APL will supply three of the vessels deployed whilst HMM and MOL will contribute one each. Maersk Line will also take slots. For Hyundai it marks a welcome return to the Port of Felixstowe as a vessel operator.

The AEE service rotation is: Manzanillo (Panama), Charleston (US), New York (US), Rotterdam (Netherlands), Bremerhaven (Germany), Felixstowe (UK), New York (US), Charleston (US), and Manzanillo (Panama).

Hot Wheels

Doom and gloom stories have been two-a-penny in most newspapers for some time now but it is good to know some people – and businesses – continue to thrive.

Evidence of that can be seen by a growing number of high-end luxury cars being shipped through London Thamesport. Most of the cars, which include Rolls-Royces, Mercedes, Aston Martins and the occasional McLaren super car are destined mainly for customers in Asia.

Rob Ashton, Port Manager at London Thamesport, commented:

“We see a variety of routine cargoes through our warehouses but not many as valuable as these cars. However, our warehouse operatives are all highly skilled and treat every consignment with the same high standards of care.”

Calibre Auto Logistics, a leading customer at London Thamesport, commented;

‘We have been delighted with the help and assistance and professional attitude of all the staff at London Thamesport from day one – from the Terminal Manager to the very helpful crew loading our cars into containers and of course the very efficient customer services department. We do of course from time to time need additional attention for specific cars or contracts, and whenever we have had something slightly out of the ordinary, all at London Thamesport always show the highest level of interest and professionalism to deal with our requests. We consider London Thamesport to be a vital part of our operations, and we can only see the relationship growing in the future.’

London Thamesport has regular services to North America, the Mediterranean, Indian sub-continent, Asia, Africa and the Gulf Coast.



Port Workers Celebrate Safety Achievement

The Port of Felixstowe has made the annual award of the John Bubb Safety Trophy, won for the second year in a row by an operational shift.

The trophy is awarded annually to the area with the greatest reduction in accidents over the course of a year. In the past, the port's rail department and temperature-controlled examination facility have repeatedly taken the title, however following last year's trend set by the port's 'B' Shift, 'C' Shift has walked away with the award for 2011.

The members of 'C' Shift, which includes berth operators, crane drivers, internal movement vehicle drivers, and terminal managers, managed to reduce the number of reportable accidents on the shift by 64% during the year, one of the largest reductions ever seen at the port. The trophy was named after John Bubb, a former manager at the port, in honour of his support and commitment to improving safety in the port.

The trophy recognises the group demonstrating the most significant improvement in Health and Safety over the year. Whilst there is no level of accidents that the port considers acceptable, even one accident is one too many, it is encouraging to see that the continual focus on safety and raising the profile of safety in the workplace is paying off, and helping to make the port an ever safer environment to work in.

The port as a whole managed to reduce reportable accidents by 24% over the course of 2011, having previously gained the OHSAS 18001 Safety standard in 2010, confirming its commitment to the overall safety of its staff. OHSAS 18001 is an Occupational Health and Safety Assessment Series for health and safety management systems. It is intended to help organisations to control occupational health and safety risks.



New Rail Record at Port of Felixstowe

The Port of Felixstowe set a new rail record in November 2011, handling a total of 11,019 containers (16,846 TEUs) in a single week. The previous record of 10,893 units was achieved in May of the same year.

The increased volumes follow a number of track and equipment improvements made over the past three years, including a 39-metre extension of the South Rail Terminal to accommodate 22-wagon trains, a major line refurbishment of the same terminal in 2008/9, and two state-of-the-art Rail-Mounted Gantry Cranes in 2010.

The port currently operates two open-access, common-user rail terminals and is currently constructing an all-new third rail terminal. Co-financed by the European Union from the Trans-European Network budget, the new terminal will double rail capacity on the port. It will also be another first for the Port of Felixstowe; the first terminal in the UK designed and built to accommodate longer, 30-wagon, trains

Approximately one in every three of all containers that came through the port in the record-breaking week arrived or departed via rail, which is not only a huge environmental success, but also reflects the continually improving service provided by the port. The use of intermodal rail freight offers one of the best ways to make substantial carbon savings, and there are more rail services, to more inland destinations, more often, from Felixstowe than any other UK port.

In October, the Port of Felixstowe was named Business of the Year at the Rail Freight Group's annual awards for the second time in three years, and also picked up the coveted Customer Care Award.

