



GETTING THE JOB DONE



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“Our success is driven by a reputation for getting the job done.”



WE INVEST, WE INNOVATE, & EXCEL AS A CAN-DO TEAM

Welcome

Solent Stevedores is one of the UK's leading port and rail terminal operators, facilitating the safe and efficient movement of goods and people across seven locations in the UK, Channel Islands, France and Singapore. We offer industry-leading cargo-handling, storage and logistics solutions for customers serving a wide range of markets, including containers, dry bulk commodities, fresh produce, project cargo and cruise.

Founded in 1997 as Consolidated Salt Ltd, our business has grown rapidly to reach annual revenue of almost £30 million and a workforce of over 200 colleagues. Our success is driven by a reputation for getting the job done. We invest, we innovate, and we excel as a 'can-do' team to consistently deliver the results expected by our customers and partners. Our partners include major port owners whose ambitions we are proud to share and are proud to help achieve.

Building long-term partnerships whilst advancing the diverse portfolio of locations and markets that we serve, has ensured a robust and resilient foundation for more than 20 years of sustained growth. Although the hiatus in demand for cruise holidays caused by COVID-19 impacted our cruise operations in Southampton and Singapore, our ability to swiftly adapt and embrace new opportunities in other sectors underlines a positive outlook for the years ahead.

Above all, our strength reflects the character of our business, defined by competence, compassion and integrity. The expertise and dedication that helps achieve the goals of our customers and partners is made possible by a commitment to supporting the professional development and personal wellbeing of every colleague. Our integrity means we always go the extra mile to use the best equipment, systems and technology, making sure we meet every challenge, no matter how large or complex; it also means we work tirelessly to protect the environment and care about others, supporting the charities our colleagues care about and the communities we are part of.

This publication offers an insight into how Solent Stevedores delivers for our customers and our partners; it shows why we're proud of our past, and excited by our future.

Stuart Cullen
Executive Chairman

1997



Solent Stevedores predecessor, Consolidated Salt Ltd established at Sharpness Docks in Gloucestershire.

2000



Solent Stevedores commences bulk handling operations at the Port of Southampton.

2008



New partnership with Tate & Lyle sees operations commence at London Silvertown.

2010



Start of cruise support operations for Carnival, handling luggage and supplies for some of the largest largest cruise vessels in the world.

PROUD OF OUR PAST

2012



Solent Stevedores wins nine-year contract to exclusively operate the Port of Jersey's Ro-Ro and Lo-Lo terminals.

2015



Bulk handling operations begin at the Port of Immingham, the UK's largest port by tonnage

2016

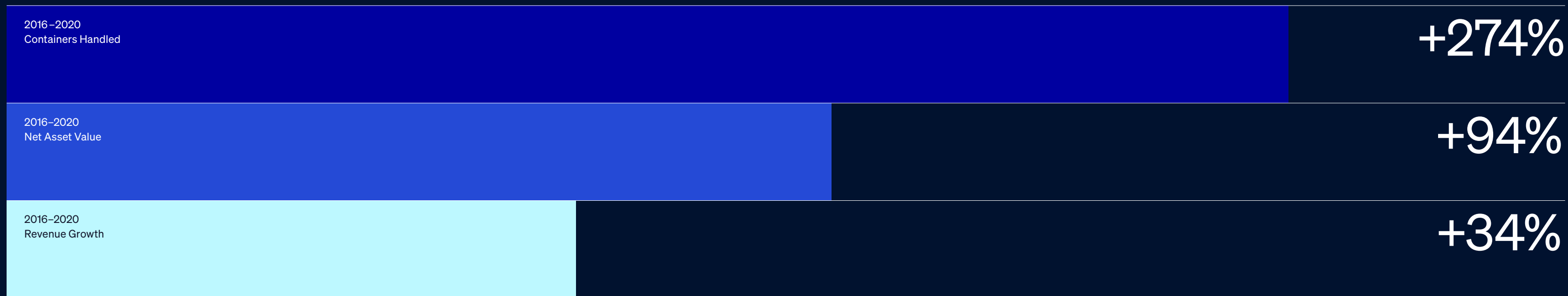


Intermodal container handling operations at one of the Port of Southampton's principal rail terminals and delivery of Solent Stevedores first major Project Cargo service.

