

PARTNERLINK

moving forward together



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PARTNERLINK NEWSLETTER SUMMER 2016

In this edition we find out how the now annual Partnerlink Golf Day played out. We also have updates to share, including partnerwide fuel and cost savings, AKWGL's George Richards and his trip to Georgia, as well as news of SWAIN winning gold...again. Don't miss out on Viamaster and GL Central's new route news on page 5.

If you have any articles you would like published in the next newsletter, please send them to john.davidson@partnerlink.ltd.uk

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Message from John Davidson



Welcome to the first of hopefully many Partnerlink Newsletters. Having circulated a UK only version in soft format to a favourable response (thanks to the editorial skills of John G Russell's Marketing Manager, Emily Harper!), we have decided to go to print for this extended version, so that you can place them strategically in your reception areas. We will happily arrange translations for those who would like them. Thanks to all those who sent in articles for inclusion. If your article wasn't included in this edition don't worry; we are intending to run another version towards the end of the year (pending acceptable feedback on this one!). We are delighted that so many of our European partners have included articles for our first edition, giving it a truly international flavour. There is a definite sub-theme to this edition, with an emphasis on the efforts our industry is making to try to encourage young people to embark on a career in logistics. If any of our U.K partners think this is a problem confined to the U.K., then the articles on the IRTU conference in Tbilisi and the efforts being made by our friends Alberti e Santi in Italy surely dispel that misconception. Finally, a big thanks to Emily for making such an excellent job of putting this together and I promise your invoice will be paid promptly(ish), Mr. Russell!

Best Wishes,

John

important dates

- The next Partnerlink European meeting will be in Cortemaggiore on September 23rd / 24th
- The next Operations Meeting in the UK will also be in September, either week commencing September 12th or week commencing September 26th.

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PARTNERLINK GOLF DAY

The Forest of Arden was the latest setting for this year's Partnerlink Golf Day.

WITH TEA/COFFEE and a bacon roll on arrival and a three-course dinner at the end of the day, the participants were suitably refreshed throughout the day. Unfortunately, the date chosen March 6th, coincided with Mothering Sunday, which probably had an adverse affect on the numbers attending. So much for hardened transport professionals who are clearly frightened of upsetting mummy!! In the end, we had twenty hackers on the course (some of the time!) split into five teams of four. The event was brilliantly organized by Viamaster's Chris Milner, whom we sincerely thank for the time and effort he put into staging the day. Teams representing Wyvern Cargo, Knights of Old / Parkers, AKW Global, Lockwood and Viamaster competed for the Dean Whitbread trophy,

named in honour of one of the most popular and respected operators amongst us, who sadly passed away last January. It was perhaps most fitting that the first winners were Dean's colleagues at Wyvern Cargo. Keeping the silverware in Poole - the individual trophy winner was Simon Sparrowhawk, who also scooped the prize for longest drive. Chris Milner broke the South Coast's stranglehold on the winner's rostrum with his trophy for "Nearest the Pin". It is to be hoped that even more partners can field teams next year, especially as Partnerlink has promised to maintain its contribution to the day.



Fuel and Cost Savings

AFTER AT LEAST FIVE years of trying to find ways in which Partners could use the combined purchasing power of Partnerlink to try to reduce costs incurred in buying everything from uniforms to insurance and stationery, it looks as if we have finally made the breakthrough. Stephen Madden, Group Fleet Engineer at John G Russell has been spearheading the drive to reduce fuel and tyre costs. Whilst the project originally started out as a Russell Group initiative, it quickly became apparent that there was nothing to prevent other Partners benefitting from being part of a bigger buying entity. (With a current

combined turnover of just over £400m, Partnerlink should indeed be capable of commanding extremely competitive prices in a variety of markets). Having established an



extremely thorough tender process, in which most, if not all of the market leaders participated, John G Russell chose Good Year to supply tyres (and tyre services) to the group and Greenergy to supply fuel.