Rail freight services at Felixstowe are offered by Freightliner, GB Railfreight and DB Schenker. Daily connections are available to and from Glasgow, Manchester, Liverpool, Leeds, Cleveland, Birmingham, Doncaster, Tilbury, Selby, Hams Hall, Wakefield, Ditton (Widnes), Birch Coppice, Scunthorpe and Bristol.

Secretary of State Sees Arrival of New Cranes at Felixstowe

The UK's Secretary of State for Transport, the Rt Hon Justine Greening MP, visited the Port of Felixstowe, the country's largest container port, in December to see it take delivery of its latest consignment of new cranes.

Whilst at the port, the Secretary of State met with senior management of the port, before a tour of the facilities. During the tour she was shown the port's new Berths 8&9 where she took the controls of one of the port's gigantic gantry cranes under the supervision of a qualified crane-driving instructor and visited the site of the new rail terminal.

The two new ship-to-shore gantry cranes and ten rubber-tyred gantry cranes (RTGs) arrived at the port on board a special heavy-lift vessel from the Zhenhua Port Machinery Company (ZPMC) of Shanghai.

The cranes will be used on the port's new Berths 8&9. The new ship-to-shore cranes are the biggest of their type in the world, capable of handling container ships with 24 containers wide on deck.

Commenting on the Secretary of State's visit and the arrival of the cranes, Clemence Cheng, Managing Director of Hutchison Port Holdings Central Europe division, said:

"We are honoured that the Secretary of State has chosen Felixstowe for her first visit to a major port. The Port of Felixstowe is uniquely located to serve the UK's deep-sea container trade and these new cranes further enhance its unique capability to do so. No other port offers the same combination of marine access, proximity to the major shipping routes, and ease of access to the whole national hinterland as Felixstowe."

Justine Greening said:

"Felixstowe has a key role to play in the life of the UK, both as a major local employer and as a gateway for over 40% of goods entering and leaving the country. This is one of the reasons our recent spending review included improvements to the A14 - one of the country's major freight arteries, and why I was delighted to see for myself the excellent work being done at the port to accommodate some of the world's biggest container ships."

With the new arrivals, there will be seven ship-to-shore cranes on Berths 8&9 and 37 in total across the port. Each of the new cranes weighs approximately 2,000 tonnes and is capable of lifting 2 containers simultaneously up to a total of 70 tonnes.



Switched on for Electric Vehicles

The Mayor of Harwich officially 'plugged-in' a new electric vehicle charging point at Harwich International Port on 17th January 2012, the first port to be included in the Source East Electric Vehicle Recharging Network.

Hutchison Ports (UK) Ltd worked with Source East, managed by Evalu8 Transport Innovations Ltd, a company owned by the University of Hertfordshire, to install the point and introduce electric vehicles into their operations. The point can also be used by the public, and links a growing number of charging points across the East of England region.

Daren Taylor, General Manager of Harwich International Port, commented:

"We are very pleased to be able to offer a charging point for electric vehicles at Harwich International. We have been testing electric cars for our own use and can confidently say there is a role for these vehicles both in fleet operations and for the public."

Keith Bevis, Managing Director of Evalu8-Transport Solutions, in charge of setting up the network, said:

"The network of charging points across the region will not only benefit the drivers, the environment and the economy, but ultimately make the ownership of an electric vehicle an easy and enjoyable experience."

The Source East network will grow to around 1200 points by March 2013.



More trains:



The Port of Felixstowe has started work on its new North Rail Terminal, a facility which will dramatically increase rail capacity at a time when logistics operators are looking for low-carbon transport options.

MORE CHOICE



Longer trains, more trains, more destinations – and much, much more to come. Felixstowe continues to lead the UK in terms of containers carried by rail, providing significant environmental benefits by reducing the number of trucks on Britain’s roads and supporting greener supply chains.

Felixstowe’s rail connections offer an unrivalled range of destinations and frequency of service that dovetail perfectly with the whole low-carbon agenda. “It is about getting goods off the road; not shaving off a few road miles here and there. And the opportunity to do that is much greater via Felixstowe than any other UK port,” said Hutchison Ports (UK) Chief Executive David Gledhill.

