

JOHN GOOD

GoodNews

Issue Number 5 : February 2013

Business Developments

John Good Shipping is delighted to welcome CBI Transportation UK Ltd into the Group



Picture Left to right: Malcolm Ellis, Mike McGaughey, Alan Window and Pete Fitzgerald

CBI is an established and respected freight forwarding business originally based in Sale, Manchester, which was owned and managed by Kevin and Pete Fitzgerald. The company is very active in the Turkish market and controls a significant volume on this key trade lane. In addition, CBI is active on a number of other important trade lanes including the Far East. Whilst Kevin Fitzgerald will retire at the end of January 2013 after a long and successful career in the industry, we are delighted that his son, Pete, will remain with CBI as Managing Director.

This is an exciting opportunity for both companies to develop clear synergies and to further strengthen our position and market share in Turkey in particular.

We welcome the CBI team into the group and look forward to working closely with them in the future to further grow and develop our forwarding activities.

Alan Steadman, our Turkish Trade Manager quoted "This is a superb acquisition which not only strengthens our position on the Turkish trade route but also offers synergies with other group companies and services".

In order that CBI and the JGS Manchester team may work most effectively together, the CBI team has moved into JGS's offices in Cardinal House.

Good Travel Management completes deal to buy Stockport-based Company

Good Travel Management (GTM) is continuing its strategy of growth with the purchase of a Stockport-based business.

GTM completed the buyout of Uniglobe Regent Travel as part of an on-going push to expand into new regions. It follows the acquisition of Mercian Travel in February 2011, and the opening of a new corporate operation in Leeds in July last year.

This purchase brings the number of locations in the business to five, including Hull, Grimsby, Leeds, West Midlands and Stockport, and completes Good Travel Management's expansion along the M62 corridor. Uniglobe Regent Travel founders Martyn and Patricia Greenwood decided to sell the business with a view to eventually retiring. However, as directors they will remain an important part of the company for the foreseeable future. Uniglobe Regent Travel has many synergies with Good Travel Management including client profile, operational procedure and the quality and experience of their team.

It has been managed as an extremely tight ship and is a testament to its owners, Martyn and Patricia. We purchased the firm for its existing client base and its strategic position in the North West, this significantly extends our market penetration in the north of England. Manchester and the North West are also important strongholds for our sister companies John Good Shipping Ltd and CBI Transportation UK Ltd, which have a major presence there, so we are in a good position to partner with them and grow the business.



Uniglobe Regent Travel was established in 1997 as a franchise of Uniglobe, the world's largest single branded travel group. The business specialises in corporate travel.

Martyn said that he was pleased that the firm he and his wife had grown over the past 16 years had been purchased by a family business. "Despite being a larger company, Good Travel Management is run along the same lines that we have managed our business in terms of values and customer service," he said. "Furthermore our clients will benefit from additional services available from Good Travel Management and the wider John Good Group going forward, which means the business we have worked hard to establish will continue to offer the great value it has become synonymous with."

New vehicle for E French

E. French has a new vehicle on the road from the beginning of February. It is a 26,000kg GVW vehicle and liveried in both MACCAFERRI & CHEMOX POUND logos and names and is a direct replacement rather than an additional vehicle.

From 1 January 2013 E.French & Co Ltd became part of TEPS. This transfer has enabled us to streamline operations to become both more efficient and effective. E.French & Co Ltd will continue to trade under its own name and will remain in the same premises.



John Good Shipping
www.johngood.co.uk

TEPS - warehousing & haulage
www.teps-gb.com

E French - warehousing
www.efrench.co.uk

Felixstowe Warehousing
www.fwcl.org.uk

Mercian Travel
www.merciantravel.co.uk

John Good Turkey
www.johngood.com.tr

CBI Transportation UK Ltd
www.cbitransportuk.com

DAN Shipping
www.danshipping.co.uk

Good Travel Management
www.good-travel.co.uk

Uniglobe Regent Travel
www.unigloberegent.co.uk

TEPS win new contract

We are extremely proud to announce that TEPS (Trans-European Port Services) has been awarded the high-profile warehousing contract for Croda International PLC with effect from 25th March 2013

Croda International PLC is a world leader in natural based specialty chemicals which are sold to virtually every type of industry. The company has approximately 3400 employees, working in 34 countries, with an annual revenue of £1001.9m.