Initial indications are that the annual savings to the Russell Group are already exceeding the initially forecasted figures.

With such early positive feedback on the savings these initiatives can deliver, we have already begun to look at other equally attractive targets, such as spare parts and their management and also combined truck purchasing". Watch this space...

useful numbers

A E Parker Ltd 01243 783 319
AKW Global Logistics 0161 873 7355
Caledonian Logistics 01224 723 905
David Hathaway 01454 334 500
GL Central 0121 327 9325
John G Russell 01236 703 300
Knights of Old 01536 533 533
Lockwood Haulage 01773 857 272
Magnus Group 01473 836 600
McCarthy Distribution 01978 664 977
Owens Group 01554 754 465
R Swain & Sons 01634 733 333
Stiller 01325 313 140
Viamaster 0113 307 6500
Woodside 0289 335 2255
Wyvern Cargo 01202 307 500

A CHIP OFF THE OLD BLOCK!

AKWGL Graduate Trainee, George Richards, was invited to the IRU (International Road Union) conference in Tbilisi, Georgia.



George is pictured second from the left.

GEORGE DELIVERED A thirty minute presentation to an audience of 200 from across five continents. His subject was young people coming in to logistics and the diverse and exciting opportunities that the industry offers.

George said "Although I graduated from Nottingham University in 2015 with a degree in law, I felt that having done some voluntary work with Think Logistics and AKWGL, the opportunities were much greater and in some ways more exciting. It was only when I had my feet under the table for a period that I realised the diverse opportunities within the industry, and I am confident that my degree will be put to good use within the industry once I have learned the ropes." George added "I am now seeing within the

operation the number of areas a degree in law will help; HSE, contracts, properties, complex GIT claims, the list is endless."

George also joined a panel for day two of the conference and shared the podium with Geoffrey Cave-Wood, one of the leading lights in European Logistics, having been one of the pioneers in roll-on roll-off ferry operations in the 1960's. Ironically George's father Julian, current MD of AKWGL, started his career with Geoffrey and many other Partnerlink operators have worked for the GEODIS (Cave-Wood) Group; Ian Beattie, Chis Farr, Simon Bithell all of Knights of Old, David Holtom of David Hathaway and of course Partnerlink MD John Davidson. It's a small World.

Swain wins Gold. Again...



April has seen the renewal of The Swain Group's FORS Gold certification for 2016-17. The Fleet Operator Recognition Scheme is one of the most prominent accreditations that a road haulier can achieve, demonstrating high levels of safety, security, training, process and importantly; compliance. The standards range from Bronze and Silver to Gold.

FORS Gold demands that vehicles are kitted out with forward and rear facing cameras, vehicle turning 'squak' boxes, advanced driver training and fully auditable processes, both in terms of driving and office procedures.

Swain has been a Gold standard operator for 3 years and has benefitted greatly from the accolade. A large proportion of our customers require that we have this



accreditation to service their business. This is typically synonymous with the construction industry where we operate a large number of vehicles daily into challenging sites across the UK, often in major cities with extremely tight access and delivery windows. Although FORS is generally seen as a London-centric requirement, we fully expect this to be

rolled-out across other Metropolitan areas.... Manchester, Birmingham, Glasgow, Bristol.... we are prepared! Today we operate for many of the large Tier#1 Construction companies and their suppliers servicing many of the foremost construction projects in the UK.

The FORS Gold certification compliments other investments Swain continue to make in compliance which includes CLOCS, Crossrail, and SUDS (the Safe Urban Driving Scheme) where all of our drivers are required to undertake a cycling skills test to highlight the dangers of driving in major urban areas where cyclists are numerous and a constant risk.

For more information or to enquire about our advanced services portfolio, feel free to view our website www.rswain.com or contact our sales team via sales@rswaingroup.com



New Route!

Many of you may already be aware that we recently saw the first of hopefully many new routes getting off the ground.

