

WAVE.



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DEVELOPMENTS ON THE HUMBER
REPOSITIONING THE BUSINESS TO
STRENGTHEN OUR THRIVING ASSETS.

09

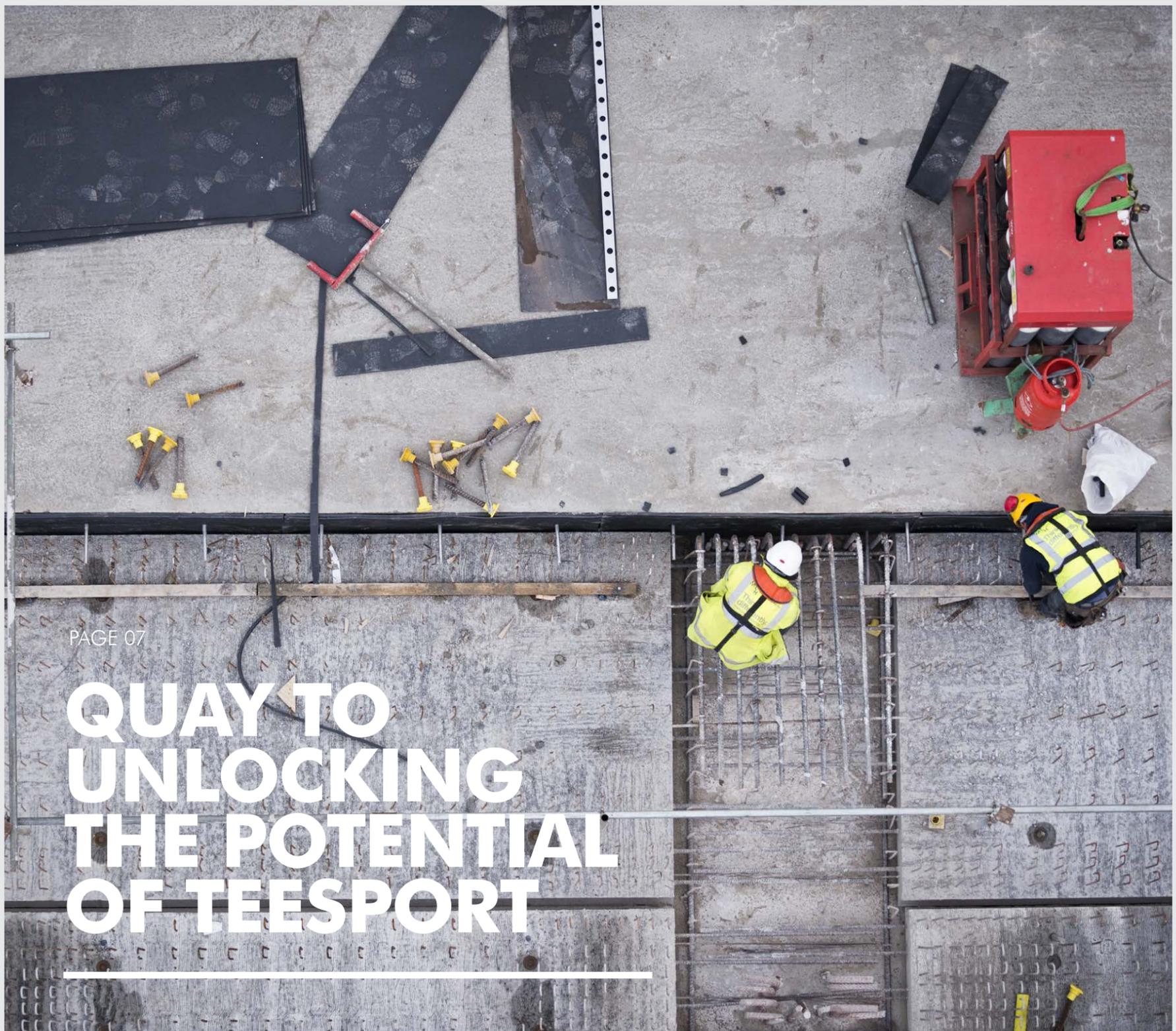
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WELCOME TO THE LATEST EDITION OF WAVE.

THE NEXT SIX MONTHS ARE ALL ABOUT GROWTH AT PD PORTS WITH SOME BIG PROJECTS ON THE HORIZON.

We are aiming to attract new customers - especially in the bulks, project cargo and offshore markets - following the £35 million redevelopment of the deep water quay at Teesport.

I realised recently that I took over as CEO of PD Ports 10 years ago, and I'll readily admit that it's been a bit of a rollercoaster.

But what stands out over the past decade are the successes, and there have been many such as the container business and the port-centric business which are thriving in an incredibly competitive industry. Read about PD Portcentic Logistics in Billingham on p9 and the important role cycling plays in the work/life balance of its general manager, Ian Johnson on p15.