2018



New next-generation container handling, storage and maintenance facility opens at DPW London Gateway, the UK's most advanced integrated container port and logistics hub.



EXCITED BY OUR FUTURE



01

A CAN-DO
TEAM





Stuart Cullen
Executive Chairman



Fiona Robson
Managing Director



Jon Williams
Finance Director



Tom Dynes
Operations Director

EXPERTISE & DEDICATION



Zak McElvenny
Health, Safety &
Compliance Director



Glen Mourant
Operations Director
Jersey



Hans Uiterdijk
Operations Director
Saint Malo Stevedores



Benjamin Chau
Operations Director
Singapore



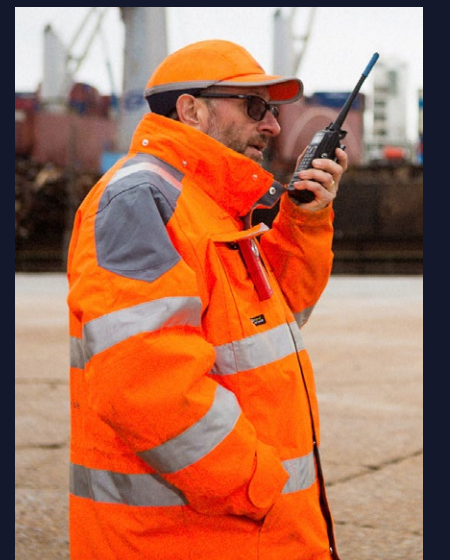
“Alongside all our colleagues across the business, our leadership team offers unrivalled expertise and dedication that enables our customers and partners to achieve their ambitions.”

STUART CULLEN
EXECUTIVE CHAIRMAN

A CAN-DO TEAM



GETTING THE JOB DONE



02

DIVERSE
LOCATIONS &
SERVICES



WHERE WE OPERATE

Solent Stevedores operates in locations across the UK, Channel Islands, France and Asia.



“Solent Stevedores are a long term partner for and an integral part of ABP at the Port of Southampton. Their high standard of customer service is pivotal in supporting the delivery of long term cargo and passenger growth at the port.”

ALASTAIR WELCH
DIRECTOR OF ABP SOUTHAMPTON



PORT OF SOUTHAMPTON

Strategically located on the south coast of England, the Port of Southampton is one of the UK's leading ports, offering unparalleled access to major international shipping lanes and outstanding road and rail links to inland destinations. Solent Stevedores has operated in Southampton for 20 years, building a strong long-term partnership with port owner, Associated British Ports, to become a key player driving the port's success. Since 2000, we have continued to expand and now operate eight terminals, underpinned by outstanding customer service and investment in new equipment and state-of-the-art facilities.

Today Solent Stevedores helps maintain Southampton's status as the UK's number one cruise port, providing essential support services for major cruise operators such as Carnival UK, Saga and Fred Olsen. We also handle containers moving by road and rail, fresh produce and over 1 million tonnes of dry bulk commodities ranging from animal feed and fertiliser to grain and glass.

PORT OF IMMINGHAM

The Port of Immingham is the UK's largest port by tonnage, providing a key gateway for European and global trade. The port's excellent road and rail links recently benefitted from a £93 million upgrade funded by the UK Government. In 2016 Solent Stevedores established a dry bulk stevedoring and storage operation, handling in the region of 200,000 tonnes of cement and pulverised fly ash for our customer Ceminal.