To put things in perspective, the number of containers transported to and from the port by scheduled freight train services currently amounts to 750,000 TEU per year. If Felixstowe’s rail terminals were a port, they would be the third largest container terminal in the UK! The port despatches 29 freight train services daily to key destinations mainly across the Midlands and North of the UK, and a 30th service is expected on the timetable soon.

Now the port is setting the scene for a substantial increase in rail capacity. Construction of the new North Rail Terminal is under way; by the end of this year, the main civil works will be complete, the first three rail-



mounted gantry (RMG) cranes will be delivered shortly thereafter, and the new terminal will be fully operational by mid-2013.

As a result, Felixstowe's annual container-to-rail capacity will increase to 1.5 million TEU per annum. Apart from enabling the port to handle more trains, the new North Rail Terminal will bring a significant advantage in that it will handle longer trains – with up to 30 wagons.

The carbon benefits of rail are clear; it's generally accepted that moving a container by rail creates about one-quarter of the carbon from the same movement by road. "But of course, even within rail the carbon output depends how well utilised the train is and how many wagons it is hauling," said Mr Gledhill. "A train with 30 wagons will generate significantly less carbon per unit than a shorter train."

So, longer trains and more of them; that fits neatly with Felixstowe's virtues in handling the world's largest ships, and more of them. Economy of scale is vital in today's

fast-moving, cost-conscious world of logistics, and Felixstowe offers that in abundance.

"We are the only port in the UK that can handle the 18,000 TEU ships under construction – and these ships will generate 50% less carbon per TEU than the current ships on the Asia-Europe services," said Mr Gledhill. "So, first we can offer a big carbon saving on the sea leg coming through Felixstowe, because we have access to the most efficient ships. Second, we can offer greater carbon savings on the landside as well – and that's on top of the savings we have made in our own carbon footprint as an operational port, through some very determined 'green' efforts."

The scale of Felixstowe's rail operations provides the critical mass so vital for logistics operators who need a realistic, frequent and reliable choice of train links.

"It is a common perception that keeping things local is good, that small is beautiful; but big is beautiful in terms of carbon, because it is scale that makes the 'green'



choices viable,” said Mr Gledhill. “You might be able to take a ship to a regional port nearer to the cargo’s destination, but that doesn’t necessarily reduce road miles. By coming into Felixstowe and using rail, you could take that container off the road altogether. Smaller, ‘local’ ports are often completely road-dependent because even if they do have the infrastructure, without scale, rail isn’t viable.

“By putting more volume through a port like Felixstowe, you open up more options as well as access. And if you miss your freight train, you don’t have to wait two days for the next one. Our size means we have 11 trains a day to the North West and 8 a day to the Midlands, so there is always a choice.”

The total investment in the new North Rail Terminal includes a grant of €5 million from the European Union’s Trans-European Networks budget. The project follows HPUK’s major investment in the refurbishment of Felixstowe’s South Rail Terminal; when the new terminal is ready, there will be a phased transfer from the existing North Rail Terminal, which will then go through its own refurbishment programme.

And what about outside the port? Network Rail has said that further investment in the Felixstowe-Nuneaton (F2N) route is a top priority in the forthcoming round of investments. Phase 2, to include signalling remodelling and double tracking schemes, would increase capacity on F2N to 56 trains per day in each direction and enable diversion of freight traffic from the North London Line and Great Eastern Main Line, easing congestion on the rail links serving London. That equates to a reduction of up to 750,000 truck movements and a saving of 100,000 tonnes of carbon a year.

“Network Rail are committed to matching our investment in the network to ensure that while we double capacity here, there is a way to get this traffic from Felixstowe into inland destinations, avoiding the congested routes in and around London,” said Mr Gledhill.

As Network Rail says: “Rail can be a cheaper, quicker and more practical and sustainable way for businesses to transport their goods around the country and beyond.”

Being 'green'



OK, so you know about the unrivalled choice of destinations and frequency of rail services offered out of the Port of Felixstowe; and you know that rail is the 'green' alternative; and you have sometimes considered trying it out but somehow never got round to it.

CAN PAY DIVIDENDS



Road transport is great. It is competitive and infinitely flexible and there is a huge choice of efficient providers but more and more businesses are keen to see what rail can offer. Many businesses, particularly small and medium-sized enterprises (SMEs) are put off by the complexities of rail; that it is something only for the 'big boys'.

But now there's a new reason why SMEs in the Haven Gateway should check out rail – a unique low-carbon project launched in March.