We have also bolstered our commercial team with several key appointments who have the right skills and experience to attract new customers in the global container and bulk markets.

And we've invested £80 million in infrastructure at Teesport over the past five years - £100 million across the business in total - including the acquisition of Groveport which has massively strengthened our well-established position on the Humber which is explained on p5 and 6. Our contract at Hull Container Terminal has now terminated and staff have now transferred to a new employer so we wish them well.

A major part of our growth strategy has been the £35 million redevelopment of Number One Quay at Teesport, producing 550m of deep water quay at a depth of 14.5m. This is opening up new opportunities that weren't possible before, as explained on p7 and 8.

The ways we have seen our infrastructure develop and maintaining our excellent safety record has been fantastic but what has been equally rewarding over the years is seeing our people develop.

Some have progressed from junior level to be senior managers, whereas others volunteer on the High Tide Foundation, get involved in the Business in the Community programme or gain further qualifications. Whatever route people want to take it makes me very proud to see them secure

fulfilling careers in the business.

PD Ports and Brookfield are proud to be supporting our Teesport engineering manager Brian Dresser in his fundraising campaign to have a statue sculpted in honour of his grandfather, Tom Dresser, who was the first person in Middlesbrough to be awarded the Victoria Cross.

We hope stakeholders and businesses we work with will back the campaign and help recognise a true local hero, you can read the full story on p11 and 12.

For many reasons this is an exciting time for PD Ports. It has taken some time to get to where we are today but we are really upbeat about the future.

David Robinson
Group CEO, PD Ports



NEWS IN BRIEF

PD PORTS ATTENDS MULTIMODAL FOR NINTH YEAR

Political journalist and former Strictly Come Dancing contestant John Sergeant enjoyed dinner with PD Ports at the FTA Multimodal awards.

It's the ninth year that we have attended the two-day exhibition which brings together freight transport, logistics and supply chain management businesses across the UK and Ireland.

As well as taking part in industry events at Multimodal which was held at the NEC in Birmingham, PD Ports sponsored the speaker, who entertained an audience of more than 600 delegates with anecdotes from his illustrious broadcasting career. **W**



INDIAN SUMMER FOR NORTHERN POWERHOUSE

The Northern Powerhouse initiative has been making its voice heard in India and Geoff Lippitt, Business Development Director was part of a delegation seeking new trade opportunities.

The week-long trip during May visited Mumbai, as well as locations in Gujarat and Karnataka.

Part-funded by UKTI and the Northern Powerhouse, the market visit primarily focused on companies in the process sector with supply chains looking to develop their businesses in India.

Following the rapid slowdown in the Chinese economy, many commentators now expect India over the next two decades to replace China as the main driver for worldwide economic growth. **W**



NECC CHAIRMAN ROLE

Michael McConnell has been appointed new chairman of the North East Chamber of Commerce (NECC) Tees Valley Committee.

PD Ports' Group Property Director takes over the role from Kiersten Avery from Teesside University.

Meetings encourage members to work together and discuss the current issues affecting their businesses throughout the local area and the wider North-East. **W**



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IF YOU'D LIKE TO GET IN TOUCH ABOUT ANY OF THE STORIES FEATURED IN WAVE, PLEASE CONTACT THE PR & COMMUNICATIONS DEPARTMENT.

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NEW 30MPH SPEED LIMIT AT TEESPORT
The speed limit on all roads within the Teesport estate has been set to a uniform 30mph and new traffic calming measures have been put in place. Harbour Police will be enforcing the restriction, which applies to all drivers and is clearly marked, through laser speed detection equipment.

DID YOU KNOW?
The original Middlesbrough dock clock tower was built in 1847, only three sides of the clock tower have a face because they were erected by subscription and businesses on the blank side didn't want their workers clockwatching.



NEWS ROUND UP

PD PORTCENTRIC LOGISTICS SIGNS NEW DEAL AT FELIXSTOWE

A four-year deal has been signed at Felixstowe between PD Portcentric Logistics, part of the PD Ports Group and Sifcon International plc (SIL).

SIL is a leading supplier of gifts and interior accessories to retailers of all sizes across the UK and Europe.

The contract will see PD Portcentric Logistics manage all handling, storage and picking as well as distribution for SIL's UK mainland supply chain.

The operation will occupy 161,000 sq. ft. of PD Portcentric Logistics' warehousing facilities and will include a comprehensive pick and pack service to cater for bespoke orders prior to onward distribution to UK retailers.

Frans Calje, PD Ports' Managing Director and **Portcentric Logistics,**

said: "Our service allows us to pick, pack and dispatch any number of goods from our site at any given time. We are very much looking forward to working with SIL to facilitate its continued growth throughout the retail sector over the next four years and beyond."

