



Dryport

Haven Gateway

“Haven Gateway Containerised Cargo Destination and Origin Study”

Issued: - As part of the Haven Gateway Dryport Project
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1. Dryport

Dryport is a three-year public/private sector European project with core partners drawn from the ports and logistics sector and from local authorities representing important logistics areas. The total funding for Dryport is €4,870,750. Of this, 50% is European funding and 50% is match funding from partners. The region of Västra Götaland, in Sweden, is the lead partner in Dryport. As well as the Haven Gateway and Babergh District Council, other core partners are: the Port of Gothenburg, Sweden; Falköping Kommun, Sweden; the Port of Zeebrugge, Belgium; West Flanders Chamber of Commerce; Gemeente Emmen, the Netherlands; the Province of Friesland, the Netherlands and SEstrans / TRI Napier representing the Scottish Intermodal Gateway.

Through a programme of workshops, studies and tours, Dryport partners will look at the development, design and effective operation of dryports that are fully integrated with the freight handling systems of the sea port facilities they serve. The project will also look at the carbon dioxide effects of using dryports, the integration of dryports into the EU's Motorways of the Sea concept, and other issues ranging IT solutions to goods flow analysis. An important feature of the project will be "positive interference" by the partners, which will be looking at and influencing each others' specific projects and plans in order to deliver "best practice".

For further information go to www.dryport.org.

1.1. Dryport - Haven Gateway Summary

The Haven Gateway sub-region is one of the fastest-growing areas in the UK. It is based around one of the country's most important port clusters, including:

- Felixstowe, already the largest deepsea container port in the country and now embarking on a huge expansion;
- Harwich, a major east coast ferry port with plans approved for the construction of a new deepsea container terminal;
- Ipswich, a substantial regional port and the UK's largest grain exporting point.

The Haven Gateway's shipping, transport and logistics sector is of regional, national and international importance, and critical to the UK's economy

Why Dryport in the Haven Gateway ?

- The Haven Gateway and Babergh District Council are two of the core partners in Dryport. As such, they will be playing a key role in the project.





- The argument for “inland ports” with multimodal connections is a powerful one. Dryports are a way of extending the sea perspective into the hinterland via good green connections. The development of dryports could be critical in handling increased demand from our major port developments.
- Within the Dryport project, the Haven Gateway will be identifying suitable dryport sites. Road and rail links are being discussed alongside studies into innovative solutions for intermodal traffic.
- As well as helping port capacity, Dryport will look at better planning to reduce the number of trucks on the roads. The Haven Gateway believes that careful planning of logistics sites can promote “greener” transport solutions.
- Other targets for the Haven Gateway include creating a guide to planning intermodal logistics centres; producing an investor development pack for identified dryport sites; and promoting a better understanding between planners and the logistics sector, including the creation of a “planner’s guide to logistics” and a “logistics operator’s guide to planning”.
- The Haven Gateway has already established its reputation on a European level – recognised by the EC as a centre of maritime excellence, the Haven Gateway led the way as a core partner in the EU Port-Net project. The Dryport project is another important step forward for the Haven Gateway, which has much to contribute – and much to gain.

2. Haven Gateway Containerised Cargo Destination and Origin Study - Summary

There has been no scientific mapping of containerised cargo flows, either import or export, between the Haven Gateway and other parts of the UK. This study, therefore, is to identify the actual destination and origin of containerised cargo into and out of the UK via the Haven Gateway Ports, primarily the Port of Felixstowe. The Study should map these flows and predict future trends in line with market expectations in order to provide a robust evidence base for the development of a potential Dryport. It will cover road, rail and feeder movement of containers into and out of the Haven Gateway Ports. In addition it will provide information as to current and future logistics strategies and why they work in different circumstances.



3. Study Specification

3.1. Project Title:

“Haven Gateway Containerised Cargo Destination and Origin Study”

3.2. Project Summary:

Traffic Flows between the Haven Ports and the UK Hinterland, and visa-versa, have not been scientifically mapped and it is vital that the Haven Gateway Partnership and its members have a robust evidence base as to the actual flows of containerised cargo. With the advent of the new developments by Hutchison Ports at Felixstowe and Harwich and the substantial long term growth in container traffic it is crucial that in order to support in planning future infrastructure and ensuring that existing infrastructure is appropriate that these flows are understood. This study will aim to identify key traffic flows of containers by both rail, road and feeder into and out of the Haven Ports of Felixstowe, Harwich, Ipswich, Mistley and Harwich Navyard related to the UK hinterland, with the Port of Felixstowe being the main focal point. Its aim is to identify the first point at which containers are dropped or collected, ideally on inbound traffic where the seal is broken or outbound where final seal is made prior to export for outbound traffic.