After 2 years of negotiations, this is a significant win and very well deserved by Paul Fordon and the entire TEPS team. The addition of Croda further enhances our growing portfolio of blue-chip customers throughout the Group and demonstrates our ability to be able to compete in terms of our facilities, service and price, backed up by the exceptional quality of our staff.

We very much look forward to developing our business relationship and co-operation with Croda International PLC in the future. Paul Fordon is pictured with the additional racking in A shed which increases our

capacity to the point at which it allows us to move goods out of the other sheds so that Croda can have the whole of D shed.

As promised in the last edition of the Newsletter - top right is a photo of the TEPS staff who look after ARCO. Five members of the team, Colin Beecham, Andy Clark, Tom Couzens, Dave Stanley and Kevin White transferred along with the contract from Norbert Dentressangle last October. Commencing since then and also pictured are Darren Cawthorne, Michael Docherty,

Richard Grindley Neil Siviter, David Temperton, Dave Smith, Shaun Sinclair-Thompson and Robin Barnett.

Following a few months of talks, TEPS has also secured a contract with SAMSKIP for the chassis refurbishment, mot and servicing of their trailer fleet consisting of 80 chassis. This contract also covers all repairs and breakdowns and will certainly build upon the working relationship between the two companies which has existed for over 30 years on the haulage side.



Group Health & Safety

In our last edition we reported that FWCL had ordered a new Straddle Carrier and it has now arrived!

The picture shows the Combilift under construction and saw it operational on the last day of January. The significant investment in this new equipment not only reduces the risk of health and safety issues for the FWCL team but also enables the business to operate more efficiently and effectively!



Group H&S Meeting

28 November 2012 saw all the H&S reps together with John Rutherford meet up in Stoke Rochford (as near a halfway house for all the companies as we can find!) for a Group H&S meeting. The training presented by Mick Martin of the Insurance Partnership Risk Services (TIP) was very informative and we believe that our reps left with a clearer picture of the actions they are required to take.

Some of the most important messages came from John who made the following points:

- **Money is less important than the health and welfare of our staff - health has priority over money - this is supported right from the top**
- **Legal responsibilities mean that we must follow the correct procedures - but it is our desire to protect our employees that drives our concern**
- **Our interest in H&S is not an exercise to cover our backs but part of our values**
- **We must never take or allow short cuts in health and safety**

H&S also featured as part of our Management meeting on 4 December 2012 where our progress so far was outlined and Directors and Managers were updated with the work that H&S representatives are doing.

Depending upon the environment in which we work, different sites will have different procedures to follow, but some actions and procedures are the same for all sites.

So, what has been happening recently?

- **Risk assessments have been undertaken and H&S booklets have been handed out (which you may already have been asked to sign for, if not, it will be happening soon)**
- **Weekly, monthly and annual H&S checks are carried out**
- **Documents are available to all with a computer on the Z drive. For those of you without computers, hard copies are available**

It is important that we carry out a number of actions to ensure our safety, so please give your representatives your help and support when they ask you to complete forms, follow procedures or stand out in the cold to be counted during a fire drill!

Just a reminder that TIP has a 24 hour helpline for expert H&S advice. Your Director and H&S reps have details.

If you ever have any H&S concerns or queries always speak with your H&S rep or your Director - your health, safety and welfare is of paramount importance to us.

Short Sea Reefers – Transporting Chilled and Frozen Produce throughout Europe

Reefer containers play a major role in the movement of perishable and frozen foods from supplier to receiver in the European short sea market. As this market continues to grow, particularly from areas such as Southern Spain, transit times have improved significantly. OPDR, represented in the UK by John Good Shipping, operate a fleet of modern reefer equipment loading at ports such as Cartagena, Motril, Seville and Cadiz in Spain. Short transit times of only six days ensure that a whole range of fresh produce including fruit and vegetables and fresh fruit juices reach all the major UK supermarkets in top condition.



Reefer containers can be set at any temperature to cover all types of perishable cargoes and the containers are checked at regular intervals during transit to ensure they are running at the required temperature. If necessary the temperature can be maintained 24 hours-a-day during transit, even during road transportation, where we have specialised vehicles fitted with generators to power the unit.

UK exports of fresh produce in reefer containers is also an important market. Commodities shipped on a regular basis to the Canary Islands, for example, include potatoes, bacon, pies and confectionery, all of which are intended primarily for the tourist trade. In addition, John Good Shipping arranges shipments of fresh produce for major retailers on the Islands such as Marks & Spencer to cater for the large British community.