Alan Pimm, Sifcon International plc's Managing Director, said:

"We are pleased to welcome PD Portcentric Logistics as our new logistics partner. We feel that this

move, together with the investment that PD Portcentric Logistics has made in equipment and systems, will enable us to continue the fantastic growth that we have achieved in recent years."



VOLUNTEER OF THE YEAR AWARD

Jim French has been named Volunteer of the Year for mentoring young people aspiring to work in the logistics industry by national charity Career Ready.

As an ambassador for the Think Logistics employer engagement scheme, he engages with local schools and colleges to inspire students and help address the sector's severe skills shortage.

He chairs the Local Advisory Board for the Career Ready Programme at

Stockton Riverside College (SRC), and helped set up its Logistics Academy last year - the first Think Logistics centre in the North-East.

Jim, who is also chairman of the Road Haulage Association, said his aims of getting involved with Think Logistics was to help launch the Logistics Academy and help give back to the industry where he has worked for the whole of his career spanning 46 years.

His next aim is to try and bring the fragmented organisations within the logistics industry together to move forward with a cohesive strategy in terms of attracting future talent.



BIG INVESTMENT IN RECRUITMENT DRIVE

PD Ports has welcomed several new employees in key positions as part of its major growth plans.

WE HAVE SIGNIFICANTLY STRENGTHENED THE COMMERCIAL TEAM AS WE CONTINUE TO ATTRACT NEW CUSTOMERS AND BUILD ON EXISTING RELATIONSHIPS.

The commercial team has been expanded with the recruitment of Michael Parker, Alfred van Wyk, Keith Russell and Loraine Pickering.

Michael has been appointed Business Development Manager to help develop supply chain solutions which add value for customers importing and exporting dry bulk cargo.

With more than 15 years' experience in the construction industry, Michael joins PD Ports from Hope Construction Materials, where he was Area Commercial Manager for three years.

Keith has also been recruited as Business Development Manager, bringing to the role a wealth of commercial experience and an in-depth knowledge of operations on the River Tees and their growth potential.

He worked at Graypen Shipping for almost 12 years, joining as a trainee agent and working his way up to general manager for the North-East.

Alfred has joined PD Ports as General Manager Business Development bringing with him over 20 years of industry knowledge including full UK intermodal experience.

Formerly employed by DB Schenker where he worked for over five years as UK Intermodal Sales Manager, Alfred will be responsible for driving new business in support of Teesport's logistics growth strategy.

Loraine has been recruited as Senior Business Development Manager having worked in the logistics sector for 17 years. Her role is to attract contract logistics and warehousing opportunities for PD Portcentric Logistics and is looking for freight-forwarding business as well as selling the full range of supply chain services to the port for potential clients.

Lucy Richardson has joined the Public Relations team as Marketing & Communications Executive to help promote the PD Ports' brand across the group. A journalist for more than 15 years, she spent eight as a senior reporter at The Northern Echo covering news and business stories.



Top – Keith Russell and Lucy Richardson.

Bottom – Michael Parker (left) and Alfred van Wyk (right).

WHY WE BOUGHT GROVEPORT

- > Groveport has an excellent reputation so we knew it was strong in the market
- > Strong revenues of growth
- > Dominating position in the river markets geographical area
- > Complemented our existing business
- > Significantly changed our market position in the Humber

WHAT GROVEPORT CAN OFFER

- > Chartering
- > Ships agency
- > Stevedoring
- > Warehousing
- > Road transport
- > Bespoke customer facilities
- > Land for future development
- > Integrated tailored IT solutions
- > Freight-forwarding

CARGO HANDLED BY GROVEPORT

- > Steel
- > Agri-bulks
- > Forestry products
- > Industrial bulks

DEVELOPMENTS ON THE HUMBER

PD PORTS HAS LONG HAD A PRESENCE ON THE HUMBER BUT WITH THE ACQUISITION OF GROVEPORT LAST YEAR WE ARE NOW STRATEGICALLY REPOSITIONING OUR BUSINESS TO STRENGTHEN OUR THRIVING ASSETS.



We have been operating as a stevedore and terminal operator on the Humber since the 1970s and during that time we have acquired short-sea businesses away from the main harbour authority.

In 2016, after more than 25 years operating Hull Container Terminal our contract came to an end. It's become very clear to us within recent years that the port authority which owns the main harbour port was transferring from being a landlord to an active operator of the port themselves and that constrained our capacity to drive our business along the lines that we wish to pursue.

So, with that in mind, what we have done is expand the port business on the Humber that we both own and operate through the acquisition of Groveport. The inland port complex on the River Trent handles a mix of bulk cargoes through its 190-acre freehold site and has a dominant position in the UK's market for imported steel long products.