The £7.5 million Low Carbon Freight Dividend project, created by the Haven Gateway Partnership, is aiming to shift 30,000 containers from road to rail over the next three years. How? By offering SMEs a grant of up to 30% for moving their freight from truck to train, where

traditionally they have only used road transport.

The project has secured nearly £3 million of funding from the European Regional Development Fund, and is promising some substantial environmental benefits.

Over its three-year duration, the project is expected to remove at least 11.7 million kgs of carbon dioxide from the logistics supply chain – 7.3 million kgs in the East of England and 4.4 million kgs in the rest of the UK. The associated environmental benefits, using Defra calculations, would be nearly £3.5 million.

The Low Carbon Freight Dividend project is designed to encourage SMEs in the East of England to make important changes in their transport choices, said Project Manager Lisa Brazier.



“The carbon reduction achieved through this project will be significant within the East of England and, by taking freight off the roads, the project will deliver direct economic benefits to the region,” she said. “This is the first scheme to offer SMEs support for trying rail for the first time – an initiative that we believe will be very much welcomed by companies wanting to make more environmentally friendly choices in the current economic climate.”

The project has been welcomed by the UK’s Rail Freight Group Chairman, Lord Tony Berkeley, who said: “This is a really creative and fantastic scheme to encourage smaller firms to use rail freight for their container transport inland from the Haven ports. It will widen the interest in rail freight and demonstrate to them and their customers just how effective rail freight can be and the benefits, in time, cost and carbon reduction, that it can deliver.

“It will also demonstrate to Government and industry just how much of a contribution containers by rail can make to its target of reducing carbon emissions by 80% by 2050. I look forward to seeing a strong take-up of this imaginative scheme.”

Hutchison Ports’ Head of Corporate Affairs, Paul Davey, is chairing a special group set up to advise the project



from the industry's point of view; group members include representatives from Freightliner, DB Schenker and GB Railfreight, as well as Suffolk Chamber of Commerce.

"Any initiative that increases the use of rail is to be welcomed," said Mr Davey. "Even if just one more container per train was carried over three years, that would add up to a lot of containers and could really make a difference."

Road haulage operators should see the project as an opportunity, not a threat, he emphasised: "The road haulage industry is critical to the success of all our ports and will remain the mode of choice for most consignments. A number of the larger hauliers already take advantage of rail, however, there are a lot of hauliers out there who are SMEs who don't and the road haulage community could be one of the biggest beneficiaries of the scheme. There is great potential for haulage firms to make better use of rail to complement their core road activities."

The project will pay out a maximum £75 per container switched from road to rail, for a minimum of 14 containers; the maximum number eligible is currently set at 90 but this limit is likely to be reviewed upwards as the project progresses.

SMEs must themselves meet a number of criteria on size, location, previous state aid funding and ownership; they can check their eligibility online at www.lcfd.co.uk.

"We have worked hard to keep the process simple and streamlined; all the forms, including registration and claims, are available in electronic format on the website," said Ms Brazier. "We are keen to get companies to sign up, and we understand that people running SMEs are busy and can't spend hours on complicated application processes."

The Low Carbon Freight Dividend project will also include a series of 'Optimisation of Freight Movements' workshops, which will give advice, guidance and practical examples of how to reduce carbon emissions; a Low Carbon Transport Marketing Package, enabling SMEs to market their services as carbon-friendly, and thus attract new customers; and access to the Containerised Cargo Carbon Calculator, an online tool for comparing and contrasting cargo movement methods (road, rail and water) and the carbon emissions for each method, when moving freight to and from the Haven ports.

SMEs interested in getting involved can find out more by visiting www.lcfd.co.uk or contacting Lisa Brazier directly on 01206 713612, email lisa.brazier@haven-gateway.org.

StellarTrak:



“Knowledge is power”, English philosopher and statesman Sir Francis Bacon wrote in 1597.

He probably wasn't anticipating the complex, sophisticated, time-critical supply chains we've come to depend on more than four centuries later – but, certainly, knowledge is a powerful tool for shippers who want to manage, monitor and protect their cargoes on their journeys around the globe.



When we entrust the likes of DHL or Fedex with a parcel, we have come to expect that they control the whole end-to-end movement, using barcode scanning so that they can give status information when a parcel reaches various physical milestones along its journey .