It will, through research and other suitable means, including the identification of the existing traffic flows, show the destination or UK origin of containerised cargo moving in and out of the Haven Gateway Ports. It will also look at the destination of containers moving by railfreight and feeder vessel to other destination in the UK. In the case of railfreight the requirement will be not just the rail hub destination but actual destination of the container or if outbound traffic the UK origin of the container. In relation to Feeder traffic from other UK ports to or from the Haven Gateway then the same will apply as to railfreight, i.e where cargo actually goes and not just the destination or origin port. Data Collection is the key requirement of this study. The Raw Data will provide the basis for this study and is therefore the most important aspect of it.

In addition it will look at Logistics Strategies and case studies for organisations moving goods into and out of the Haven gateway Sub-region. On completion of the data an analysis of current and future market trends is required to help identify and plan for potential Dryports within the Haven Gateway sub-region and beyond.

3.3. Geographic Limitations

The only limitations relating to geography is that the study should cover ports that have container traffic moving in and out of the Haven Gateway sub-region. In terms of UK hinterland it is considered any part of mainland UK.



3.4.Key Activities

It is perceived that there will be a number of key and logical stages to this study in order to ensure it achieves what the Dryport Steering Group wish. These stages are considered to be:

- Stage 1 - Raw Data requirements and collection
- Stage 2 - Destination and Origins Analysis
- Stage 3 - Logistics Strategies, Current and Future with Case Studies
- Stage 4 - Final Submission

3.4.1. STAGE 1 - Raw Data requirements and collection

This study should aim to increase the knowledge, ideally, of where the cargo destination is or it's origin if not where the seal is broken on containers leaving the Haven Ports or where the container is sealed for outbound traffic via the Haven gateway ports. It is believed that there will be several methods of collating this data potentially including a driver survey and/or a survey of businesses. It is down to the tenderer to detail how and what method they will use to collate this data.

It must be recognised that in the past it has been difficult to get precise information as to where the container destination or UK origin actually is. Forecasting data has made assumptions as to locations, but raw data has been hard to find due to commercial confidentiality between competing businesses. This study requires raw data as to actual and current traffic flows currently moving through the Ports and a clear and concise methodology as to how that will be achieved. The methodology for this is crucial and should be one that can be replicated for future use.

This must include UK destinations and origins of containerised cargo by road, rail and feeder. In the case of rail and feeder movements it is expected that onward or origin location is known as well.

3.4.2. STAGE 2 - Destination and Origin Analysis

The second stage is to analysis the data collated in Stage 1 and provide a detailed breakdown of current market trends and also to provide a prediction of future market trends. In addition it also needs to look at market expectations to ensure that the market (operators etc.) are in line with that of the prediction on future market trends.

It is also required that there is a review of published material in order to determine what other origin/destination data is available for container traffic, either for the UK market as a whole, or for any specific ports, and an analysis of any differences between this and the survey data collected at stage 1.

It is vital that the future trends have some grounding in reality hence there is an expectation that from the data collated that market expectations are met. It is expected that there will also be a breakdown of type of cargo being moved by containers into and out of the Haven Gateway Ports.



3.4.3. STAGE 3 - Logistics Strategies, Current and Future with Case Studies

There are currently numerous different forms of logistics strategies currently in use whether it be “Just-in-Time”, “Portcentric”, “Regional Distribution Centres” or “National Distribution Centres” to give a number of examples. This section of the study needs to outline the different types of strategies currently being used and summarise why in each case they may be used and why in others they would not be. In addition the economics of each strategy needs to be assessed with simple models showing how the economics are calculated for each strategy. It will also need to identify whether different strategies are used for different forms of products and if so how does this change the economics of the movement of goods.

It needs to be remembered that we are looking at containerised cargo only and so some strategies may relate to transferring containers to other locations and then onward movement to destination and vica versa for outbound traffic. This logistics strategy will also need to be considered including the economics of these types of movements.

This is to be evidenced with case studies of small, medium and large enterprise using different strategies. There should be no fewer than 6 case studies within the final report. Though this is a national or international trend we would anticipate the case studies reflect those organisations trading in and out of the Haven Gateway sub-region.

3.4.4. STAGE 4 - Final Submission

The final submission should pull together the three stages into a detailed report covering each of the three stages outlined above with Case Studies being included with appendices and how they are relevant for the movement of goods into and out of the Haven Gateway sub-region.

On completion it is expected, that in addition to the full study and report that an executive summary will be provided.

3.4.5. Reporting during course of study

The successful organisation will be expected to provide interim and final reports, and present them to the relevant persons or the Dryport steering group. It is for the tenderer to propose within their submission when these reports are likely to be.