It has an acknowledged pre-eminence in the constructed steel sector, which again, is the most significant and growing volume of steel into the UK. The acquisition will add some 800,000 tonnes per annum of cargo to our portfolio.

Our expansion in the Humber totally changed the critical mass of our business in that authority and makes us much more sure-footed because it reduces the reliance on Teesport as the epicentre.

WE'VE INVESTED IN THE HUMBER FOR DECADES AND WITH VIBRANT ASSETS, AS WELL AS SKILLED EMPLOYEES ALREADY IN PLACE, WE ARE LOOKING FORWARD TO THE FUTURE.

PD PORTS' STRONG PRESENCE ON THE HUMBER

GROVEPORT

- BERTHS**
NINE
- DEPTH OF WATER**
MAX 5.5M
- QUAY CRANES**
14 (40 TONNES CAPACITY)
- WAREHOUSES**
41,000 SQ. M.



HOWDEN

- BERTHS**
FOUR BERTHS / THREE JETTIES
- DEPTH OF WATER**
MAX 5M
- QUAY CRANES**
FOUR (25 TONNES CAPACITY)
- WAREHOUSES**
28,000 SQ. M.

KEADBY

- BERTHS**
ONE
- DEPTH OF WATER**
MAX 5.35M
- QUAY CRANES**
ONE (12 TONNES CAPACITY)
- WAREHOUSES**
4,000 SQ. M.



DID YOU KNOW?

Along with its tributaries, the Humber drains an area of almost 25,000 square km. The river's output is the largest volume of fresh water flowing from Britain into the North Sea.

25,000 KM



QUAY TO UNLOCKING THE POTENTIAL OF TEESPORT

PD PORTS NOW OWNS AND OPERATES SOME OF THE DEEPEST GENERAL CARGO BERTHS ON THE EAST COAST, FOLLOWING A £35 MILLION INVESTMENT IN NUMBER ONE QUAY AT TEESPORT TO CREATE 550 METRES OF DEEP WATER QUAY.

One of the many advantages of deeper water is it enables the quay to take bigger vessels, both for import and export, therefore driving down freight costs for customers.

The investment has created the capability to accommodate two fully laden 235m long panamax vessels simultaneously in water 14.5m deep. The quay design also has the capacity to further deepen the berth pockets in the future as customer requirements dictate.

reconstruction. Where possible the original concrete was crushed and re-used in the new structure. In addition around 10,000m of 1.3m diameter heavy duty steel tubes were used for the supporting piles.

Dredging of the berth pockets was carried out by one of the largest backhoe dredgers in the world, the Manu Pekka, operated by Boskalis Westminster with up to 260,000m³ of material being removed for disposal at sea.

“The reconstruction of Number One Quay gives us a tremendous platform to grow our business while increasing its lifespan for another 70 to 80 years,” said Mark Pearson, PD Ports’ Project Director.

“Ships are getting bigger and carrying more cargo so our improved facilities give customers a freight advantage. We are ensuring that Teesport has the right infrastructure and equipment as it continues to thrive in the container market.”

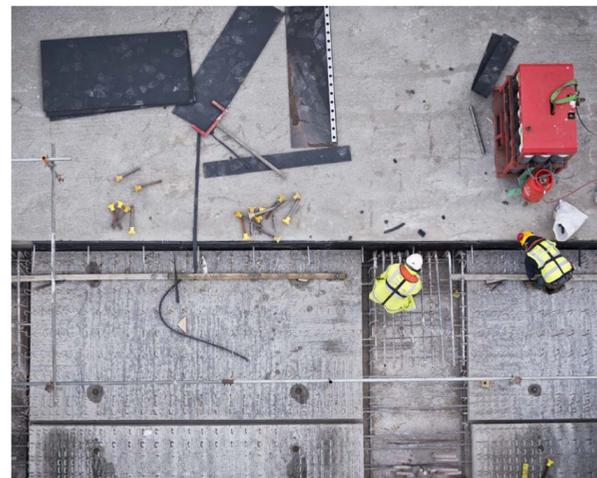
Another advantage of the new quay, which was officially launched at Breakbulk Europe in Antwerp in May, is it opens up opportunities in new sectors. It enables the mobilisation and demobilisation of wind farm installation vessels. A pile gripper was recently built on the redeveloped quay and collected by Pacific Orca - one of the largest vessels of its kind, an operation which would not have been possible on the old quay.

Funding for the quay was secured through the Regional Growth Fund and the application was supported by Local Enterprise Partnership, Tees Valley Unlimited.

IMPORTANTLY, RAIL LINKS TO THE QUAY EDGE AND SUBSTANTIAL WAREHOUSING ON SITE HAVE BEEN MAINTAINED.