LONDON GATEWAY

Solent Stevedores provides a broad range of next-generation empty container handling, storage, maintenance, repair and shunting services at the UK's most sophisticated, integrated deep-sea port and logistics hub, London Gateway. Our £5 million empty container handling facility, opened in 2016, is designed to support the operational needs of London Gateway owner, DP World and the major shipping lines they serve. With a 3,500 TEU capacity, the facility is underpinned by a 15-year lease, representing another successful long-term partnership with one of the UK's leading port operators.



In 2020 Solent Stevedores announced plans to almost double container capacity at its London Gateway site.

LONDON SILVERTOWN

Solent Stevedores has handled raw cane sugar at the Tate & Lyle sugar refinery at Silvertown since 2008, providing a round-the-clock service for the safe unloading of cargoes up to 40,000 tonnes. Achieving discharge rates of up to 500 tonnes per hour, Solent Stevedores provides all machinery and staff for unloading operations.



CHANNEL ISLANDS

More than 98% of the island of Jersey's imports and exports are handled by the Ports of Jersey, equating to more than 400,000 tonnes of cargo per year. Based at the Elizabeth Terminal at the Port of St Helier, Jersey, Solent Stevedores provides RoRo and LoLo services to importers and exporters of dry bulk and other commodities to and from the island. In 2020, Solent Stevedores secured an 11-year contract that will see its operations at the port, which commenced in 2012, continue until at least 2031.



“The experience that Solent Stevedores brings to Saint-Malo provides exciting new opportunities to increase traffic at the port.”

HANS UITERDIJK
DIRECTOR OF SAINT-MALO STEVEDORES



SAINT-MALO

In 2021, Solent Stevedores created a new subsidiary, Saint-Malo Stevedores. The expansion will see the company handle between 300,000 and 400,000 tonnes of dry bulk cargo and over 500,000 passengers passing through the port each year. The company has also committed to invest €1 million in new equipment at the Port of Saint-Malo having secured a €200,000 grant from the Brittany region. The investment includes the purchase of new tugs for RoRo operations and state-of-the-art cargo handling equipment.

SINGAPORE

Solent Stevedores acquired Singapore's Nam-Seng Cargo in 2018, commencing operations at one of the largest cruise hubs in Asia. Located at the Marina Bay Cruise Centre and Singapore Cruise, our team provides full turnaround stevedoring services to around 250 cruise vessels a year, as well as offshore and navy vessels. We also provide trucking services to supply vessels from companies located nationwide.



Photo Credit: Marina Bay Cruise Centre Singapore

SERVICES WE OFFER

Solent Stevedores delivers a complete range of specialist services with leading expertise in:

DRY BULKS
CONTAINERS
FRESH PRODUCE
CRUISE
PROJECT CARGO
RAIL
RO-RO

DRY BULK

Solent Stevedores is accredited to ISO9001 Quality and ISO14001 Environmental Standards.

Locations

Southampton, Immingham, Jersey, London Silvertown

Services

Loading and unloading, covered storage, open storage. Main commodities include scrap metal, gypsum, aggregates

Customers

Tate & Lyle, British Gypsum, Cefetra, S. Norton

Partner ports

Associated British Ports, Port of St. Helier, Port of Saint-Malo



CONTAINERS

“As a UK leading deep-sea port and logistics operator, Solent Stevedores ensures our customers benefit from an efficient and reliable service across both of our sites at DP World London Gateway and Southampton.”

NICK LOADER
UK CHIEF OPERATING OFFICER, DP WORLD

Locations

Southampton, London Gateway, Channel Islands

Services

Intermodal rail operations (Southampton), storage of loaded, empty and reefer containers, shunt services, maintenance and repair

Customers

Various

Partner ports

Associated British Ports, DP World, Ports of Jersey



FRESH PRODUCE

Locations

Southampton

Services

Fresh produce handling, Temperature controlled storage services

Customers

Fortuna Frutos

Partner ports

Associated British Ports



“We cannot fault the ‘can-do’ attitude and flexibility that we have come to rely on.”