This was the concept that first spurred John Meredith, Hutchison Port Holdings Group Managing Director, to look for the equivalent type of monitoring solution when moving containers. Then came 9/11, and HPH set out to use the same type of wireless technology to improve the security of the supply chain; for more than a decade since then, HPH has led the way in the provision of high-tech solutions for monitoring and securing containers around the world.

LoadStar, HPH's wholly owned cargo security division, was set up to offer technology and services to improve the security and effectiveness of customers' logistics, inventory and mobile assets, including offering

solutions for wirelessly monitoring shipments.

LoadStar has just unveiled StellarTrak, a web-based, on-demand system using container tags, GPS and the mobile phone network to provide customers with 'next generation' cargo security, monitoring and asset tracking services.

By logging into StellarTrak, customers can establish the precise location of their cargo, and also monitor the ongoing security and environmental status of the products inside: Has the container door been opened? Have the temperature and humidity been maintained at the right levels? Has the container been dropped or taken a knock? Has the route been changed? Is the box actually where it's meant to be?

The advantages of using StellarTrak are numerous; customers can ensure end-to-end control and product quality, reduced cargo losses and increase cargo



recovery, reduce insurance costs, and manage supply chain disruptions more effectively. The system can even be used to support customs and government security programmes.

“StellarTrak is the latest evolution in our integrated service offering,” said LoadStar Vice President of Operations, Nick Cova. “By using advanced GPS, communications, power management and cloud-computing technologies, we have created the most pervasive and cost-effective solution. But what’s really important about StellarTrak is its reliability and ease of use. We have taken all the complexity and challenge out of its deployment and offer the solution as a simple service.”

There are no upfront investments for customers, and no IT involvement is required. This really is a ‘pay as you go’ service; customers are supplied with container tags, which feed back a combination of location, security and environmental status, depending on what’s needed. “We don’t even require the user to buy the tags; we offer them on a per-use basis,” said Mr Cova. “The customer fixes a tag to the container in a matter of seconds, and we do the rest.”

LoadStar CEO Neil Smith said: “We provide our customers with a service that gives them control of their supply chain, allows them to manage by exception,

and provides them with immediate and substantial bottom line benefits. StellarTrak is ‘software as a service’, available on a ‘pay as you go’ basis, and is easy to install and use. All of this is made possible through HPH’s decade of experience using the latest wireless technologies to secure the supply chain around the globe.”

StellarTrak is predominantly in demand from freight forwarders, logistics providers, shipping lines’ logistics arms, cargo owners and security service providers, and customers can be found around the world.

“As part of HPH we are uniquely positioned to offer integrated services that combine real-time information with physical logistics services – around the globe,” said Nick Cova. “After years of market development and outreach, the logistics industry now understands how wireless shipment monitoring works and the benefits it provides. And at LoadStar we have broken through the price barrier, which is resulting in widespread and accelerating adoption.”

The launch of the new StellarTrak platform seems perfectly timed for a market that is really taking off.

www.LoadStarGlobal.com
www.StellarTrak.com



DARREN SMITH

JOB TITLE:

Port Operator

DESCRIBE YOUR ROLE AT HARWICH INTERNATIONAL PORT:

I am a member of the General Purpose Team and primarily work on general cargo, cruise and offshore vessels, but from time to time assists Ro-Ro Operations.

WHAT IS THE BIGGEST CHALLENGE OF YOUR JOB?

The biggest challenge we face is maintaining the high standards we have already set at the port and meeting the requirements of our customers.

WHAT DO YOU FIND MOST SATISFYING ABOUT YOUR ROLE?

We have a great bunch of people at the port and one of the things that gives me most satisfaction is the camaraderie of working in my team. The work here is always changing, and learning new skills to meet the requirements of the job gives me a good deal of pleasure.

WHAT DO YOU LIKE BEST ABOUT WORKING AT THE PORT?

I enjoy the variety of jobs we have to do. The day-to-day workload can vary a lot, it might involve tug driving, forklift work, climbing wind turbine towers or lashing cargo. I would not like to be in a job that was the same every day.

BEST DAY?

My best day at the port was the day I qualified to drive T3 Transporter crane, one of the large gantry cranes we have. They used to be used mainly for container handling but, in recent years, have been fitted with grabs and are used mainly for bulk cargoes.

WHAT DID YOU DO BEFORE YOUR CURRENT ROLE?

