

# REPORT

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transport pledges

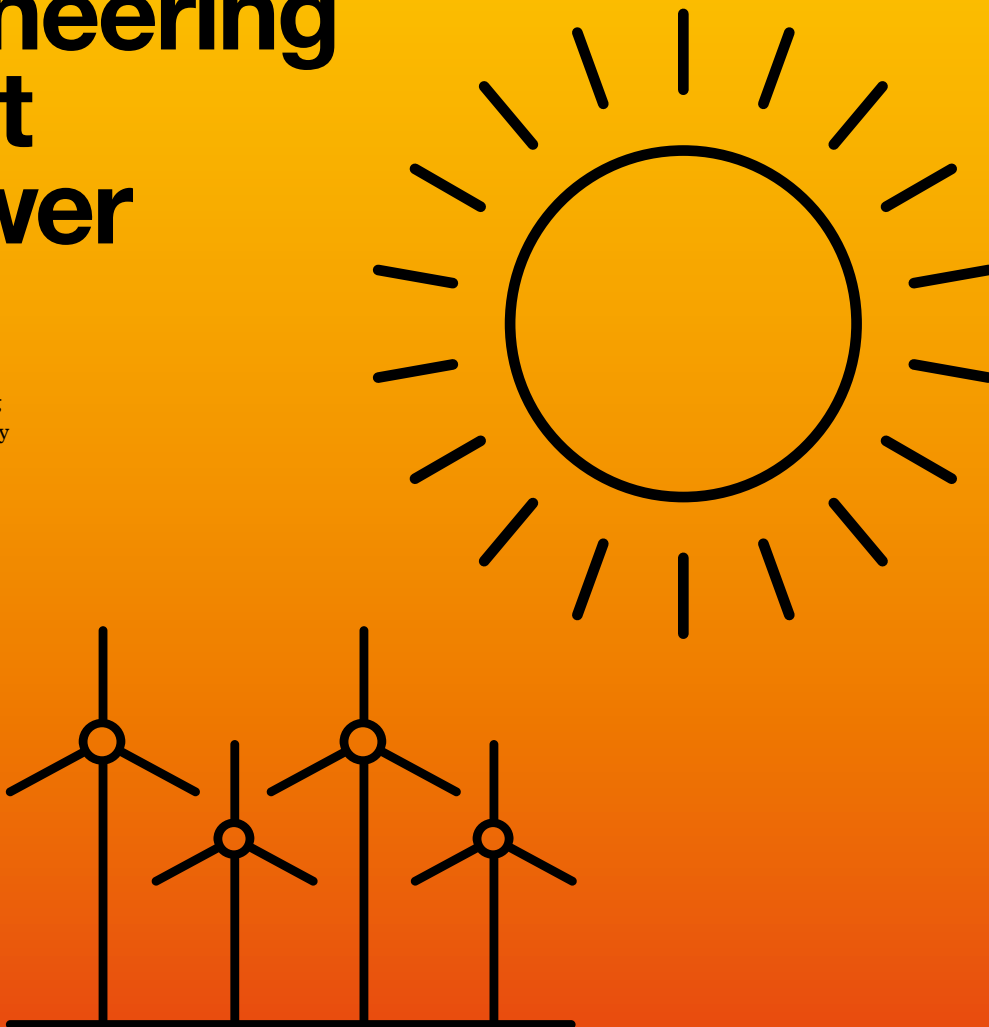
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renewable energy



In this issue

Welcome to the last edition of Report magazine in 2019, a turbulent year for UK politics and trade.

This issue opens with an article focusing on the UK's first Port Economic Partnership (PEP), led by The Department for Transport (DfT) in partnership with ABP's Port of Southampton, which will spearhead innovation by creating stronger links between ports and Government.

This, however, is not the only exciting project happening across our ports, with Wales & Short Sea Ports celebrating the coming together of a new, stronger region, and the Port of Southampton making good progress one year on from the launch of its air quality strategy.

Other powerful views in this issue include the think tank DevoConnect on regional growth strategies for the North, ultrasonics manufacturer Coltraco on future opportunities for UK international trade and Crisp Malt, a Norfolk-founded business which has used the Port of King's Lynn and has grown from strength to strength servicing the worldwide malt industry.

The importance of investing in education and skills is also emphasised in articles from the Knowledge Transfer Network (KTN) and MLA College, which focuses on how advancements in Artificial Intelligence are affecting maritime education.

Other highlights include pieces focusing on the special energy of the Humber Coastal Marathon and the vital work done by charities such as the RNLI, which we hope will provide inspiration for readers to get involved in similar worthwhile community initiatives in the New Year.



Pressiana Naydenova  
Editor Report magazine

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Partnering for growth

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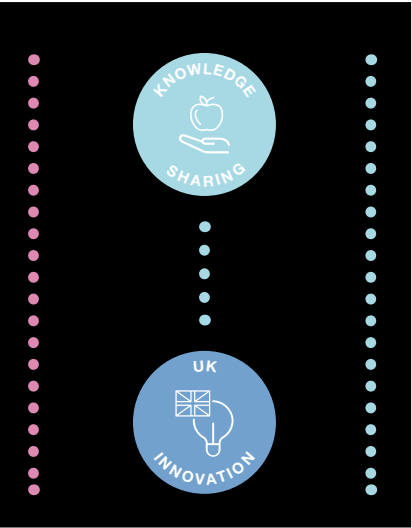
The RNLI is the charity that saves lives at sea. It doesn't matter who you are, or how you got into trouble, if you need help at sea, RNLI lifeboat volunteers will be there for you.



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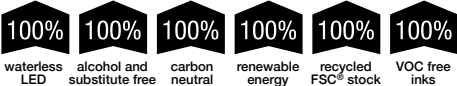
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If you would like to share your perspective on the future of trade and the maritime industry, please get in touch at [report@abports.co.uk](mailto:report@abports.co.uk)

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# Partnering for growth

# PORTS GOV

**ABP'S PORT OF  
SOUTHAMPTON  
HOSTS THE UK'S  
FIRST PORT  
ECONOMIC  
PARTNERSHIP.**

*“The Partnership will focus on ensuring that public and private sector organisations at local, regional and national levels work together to enable improved links with our global trading partners.”*

The Department for Transport (DfT), in partnership with ABP's Port of Southampton, will host the UK's first Port Economic Partnership (PEP), an innovative initiative to create stronger links between ports and Government to maximise long-term trade and economic growth. The Partnership will be launched at an event at London International Shipping Week, on board the NLV Pharos lightship.

As part of its strategy, 'Maritime 2050 – Navigating the Future', launched in January 2019, the Government outlined the creation of Port Economic Partnerships as one way of creating a strong business environment for ports to thrive, in turn boosting trade and driving the national economy.

Areas that the Partnership will focus on include leveraging the maximum benefit from public and private sector investment

and ensuring that planning processes are as efficient as possible. It is anticipated that this will better facilitate ports' investment in new freight-handling facilities and other infrastructure needed to grow trading volumes and maintain the UK's position as a leading maritime nation.

The Partnership will focus on ensuring that public and private sector organisations at local, regional and national levels work together to enable improved links with our global trading partners, ready for a post-Brexit world where the resilience of our trading hubs is more critical than ever before.

The UK's first PEP will see the Port of Southampton, the UK's number one export port and Europe's leading cruise turnaround destination, work closely with DfT to trial the concept. [1](#)





## Northern transport pledges

Gill Morris, Founder and Chief Executive of DevoConnect, a consultancy which aims to build better devolution across the UK, discusses how investment in transport infrastructure can help unlock economic growth potential across the country.

The North needs better transport. With two huge rail projects in the pipeline, HS2 and Northern Powerhouse Rail (NPR), the Government finally has a chance to put its full weight behind plans for future northern prosperity. Delivering these rail projects together, all the way, and in full, will transform the entire country's economy.

With a General Election in December, the Conservative Party has already indicated its willingness to invest in rail, connect the great cities of the North and deliver more Metro Mayor deals. If Prime Minister Johnson can secure the majority he craves in order to deliver Brexit, it seems likely that there will be a far more devolved settlement for England, and a renewed openness to large-scale infrastructure investment.

Crucially, that could also mean a renewed emphasis on the importance of northern ports to the UK economy and, alongside ports, rail freight. With so many of our major ports based in England's regions, the possibility of regional renewal led by freight investment is very real.

The Humber, for example, has the busiest port complex in the country, accounting for 23% of all goods travelling through English ports. It adds £7.6 billion GDA to the UK economy per year and supports 35,000 jobs across the North.

Already over a third of total UK rail freight is handled in the North, but with the full delivery of Northern Powerhouse Rail, connecting the northern economy

coast to coast and with North-South connections, this could surge.

Considerable private sector investment needs to be matched by substantial Government infrastructure funding, further building private sector confidence in the position of the North to lead on freight transfer by both rail and road.

*“In the next three decades northern freight will expand by a huge 50% and the UK’s road and rail network will need some serious investment to cope.”*

Regardless, however, with a climate emergency on the horizon, it is clear that rail will become more important in the years ahead. In the next three decades northern freight will expand by a huge 50% and the UK's road and rail network will need some serious investment to cope.

But funding infrastructure like this isn't just reactive, the future of the UK's prosperity post-Brexit will rely on new trading arrangements with our 'friends and partners' in Europe. That means delivering on consistent political promises

to 'rebalance the economy' and bring economic regeneration to those areas which have been 'left behind'.

What's the best way to do this? The answer is clear. Deliver on the plans that are already in place that have been specifically designed to rectify the huge 25% productivity gap between the North and the rest of the UK. That means committing to HS2 and NPR as well as upgrading existing East-West transport links to allow motorists, rail passengers, and freight to travel freely across a hugely expanded northern economic zone.

The figures are well-known but still shocking. Only 10,000 people are within an hour or less of four northern cities. If NPR is delivered this number will rise to 1.3 million. The benefits of this for the cities and towns of the North cannot be overstated. It will revolutionise the way business is done and the opportunities people can grasp. It also, crucially, links the North's major ports, powering businesses across the UK by bringing in crucial goods at hugely increased capacity.

And this investment in HS2 and NPR is doubly important because already thousands of organisations and businesses have put together detailed plans for growth, expansion, and regeneration based on delivery of these infrastructure projects. Businesses, investors, educational and other stakeholders in the public and private

sectors are making decisions based on their arrival in the region.