JASON WOOLNOUGH
BRANCH MANAGER, DENHOLM WILHELMSSEN



PROJECT CARGO

Locations

Southampton

Services

Heavy lifting of complex loads up to 125 tonnes (Machinery, Equipment, Yachts)

Customers

Grimaldi Euromed, GAC Shipping, Complete Marine Freight, K Line

Partner ports

Associated British Ports



CRUISE

Locations

Southampton, Singapore

Services

Baggage handling, stores handling, logistics, mooring, crew training

Customers

P&O Cruises, Cunard Line, Princess Cruises, AIDA Cruises, Norwegian Cruise Lines, MSC Cruises, Saga, Fred Olsen Cruise Lines

Partner ports

Associated British Ports, Port of Singapore Authority



“As a global leader in the supply of cruise support services, Solent Stevedores is an integral long-term partner – helping us to deliver memorable cruise experiences to millions of guests every year.”

SANDER GROOTHUIS
VICE PRESIDENT PORT & SHORE OPERATIONS, CARNIVAL UK



RAIL

Nine trains handled every day serving the Midlands and the North.

Locations
Southampton

Services
Full operation of rail terminal with annual capacity of 180,000 containers

Customers
DB Schenker, GB Railfreight, Newell & Wright, Maritime Transport

Partner ports
Associated British Ports



RO-RO

Locations
Jersey, Saint-Malo

Services
Full 24/7 operational support including mooring and vessel discharge

Customers
Ports of Jersey

Partner ports
Ports of Jersey, Port of Saint-Malo

1,500 Ro-Ro services handled every year.

03

COMPETENCE
COMPASSION
INTEGRITY



“We achieve the goals of our customers and partners by supporting the professional development and personal wellbeing of every colleague.”

STUART CULLEN
EXECUTIVE CHAIRMAN

SUPPORTING EVERY COLLEAGUE

Solent Stevedores is committed to supporting every colleague. Making sure our colleagues arrive safe, work safe and go home safe is our number one priority. We're also dedicated to equipping our colleagues with the right training and skills they need to fulfil their aspirations and to get the job done, safely and efficiently. Our whole team shares a strong personal commitment to caring for the health and wellbeing of each other; whatever the challenges our colleagues face, we are always there for them.



ARRIVE SAFE WORK SAFE LEAVE SAFE



“At Solent Stevedores we ensure all our colleagues are properly trained and equipped to get the job done safely and efficiently every time. In 2019 alone we invested around 1500 hours in training, including 450 hours in tailored safety and mental first aid training. A number of colleagues are equipped with IOSH and NEBOSH level qualifications and our training programmes are led by dedicated full time managers.”

ZAK MCLEVENNY
COMPLIANCE DIRECTOR
7 YEARS AT SOLENT STEVEDORES



“Solent Stevedores is an awesome place to work and no two days are the same. The Solent Stevedores Apprenticeship programme has given me fantastic access to technical training and hands-on experience in a number of areas, ranging from heavy vehicle service and maintenance to welding and crane driving.

Through the programme I also recently completed my BTEC qualification in engineering. It’s great to feel part of a brilliant team and I’m really excited about developing my long-term career in the business.”

PHOEBE HATTON
APPRENTICE
6 MONTHS AT SOLENT STEVEDORES

“I have been at Solent Stevedores since the beginning and have enjoyed coming to work every day. Having a job that I love and working alongside a great team has benefited both me and my family. I would gladly work here for another 30 years!”

SHANE EDWARDS
MULTI-SKILLED OPERATIVE
30 YEARS AT SOLENT STEVEDORES





“In 2018, nerve damage caused by diabetes resulted in the amputation of my right leg. Although I had only worked for Solent Stevedores for a relatively short while, the company offered me huge support during the eight months it took to recover from my operation.