Number One Quay which was originally constructed in the early 1960s had reached its capacity in terms of the size of fully laden ships which could be handled as well as the demands of modern cranes and handling equipment.

The project involved the demolition of some 24,000 tonnes of the existing concrete quay deck with a similar amount of new concrete used in the



L-R Councillor Sue Jeffrey, Leader of Redcar & Cleveland Borough Council, David Robinson, PD Ports’ CEO, James Wharton MP and Lord Heseltine.

FOCUS ON BILLINGHAM

BILLINGHAM IS HOME TO PD PORTCENTRIC LOGISTICS, A UNIQUE 'ONE-STOP-SHOP' SERVICE THAT'S SUCCESSFULLY SPEEDING UP SUPPLY CHAINS TO MEET CUSTOMERS' INDIVIDUAL NEEDS.

The facility is one of the largest warehousing and cross-docking complexes within the Tees Valley and after a successful 12 months it is positioned for further growth with aims for increased warehousing capacity and an expansion to its transport fleet.

PD Portcentric Logistics' bespoke service aims to offer more than all its competitors combined by streamlining operations and taking care of every detail from container devanning and load consolidation to repacking and order picking.

The site hosts 205,000 sq feet across five warehouses occupied by Taylors of Harrogate and KP snacks, and is both ISO9000:2000 and ISO14000 accredited as well as being certified by the British Retail Consortium (BRC).

Billingham has excellent transport links, served by the A19 heading to Newcastle in the north and Doncaster to the south with the A689 taking consignments to Hartlepool (east) and Bishop Auckland (west).

"Portcentric Logistics has been used at PD Ports for about eight years and in the last 12 months we have become very successful," said Ian Johnson, General Manager of PD Portcentric Logistics, which manages the onward freight for about 20 customers.

Traditionally, containers would have arrived at port and then been taken inland to a central location before being distributed around the country. While that model still works for some, the portcentric logistics concept takes goods straight to a warehouse at the port nearby which leads to a faster supply chain.

"And we get more bites of the cherry as we do the devanning, storing and we freight-forward it. It becomes a situation where "PD Ports will sort it all out"," Ian explained.

"We are specialists at what we do. Our key account managers build lasting relationships with customers so they only have one person to deal with who knows their business inside out and can find solutions to any potential problems before they happen," he added.



CONTAINER CAPACITY EXPANDED WITH £10 MILLION INVESTMENT

THE VOLUME OF CONTAINERS THAT CAN BE HANDLED AT TEESPORT HAS SIGNIFICANTLY INCREASED WITH THE INSTALLATION OF NEW MULTI-MILLION POUND CRANES, OFFERING GLOBAL SHIPPING LINES DIRECT ACCESS TO UK NORTHERN MARKETS.

As part of our continued growth, £3.2 million has been invested in three 24.6m tall rubber tyre gantry cranes (RTGs) which each weigh 141 tonnes and can lift containers weighing up to 40 tonnes and stack them five-high.

The new cranes join an additional four RTGs which have been operational since the expansion of Teesport Container Terminal 2 in 2011.

Manufactured by Liebherr Container Cranes at its factories in Ireland and Spain, they were transported in several sections by sea.

To further increase capacity at Teesport and position it as market leader in UK port logistics, an order worth more than £6 million has also been placed with Liebherr for a ship to shore crane at Teesport to complement the four already in operation.

It will improve capacity as well as customer service by enabling a quicker turnaround of vessels and has up to 99.6 per cent availability during actual vessel operation, thereby ensuring reliability and productivity.

Teesport has seen a steady growth in container volumes of 13 per cent year on year since 2007 with 466,000 TEU (20-foot equivalent units) handled in 2015.

David Robinson, PD Ports' Chief Executive Officer, commented: "As Teesport continues to thrive in the container market, we must ensure the Port will have the right infrastructure and equipment to help provide shippers with more direct and efficient trade routes to northern markets."

"The addition of these cranes at Teesport provides a platform for further significant growth and ensures we continue to be a key driver and enabler of the Northern Powerhouse strategy. Our continued investment in the Port will ensure it is fit for purpose to create new opportunities, attract inward investment and support sustainable growth across the North."

He added: "This multi-million pound investment has been an important addition to our wider growth plans at Teesport, and its pivotal role in driving Government plans to rebalance trade through the Northern Powerhouse movement. Ultimately this will provide more direct and efficient routes to market for Northern importers and exporters."



A target of £50,000 and a tight 12-month deadline has been set for the ambitious project which would see a life-size bronze sculpture unveiled a century after the First World War soldier cheated death whilst crossing no man's land twice to safely deliver crucial messages between his superiors.