Ultimately, the future of the North is looking brighter. Surprising as it may be, the vote to leave the European Union has tied the Conservatives to a demanding, more working class-skewing Northern electorate. When the Party could guarantee a majority without these voters,

they were ignored. Now, however, with the country polarised like never before, it could be a Conservative Government delivering major investment in the North of England. Our job, as businesses, politicians and pressure groups with an interest and involvement in Northern areas, is to ensure that the Government is held to its promises. **I**

*“Already over a third of total UK rail freight is handled in the North, but with the full delivery of Northern Powerhouse Rail, connecting the northern economy coast to coast and with North-South connections, this could surge.”*



Image credit: SIEMENS/PA MEDIA



# Southampton air quality: 18 months on



Since releasing its Air Quality Strategy and pledging a series of commitments, the Port of Southampton has been steadily delivering against its ambitious goals, Regional Director, Alastair Welch reports.

Last year, the Port of Southampton outlined its commitment to air quality and accelerating the improvements the port and the city itself have seen in the last decade or so. As an important member of the community, we know that we have a responsibility, not just as a major employer, but also as a neighbour, to be at the forefront of these improvements and do all we can to look after our environment. We published ‘Cleaner Air for Southampton’ – our Air Quality Strategy – in July 2018, more than a year ahead of the Government’s schedule, and were one of the first UK ports to do so.



Since then, ABP has driven various improvements, delivering against our ambitious goals, to schedule.

Our network of air quality monitors at the port gives us clear, accurate information, in real time, of air quality levels; allowing us to better understand how we are performing and help guide us as to where we need to concentrate our efforts. Our readings reveal that, one year on, levels of NO<sub>2</sub> across the port are at around 30µg/m<sup>3</sup>. To put that in context, the figure is well below the UK national objective of 40µg/m<sup>3</sup>. Whilst this level is pleasing to see, we know we have to maintain it and keep pushing to make our operations as environmentally sound as possible. In our Air Quality Strategy, we presented a series of initiatives to do just that.



To help manage the emissions from HGVs at the port, we had already introduced a more efficient traffic management system to streamline HGV arrival and provided new, more efficient access to our Eastern Docks and Town Quay sites. We also continue to run our effective ‘no idling’ campaign, reminding drivers to switch off their engines when not moving.

We continued our programme to introduce electric vehicles to the port, bringing the total of ABP Southampton’s fleet of electric vehicles (EVs) to 28, and we have now rolled-out over 70 charging points across the port, encouraging colleagues and visitors to think green. The charging points can be found at all four of Southampton’s cruise terminals as well as at ABP Southampton offices. ABP will continue to progress this. We are on track to make all possible vehicles EV by the end of 2020 and we continue to explore options for vehicles where no EV version is currently viable, for example, in minibus design.

During the previous year or so, we have also worked to support partners and customers in their efforts to drive better air quality. We welcomed news that DP World, which operates Southampton’s Container Terminal, has introduced 12 new hybrid straddle carriers, which use 20% less fuel than standard straddle carriers. In addition, Solent Stevedores has also introduced 33 new electric forklift trucks, which are used for cruise operations.

In June 2019, ABP and Solent Stevedores announced the completion of an extension to their rail terminal, allowing two 645-metre container trains to be serviced simultaneously, doubling the amount of daily trains this rail terminal can handle,

from 5 to a maximum of 12, equating to an increase from 60,000 container rail freight moves per year to a potential of 180,000. As well as adding to the efficiency of the terminal, with over 25 trains from other freight rail terminals, it also means that more container traffic can be moved by rail instead of road. In using rail transportation, the Port of Southampton reduces its carbon footprint, now saving over 500,000 lorry movements every year. NO<sub>2</sub> emissions per container are 80% less by rail than road.

ABP continues to work with partners to provide better incentives and capacity for handling even more freight on the UK’s rail network.

We have also welcomed more vessels powered by Liquefied Natural Gas (LNG), which negate the oxides of nitrogen and sulphur, as well as particulate matter. Southampton customer Wallenius Wilhelmsen, which is a key Southampton operator for Ro-Ro, exporting cars to countries across the world, has docked a number of High Efficiency Ro-Ro (HERO) vessels at Southampton.

The HERO class vessels have set new benchmarks in energy efficient worldwide automotive shipping with the difference being a more efficient exhaust gas cleaning system. It removes 70% of particulate matter from the air, reducing sulphur content to less than 0.1% of exhaust emissions.

Our people also want to play their part, and ABP has encouraged port staff to cycle in to work, with the creation of a new cycle highway. In summer 2019, 550 metres of cycle highway was completed, linking Dock Gate 20 with the City SCN1 Western Cycle Freeway. As well as the cycle highway, a larger bike shed had been completed, allowing greater provision for bike storage. The shed also provides an additional area of biodiversity, as the roof was designed to be used as green space to provide habitats for wildflowers and locally pollinating insects.

Looking more widely, we continue to generate our own electricity from our on-site solar projects, which provide us with clean power to decarbonise our own supply. In 2018, we generated and

*“We are on track to make all possible vehicles EV by the end of 2020 and we continue to explore options for vehicles where no EV version is currently viable.”*

used around 1.5GWh of clean energy, which was 13.6% of all the electricity we used. Whilst this doesn’t impact local air quality per se, it makes our operations more sustainable and with some of our power now regularly coming from our own renewable sources, it helps to decarbonise the wider UK. We’ll know how we performed in 2019 at the end of the year, but early indications are very encouraging. In a similar vein, we have also continued to upgrade all our high-mast lighting to use low-power LED technology, which further reduces our reliance on the national grid.

Looking further ahead, in addition to the measures we have already implemented, we will continue to explore providing shore power for visiting vessels. Also known as ‘cold ironing’, this provision would allow certain large cruise liners to connect to our power supplies rather than run their engines or their own generators whilst they are alongside. There are financial and technological challenges to providing this kind of infrastructure and we continue to work to overcome these. We believe cold ironing could be another part of the air quality puzzle and we still hope to be the first UK port operator to progress it in 2020.

Although we have achieved a great deal in the time since we launched our air quality strategy, we know there is more to do. And ABP is committed to maintaining this momentum.

ABP Southampton’s Air Quality Strategy, ‘Cleaner Air for Southampton’, can be accessed online via the following link: [www.abports.co.uk/locations/southampton/](http://www.abports.co.uk/locations/southampton/) 

*“In using rail transportation, the Port of Southampton reduces its carbon footprint. NO<sub>2</sub> emissions per container are 80% less by rail than road.”*



# Ultrasonics manufacturer on exporting excellence

Carl Stephen Patrick Hunter OBE, a Professor-in-Practice at Durham Business School and the CEO of Coltraco Ultrasonics, a British ultrasonic technology manufacturer, outlines why the UK's trade future on the international scene looks promising with the help of successful governmental campaigns, such as Exporting is GREAT.

# EXPORTING



Image credit: Frame from 'Coltraco Ultrasonics wins the Queens Award For Enterprise' video / Coltraco Ultrasonics

There is far greater prospect that EU Exit provides than we might think. Whilst it has of course created uncertainty and at times confusion, the opportunity to grow our national exports has never been higher. It is a time for greater collaboration between trade associations and governmental departments that endeavour to support and increase UK trade.

For the first time in our 900-year parliamentary history we have an export strategy which establishes that the UK is experiencing the highest exports of any period in our history (last year £647 billion). However, it exposes that only 8.8% of UK companies export at all. There are 5.5 million companies in the UK, suggesting that the entire UK export success is managed by less than 500,000 companies. It identifies 400,000 companies which believe they have something to export but do not do so,

somewhat indicating we could double our exports if they did.

Greater exporting holds the prospect of generating "new money" for the UK. Evidence suggests that those UK companies which export – are 20% more efficient than those which do not. Exposure to a greater array of competitive forces makes this so and this is something we must begin to champion. The Government's 'Exporting is GREAT' campaign is the single most successful cross-departmental marketing campaign in British Government history. It is why our peer competitor nations are seeking to replicate it!

Whether you are a new, intermediate or advanced exporter, one way to grow your exports is to register your company and your capabilities on the GREAT website. Another is to acquaint [▶](#)

# THERE IS MORE TO EXCITE THAN TO CONCERN US WITH EU EXIT



yourself with UK Export Finance, the world's oldest national credit agency, it's mission being to finance any trade that is exportable, with up to 80% of the value guaranteed by UK sovereign guarantee. Today it is even available in foreign currency.

There is more to excite than to concern us with EU Exit. For those EU Free Trade Agreements with non-EU countries, 63% of them have already secured "roll-over" status by DIT's Trade Policy Directorate.

Churchill said that the UK's place in the world was determined by our relationships with the USA, the Commonwealth and Europe. The PM's Philadelphia Speech in 2017 added a fourth region– the Rest of the World. We must look beyond the EU, and balance its importance in relative terms to how we trade elsewhere. The USA is by far our single largest national trade and investment partner, accounting for 17% of UK trade overseas, and the reason why a free trade deal with the USA is a government priority. The 53 nations in the Commonwealth comprise nearly

a third of the global population, and we must harness the growth of the rest of the world, from Brazil to Indonesia, which are fast-becoming the future G8 of the current G20. According to the IMF, 90% of world economic growth will occur outside the EU. So even had we remained in the EU it would be a timely moment to look outside it for exporting opportunities.

Yet, none of this is to diminish the importance of exporting to the EU. But can any existing exporter suggest that the reason for their EU exporting success is not because of anything other than being "cheaper, better, faster" than their competitors? This is the old American salesman's mantra. It should become ours too.

We are at a time of history like no other. Our world is certainly complex but we are much more than a departing EU member. We are the world's fifth largest economy; the world's second most capable military; one of only five declared nuclear powers with a submarine-based deterrent; one of only five permanent members of the UN

*“According to the IMF, 90% of world economic growth will occur outside the EU. So even had we remained in the EU it would be a timely moment to look outside it for exporting opportunities.”*



Security Council. From having the second largest concentration of diplomatic presence globally through to the use of English Common Law; from the USA through to the Commonwealth, at the centre of global time itself with GMT, we have so much to look forward to.

The UK is one of the world leaders in education and has made it a national policy objective to eradicate modern slavery at sea. If you compare the 18th century shipping routes to the undersea network of submarine cables that carry our internet network today there is a remarkable correlation and the reason why the UK has the second largest concentration of data centres outside the USA. Comprising 1% of the world's population, the UK is a remarkable country generating nearly 15% of global research and manufacturing 17% of every aircraft flying over London too.