The short sea reefer market is growing, with more than 80,000 reefer containers being built in the first half of 2012, and a total of 100,000 new units entering service during the whole of 2012.



SPIRALLING degree costs and mounting graduate debts saw university applications drop by 8 per cent this year - and this fall is expected to increase.

The increasingly competitive jobs market has also encouraged record numbers of school-leavers to look at training, apprenticeships and courses closer to home.

For some students, taking advantage of further education courses on their doorstep has long provided the perfect platform to launch their careers.

Vicki Nutbrown joined Good Travel Management (GTM) in Hull 13 years ago after graduating from Hull College. She has recently been appointed operations manager at the firm, overseeing the day to day running of the Hull office.

Vicki said: "Hull College gave me a great foundation in the industry and that set me up for a career with Good Travel Management."

Now, the company has joined forces with Hull College to help create the industry professionals of the future.

Good Travel is working with the college's travel and tourism department to develop bespoke qualifications aimed at students wanting to get ahead in the travel industry. GTM already offers

work placements to Hull College students and currently employs five former students from the college at its head office in Hull - a number of whom completed work placements there before being offered a job.

Managing director Kevin Harrison said: "We have worked with Hull College for a long time, offering work placements and have recruited some good employees.

The people we have offered jobs to as a result have all stayed with us and we are proud to have been able to give them a start in their careers."

The new two-year qualifications are the equivalent of A levels and will be specifically tailored to business travel and Good Travel Management staff will highlight opportunities in the corporate travel industry to students via seminars and work placements.



GETTING AHEAD: From left, Kevin Harrison, managing director of Good Travel Management; former Hull College students Emily Forde, Lauren Stockdale, Sarah Langermann, Vicki Nutbrown and Ellie Wild; and Sara Jenkinson, of Hull College.

And our news from Turkey.

Levent Aydin joined the Board of International Freight Forwarders Association at the end of November last year which makes him a board member of The International Federation of Freight Forwarders Associations (FIATA) Turkey.

Mega bulk shipments cocoa beans to Liverpool

ESL have just nominated the vessel M.v. 'Nefryt' to call at Liverpool to discharge +/- 6000 metric tonnes of cocoa beans for Kraft Foods.

The approximate estimated time of arrival is 20 February 2013, weather permitting. JGS will act as agents in Liverpool.



The Royal Mint to Bangkok!

In conjunction with Unithai Line - Bangkok which is the National Line of Thailand, Hull office have won a second contract to move 100 x 20' containers thai bahts from the Royal Mint in Llantrisant to Bangkok for the account of the Thai government.

The cargo has to arrive in Bangkok on a Thai flagged vessel with the collection from Llantrisant, shipment & all documentation formalities completed by the Unithai dept in the Hull office. The cargo is shipped with one of Unithai's slot partners which is mainly NYK in lots of ten containers. The latest shipment has just been effected per 'Chicago Express' which sailed from Southampton on the 28 January 2013 with an estimated time of arrival in Bangkok of 3 March 2013.

The photo shows the carrying vessel leaving Hamburg on 25 January 2013 bound for Southampton.

Port Agency Activities in Southampton

Tilbury Office co-ordinate the Hamburg -Sud Monthly call into Southampton.

Pictured is the Vessel Rio Madeira alongside SCT (Southampton Container Terminal Berth 207) the vessel is operating on the ATX Service where Southampton is the last port in the European Rotation. After STN the vessel will run directly to New York / Norfolk / Charleston.

Pictures were taken by Karnie Cheung during the vessel's call at Southampton 1 December 2012.



GEB meeting beats the traffic!

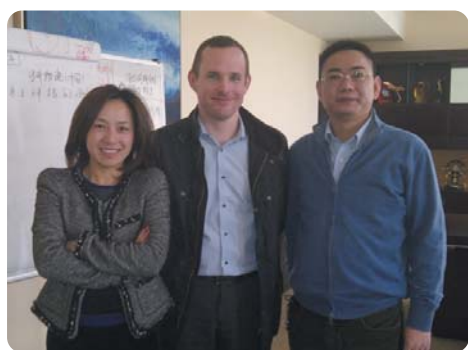
The latest Group Executive Board meeting was held via video conference allowing Seamus Jennings to link up from the Manchester office instead of clogging up the infamous M62. It proved so successful that similar meetings throughout the Group will consider this practice enabling colleagues an extra few Zzz's on these cold winter mornings! And let us not forget the GOOD we will be doing for the environment!