The fund which has been kick-started by donations from PD Ports and parent company Brookfield as well others including the Port Users Association, Middlesbrough & Teesside Philanthropic Foundation and the proceeds from a gala cabaret. Brian is hoping to inspire other local businesses to get involved and help recognise the outstanding bravery of a true local hero.

Tom's valiant act took place on the morning of May 12, 1917, just hours after the 7th Yorkshire Howards Regiment has captured Cupid Trench near Roeux in northern France. It had suffered heavy casualties from enemy machine gun fire as they'd been spotted just before the attack and now ammunition was running perilously low.

Communication between the front line and the headquarters had totally broken down so Company commander Captain Groom desperately needed someone to go back to battalion HQ to bring more bombs. He asked for a volunteer and 25-year-old Private Dresser put his hand up.

He quickly scribbled a message and gave it to Tom who clambered over the parapet and ran back across the exposed open ground to deliver a precious piece of paper. Once he had safely handed it over he then headed back, accompanied by two men loaded with Mills bombs with another vitally important message ordering Captain Groom to hold his position as reinforcements were on their way.

“But just 50 yards from reaching their trench they came under sniper fire and Private Dresser was shot in the shoulder. Remembering his note he took it from his coat pocket and tied it to the identity tags hanging round his neck. Later he said: “I thought that if I was killed someone would notice the message and bring it to the front line.”

With shells exploding around him and under the watchful eye of the German machine gunners, he crawled and staggered across no man's land, picking himself up again after suffering a glancing blow by a bullet to the chin. Muscling up every last ounce of energy

BRIAN DRESSER RAISING MONEY FOR HISTORIC STATUE

A FUNDRAISING CAMPAIGN HAS BEEN LAUNCHED BY PD PORTS' ENGINEERING MANAGER, BRIAN DRESSER, TO ERECT A STATUE IN HONOUR OF HIS GRANDFATHER PRIVATE TOM DRESSER, THE FIRST PERSON TO BE AWARDED THE VICTORIA CROSS IN MIDDLESBROUGH.

he threw himself into the trench and pointed at the muddied scroll hanging around his neck.

Fewer than three months after his incredibly daring mission amidst the horrors of war he was standing in the courtyard at Buckingham Palace with his arm in a sling being presented with the highest military decoration awarded for bravery by King George.

And at home he was given a hero's welcome – he was treated to a civic reception and stepped out onto the balcony at Middlesbrough Town Hall to be greeted by cheering crowds and a rousing brass band.

Following the First World War Tom returned to his job at Dorman Long Steel Works until he took over his father's newsagency on Marton Road, Middlesbrough which he ran for 40 years.

Married to Teresa and with four sons, he kept his VC and ribbon in a tobacco tin behind the counter and was always willing to show it to anyone who asked, and even letting a 10-year-old Brian take it to school in his pocket to show his captivated classmates.

Brian remembers his grandfather as a shy, unassuming man who rarely spoke about his wartime experiences. “He was born on a farm in Pickering and then moved to Middlesbrough as a young boy. The first time he would have left the town was when he went to France, he was sent to the Somme with his brother who was killed within the month.

“To see carnage on that level is indescribable but he was happy to show people his

medal. We are just so proud of him,” said Brian whose family now treasures a replica version of the VC whilst the original can be admired by all in the Green Howards Regimental Museum in Richmond.

Tom though isn't the first famous Dresser in the town, he is a relative of the famed Christopher Dresser who designed Linthorpe Pottery which produced over 2,000 different shapes of ceramicware during its short 10 year



life during the nineteenth century and is sought after across the world. At the Dorman Museum there is an exhibition celebrating his work as well as a café named after him.

Brian and his family are in discussions with Middlesbrough Council about a suitable location for a memorial and are keen that it is located near the Cenotaph and the nearby museum which is so closely associated with his ancestor.

When he died three days after his 90th birthday in 1982, Tom was given a full military funeral by the Green Howards Regiment. Last July he finally had his name added to the headstone of his wife in Thorntree Cemetery after it was originally missed off due to IRA security concerns at the time. Tom's family worked closely with the Green Howards Regimental Association on the grave refurbishment which led to talks about erecting a statue in his memory.

The life-sized bronze sculpture will be designed by Brian Alabaster the same artist who created the figure of Teesside's other VC hero, Second World War veteran Stan Hollis which stands near the cenotaph outside the gates to Albert Park on Linthorpe Road.

As Tom and Stan has both served with the Green Howards they knew each other from regularly meeting at regimental gatherings and coincidentally Stan's son lives just 20 yards from Tom's son – Brian's father – and they too get on very well.

“Brian added: “A statue would be a fitting tribute to commemorate the centenary of Middlesbrough's first Victoria Cross medal.

“Hero' is a word that's banded about often nowadays but my grandfather was a hero in the truest sense because he sacrificed his life for others.”