These are just some of the reasons why countries across the world are seeking to learn from systems that work successfully in the UK and provide the strategic backdrop within which UK companies can export with success. Whether this is your beginning or your moment to expand, I wish you all success as you begin your new export journey.

#### More about the author

Carl Stephen Patrick Hunter OBE is a Professor-in-Practice at Durham Business School and the CEO of Coltraco Ultrasonics, a high-exporting manufacturer exporting 89% of its output to 110 countries – 40% to Asia, 15% EU, 10% Middle East, 17% to the USA and the balance to Africa and S America. Carl is a DIT Export Champion, a Decision-Making Panel Member of the Bank of England and a Commonwealth Business Mentor. Formerly a Greenjacket Officer in the British Army, Carl has travelled to over 30 countries annually for 25 years developing his company's export position. 



# RNLI: SAVING LIVES AT SEA



The RNLI is the charity that saves lives at sea. It doesn't matter who you are, or how you got into trouble, if you need help at sea, RNLI lifeboat volunteers will be there for you. The RNLI provides a 24-hour search and rescue service around the UK and Ireland. In 2018 alone, crews launched over 8,900 times and helped over 9,400 people.

Most RNLI volunteer crew members don't have a nautical background, so they receive world-class training from the charity, which gives them the vital skills to save lives, as well as confidence in each other and their lifesaving equipment. Crews get the best kit, lifeboats, equipment and facilities the RNLI can provide.

On the beach, every second counts, which is why since 2001 the RNLI has also operated seasonal lifeguard patrols at beaches around the UK and Channel Islands. Highly trained and equipped,

**"In 2018 alone, crews launched over 8,900 times and helped over 9,400 people."**

RNLI lifeguards spot danger as it develops and respond instantly. They also provide safety advice and a reassuring presence on the beach. Last year, RNLI lifeguards responded to over 19,400 incidents and helped over 32,200 people.


While the RNLI helps thousands of people, tragically, around 150 people still drown accidentally in UK and Irish waters every year. Through drowning prevention work and campaigning, the RNLI aims to halve this number by 2024.

It's not just these shores the RNLI is keeping safe. Globally, around 360,000 people drown every year. The RNLI is helping other lifesaving organisations to tackle drowning in their own countries. Through work such as supporting lifeguard training in Bangladesh and implementing children's swim-survival lessons in Tanzania, the RNLI and its partners are putting lifesaving into the hands of local communities.

## How you can help/get involved

As a registered charity independent from government, the RNLI relies on the generosity of the public to fund its lifesaving work.

One-off donations, RNLI membership, online shopping and gifts in wills can all make a lifesaving difference. Six out of ten lifeboat launches are funded entirely by legacies.

To find out more, visit [RNLI.org](https://www.rnli.org) 

**"Last year, RNLI lifeguards responded to over 19,400 incidents and helped over 32,200 people."**





# Moving malt via the Port of Kings Lynn

Bob King, Group Commercial Director at Crisp Malt, discusses how the Norfolk-founded business has used the Port of King’s Lynn and has grown from strength to strength servicing the worldwide malt industry.

Crisp Malt is the 10th largest malting company in the world, with malting plants in UK, Germany and Poland supplying high-quality malt to brewers and distillers across the globe. Crisp Malt is a privately owned business that will in 2020 celebrate 150 years of manufacturing malt. The business was founded at Great Ryburgh in Norfolk, growing to have malt houses across Norfolk before expanding in the 1980s with new plants at Ditchingham in Suffolk and the construction of their first plant at Portgordon, Buckie, Scotland, which supplies the Scotch whisky industry. Further expansion within the UK in the 1990s and 2000s through a mixture of construction and acquisition brought total capacity to 245,000mt of malt (produced from 300,00mt of malting barley). The acquisition in 2015 of malting plants in Hamburg in Germany and Bydgoszcz in Poland has increased production capacity to 435,000mt (540,000mt malting barley). Today, Crisp Malt’s portfolio of customers covers the whole spectrum of the brewing industry from craft brewers in more than 40 countries around the world through traditional English ale brewers and on to the international brewing groups. In the whisky industry, Crisp Malt is recognised as a significant and important supplier to distilleries large and small in Scotland and nowadays in many other countries where there are fast growing distilling industries. Malt is also

an ingredient in many well-known food brands, for which Crisp Malt produces a range of products, not only barley malt but also using wheat, rye and oats.

As part of our extensive logistics operations, Crisp Malt have been a long-term user of the Port of Kings Lynn, moving malt and malting barley between our various production facilities and to a lesser degree direct to customers. In recent years activity in Kings Lynn had been focused at the silo in the Bentinck dock which had been operated for many years by Agrylink under a lease from ABP. When the lease was surrendered, the silo was closed and as a result Crisp Malt had to make other arrangements for shipments, particularly for malt produced at our largest plant, Great Ryburgh in Norfolk (20 miles from Kings Lynn). Earlier this year, we were pleased to learn from ABP that they had committed substantial capital in modernising the silo with a view to offering Crisp Malt and other port users an alternative and improved loading proposition. On the 10th and 11th October, Crisp Malt loaded our first vessel under the auspices of ABP. 3,000mt of Laureate malting barley collected from farms across Norfolk was tested for quality at the ABP on-site laboratory before being loaded on to the MV Kuper for shipment to the Crisp Malt plant in Hamburg, Germany. Going forward, this collaboration is likely to further help the regional economy grow. 

*“Supplying high-quality malt to brewers and distillers across the globe, Crisp Malt is a privately owned business that will in 2020 celebrate 150 years of manufacturing malt.”*





# ABP Humber Half Marathon and 5K: for veterans and new starters alike



Having joined ABP’s corporate communications team on the Humber relatively recently, Charli Parkin, reflects on the thrill of organising the ABP Humber Half Marathon and 5K for the first time and what it felt like to be part of the race.

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Over 2000 runners took to the streets of Cleethorpes on Sunday 15th September, to enjoy the ABP Humber Half Marathon and 5K for its third year in a row. To help create a fun and safe race day ABP worked closely with the race directors, Tape2Tape.

The course boasts fantastic views of North East Lincolnshire, with a finish line at Cleethorpes Pier. Runners come from all corners of the country to attend the event, and finish with a t-shirt, medal and a 99 ice cream.

One of the biggest reasons we take pride in sponsoring this event is that the race includes so many opportunities to support the community. Around 350 volunteers gave up their Sunday morning to come along and help make it a success. The race also gave opportunities to local budding photography students and other young people who took on various race crew roles – including the Grimsby and Cleethorpes Sea Cadets.

The medal this year, in keeping with the seaside finish, was designed as an ice cream, which was something that was well received by the runners.

There is a lot of community spirit associated with the event, so we ran a competition for local children to submit designs for the finishers’ t-shirt. It went out across our website, social media channels and in local press. We received some great creative responses and the winner was nine-year-old Maddielynn from Grimsby. Maddielynn’s design incorporated the finish line, with a Cleethorpes backdrop. Our designer was inspired by the design and brought it to life, creating the final artwork ready to be printed on all the t-shirts.

Feedback regarding the medal and t-shirt was very positive and our social media channels were flooded with photos of proud runners wearing them, and t-shirts have been spotted in the local area ever since.

On the day of the race, the area was a hive of activity, with supporters coming out in their hundreds to wave and cheer runners on.

Part of the fabulous atmosphere was boosted by the entertainment available at the race, which included stilt walkers and local singers and bands. Spectators and runners alike had the chance to enjoy



an afternoon to the tunes of Cleethorpes Brass Band, Japanese drum group Humber Taiko and other vocalists.

All runners were offered ice creams, which were sourced from local Cleethorpes traders who all reported a boost in business for the day – a great example of how the race helped local businesses. It was also reported that local hotels and B&Bs were fully booked by runners and their families enjoying the seaside town.

Both races were officially opened by Regional Humber Director Simon Bird who said a few words to inspire the runners. He and his wife Lucia were also there at the finishing line to support the runners and hand out well-deserved medals.

This year the 5K route saw the breaking of a British Record by Lynne Higgins, of Wolds Veteran Runners Club, for category 65 plus female, with a time of 20 minutes and 2 seconds.

This fantastic achievement will be recognised by other runners and will be a great coup for the race in years to come.

The event prides itself on the support it gives to local charities and community

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“Around 350 volunteers gave up their Sunday morning to come along and help make it a success.”

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groups. This year it generated £3,300 to support local organisations.

As part as the ongoing partnership with the RNLI, the race donated £750 to the local group.

And a total value of £2,750 worth of free entries were given away to members of charities and community groups, enabling them to raise their own funds on the back of the race.

Just some of the charities and community groups who supported the event were RNLI, Operation Christmas Child, Grimsby Rotary, Blue Light Brigade, YMCA, Grimsby Air Cadets, Grimsby Sea Cadets, Grimsby Gymnastics, several Scout groups and the Cleethorpes & District Swimming Club. As a proud Cleethorpes resident, I love being able to walk from my house to the start line and feel the streets bustling with excitement. I was lucky enough this year to run with my sister, who had never run a race before. We had been training in the summer, doing local routes and building our confidences for the day. With just a year between her becoming a mother for the second time and running the race, the achievement was huge. It was also a goal for her to step back into fitness. The 5K route is so accessible for new runners, and it’s really appealing to be able to say: “Been there, done that, got the t-shirt (literally).”

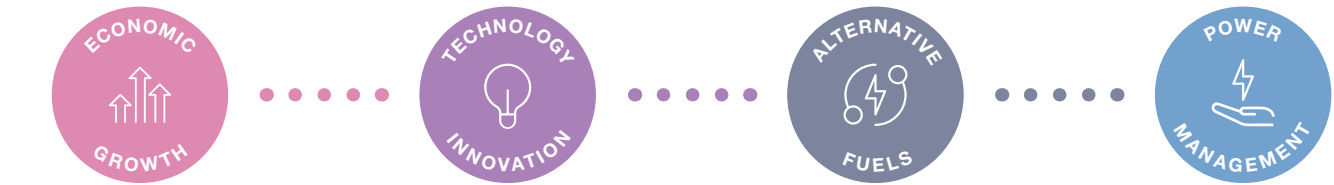
I would recommend this race to running veterans as well as those just starting out. It’s such a fantastic event to close the summer season in sunny Cleethorpes. 