In addition within your submission you should calculate for 3 hard copies of all interim reports to be passed to the Project Manager. In addition all documentation should be made available in electronic copy and in Word, Excel and PDF formats.

The final submission including the executive summary should be provided in electronic format and also the tenderer should also calculate for the inclusion of 10 hard copies.

3.4.5.1 Haven Gateway Dryport Steering Group

The Haven Gateway will be forming a steering group for the Haven Gateway aspect of the Dryport project. The group will consist of the Chairman of the Haven Gateway Business Forum, and representatives from Hutchison Ports, Department for Transport and local logistics organisations. The Project Director, Richard Morton will report progress to this group and it will be expected that the successful organisation carrying out this study will make regular reports to the steering group.

4. Tender Coverage

Your submission should include the following information:

- Completed table at Appendix A alongside your formal proposal.
- Details of your methodology, processes and reporting stages.
- CV's of those individuals proposed to carry out the study.
- Experience of similar projects / studies undertaken.
- Additional information that may be relevant for this project.

5. Project timescale

Your submission should include any specific dates and stages that your plan requires but fit within for the following timetable.

Invitations to tender despatched	16	July 2009
Tender closes 1pm	1	September 2009
Tenders reviewed	1-4	September 2009
Organisations advised of outcome (successful or unsuccessful)	7	September 2009
Provisional date for presentation to Tender appraisal panel (if required)	9	September 2009
Successful organisation informed	11	September 2009
Study Started	14	September 2009
Study Completed	31	March 2010 (to be agreed)

Dates for interim reports and stage progress are left for the Tenderer to provide a work programme and suggested dates for.

6. Copyright and confidentiality

The Haven Gateway and Babergh District Council requires that the study on completion will become the property of the Haven Gateway Partnership and for copyright purposes any outputs, methodology and background evidence, data, mapping and documents related to this study will also become the property of the Haven Gateway Partnership and Babergh District Council.



7. Submission requirements

Babergh District Council and the Haven Gateway Partnership are working in Partnership on this project. The legal holder of the contract for the successful tenderer will be The Haven Gateway Partnership in the name of Essex County Council, and the contractor will have to fulfil all the requirements of a standard Essex County Council Contractor.

All submissions consisting of two hard copies of the tender documentation and one electronic should be delivered to the following address to reach HGP **by 1pm on 1st September 2009;**

Richard Morton
Project Director
Haven Gateway Partnership
Suites 3 & 5
The Centre
The Crescent
Colchester Business Park
Colchester, Essex
CO4 9QQ
United Kingdom
DRYPORTS TENDER
DOCUMENTS NOT TO BE OPENED

Richard Morton will be the Project Manager for this project on behalf of Babergh District Council and the Haven Gateway Partnership and all enquiries should in the first instance be direct to;

Richard Morton
Project Director
T: 0044 1206848416
M: 0044 7796334960
E: richard.morton@haven-gateway.org

Please include information about your company covering at least the information listed in the Appendix. If you are part of a consortium in this tender please provide similar information for any partner company who may have a significant input to the proposal.

8. Project management and reporting

The project will be managed by a nominated manager at the successful organisation. BDC and HGP will offer as much assistance as possible during the development phase through the designated project manager as the principal contact.





9. Questions

If you have any questions about the tender or project please email them to Richard Morton:

E: richard.morton@haven-gateway.org

T: 0044 7769962554

Questions directly related to the study will be answered but will be published on the the Haven Gateway website to ensure all tenderers recieve the same information.



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Appendix A

Please complete the form below for your organisation. If you are submitting the tender as part of a consortium please complete the form with the details of the lead organisation

Name of organisation in whose name the tender will be submitted

Name of the person responsible for the submission on behalf of the organisation and their position in the organisation.

Contact Person details:

Correspondence address:

Telephone number:

E-mail address:

Mobile number:

Type of organisation you are i.e. a sole trader, partnership, limited company, etc

Organisation registration number (if applicable).

Date of registration.

Registered address (if different from above).

VAT Registration number:

Please confirm the levels of insurance for;

Amount

Policy Number

Employers liability

Public liability

Professional indemnity

Has your organisation suffered a default termination in respect of any contract in the last five years.

Yes

No



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If 'Yes', please give brief details:

Has your organisation ever had a contract, which has not been renewed due to failure to perform to the terms of the contract in the last five years.

Yes

No

If 'Yes', please give brief details:

Is your organisation or are any Directors, Partners or Associates currently in a state of bankruptcy, insolvency, compulsory winding up, receivership, composition with creditors or subject to any relevant proceedings.

Yes

No

If 'Yes', please give brief details including what has been done to put things right

Has your organisation or any Directors, Partners or Associates been convicted of a criminal offence relating to business or professional conduct.

Yes

No

If 'Yes', please give brief details including what has been done to put things right.



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