CONTACT

For more information about the Tom Dresser VC statue fund email brian.dresser@pdports.co.uk or visit the Tom Dresser Memorial page on Facebook. A bank account has also been set up at Barclays' Stockton branch for the Tom Dresser VC fund account number 13239942 sort code 20-82-23.



BUSINESS STUDIES BROUGHT TO LIFE IN IMMINGHAM

EMPLOYEES ON THE HUMBER WENT BACK TO SCHOOL TO INSPIRE BUSINESS STUDIES STUDENTS WHO WERE THEN TREATED TO A REAL INSIGHT INTO THE MARITIME INDUSTRY AT THE PORT OF IMMINGHAM.

Colleen Wookey, Management Accountant and Chris Broughton, Business Development Manager Humber mentored pupils from Immingham Oasis Academy in a national competition to find the next generation of entrepreneurs.

THE 22 TEENAGERS TOOK PART IN THE MOSAIC ENTERPRISE CHALLENGE WHICH THIS YEAR INVOLVED MORE THAN 4,500 ENTERPRISING YOUNG PEOPLE.

They competed against their peers and other secondary schools in the UK through an online simulation game that recreated real-life work situations and they had to complete a questionnaire about ethical business and sustainability.

PD Ports' commitment to Business in the Community's (BiTC) Business Class Programme created an opportunity for employees to engage with Immingham Oasis Academy students to offer their vast experience and support.

Although the school was not successful in making it to the final stage, its highest scoring team was awarded a trophy provided by PD Ports. The partnership proved so successful that prize will now be awarded annually at Oasis Academy to recognise those displaying excellence in Business Studies.



As a result of the successful partnership, Business Studies students from Oasis Academy were given a tour of the Port of Immingham to discover exactly what happens there and how they could be a part of its future. The visit was part of a three-year BiTC Business Class programme, which PD Ports has committed to on the Humber.

“ Lauren Taylor, a Year 10 student from Oasis Academy, said: "The visit has made me think about the career opportunities that are local to me and the different types of roles that are available."

“ Russ McCallion, PD Ports' Group HR Director, added: "Engaging business with education providers is very much in line with our values at PD Ports. Without people our business simply wouldn't survive. It is critical to our succession planning to get young people excited about a career in the maritime industry and we need to be visible to the outside world in order to achieve this."

"Our business is very much about skills – and providing those early, through initiatives like the Business Class programme is good for everyone."



INSPIRING THE NEXT GENERATION

EDUCATING CHILDREN ABOUT THE THRIVING BUSINESSES ON THEIR DOORSTEP WAS THE AIM OF A ROADSHOW INVOLVING PD PORTS.

PD Portcentric Logistics took part in an 'employability' event with Year Five pupils across Redcar & Cleveland organised by Tees Valley education centre, Inspire2Learn and Routes to Employment which offers independent careers information, advice and guidance to young people.

The nine and 10-year-olds learned about the careers in key sectors for employment growth where there are particular concerns about skills shortages in the Tees Valley over the next 10 years.

PD Ports is helping to inspire the next generation employees at roadshows introducing primary school pupils to thriving North-East businesses on their doorstep.

Year Five children from the Redcar & Cleveland area have been invited to attend one of five sessions being held over the coming months at Inspire2Learn's base in Eston.

They were motivated by representatives from engineering, construction, logistics and digital technology industries including Harry Dent, a driver from PD Portcentric Logistics who arrived with a tractor unit and trailer and spoke about the different career options available.

Jim French, Director of PD Portcentric Logistics and national chairman of the Road Haulage Association, said it was important to engage and inspire local school children. "I think the younger you can catch them the more chance you have of attracting them into the logistics industry."



PD PORTS' PIONEERING YOUTH SCHEME GETS 'BIG TICK'

WE HAVE BEEN RECOGNISED FOR CONTINUING TO CHAMPION YOUNG PEOPLE INTO WORK AFTER BEING REACCREDITED FOR THE SECOND YEAR AS PART OF THE RESPONSIBLE BUSINESS AWARDS.

PD Ports achieved a 'Big Tick' in the Inspiring Young Talent category which praises businesses that address youth unemployment and the UK skills gap through 'youth friendly' recruitment, inspiring work experience programmes or successful apprenticeships.

After launching the High Tide Foundation in 2012 to raise aspirations and increase job prospects for young people on Teesside, it first secured accreditation in 2014 in support of its summer scheme.

As one of the registered charity's flagship programmes it offers two weeks of practical training throughout the supply chain and has given placements to hundreds of school leavers across the region.

“ David Robinson, Chief Executive Officer at PD Ports, commented: "The High Tide Foundation was one of the first of its kind in that it is a true private sector collaboration which has seen businesses come together to improve the future of young people."