# Delivering economic growth through knowledge transfer



Louise Jones PhD, Knowledge Transfer Manager Energy Systems, introduces the Knowledge Transfer Network (KTN), established to help deliver economic growth for the UK through knowledge sharing and innovation.



As the network partner of Innovate UK, the Knowledge Transfer Network (KTN) helps businesses get the best out of creativity, ideas and the latest discoveries, to strengthen the UK economy and improve people's lives. Our cross-sectoral approach is invaluable in ensuring relevant communities are aware of opportunities and potential benefits.

We understand the innovation landscape and the importance of industry pull as well as technology push to create success. The breadth of sectoral knowledge at KTN allows our experts to identify opportunities for organisations in sectors they may otherwise not have discovered. This is particularly true in areas such as the maritime industry which spans a number of sectors – KTN currently has active projects within the transport, energy and position, navigation and timing (PNT) sectors.

In March 2019 the KTN, together with BMT, under the auspices of Maritime UK's Technology and Innovation Group, held

a workshop to explore the challenges arising from the Maritime 2050 Strategy. The outputs are to be used as a basis for developing an agenda from which a co-ordinated and prioritised innovation programme could be developed for MarRI-UK, as the vehicle for taking forward the national maritime research agenda.

One of the key themes to emerge from the workshop was the environment, covering emissions, alternative fuels and propulsion systems, power management, ballast and waste water, biofouling and noise. Another key theme was skills and training. Given increased automation, digitisation, data analytics and artificial intelligence (AI), there is considerable urgency in identifying future skill needs, putting in place appropriate training and having a pipeline of inspired people with skills at all levels.

Collaboration across all sectors of the diverse marine and maritime sphere to achieve efficiencies and remain a global

presence was also a key theme. In particular, the sharing of data, information and knowledge was seen as key, covering environmental technologies, business models, skills and training programmes, data standards and management.

Security, safety and resilience also stood out as an area of focus, as it is particularly associated with increased automation, digitisation and data management, but also focuses on the human element, removing them from danger in the harsh maritime environment, enabled by automation, simulations and AR/VR. Given the fast pace of technological change, regulation was seen as important in order to underpin safety and resilience.

Autonomy, information and digital themes were also central to the discussions as they are seen as potential solutions to the other issues raised. For example, reducing environmental impact, helping to alleviate the skills gap, or take the human out of the loop. However, as noted, they



bring their own issues of, for example, security and the need for training. Lastly, it was established that ports, as gateways between sea and land and a focus for collaborative activities, need to become more efficient in their operations and decrease their environmental impact.

A second maritime project that is being supported by the KTN is MarRiNav (Maritime Resilience and Integrity of Navigation), a project exploring in-depth maritime requirements for resilience and integrity in position, navigation and timing (PNT). MarRiNav is a European Space Agency project run in partnership with a consortium of organisations led by NLA International which comprises KTN, the General Lighthouse Authority, the University of Nottingham, University College London, Taylor Airey, Terrafix and London Economics.

The project aims to explore the vulnerabilities of global navigation satellite systems (GNSS) as a PNT solution in the modern maritime environment. A key element of this project is engagement with stakeholder groups from industry and academia. KTN is facilitating this stakeholder engagement via meetings, workshops and a report accessible on the KTN website summarises the findings from the first workshop held in May 2019.


A further exciting project is KTN-innovation eXchange (KTN-iX) which is an online platform that promotes innovation transfer,

matching real industry challenges from large businesses to companies, often from other sectors, who can provide novel solutions to those challenges.

There are new challenges arriving on stream frequently. These are divided into three broad areas – Offshore Wind Innovation Exchange (OWiX), Energy Systems Innovation Exchange (EnSiX) and Nuclear Innovation Exchange (NUiX). The solution to these challenges could come from diverse sectors; and the transfer of skills and knowledge from other sectors is a key driver for the platform. To date, the platform has received challenges from organisations such as ABP, Sellafield, GE Renewable Energy and ORE Catapult.

*“One of the key themes to emerge from the workshop was the environment, covering emissions, alternative fuels and propulsion systems, power management, ballast and waste water, biofouling and noise.”*

KTN is adept at spotting where opportunities for our networks lie. Our role as the network partner for Innovate UK ensures we are fully involved in funding competitions and aware of the sectors that could benefit. We are also a key delivery partner for the Industrial Strategy Challenge Fund and we run Innovate UK's international Global Expert Missions.

Our website, [www.ktn-uk.org](http://www.ktn-uk.org), explains more about what we do and also provides the opportunity for those interested in different sectors to sign up to newsletters to receive regular updates. 



# Mapping the future through education

Dr Başak Akdemir, Chief Executive of MLA College, discusses her experience of working at the intersection of the maritime industry and education, focusing on how advancements in artificial intelligence are affecting both sectors.

I consider myself very fortunate as I work in two sectors that have a profound effect on people's lives: the maritime industry and education. The maritime industry is the backbone of global trade – 50% of the world population would die from hunger and the other 50% from cold without the essential role played by maritime transport in sustaining the global economy. Education, on the other hand, maps the future of nations. Achieving this through a global education institute enables us to reach thousands of students.

BAU Global is an education institution which comprises more than 200,000 students, with 300 K-12 schools, language schools, a boarding school and online high school, a private career college in Canada and six universities on four continents.

Located in Plymouth, Britain's Ocean City, MLA College is the newest member of the BAU Global family. The College offers higher education with our degree awarding partners University of Plymouth and Plymouth Marjon University, concentrating on maritime education both at undergraduate and postgraduate levels. Our online education platform enables our students to continue their education wherever they reside around the world, even when offshore onboard vessels, or on offshore platforms.

Today, one of the biggest challenges in education is university industry collaboration. At MLA College, we are very proud and fortunate to be a part of the



Institute of Marine Engineering Science & Technology (ImarEST), which enables us to be at the centre of the industry given ImarEST is the international professional body and learned society for all maritime professionals. Working closely with the industry allows us to follow the current changes, challenges and trends and adapt our courses to suit the requirements of a dynamic and rapidly evolving sector. MLA College is expanding rapidly, developing new programmes with all our academic partners as we apply for our own degree awarding powers with the independent regulator of higher education in England.

One characteristic of the maritime and education industries is that they are both very traditional, yet both are also in a state of flux as they respond to the rapid advancement of technology and artificial intelligence (AI). Advancements in AI are transforming the logistics industry, allowing faster delivery at lower costs. Machine learning and neural networks help us to better forecast the fluctuating shipping markets. Sensors, speech recognition and cloud-based routing systems are becoming industry norms. Automation is rapidly increasing. Unmanned ships are on the horizon and have the potential to revolutionise the sector by reducing the level of human error associated

with navigation and by moderating the environmental impact connected with shipping generally.

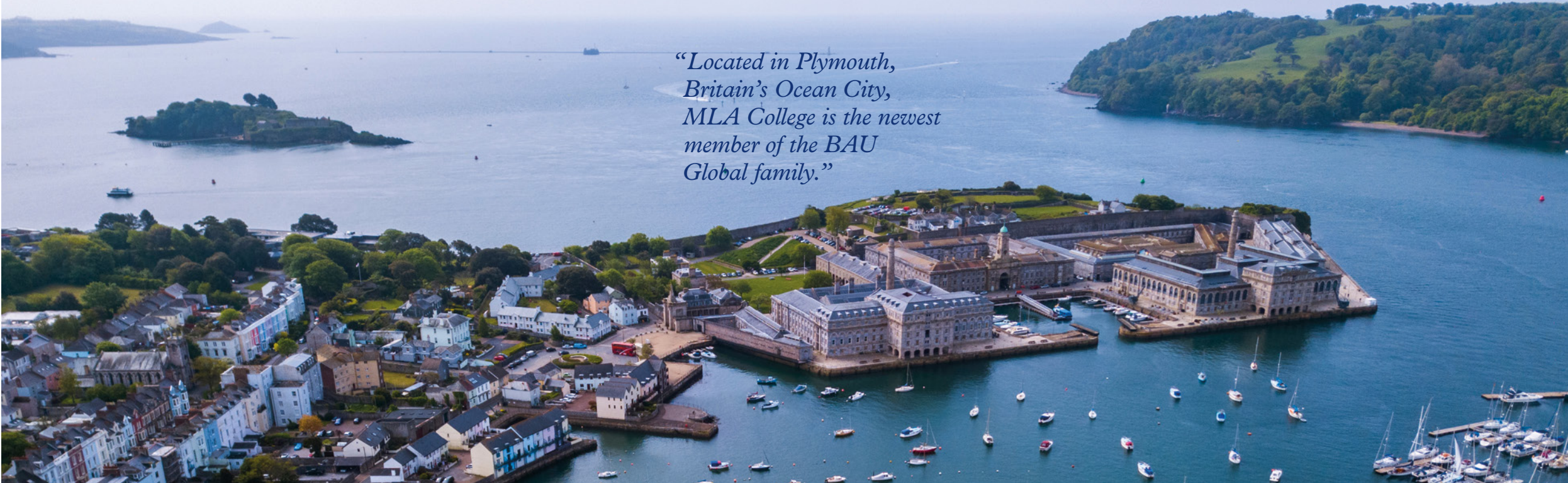
The advancement of AI also allows more personalised education, not only with online education but also in the classroom, by supporting personalised, self-directed learning. AI in education improves the quality of learning by providing students with additional learning materials and tailor-made content attending their weaknesses. AI can help to reduce the administrative workload placed upon hard-working teachers, allowing more quality time to be spent guiding and supporting future generations. Gamification and VR-based learning is also advancing rapidly and MLA College is well-placed to continue to provide cutting-edge educational solutions by making use of these exciting new tools.

We are on the cusp of a technological revolution. What may be seen by some as being lifted from the pages of science fiction is increasingly becoming commercial reality. The maritime and education sectors need to adapt and respond to this quickly by providing solutions tailored to the requirements of the global economy. The implementation of unmanned and autonomous shipping should not be seen as a threat but an

opportunity to evolve and grow. It is worth considering that whilst unmanned tugboats are increasingly being operated today, there is still the requirement for logistical support and personnel onshore to ensure operational success. From the perspective of education, we need to adapt curriculums so that we have more creative and lifelong learners better prepared to meet the needs of a society that becomes increasingly reliant on AI.