Throughout my recovery, colleagues kept in touch and went the extra mile to make sure I always felt part of the team. The kindness and generosity of everyone at Solent Stevedores helped my family and I overcome an incredibly difficult and anxious time in our lives. I am now back working full time, with an office and facilities fully adapted to enable me to continue my career.

Working here is like having a huge close family where everyone looks out for each other.”

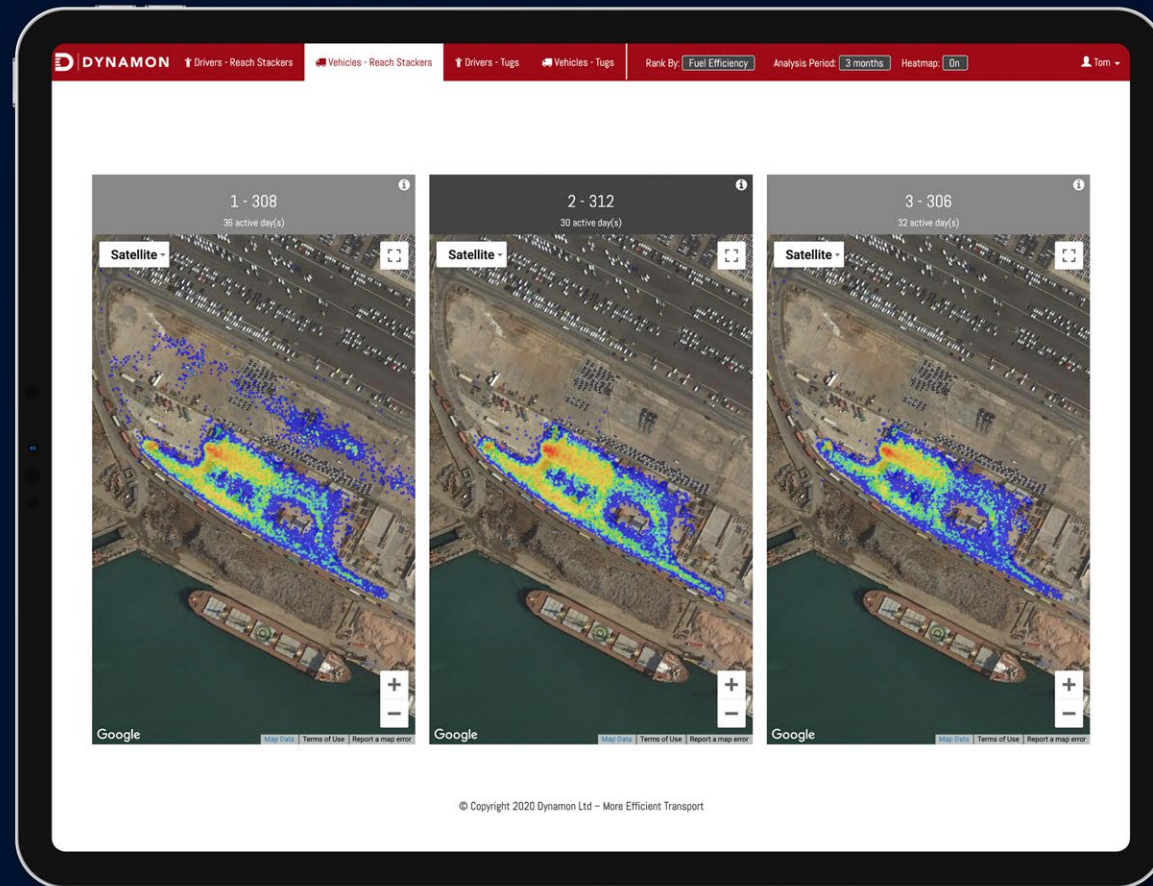
KARL TANSWELL
MULTI-SKILLED OPERATIVE
5 YEARS AT SOLENT STEVEDORES



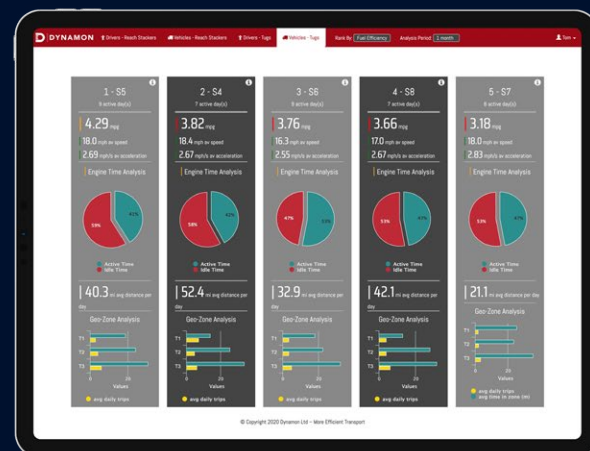
INVESTMENT & INNOVATION

Solent Stevedores invests and innovates, using the best equipment, systems and technology needed to deliver the highest possible standards of customer service. Over the past five years we have invested almost £12 million to ensure we are able to meet every challenge, no matter how large or complex.

In 2019 alone, our investment included a brand-new fleet of 35 fully electric counter-balance forklift trucks to support cruise operations in the Port of Southampton. Examples of our leading innovation include our investment alongside data analytics firm, Dynamon, to create an industry-first dashboard system to maximise the efficiency of container terminal operations, as well as our cutting-edge stock management system, Stocktracker.