Visits and Visitors



TMCL agent Deemantha Fonseka from Lanka Shipping & Logistics, Sri Lanka meets with Paul Ferguson (right) at our JGS Manchester location over the Christmas period.



Paul Ferguson, pictured centre with Headwin Logistics CEO Bill and wife Nancy on his recent visit to Ningbo, China. Whilst out East Paul arranged field sales visits with various exporters to the UK and also met with our partners Synergy Logistics and Lucky Logistics both in Shanghai.

Manchester Office Goes Fileless!

Following on from a project that was initiated in August 2012 and headed up by Aimee Yuille, the Manchester office operational department commenced a fileless operation on 1 November 2012.

The key benefits of this will be a uniformed working practice, streamlined communications and an improved level of customer service. In addition less paper will be used and less waste will be created which ties in with our Company's Values.

Representatives from the other JGS offices have recently attended a presentation in Manchester and are now also actively pursuing a fileless operation for their own locations.

Following full implementation the next step will be to look at similar systems for the sales departments.



IT Update

Towards file-less offices

We have recently purchased over 50 x 21" widescreen monitors. These have been distributed as part of the on-going programme of hardware renewal. All users in JGS Hull, JGS Manchester, Accounts and CBI Transportation now have widescreen monitors. JGS Tilbury will follow in due course.

As part of the 'file-less' project, some users have been using their old screen in tandem with a new screen to 'dual-screen' (use two screens from the same PC to view 2 windows at the same time). This enables users to view a document on one screen whilst working or copying info onto the other screen. Working in this manner radically reduces the amount of printing necessary to perform some roles. It can take some getting used to but users have generally been giving positive feedback once they have become accustomed to the principles and changed their work processes accordingly. To allow users to dual-screen, some of the company PC's shall require a small hardware upgrade. If you are interested in dual screening then please contact the IT department.

Virus Alert!!

Most of you will be aware of the recent virus issues. This particular virus was spread by an email attachment. The attachment was in the form of a .zip file which contained an executable program. However, it was disguised as a .pdf file. Once opened the virus was spread onto the user's network drives. Files were created by the virus on the network drive. When opened by other users, their PC's also became infected with the virus. The result being that the virus spread to various sites across the company very quickly. The email that carried the virus looked very plausible and genuine showing the subject 'Send Correct Invoice'. While the IT department will take all the precautions they can to stop another such email getting through, it is very important that we are all careful when opening emails. In particular, to email attachments on mails that are from people that you don't normally deal with regularly.

If in doubt, don't click on it.
If you have any doubts, call IT and check - We would sooner have 100 false alarms than another situation like the one recently!

Company Value No 6

"We strive to be a responsible member of the communities and environment we live and work in"



Mercian Travel get festive at the annual Christmas In Hagley event

Our team at Mercian Travel's leisure travel department recently took part in the annual Christmas in Hagley Evening, raising money for a local charity Sunfield Children's Home. They baked cakes and biscuits and a gingerbread house was then raffled off, raising £133 in total which will also be match funded by the Matthew Good Foundation taking it to £266. We also took part in the 'Best Dressed Christmas Window' Competition and were delighted to win the event and be presented with the 'The Don Richardson Memorial Trophy'.

Thank you to all that came along and supported us at the event. I'm sure Sunfield Children's Home will be able to make good use of our contribution.

Mercian Travel have launched a brand new exciting website, please visit at: www.merciantravel.co.uk



For all you social media lovers, keep up to date with our exclusive offers, destination write ups and much more, on our facebook and Twitter pages, You will find the link's on the website.



Follow us on twitter for your chance to win a luxury hamper @goodtraveluk @merciantraveluk

The John Good Group celebrates awards success

We are celebrating after we were named Business of the Year 2012 at the prestigious Hull Daily Mail Business Awards in November 2012. We were up against some strong competition from other well-established local firms, however we were victorious and came away with the award in the 'large' category.



Alan Platt accepted the award alongside John Rutherford and Jon Garnier. He said: "It really is gratifying to receive an accolade such as this. It is a direct reflection of the hard work and commitment of all of our staff that we have been able to deliver our long-term strategy for growth, and this award is dedicated to them."