Technologically enhanced learning is already a common feature found throughout the global education community and will only become more prevalent in the future. Online distance learning, such as that provided by MLA College, has already embraced technology to help reduce barriers to entry into higher education and will continue to take advantage of all that it provides. In utilising the experience and support offered by being a part of the BAU Global family, MLA College is perfectly placed to maintain delivery of its award-winning higher education to all those wishing to embrace the challenge brought by the unstoppable march of technological improvement. **R**

*“Located in Plymouth, Britain’s Ocean City, MLA College is the newest member of the BAU Global family.”*





# United and stronger than ever – ABP's Wales & Short Sea Ports region



Wales & Short Sea Ports has become a new region for ABP following a reorganisation. Kate Pearce speaks to the division’s director Andrew Harston about the opportunities this presents for the future.

With 16 ports covering 5,400 acres of port estate already handling 20 million tonnes of cargo each year, Wales & Short Sea Ports represents a sizeable part of ABP’s business.

Director Andrew Harston is enjoying the opportunity to share his vision for how the new region will operate.

Until the reorganisation this summer, ABP had four divisions: The Humber, Southampton, South Wales & Short Sea Ports.

By bringing together Wales and the Short Sea Ports, Andrew is confident that customers will receive an even better service, with improved efficiencies.

“In terms of the 16 ports that comprise the new region, Port Talbot, Newport and Cardiff represent three of our largest operating centres.

“I see Wales being at the heart of what we do and, to use a rugby term, we will be packing the Short Sea Ports capabilities around it to create a ‘hub and spoke’ structure.

“We have always enjoyed a good relationship with the Welsh Government and we will look to strengthen those existing links,” said Andrew, who is celebrating 36 years in the port sector, having started his career as an ABP management trainee in 1983.

The five Welsh ports are Cardiff, Barry, Newport, Port Talbot and Swansea.

*“Yara is a major fertiliser importer and recently expanded its operations to include the Port of Garston, while at the same time continuing its work at Immingham on the Humber and other ABP regions, including Ayr and Swansea.”*

The 11 Short Sea Ports are Barrow, Fleetwood, Garston, Ayr, Ipswich, Kings Lynn, Plymouth, Lowestoft, Sillloth, Teignmouth and Troon.

Together, the 600 ABP colleagues across the new region's 16 ports comfortably handle almost every conceivable sector, including agribulks, construction, containers, cruise, bulk, energy, forest products, liquid bulks, rail freight, offshore wind, project cargo, Ro-Ro, ferries, steel and other metals. By bringing the new region together, ABP is encouraging regional experience and expertise to be better shared across its network, allowing an even more consistent approach to best practice.

The main focus for the reorganisation is to better serve existing and new customers.

Already, Andrew and his team have identified 11 existing customers who use ports within both Wales & Short Sea Ports and they are working to increase efficiency and further improve the customer experience, not just within the new region, but also working with ABP’s other major operations such as Southampton and the Humber.

“Yara is a major fertiliser importer and recently expanded its operations to include the Port of Garston, while at the same time continuing its work at Immingham on the Humber and other ABP regions, including Ayr and Swansea.

“So up until now they have been dealing with Wales & Short Sea Ports with different contracts and separate teams.”

But enhancing services for existing customers is only part of the story. Andrew is also excited by future prospects, as the combination of the expertise, facilities and locations from across the new region also creates the opportunity to grow the customer base.

“My vision for Wales & Short Sea Ports is that the sum of the parts is greater than the individual ports. Together we have much more scope to grow,” he said.

We have got 13 ports on the West Coast within the new region and that is the greatest spread of any port operator in the UK.

Our new region spans the distance from Troon in Scotland to Teignmouth in Devon,

which is 450 miles, and the distance from Swansea to Lowestoft, which is the UK’s most easterly port. This, together with our great connections to key road and rail infrastructure, gives us a multitude of options for our customers to import or export to and from important industrial regions within the UK, with ABP as the ‘one stop shop’.

A major advantage the Wales & Short Sea Ports division has is the amount of space they can offer customers.

“We are looking to identify manufacturing and process production businesses that would benefit from having a location close to the quayside.

“With the removal of the Severn Bridge tolls, Newport has the potential to attract businesses that want to be on the quayside but with good road access into England and more direct routes into the West Midlands.

“Following Brexit, as we develop trade agreements with the rest of the world,

we will be looking at businesses who are wanting to invest in the UK. We have the land that will allow them to bring in raw materials for manufacturing and distribution in the UK,” he said.

As well as ensuring optimal use of port land for commercial use, ABP is also looking at opportunities to breathe new life into regions across the UK.

“We will be looking at places like Fleetwood, which has witnessed the decline of the fishing industry, parts of Barry and the Island site in Ipswich, to look at creating new purposes for these locations.

“We are a substantial landholder and we need to look at how we can sensibly and sustainably develop these areas to encourage growth, new skills and more high tech activity. There are opportunities for plastic recycling and water renewable energy generation operations to be developed in these areas between now and 2050. We’re working hard to explore these possibilities,” he said.

But with his region spanning so much of the UK, is Andrew worried about the shoe leather?

“In the old days, I might have been,” he laughs, “but the distance between our ports in this division is absolutely no challenge at all these days. My team and I will of course visit our operations regularly, but we already use video conferencing and other communications technologies. Those advances make the best use of our time and allow us to still maintain that effective close contact,” he said, “so my cobbler isn’t going to get a lot more business from me, sadly.”

*“We have got 13 ports on the West Coast within the new region and that is the greatest spread of any port operator in the UK.”*



# NEWSWRAP

*Bite-sized, all the latest news highlights from ABP*



## ABP AND PETERSON UK CELEBRATE 100TH VESSEL AT PORT OF LOWESTOFT

ABP and Peterson UK, a major logistics and service provider to the offshore energy industry, have recently celebrated the 100th vessel handled at the Port of Lowestoft in East Anglia as part of their ongoing business partnership.

To mark the occasion, members of Peterson’s team were invited to meet with ABP’s CEO Henrik Pedersen and ABP colleagues in central London, where they were presented with an original painting created by renowned local artist, Stuart Roy.

*“ABP organised a beach clean at Pipers Vale beach in Ipswich, which saw the participation of 40 people as part of the nationwide Great British Beach Clean initiative.”*



## ABP CALLS ON ALL UK TECHNOLOGY COMPANIES TO DRIVE INNOVATION

In October, ABP partnered with the Knowledge Transfer Network (KTN) to run the EnSiX Challenge Competition, which invites UK businesses to provide innovative solutions to help boost efficiency and sustainability. KTN is the network partner for Innovate UK, part of UK Research and Innovation, a non-departmental public body funded by a grant-in-aid from the UK Government.

## PORT OF SOUTHAMPTON INVESTS IN QUAYSIDE

In November, The Port of Southampton announced the beginning of a further phase of a £4.3 million investment to maximise quayside space to ensure the world’s largest ships can continue to call at the port. This project is part of an ongoing programme of investment in infrastructure and quayside facilities to ensure the port keeps Britain trading.

## ABP JOINS GREAT BRITISH BEACH CLEAN

In September, ABP organised a beach clean at Pipers Vale beach in Ipswich, which saw the participation of 40 people as part of the nationwide Great British Beach Clean initiative. Over 40 bags of rubbish, weighing around 250kg in total were collected, making a significant difference to the local environment.



*“The Port of Ipswich welcomed a floating storytelling museum, Noah’s Ark, which will be based at Orwell Quay.”*



**NOAH’S ARK  
VISIT TO IPSWICH  
TESTAMENT TO ABP  
EXPERTISE**

In November, the Port of Ipswich welcomed a floating storytelling museum, Noah’s Ark, which will be based at Orwell Quay for three months and will be open to members of the public. By visiting the Dutch vessel in the lead up to Christmas, members of the community would be able to learn more about legendary Biblical stories, in a cultural and educational celebration of the Old and New Testaments.

**ABP EXTENDS TITLE  
SPONSORSHIP OF  
SOUTHAMPTON  
MARATHON**

In October, the Port of Southampton confirmed that it will be extending its title sponsorship of the ABP Southampton Marathon for a further four years, taking its support of the event to a total of 10 years. Alongside the event sponsorship, ABP also funds the MileMaker volunteers who play such a vital role in the race. Local community groups receive support of £250 per group for their various activities.

**ABP TO ESTABLISH  
NEW ‘IT HUB’ AT  
THE PORT OF  
CARDIFF**

In the same month, ABP announced the establishment of a new ‘IT hub’ at the Port of Cardiff, which will provide information technology services for its business and customers. The significant investment by ABP is expected to create a number of new jobs in service and infrastructure support, project management, development and analytics, building on ABP’s existing IT team based in the region.

An estate with a view



**NEW HEAD OF  
PROPERTY FOR  
WALES & SHORT  
SEA PORTS**

In September, Helen Thomas joined ABP as Head of Property for Wales & Short Sea Ports, based in Cardiff. Prior to ABP, Helen worked as Head of Property for Cardiff Council where she implemented several new property strategies to drive efficiencies and commercial activity. This included managing an investment estate of around 500 leases. Before this, she built up a wealth of experience with organisations including the Government of Bermuda, Lambert Smith Hampton and Cooke and Arkwright.

**PORT OF BARROW  
CELEBRATES NEW  
COMMERCIAL  
AGREEMENT WITH  
ORSTED**

In September 2019, ABP completed the lease and commercial agreement for new Orsted O&M facilities in Barrow covering a total area of 3.71 acres. The total anticipated income to ABP over the six-year term (including the build-out period) will be in the region of £1.75 million.

**PROPERTY TEAM  
WELCOMES NEW  
JUNIOR MEMBERS**

This autumn, ABP recruited two new junior members as part of its property team including a new graduate surveyor, Luke South, who is based in Southampton and Apprentice Estates Surveyor, Samuel Collins, who is based in Ipswich. This is yet another example of ABP’s commitment to supporting career opportunities for young people and attracting them to the maritime industry.



# ABP at the party conferences

This party conference season, events such as the legal battle over the prorogation of parliament and subsequent recall of MPs during the traditional conference recess failed to overshadow the Labour and Conservative parties’ annual conferences in Brighton and Manchester.

ABP returned to the party conferences to host a series of events and meetings with ministers, MPs, councillors and delegates from across the country. The now famous ABP Sea Shanty receptions attracted record numbers for what have become some of the most popular events on the conference programme. At the Labour Party Conference, guests enjoyed great hospitality and traditional sea shanties from the Roaring Trowmen at Riddle & Finns on the Brighton seafront. The following

week, ABP Chief Commercial Officer Julian Walker and Maritime Minister Nusrat Ghani MP welcomed guests to the Albert Square Chophouse in Manchester and explained how ABP’s ports are keeping Britain trading at an important time for the maritime sector. The event was also a fitting farewell to ABP’s Head of Corporate Affairs David Leighton, whose passion for all things maritime provided the inspiration for the original sea shanty reception in 2014.