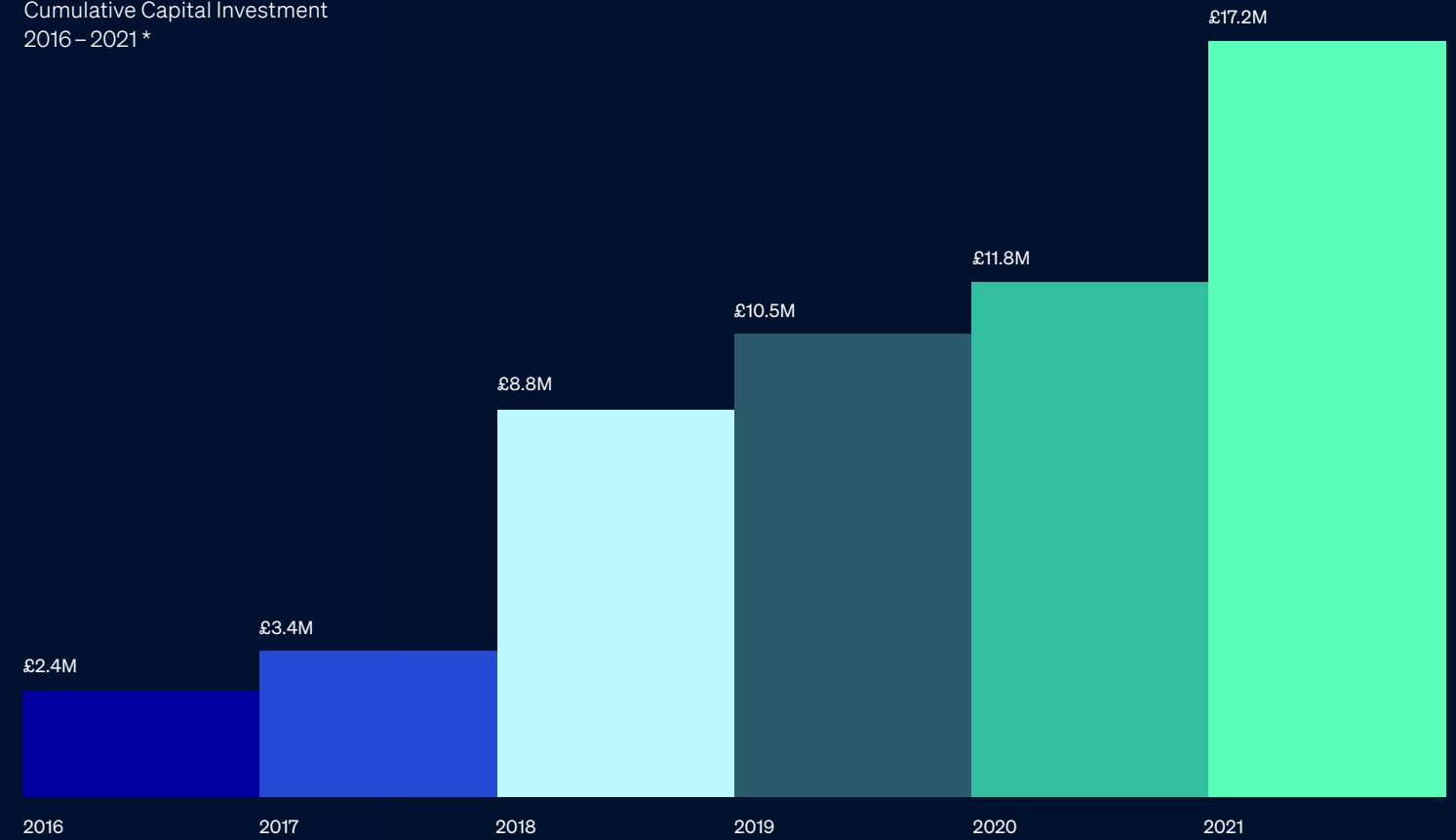


INDUSTRY FIRST: SOLENT STEVEDORES DATA ANALYTICS

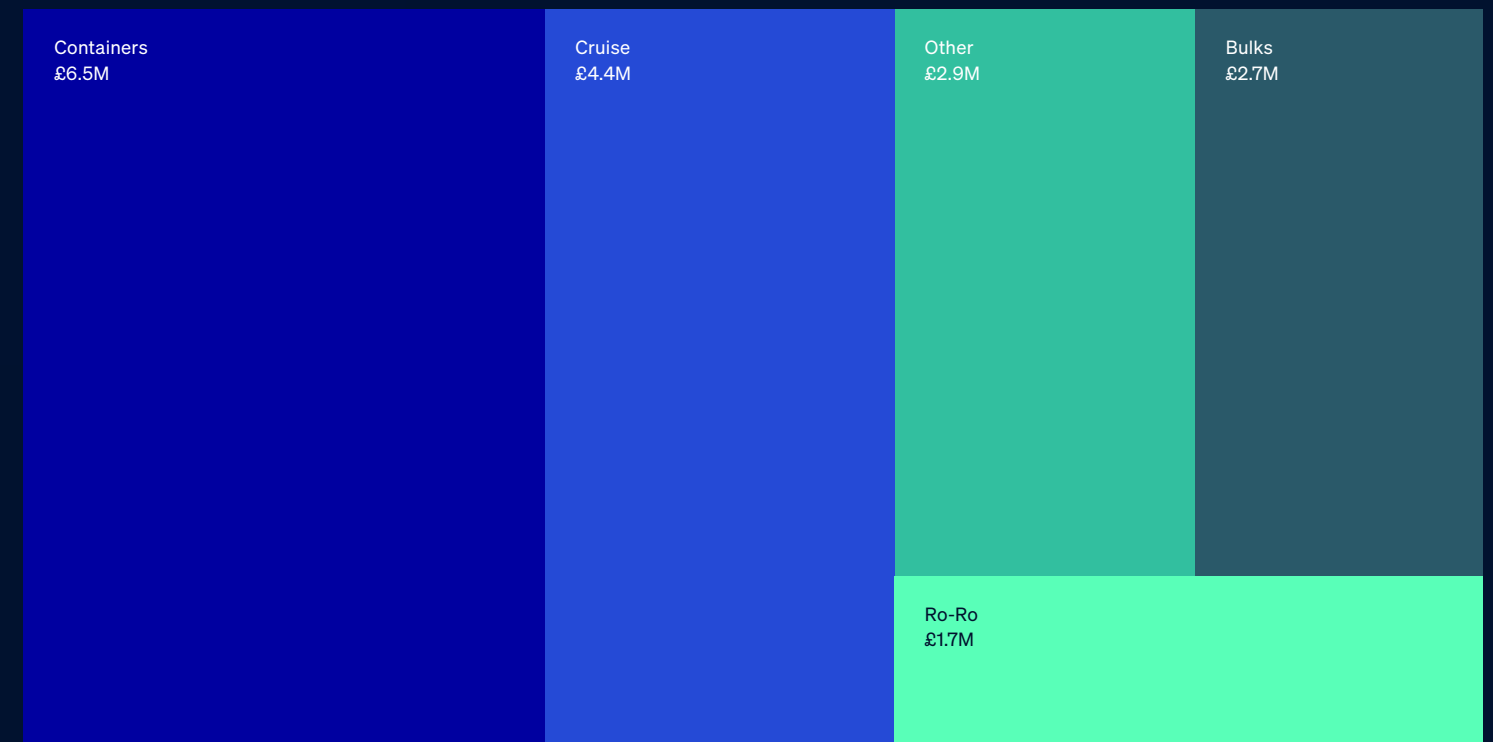


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Examples of our dashboard system to maximise the efficiency of container terminal operations.

Cumulative Capital Investment
2016 – 2021 *



Capital investment by business sector
2016 – 2021 *



* 2016 – 2020 Actual plus 2021 Projected

“Our £1 million brand new fleet of fully electric forklift trucks delivers an enhanced service for our cruise customers, an even safer working environment and further reduces emissions at the Port of Southampton.”

TOM DYNES
OPERATIONS DIRECTOR, SOUTHAMPTON
7 YEARS AT SOLENT STEVEDORES



PROTECTING THE ENVIRONMENT

Protecting our environment is at the heart of everything we do. This not only means complying with the strict licensing conditions that govern many of our operations but continually looking for opportunities to reduce our carbon emissions and environmental impact.