Over the last 12 years we have worked hard to deliver an ambitious plan to become a £20 million gross profit business by 2020 - all against the backdrop of an uncertain economy and the tragic and untimely death of Matthew in 2011.

After realising that, in 2001, the business was not robust or diverse enough to face the challenges that lay ahead we set about building a strategy that would see us concentrate on organic growth, independent freight forwarding activities and diversification through targeted acquisitions. Since the strategy was implemented we remain on track to achieve our targets with double-digit growth year-on-year since 2001.

We re-invest the majority of profits to support business development and this philosophy has not changed despite a period of economic turmoil and

against the backdrop of a very volatile shipping sector - **Value No 3: 'We are committed to the long term profitable future of our business and reflect this in the decisions we make'.**

Alan commented: "Rather than succumb to external pressures and market forces, we're really proud to have tackled the challenges head-on and have become a much stronger and robust organisation because of it. We firmly believe our current offer is well suited to the global shipping and logistics sector as we strive to achieve our 2020 target."

Today we are a truly global enterprise, with no fewer than ten subsidiaries offering freight management solutions, liner and port agency, warehousing, trucking and corporate travel services. We operate from sites at Hull, Grimsby and Felixstowe with offices in Leeds, Manchester, Brentwood, Tilbury, the Midlands and the North East. In addition, we have offices in both Istanbul and Izmir and we work closely with carefully selected overseas partners to provide a full range of services in Europe, the Far East, South East Asia, India, South Africa, North Africa, Canaries, South America and the Middle East, as well as a wide range of other destinations."

New Staff



Welcome to **Nathan Skuse** who joined FWCL as a Warehouse Operative on 2 January 2013.



Emma Partington from our Manchester office (pictured left) has completed her apprenticeship and will now receive a full contract. Congratulations Emma!



Also we would like to welcome **Jane Nash** (pictured left) into the Group. Jane joined the Felixstowe office 14 January 2013 as Import/Export Clerk.



And last but not least, welcome to **Andrew Moss** who commenced at TEPS on 30 January as a Transport Operator.

Promotions in the Hull Office



Congratulations to **Steve Mudd** (pictured top) and **Michael Price** (pictured bottom) who have been promoted to Office Manager and Assistant Office Manager respectively at JGS Hull. Already we have seen improvements in operational efficiencies and an upturn in business development. These promotions have also allowed Alan Platt to concentrate more on the strategic development of the Group.



Personal

Happy Retirement Kevin!

We would like to wish Kevin Fitzgerald a long and happy retirement. Kevin worked for CBI as a Director for 10 years and has worked in the Forwarding Industry for over 50 years, including 25 years at Thomas Meadows.

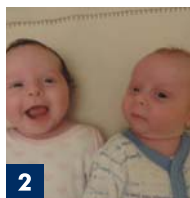
Kevin recognised Turkey as an emerging Trade Partner with the UK during the 1990's and CBI Transportation UK Ltd was set up in 2003 with a clear strategy of focusing on the Turkey-UK market. Kevin retired in January.

Congratulations!!



1

1. Congratulations to **Simon Murray** and his wife **Hannah** on the birth on their son **George Murray** on 23 January weighing in at 7lb 5oz



2

2. Also congratulations to **Steve Mackerman** and **Michelle** on the birth of twins **Oliver Henry** born 5 December at 10.57hrs weighing in at 4lb 12oz and **Freya June** born at 10.59hrs weighing in at 7lb 1oz



3

3. Felixstowe staff in festive mood!! **Sophie Mills** (left) and **Shelley Botwright** pictured:

The Good Trek 180

Following a competition to find a name for the 180th Anniversary Charity Walk the winning name as chosen by the Foundation Trustees is **'THE GOOD TREK 180.'**

Congratulations to **Brian Dalby** who came up with the winning name and many thanks to everyone who submitted entries.

Arrangements for the walk which will be held on Saturday 6 July 2013 are well underway and to date we have 90 people who have expressed an interest in walking and 6 people who have expressed an interest in assisting as part of the backup team.



Brian Dalby receiving his competition prize from Aimee Yuille the Manchester Office Foundation representative.

We would be delighted to hear from anyone else who is interested in participating in this landmark event either as a walker or as part of the backup team who play a very important part. Please remember that staff family members are more than welcome to participate. Please contact your local Foundation Representative or any member of the organising committee detailed below to express your interest.