ABP was pleased to once again partner with DevoConnect to host The Big Transport Debate at conference fringe meetings in Brighton and Manchester. At the Labour event, ABP’s Dafydd Williams made the case for increased investment in infrastructure to unlock the huge potential of the Humber ports to support further economic growth and increase jobs in the region. At a well-attended event at Conservative Conference the following week, Transport Secretary Grant Shapps MP set out the government’s plans for record levels of transport infrastructure investment to support regional growth across the country. Improving transport connections, especially in terms of freight rail, emerged as a common theme on the panel which included representatives from Transport for the North and Midlands Connect. Both events generated important debates on the future of transport policy and the issues that will be priorities for government in the year ahead.



*“The government’s policy to grow trade through freeports was also welcomed by the panel.”*

International trade was in focus at the Conservative Party Conference as ABP joined Business Minister Nadim Zahawi MP at an event organised by Prospect magazine to discuss how the UK can become a global exporting powerhouse. The Minister argued that the UK was already a world leader in exports and emphasised the Government’s commitment to leaving the EU with a deal that would ensure that continued. The discussion highlighted some of the UK’s existing strengths, as well as some of the opportunities for expanding its manufacturing base and increasing international trade. The central role of ports and the maritime sector in delivering the shared ambition to increase exports was a key theme throughout the discussion. ABP highlighted the need to improve connectivity by investing in road and rail links to ports as an important step towards achieving this objective. The government’s policy to grow trade through freeports was also welcomed by the panel. ABP called for a ‘trade first’ review to deliver a bolder vision



for trade and ensure policy alignment across government departments and policy areas. The panellists recognised the challenges created by ongoing Brexit uncertainty but were keen to stress the opportunities ahead. Ranil Jayawardena, MP for North East Hampshire and member of the International Trade Committee, argued that business readiness for Brexit was increasing rapidly and that most firms now had contingencies in place to ensure the continued free flow of trade. Richard

Graham, the MP and member of the Exiting the European Union Committee, spoke confidently of the opportunities for exporters and the strength of the UK’s international reputation for products and services. The maritime sector was also top of the agenda as Maritime UK hosted their inaugural Maritime Receptions. Shadow Transport Secretary Andy McDonald MP and Shadow Skills Minister Gordon Marsden MP addressed The Maritime Reception at Labour Party Conference in Brighton. Both speakers recognised the importance of the maritime sector in supporting regional economic regeneration and promised to work with the sector to strengthen the UK’s role as a leading maritime nation. The challenges of decarbonisation, regional connectivity and skills were identified as priorities for Labour Party transport policy. Transport Secretary Grant Shapps MP and Maritime Minister Nusrat Ghani MP addressed guests at the Maritime Reception at Conservative Conference in Manchester, championing the success of UK maritime and promising to further support the sector’s success through the delivery of the Maritime 2050 strategy.

As the political parties prepared hit the election campaign trail, the conference season provided an opportune moment to remind political leaders and decision makers of the vital role of the nation’s ports in keeping Britain trading. 





# An update from Westminster



Voters head to the polls in a bid to break the Brexit deadlock.

The year ended much as it had begun, with impassioned debates over the Brexit process! The autumn months were dominated by high political drama with a series of headline-grabbing political events, such as the prorogation of parliament leading to a legal challenge in the courts, the recall of MPs to the House and the first Saturday sitting of the House of Commons in almost 40 years. The Government was thwarted in its goal of leaving the EU by the end of October and was forced to seek an extension until the 31st of January under the terms of the Benn Act. Despite successfully renegotiating the terms of the Withdrawal Agreement, which passed the House of Commons at the second reading, the Government was forced to seek a general election having failed to secure enough support in parliament for its proposed timetable (with parliamentarians demanding more time to scrutinise the legislation). With the possibility of a no-deal exit removed for the time being, the opposition changed tack and paved the way for the first December election since 1923.

The political parties were quick to lay out their plans for steering the country through the Brexit impasse, with policies ranging from no deal to no Brexit (through the revocation of Article 50). The Conservative Party proposals centred on delivering Brexit on the terms of the renegotiated Withdrawal Agreement, which would

enable the UK to leave the EU in January with a transition period until the end of 2020. The Political Declaration outlines the potential terms of a future Free Trade Agreement in which tariff-free trade is maintained but customs and regulatory divergence allows the UK to pursue an independent trade policy. Under the new agreement, Northern Ireland will leave the EU along with the rest of the UK. However, Northern Ireland will remain more closely aligned with EU rules and there will be some customs checks on goods passing through from Great Britain into Northern Ireland from the end of the transition period.

During the negotiations the Government continued to work with industry to prepare for EU exit under a range of circumstances. HMRC announced that all VAT-registered UK companies had been automatically set up with EORI numbers, ensuring UK businesses will be able to continue moving goods in and out of the EU in the event of a no-deal Brexit. The Department for Transport allocated £10 million to 16 ports in England through the Port Infrastructure Resilience and Connectivity competition, to support the delivery of resilience infrastructure upgrades. The department also announced contracts resulting from the Freight Capacity Framework that will help ensure vital medicines continue to enter the UK after Brexit, with Brittany Ferries, DFDS, P&O and Stena Line ready

to deliver capacity equivalent to thousands of HGVs.

The ports industry continued to prepare for leaving the EU by ensuring the infrastructure and processes are in place to keep trade moving. ABP worked closely with a range of advisors and partners, including HMRC, Vartan, Port of Zeebrugge and the British Exporters Association, to deliver a 'Get Set for Brexit' roadshow at key locations across the country: Ayr, Barrow, Southampton, Swansea, Newport, Ipswich, Birmingham and the Humber. In September and October, ABP also hosted further meetings of the UK Trade Resilience Forum to discuss the latest preparations for a no-deal exit. Representatives from across the supply chain in the UK, European ports, and officials from key government departments attended the meeting along with Brexit Secretary Stephen Barclay MP.

The Government set out much of its agenda in the Queen's Speech in October, with the promise to spread the benefits of economic growth to all regions of the UK through the implementation of a National Infrastructure Strategy. The speech focused on revamping the country's digital, transport and energy infrastructure, including a proposal for rail reform. There was also the announcement of £75 million of government funding for Northern Powerhouse Rail. These policies



*“The ports industry continued to prepare for leaving the EU by ensuring the infrastructure and processes are in place to keep trade moving.”*

were later included in the Conservative manifesto, along with a commitment to freeports policy.

In September, the maritime sector was in the spotlight for reasons other than Brexit, as global maritime leaders gathered in the capital for a series of events taking place across the city during London International Shipping Week. ABP was proud to work with Maritime UK and partners across industry and government to support several events during the week, including the prestigious Welcoming Reception at Banqueting House and the Women's International Shipping and Trade Association conference and reception at City Hall. In addition to serving as an excellent showcase for the UK's maritime sector, the week provides a unique platform for leading voices from across the sector to discuss global challenges and opportunities, ranging from climate change and sustainability to the future of trade and innovation.

Shipping Week also set the scene for the launch of the first Port Economic Partnership, an initiative between the Port of Southampton and the Department for Transport to further enhance the port's role in driving trade and economic growth in the Solent and beyond. The partnership was launched at an event on the Thames with speeches from ABP and Maritime Minister Nusrat Ghani MP. A roundtable meeting with the Minister and key local stakeholders was held at the port in the weeks following the launch to identify priorities and next steps for the partnership.

Looking ahead to 2020, it's clear that continued collaboration between government and industry will be essential as the UK seeks to define a new framework for trade and cooperation with partners in Europe and beyond. ■

A day in the life...

The customer’s champion

Three months into the role of Chief Commercial Officer, ABP’s Julian Walker talks to Report’s Andrew Dunn about his new mission to help ABP grow and keep Britain trading.

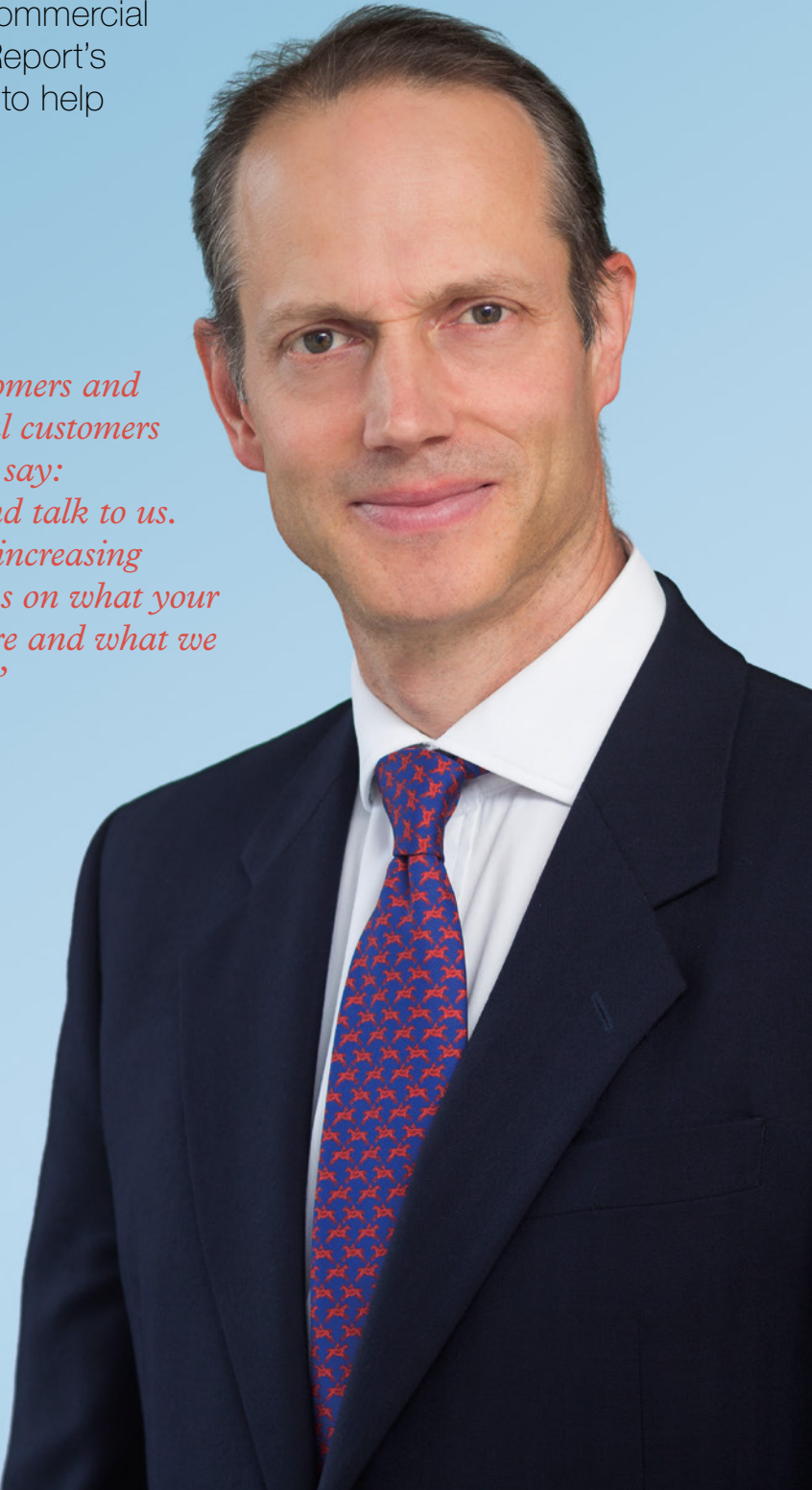
Julian Walker joined ABP as Chief Commercial Officer in September 2019, with a remit to further improve its offering to customers and to execute a commercial strategy to grow ABP, anticipating the future demands for port infrastructure. Following a successful career in maritime and logistics, he clearly knows his way around a port.