Solent Stevedores is accredited to ISO14001 Environmental Standards and are also active contributors to initiatives such as the Port of Southampton Clean Air Forum. At our bulks terminal in Southampton, we use the latest technology to monitor our noise, dust, and air quality emissions, along with infrared cameras to monitor hot spots during cargo operations.

Our investment in modern, fully electric forklift trucks and vehicles are other examples of our work at the forefront of the wider port industry's efforts to improve the environment and fight climate change.



“Solent Stevedores has been a fantastic source of support for the Jubilee Sailing Trust, and we’re hugely grateful for all the help they continue to provide.”

ANDY SPARK
SENIOR MANAGER COMMUNITY AND SUPPLIER
PARTNERSHIPS, JUBILEE SAILING TRUST

“I cannot thank Solent Stevedores enough for supporting me. Thanks to them and others I was able to raise £80,000 for the ‘My Name’s 5 Daddie Foundation’, helping improve the lives of those affected by Motor Neurone Disease.”

JOHN DAVIDSON
TRANS-ATLANTIC ROWER
TALISKER WHISKY ATLANTIC CHALLENGE 2019

CARING FOR OTHERS

Solent Stevedores works tirelessly to support the communities and charities our colleagues care about. The good causes helped by Solent Stevedores and our colleagues over recent years include the Jubilee Sailing Trust, the Motor Neurone Disease Association, Ronald McDonald House, MacMillan Cancer Support, and Princes Trust.

Amongst many fundraising highlights, Solent Stevedores was delighted to sponsor adventurer John Davidson’s incredible solo row across the Atlantic in 2019, helping to raise £80,000 for the ‘My Name’s 5 Daddie Foundation’ to help those affected by motor neurone disease. Solent Stevedores is also a proud sponsor of community football teams, Ditton Minor Rangers FC and Little Thurrock Dynamos FC.