"The last 12 months have proven to be challenging on Teesside so it is especially rewarding to achieve this Big Tick again and to see local businesses pull together to help a common cause."

"As one of the region's largest employers it is our responsibility to help raise aspirations, more so now than ever, and through this continued recognition we hope to inspire more businesses to get involved with community-led projects."

CADETSHIPS ON THE HIGH TIDE HORIZON

CREATING A NEW AUTOMOTIVE CADETSHIP WITH STOCKTON-BASED CAR PARTS MANUFACTURER NIFCO UK AND AN AIRFREIGHT CADETSHIP WITH EMIRATES AND EMIRATES SKY CARGO ARE THE VISION OF DAVID ROBINSON WHO HAS BEEN APPOINTED NEW CHAIRMAN OF THE HIGH TIDE FOUNDATION.

So far more than 80 companies and 4,000 young people from over 30 schools have taken part in High Tide, with a 200 per cent increase in the number of 16 and 17-year-olds involved in the 2015 Summer Scheme compared with the year before.

David said he was passionate about building on the success of the pioneering High Tide scheme which PD Ports co-founded with Casper Shipping in 2012.

The charity connects industry and education to increase awareness of port-related industries and its many career options available to teenagers from law to logistics.

Whether they are looking to go into higher education, get an apprenticeship or find a job, they spend valuable time with two different employers based in and around Teesport learning vital employability skills.

“ He said: "With so many of today's young people lacking the necessary skills and knowledge to help support them on a fruitful career path, High Tide aims to open their minds to growing industries on their doorstep and demystify what the logistics sector is really about."

"I want to ensure that even more young people in the region are given the opportunity to have a very real and empowering work placement experience."

ON TRACK FOR CONTINUED SUCCESS

THERE MAY BE NO OBVIOUS LINK BETWEEN CYCLING AND LOGISTICS BUT IAN JOHNSON, GENERAL MANAGER OF PD PORTCENTRIC LOGISTICS, HAS BEEN SO INSPIRED BY THE EFFICIENCY MODEL USED BY TEAM SKY THAT HE'S APPLYING THE ETHOS USED IN HIS FAVOURITE SPORT TO HIS DAY JOB WITH WINNING RESULTS.



Team Sky launched in 2010 with the ambition of winning the Tour de France with a British rider within five years. Under the guidance of Performance Director Dave Brailsford they managed it not just once, but twice in four years with Bradley Wiggins and Chris Froome.

“Team Sky’s focus was always about reduction, they always looked at every aspect of a bike as well as what a rider wears, the helmet, shoes and shorts, everything was looked at in microscopic detail to make them faster,” Ian explained.

Dave Brailsford has said in the past: “Sport is about continuous improvement, it’s about getting better. It’s about being better next year than you are this year. It’s a bit like Formula One. You have a car and the designers might say “we can’t think how we’re going to make this any better”. But ultimately you can.”

As a former competitive racing cyclist who admires Dave Brailsford and his philosophy, Ian is applying a similarly successful mentality to his PD Portcentric Logistics operation.

“Everything was analysed and reviewed, that’s what made the team so strong and that’s one of the main reasons why we at PD Portcentric Logistics are so strong too.

“We are in a very competitive market and the byword in what we do is ‘quality’ By streamlining their logistics we reduce customers’ costs,” said Ian who ran Ikea’s UK distribution centre before joining PD Ports four years ago.

“My ethos is we do it right first time, that means a manager is not spending time discussing where things have gone wrong but is looking at how we can drive improvements through on safety, efficiencies and quality rather than dealing with customer non-conformances.

“This has made us efficient and profitable, for example with KP Snacks we have not had a single error over the past six months – that’s about 260,000 correct moves.”

AS WELL AS LOOKING AFTER BILLINGHAM AND TEESPORT SITES, HE IS ALSO IN CHARGE OF PORTCENTRIC WAREHOUSING AT FELIXSTOWE AND SWADLINCOTE IN SOUTH DERBYSHIRE WHICH HE VISITS REGULARLY.

Employees have had to buy into the concept of what Ian was trying to achieve - customer accounts are run as individual businesses within the business itself without staff being micro-managed from above – and have enjoyed the additional responsibility.

Two years ago when he turned 50, Ian decided to take up cycling more seriously again and, along with skiing and canoeing with his family, he can be found roaming the countryside on two wheels most Sundays clocking up 50 miles on his racing bike.

“It’s a big stress reliever and I use it as my pondering time to think through any issues at work. I definitely feel better for it.”



DID YOU KNOW?

The Isle of Wight is England’s smallest county when the tide is high – Rutland being the smallest when the tide is out on the island.



RUTLAND



ISLE OF WIGHT