VIAMASTER AND GLOBAL LOGISTICS

Central recently began swapping freight, with GL operating the round-trip on a double-deck trailer, swapping with a pre-loaded Viamaster trailer in Castleford. Jason Marshall, Operations Manager at Viamaster said "We have been keen to link directly with Global since they joined Partnerlink, as the Midlands is an area into which we send a lot of freight. Clearly we did not want to rush into a new arrangement and believe that the timing has been perfect. We have seen in the past that trying to do too much too quickly can lead to problems and were pleased that GL Central were similarly minded. We look forward to developing this new route and

are always keen to look at potential new routes." Jamie Dix, Operations Manager at Global Logistics Central echoed Jason's sentiments, "Since joining the fold at Partnerlink, we have been keen to route as much of our customers' freight as possible directly to our fellow partners, but were aware of the pitfalls of trying to do too much too soon. Even though our pallet network trunking costs are negligible (we are less than 10 miles from the hub), we were attracted by the direct-trunking model on which Partnerlink is based and are delighted with the progress we are making."

In the next issue, there will be at least one more new route on which to report.

Exciting times ahead!

Russell Tackles Fuel Consumption

DRIVER PERFORMANCE

Russell Transport have recently invested time and a bigger focus on driver performance by gathering statistics from our tracking system, TomTom Optidrive. From the information, drivers will be able to view league tables and reports to see how their performance measures against their colleagues based on the following criteria:

- **Speeding**
- **Driving Events (harsh steering, harsh braking)**
- **Fuel consumption**
- **Green band driving**
- **Constant speed**
- **Gear shifting**

Each report is measured on a score out of 10. The report produces an average and places the driver into a traffic light score; red, amber and green. This system will help each driver review and improve their performance, ultimately saving wear and tear on the vehicle. If appropriate, the driver may need some driver re assessment, re training or vehicle specific training. This new scheme will reduce our fuel, maintenance and insurance costs, continue our environmental performance by reducing fuel consumption and CO2 emissions, and provide us with real-time feedback and advice on safer driving.

MECHANICAL TRIAL

Russell Transport's mechanical trials have taken place with 6 vehicles. The first 3 have



been chosen as they are the same make and age, and the vehicles cover the same routes with the same drivers. On these vehicles we have adjusted the air management kit and have shifted the 5th wheel to allow for closer coupling. By making these changes, the drivers have gone from an average of 7.5mpg to 8.2mpg, an increase of 9.3 %. The remaining 3 vehicles chosen at random have only had the air management kits adjusted and even this measure has seen an increase from the 7.5mpg base to 7.83mpg, an increase of 4.4 %. It is our intention with help from our drivers and the workshop to continue to roll out and evaluate the trial over the coming weeks/months.



ALBERTI E SANTI ATTRACTING YOUTH

Alberti e Santi recently organized the third edition of "Dal Giocattolo alla Realtà", which ran from May 21st to 22nd, during Fiorenzuola d'Arda's traditional "Spring Festival".

As many of you will know, Alberti e Santi is based in Fiorenzuola d'Arda, lying between Piacenza and Parma in the beautiful region of Emilia Romagna. "Dal Giocattolo alla Realtà" is an event that was created in order to get students and young people in general in touch with the logistics world, a problem which faces many of us throughout Europe and in other continents too. The event consists of three main parts: The Academy, the Tour and the Show. During the Academy, logistics specialists from Alberti E Santi went to different schools to give lessons



about the history of transport, the different means of transport and about transport sustainability. For the Tour, a procession of over 40 vintage vehicles made the trip from Fiorenzuola to Salsomaggiore, passing through the wonderful landscape of the Emilia Romagna countryside. On their return to Fiorenzuola, the vehicles were then positioned for the Show, an exhibition which lasted until Sunday evening. There were friends and associates from all around Europe, all the way from Sicily to Austria and many places in between!