The Organising Committee are: Alan Steadman, Brian Dalby, Gordon Cruickshank and Andy Sedman. The Committee met recently and are currently working closely together with regard to the planning of the individual stages to be walked along the route as well as addressing transport logistics, accommodation arrangements and more importantly the after walk party!

Further information will be circulated in due course.

Foundation News

32 Half Marathons Completed!

After running in the 2011 Humber Bridge Half Marathon, Chris Price, pledged to run 32 Half Marathons in 2012 to raise money for the Foundation and our project to support medical research and awareness in runners. On the 4th of November Chris completed Tatton Park and the 32nd race of the year! A huge achievement from someone that wanted to make a real difference. In total Chris has raised over £15,000 which will go a significant way towards saving lives in the future.

Chris began in January with the Helsby Half and then quickly travelled to Marrakesh for his second. He knew that fitting 32 races into a single year would be challenge so aimed at completing all 32 by November with a safety net of a month in case of delays, cancellations or injuries. As it happens Chris stormed through almost without incident. By May a possible



knee and achilles problem flared up but a short rest period soon fixed that and he was back on the pace. On top of all that Chris decided to run the London Marathon but didn't count it towards his 32.

Other donations include:

A donation of £500 was made from the Robin and Jan Waite (Reverend Robin married Matt and Isabel)

Chris Troyanos also donated \$500 to the Foundation to be earmarked especially for Hull Women's Aid after hearing about it from Julie Good. Chris is the new Chairman of the

International Institute for Race Medicine (IIRM) which we are supporting and current medical director of the Boston Marathon.

From all the different corporate sponsors, Chris matched every one of them, donating over £6,000 personally! A huge commitment on top of the effort in running 32 half marathons.



Foundation News Continued...

Match Funding

The following projects are just a few that have been recently match funded by the Foundation:

Alison Woodley carried out a Christmas Day sponsored swim and raised £170.00 for the Hospice. Well done Alison!



Our very own 'Tough Guy' Paul Ferguson completed the following:

Taking place at the end of January, usually in freezing winter conditions, the Tough Guy race is staged over a course of eight miles (about 15 kilometers). It consists of a cross-country run followed by an assault course, claimed to be tougher than any other worldwide, featuring 25 obstacles, including a slalom run up and down a hill, ditches, jumps, freezing water pools, fire pits under water tunnels and so on. The organizers claim that running the course involves risking barbed wire, cuts, scrapes, burns, dehydration, hypothermia, acrophobia, claustrophobia, electric shocks, sprains, twists, joint dislocation and broken bones. (Paul pictured second from the right).

Although sponsorships have not all been collected in, Paul believes he will have raised



£950 for the Christie Charity which raises funds to help provide additional services and undertake vital research for our cancer patients. As one of Europe's leading cancer centers, treating more than 40,000 patients a year every penny really does count. **Amazing effort Paul!**

November 2012



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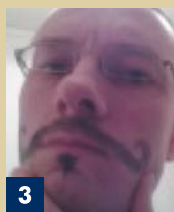
We had an excellent response to November and would like to thank everyone who took part and raised an excellent total of £4,702.36 which the Foundation have agreed to match fund plus the extra to make up the final amount to an amazing £10,000.

Our congratulations to the following:



2

1. **Jon Garnier**, Hull office, who won Mo Bro 2012



3

2. **Damian Harley**, Tilbury office, who won Lame Bro 2012

3. and **Tom Ellis**, Brentwood office, who was voted most Creative Mo with a little help!! Hopefully not a permanent marker!



Caption Competition

Send your answers to Christine or Louise in Hull and we will print the winning caption in the next edition of the Newsletter.

STOP PRESS...

...Good Travel Management in Leeds are delighted to have secured the business for the Doncasters group from rival travel management company, Carlson Wagonlit Travel. The company has locations throughout the UK as well as overseas and has appointed Good Travel Management after a successful trial with the Leeds office. It is expected the account will be within the top 5 clients once they are fully trading. Well done to all those involved...Kay Couldwell, Ringo Cheung, Andrew Sison and David North.

...Employee Survey Some may remember the employee survey we carried out in 2009. Since then there have been many developments within the group. During the late spring we shall be asking you once again to complete this survey to see how we have improved in your eyes during this time.

...The next edition of Good News will be published in July (rather than June) so that we can include articles from the Good Trek 180.



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John Good Shipping Izmir
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