“I’ve worked in ports pretty much all my life in one form or another,” Julian begins, “I grew up doing a lot of sailing and remember sailing past major ports and was fascinated by the activity. It hit home to me that ports link global trade, sparking my interest and, from that moment onwards, I’ve always wanted to work in this industry.”

From a first summer job as a youngster working with Powell Duffryn in Felixstowe, Julian embarked on a career in shipbroking. He then entered the ports and logistics industry full-time with P&O Ports, later DP World, working in Sydney and Brisbane before returning to the UK as Head of Operations at the container terminal in Southampton. He then spent a number of years overseas both with Euroports and more recently Impala Terminals. His work has taken him across the world, having lived and worked in Australia, Africa, South America and mainland Europe.

In his previous position, Julian ran operations for Cory Riverside Energy, the London-based energy-from-waste business, right back here, in the UK.

*“To customers and potential customers I would say: come and talk to us. We are increasing our focus on what your needs are and what we can do.”*



Close up

**Where were you born?**  
Colchester, Essex.

**Where is home?**  
Between Romsey and Salisbury, on what they call in Australia a ‘hobby’ farm. We have about 30 Welsh Mountain sheep and various other four-legged animals such as horses. Lambing season is always interesting. My wife and three children do most of the work looking after the animals, mercifully!

**Favourite sport?**  
I love all sports, but I am a Southampton FC fan – I am a Saint. I do as much sport as I can. I still sail a lot and seem to accumulate boats. We’re only 40 minutes from the coast. We also like skiing as a family. We lived in Switzerland for a few years and were incredibly fortunate to be able to ski at weekends and in the holidays.

**What makes you laugh?**  
Fawlty Towers, ‘Allo ‘Allo. Blackadder just never gets old, does it?

**How do you relax?**  
Being at home with the family. We are very lucky to live in rural Hampshire and therefore the countryside is beautiful and quiet! I also spend a lot of my weekends standing on touchlines, like a lot of people I guess, living vicariously through my children doing sports.

**What music do you listen to?**  
I love music so what I’m listening to changes week to week. I keep coming back to the Killers, but I’m open to most things that are good.

**What are you currently reading?**  
I’m reading a book on Genghis Kahn and Kublai Kahn at the moment.

**What’s your favourite movie?**  
I love all the Bond films, my favourite was For Your Eyes Only, from when I was a kid. Also, along with most people probably, I love The Shawshank Redemption.

**Do you ‘do’ art?**  
I love sculpture. The creativity and expression in sculpture is very tangible and powerful.

So why the shift to ABP?

“Being in the industry, I’ve always known about ABP and been aware of the strengths ABP has. With 21 ports across the nation, ABP plays a critical role in the UK economy, ensuring the UK has access to global trade. To join a relatively new executive team in these exciting times is very motivating and I wanted to be part of it.” He added, “We have a real opportunity to build on the strong foundation ABP has because of its people and its portfolio.”

From his wealth of experience across the maritime industry, Julian brings with him some core beliefs which are aligned closely with those of ABP and these common values played a large part in his decision to join the company. “The things that are really important to me are safety, which is paramount, and the will to drive constant improvement in everything that we do. The executive team here is 100% behind those beliefs.”

He added, “We need to be open to challenge, both to get the best out of each other as well as ensuring we are providing the best environment for our customers

to grow. The company is full of excellent people at all levels and that’s key. But to be the best we can be, we have to make sure we all stick to this philosophy of constant personal and professional improvement. We must all challenge ourselves daily to ask ourselves how we can do this more efficiently, how we can do this better.”

But there are other values he looks for in a corporate culture, which he believes also directly affect commercial success.

“It’s perhaps a cliché,” Julian says, but he is a true believer in the sentiment that character should not just be measured by how individuals succeed, but how they react to failure. “That is a quality I look for in myself and try to encourage it in everyone I work with and even at home. It’s about learning from failure and not letting that stop you striving for what you want to achieve.”

But in the right culture, inspiration doesn’t just come from the leadership. “I’ve had the pleasure of working with many brilliant people from many different backgrounds across the world and there is huge value in diversity of perspective. I have been inspired by individuals at all levels in the organisations

*“We must all challenge ourselves daily to ask ourselves how we can do this more efficiently, how we can do this better.”*

I have worked in, not just those at the top. Inspiration and motivation can come in many different forms or actions.”

The focus on constant improvement, Julian believes, not only impacts the company internally, but brings benefits for ABP’s growing customer base.

We have to build on our customer-focused approach to how we run our business. If our customers are successful, we’ll be successful.


“There are a number of examples where we have taken a creative and flexible approach to servicing customers and we have been rewarded with stronger relationships that are mutually beneficial.”

And he has a clear message for the market: “To customers and potential customers I would say: come and talk to us. We are increasing our focus on what your needs are and what we can do to add greater value to your and your customers’ businesses.”

As part of this commitment, ABP is implementing a series of measures to engage with its customers to further enhance its service offering. Going out and speaking to customers and looking for honest feedback, Julian believes, is crucial to getting the customer experience right.

“The key thing I’ve learned over my career is to keep things simple. There are simple principles which guide good customer experiences. These are all around keeping the primary focus on what we can do to help their businesses grow.”

And although ABP will be looking at ways to improve its offering to customers, Julian doesn’t think the DNA of the company will alter significantly.

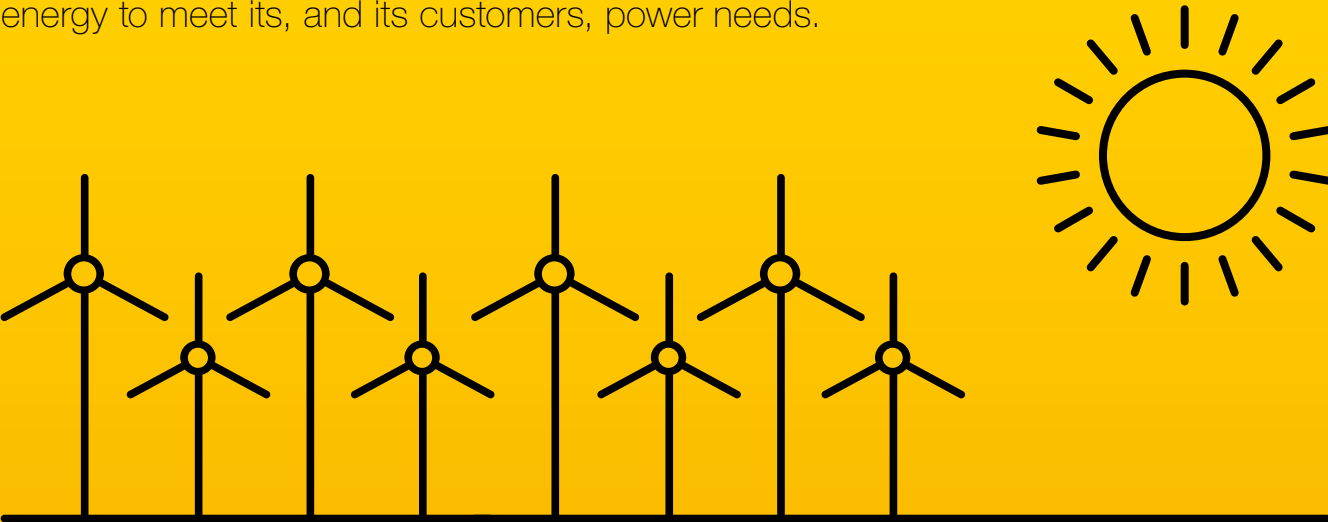
“Essential values around safety and efficiency will not change. The heart of what we do will not change. We are here to Keep Britain Trading, that is why we exist and we will continue to hold that principle dear, as a core belief.” 



# View from the bridge: our renewables journey

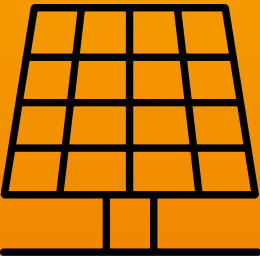


ABP's Head of Environment, Alan Tinline, on how Britain's biggest port operator is using renewable energy to meet its, and its customers, power needs.



In 2011, Associated British Ports embarked on an ambitious and ongoing project to roll out renewable energy schemes across our 21 ports. The first step was a 10kWp (kilowatt hours peak) solar array which was installed at the Port of Fleetwood.

Since then, the business has steadily increased capacity across the entire group. Today, 16 of our 21 ports have renewable schemes on-site, generating a large amount of power for us and our customers' operations. Now, we are pleased to say that 12.2% of all the electricity ABP uses – almost an eighth – we generate ourselves from our own wind and solar projects.