I joined Harwich International Port in September 2002 as a Port Operator, having previously been employed as a yardman and forklift driver at a builder's merchant.

Quick-Fire

FAVOURITE FILM:

Bladerunner

IDEAL DINNER GUEST:

The Hairy Bikers

FIRST RECORD BOUGHT:

Sgt Peppers Lonely Hearts Club Band (Beatles)

LAST CD BOUGHT:

Mylo Xyloto (Coldplay)

FAVOURITE BOOK:

The War of the Worlds

FAVOURITE MEAL:

Curry

IDEAL HOLIDAY DESTINATION:

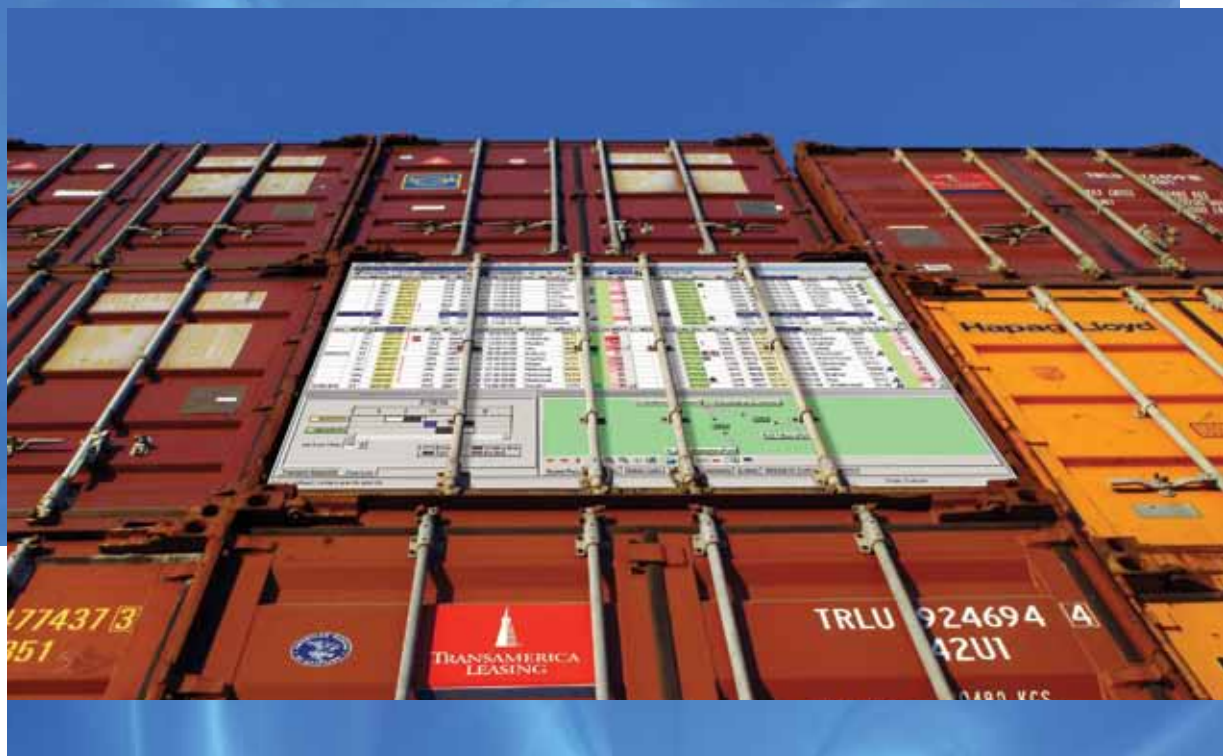
Spain

Quick-Fire

Quick-Fire

Quick-Fire

UNLOCK THE DOOR TO REAL SAVINGS



Optimise your inland container transportation and make up to 7% savings from your transport planning. In real time use PARIS to help automate your planning process and assist in the:

- **increase of import/export matching**
- **reduction of empty running**
- **optimisation of equipment restitution**
- **best use of rail (Spot and/or Contract)**
- **improved utilisation of contract vehicles**
- **centralisation and improvement in planning control**
- **automatic allocation of trips to hauliers**
- **visibility of costs and effect of decisions**

PARIS
Transport Management Solutions

To learn more about how PARIS can improve your company's efficiency and add to the bottom line contact; Andy Barker, Hutchison Ports (UK) Ltd, tel: 01223 531821 email: andy.barker@paris-tms.com



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