Partnerlink Europe Meeting



During Multimodal 2016, a meeting was held to which all the European partners were invited. Unfortunately there were a couple of late call-offs, as various customer meetings overran, but overall the meeting was a success with lots of positive ideas and investment ideas discussed and agreed.

Our special guest was Herbert Hiebl, from a company called Trailerfox, who have devised a TIR cord which is sensitive to the presence of people and will activate an audible and visual alarm in the driver's cab whenever somebody comes within a certain distance of the trailer.

Herbert demonstrated the effectiveness of the system, which is currently being trialled by Trawoeger on twelve of their Tautliner trailers. Trawoeger operates around 500 trailers throughout Europe and has invested heavily in the latest technology to give customers up to date information on consignment tracking.

This latest trial is indicative of Trawoeger's commitment to maximising the security of their customers' products and goes some way to explaining why so many customers of high-value and sensitive products entrust their care to Trawoeger.

Vorex celebrates its 40th Anniversary!

IN SEPTEMBER THIS YEAR, one of the founding fathers of Partnerlink Europe, Vorex Logistics, celebrates its fortieth anniversary. To celebrate the occasion, Vorex has pulled off a major coup and thereby increased its ocean-freight, warehousing and distribution activities. Jack Luijckx, Managing Director of Vorex Logistics, told us, "Vorex Logistics is delighted to announce the securing of a major contract with Hyster-Yale, one of the market leaders in the world of mechanical handling equipment. Pallet-trucks, both manual and electric, will be



imported from China, customs cleared by Vorex in Rotterdam and stored in Vorex's warehouse in Dordrecht before being dispatched throughout Europe and overseas by Vorex. Naturally, Hyster-Yale will have complete visibility of their stock and movements through an I.T. link with Vorex's own systems." Although being relative newcomers to the ocean-freight business Vorex are already making significant strides in this particular market place. We're looking forward to hearing of yet further Vorex success in the deep sea market.

Nice one Jack!!!

ALBERTI E SANTI MOVING ONWARDS AND UPWARDS

YET MORE GREAT news this summer from Italy! Alberti e Santi is continuing to grow and will soon move its offices and warehouse into a brand new purpose-built site in Cortemaggiore (approximately 10 km north of their existing site in Fiorenzuola d'Ardà). The new site will comprise 40,000 square meters in total, including 1000 square meters of offices. The warehouse will have a significant foot-print totalling 10 000 square metres of which 4,000 will be



covered with a further 6,000 square metres under a canopy. The new premises will also include a garage that will be equipped for the washing and the maintenance of the vehicles, as well as a parking lot which will be able to accommodate more than 150 vehicles, from trailers to swap bodies. Alberti e Santi will also be given the latest technologies to manage the goods' entrance and the warehouse stock.

Alberti e Santi's new logistics hub will be able to offer an integrated logistics, transport and stock management solution, giving it a prominent position amongst the leaders in the 4PL market place.



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STOP PRESS – YET MORE NEW ROUTES OPENED UP!!!

As we go to press I am delighted to announce that we have another two new routes opened up by partners.

On May 2nd, David Hathaway, Global Logistics Central and Magnus began a shared operation, with both David Hathaway and Magnus running trailers into Global Logistics Central, laden with a mixture of freight for the West Midlands and East Anglia / South West respectively. GLC part-offload both trailers and top them up with their own freight for each area. These co-load operations have proved very successful in the past, with the capacity to move up to 75 pallets in each direction. Two weeks after the East Anglia / West Midlands / South-West connection got going, Viamaster and Stiller began swapping freight on a nightly basis, with Stiller running into Castleford each night and returning with Viamaster's freight for the Tyne-Tees area. Numbers on all legs have started promisingly and we hope to announce further new routes opening up in the next edition of our Partnerlink newsletter. Keep watching this space!!!

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email john.davidson@partnerlink.ltd.uk with your news



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