These range from wind turbines in South Wales to solar farms on ABP land and, more recently, rooftop solar arrays, which put functional areas, previously just used to keep the elements out, to excellent use as power generation surfaces.

The total installed solar capacity across ABP is currently 15MWp (megawatts peak) with a further 5MW of wind turbine capacity. There is a further 6MWp of solar planned to be installed in 2019 and another 2.6MWp planned for 2020. Currently we have about 55,500 solar cells across the business – or about 90,000m² of solar panels or, in newspaper language, 12.5 football pitches. This already makes us one of the largest private corporate producers of renewable energy in the UK. By the end of 2020, we expect to have around 90,000 solar cells in operation, covering a combined area of around 146,000m², or about 20 football pitches.

The price per megawatt hour (MWh) of solar has reduced dramatically in recent times, even during the eight years that ABP has been involved. The cost for solar

*“We are pleased to say that 12.2% of all the electricity ABP uses – almost an eighth – we generate ourselves from our own wind and solar projects.”*

has reduced from around £130 per MWh to under £100, a reduction of more than 20% in four years and this is projected to fall to around £70/MWh by 2030. So for businesses, it really doesn't have to cost the earth to help save the Earth.

My personal view is that Government feed-in tariffs made industry look at the potential of renewables and started businesses off on this path. Whether the level of financial incentive remained the same or not, we certainly saw, and still see, the benefits of using renewables, as once we installed it and saw it working, it has embedded into our thinking and future growth planning. ▶

2011

10 KWP

First solar array project, 10kWp (kilowatt hours peak) capacity, completes at the Port of Fleetwood

2015

3.6 GWH

£5m solar project opens, Port of Barry, generates 3.6GWh in its first year

2016

3 TURBINES

£2m wind turbine investment in Swansea, taking the number of wind turbines in South Wales to three

2018

4.5 MW

One of the UK's largest rooftop arrays goes live at the Port of Immingham. Over 30,000m² in area, the array totals 4.5MW, enough to power almost 750 homes, saving around 1,500 tonnes of CO²e per annum. Wins 'Best Rooftop Solar Installation of the Year' at the Solar Portal Awards

2018

220 MWH

£250,000 solar farm, comprising 960 solar panels on the northern side of Marshall Dock, Port of Silloth, generating 220MWh

2018

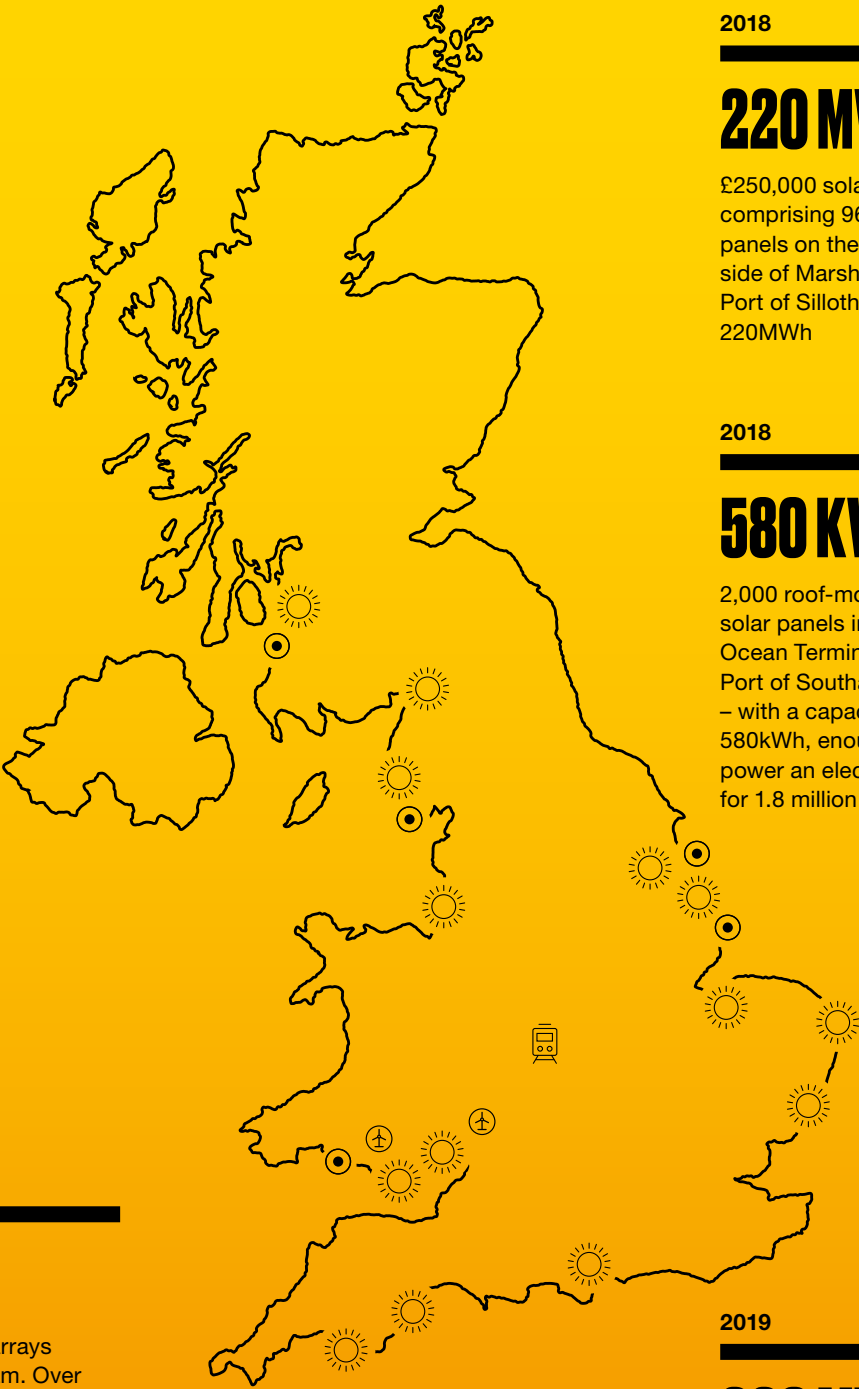
580 KWH

2,000 roof-mounted solar panels installed on Ocean Terminal in the Port of Southampton – with a capacity of 580kWh, enough to power an electric car for 1.8 million miles

2019

220 MWH

Port of Goole gets four rooftop solar arrays, comprising 4,341 solar panels, producing 1.1MW of power, enough at peak to cover the energy requirements of the entire port and its operations, reducing CO²e by over 450,000kg per year



- Solar power
- Wind power
- Hams Hall Rail Terminal
- ABP port

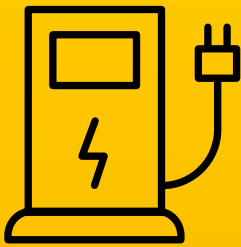
The incentives in the industry really were the kick-start for businesses to consider this course of action, and we took it from there.

The benefits for us are profound. Last year, we made around 19GWh of renewable energy across our business. To put it in context, that is enough to power around 4,750 average UK homes for a year. We used about 9.25GWh ourselves for our port operations, such as powering electric vehicles, which we have rolled out in Southampton, Ipswich, King's Lynn, Lowestoft and Barrow. We also have hybrid cranes in our business now, but really, our renewable energy is used for pretty much anything that requires electricity.

We estimate that the renewable energy that ABP generated last year reduced the UK's carbon footprint by 5,400 tonnes of CO<sub>2</sub>e. The amount we used ourselves reduced our carbon footprint by around 2,600 tonnes of CO<sub>2</sub>e and, in turn, we were able to help our customers and the larger supply chain to reduce their footprints too.

Our customers and port tenants used around 3GWh for their purposes, and the rest, around 7GWh, we exported into the national grid, which helps to decarbonise the UK supply, albeit on a small scale at the moment.

*“But it’s not just about reducing the carbon footprint for business. Using renewables drives our operational efficiencies and reduces our own energy costs. Added to that is the independence of supply, which brings added resilience to port operations.”*



Of course, we would love to use all of the renewable power we generate, but like wider industry, one of the issues we all face is that renewables create energy often when we don't need it. For example, solar output peaks at midday, when perhaps people are at lunch, and wind makes power 24 hours a day, even at night, when we are often not operating. Energy storage is the piece of the puzzle that we are all looking to solve. Perhaps that is batteries, perhaps that is hydrogen. We are looking to UK tech to help us find financially viable answers to a few of these questions. Our Port of Goole, for example, could be totally self-sufficient in terms of renewable energy were it not for this link between generation and usage.

ABP has a good deal of land around its ports, but moreover, we have a lot of warehouses, sheds, workshops, covered terminals and so on. So roof-mounted solar arrays are a 'no brainer' for us and in Custom Solar, we have found a great partner who helps us to install and maintain.

Wind provides more useful power, and in greater amounts. For example, around 52% of all our renewable energy comes from just three wind turbines across two ports in South Wales (Newport and Swansea).

We have been concentrating on solar at the moment as it's easier and more cost-effective to install across the Port Estate, primarily making great use of roof spaces. Solar also doesn't have moving parts, so maintaining them is often a simple case of keeping them clean. With wind turbines, the main barrier to installation across the estate is that the planning laws are very difficult to navigate and are often too big a hurdle to getting them installed.

If planning laws were to become more accommodating of wind projects – and we are only talking about small-scale turbines here, not the vast arrays you see offshore, and on port estates, not in residential areas – then I believe more people would install wind for all the benefits I've just outlined.

One thing we have learned in our renewables journey is the importance of considering renewables in forward planning. It is easy enough for us to retrofit rooftop solar arrays, but true efficiency and cost-effectiveness come from 'designing them in' to new builds. Indeed, any new building projects we consider now have renewable energy and energy efficiency 'baked in' to them.

But it's not just about reducing the carbon footprint for business. Using renewables drives our operational efficiencies and reduces our own energy costs. Added to that is the independence of supply, which brings added resilience to port operations. While our investment in on-site renewable generation directly reduces the GHG (greenhouse gas) intensity of our business, it also allows us to look at new technologies to decarbonise plant and equipment by using renewable electricity, and directly reduces embodied GHGs of products in the supply chain using ABP ports.

As the UK strives toward a net zero carbon target by 2050, we are doing all that we can to make our port operations as renewable as possible and, as ABP is a leading player supporting customers in the offshore wind sector, we are applying a little bit of that industry's philosophy to our own business. We are serious about a renewable future for port power. 

**Proud of our people**  
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