

## CLEF Holds First Public Meeting

The first public meeting of the Cumbria Logistics Employer Forum was held at Carlisle United Football Club on Wednesday 21 April 2010.

Chairman Andy Hallington outlined the objectives of the Forum and the need for 'employer champions' for each area, and invited local employers to get involved in a working group for the objective that will make a difference to their business.

In keeping with the theme of Training and Development, Steve Whyberd from Wm Armstrong (Longtown) Ltd spoke about how the business had benefited from 'growing their own' drivers through Apprenticeships, supported by the experiences of Stobart Group Apprentice, Adam Clarke.

Phil Bell from the National Apprenticeship Service and Tony Higgins of System Training summarised the government's agenda and commitment to bringing young people into the logistics sector.

Chris Fylan from Skills for Logistics gave an overview on the Driver CPC, its function, and the current situation in numbers of drivers trained so far – and how many are still to start. John Outhwaite from Reay's Coaches recounted its Driver CPC experience – and the opportunities it had brought to the business in terms of staff development, specifically in terms of compliance. Paul Spink from System Training spoke about the availability of funding for Driver CPC and other initiatives such as the Driver CPC Consortium that may suit larger businesses.

Finally Julie Kemp from Carlisle City Council and Trudy Dane from JobcentrePlus advised on the 'Local Employer Partnership Agreement' which enables employers to benefit from trialling staff before employment through work trials, and how funding can be sourced to provide candidates with training (for example for LGV or forklift licences) where particular skills sets are required.

The next CLEF public meeting will be held at **8am on Thursday 8 July at Foxys Restaurant, Carlisle United FC** where guest speaker Andrew Tinkler, CEO of Stobart Group, will explain the challenges of running a national multimodal logistics company.



## Enesco's Bright Solution to Reduce Energy

CLEF member Enesco Ltd, based in Carlisle, recently replaced all of its high bay warehouse lighting with an energy efficient alternative.

The project involved replacing the incumbent 212 sodium high bay lamps with 100 intelligent Ecolite fittings.

The Ecolite fittings each incorporate individual sensors which react to ambient light levels, and are each fitted with individual movement sensors.



John Scott Director of Logistics with Enesco commented, "The fittings have reduced KWH consumption and lighting costs in the high bay by 79%. It has also given consistent LUX levels throughout the operation."

The project qualified for an interest free loan from the Carbon Trust.

The payback period of the project was 13 months which was well within the 36 month period in which the Carbon Trust loan is repaid.

Any CLEF member who may find this project of interest in relation to their own organisation and would like further detail or information around accessing Carbon Trust funding should in the first instance contact John Scott by email at [john.scott@enesco.co.uk](mailto:john.scott@enesco.co.uk).

# Will the DfT Make Eco-Driving Mandatory?

The Department for Transport is currently consulting on eco-driving and the possibility of making it mandatory for all LGV & PCV drivers. This is a chance for all companies who this legislation may affect to respond to the government and before the end of June and give their views on the subject. But, as Robin Brown from System Training points out, eco-driving has many benefits and businesses should embrace the techniques to help reduce their operational costs and increase profit.

"We all need to change and we all need to embrace fuel-efficient driving techniques for a variety of reasons. The Government has set ambitious targets to reduce carbon emissions associated with the road haulage sector and are hoping for a 90% uptake with eco-training amongst drivers.

"Logistics and road haulage businesses also need to adopt eco-driving to ensure their drivers become more fuel efficient which in turn will drive down operating costs associated with fuel, accident damage and wear and tear. And I believe the reason why we are seeing many haulage companies struggling in this climate is because they are not as efficient as they could be and are operating at a higher cost base than necessary. Fuel is a major cost and wasted fuel comes straight off the bottom line; saved fuel adds straight to the bottom line, it's as simple as that.

"Now training is compulsory, managers need to work out how they can get a return on their substantial training investment. The simple answer is increased profits through an intelligent application of



training that is targeted to reduce operating costs.

"Every company and its workforce is different. People learn at different rates and need varying amounts of support and the application of mandatory training must take that into account.

"Prescriptive training with a set training course is not the answer as each individual business will require a bespoke solution. I believe that everyone should be made to undergo eco-training but there needs to be a sensible level of flexibility where employers have a degree of control to shape the training to suit their business. Some drivers may require SAFED style eco-training for two years in a row, some may just need it once and then be followed by a different type of training intervention. The Government must take this into account.

"There also needs to be support from different levels of the workforce.

"I've seen the same thing occur on many occasions where initial fuel savings start to drop off after a few months and eventually return to similar levels that were being recorded before training intervention.

"One of our clients has recently saved over £2.2 million in the last year by taking a structured approach and ensuring effective and efficient training and support mechanisms are in place.

"All companies should embrace eco-driving, whether it's to reduce their fuel costs or help contribute to sustainable solutions for future road transport operations. DfT will welcome your input to the consultation document, which can be found on their website, before 30th June."

## Sealy UK Becomes Official Bed Supplier to Burnley Football Club

Sealy UK are proud to announce a new sponsorship package with Burnley Football club.

In a deal that sees all Burnley players and backroom staff receiving a top of the range Sealy Posturepedic bed, we were unfortunately unable to save the boys from relegation from the Premiership this season.

Looking on the positive side, Sealy Marketing Director Neil Robinson said:

"At least the team will be well rested and raring to go for the new season, and have every chance of bouncing straight back up!"



## M-Sport Helps Ford Become The World's Best

Cockermouth-based motorsport preparation company M-Sport have helped Ford Motor Company become the most successful manufacturer in the history of the FIA World Rally Championship after Jari-Matti Latvala and Miikka Anttila secured the company's 75th WRC victory on Rally New Zealand.

M-Sport, headed by Managing Director Malcolm Wilson OBE, has operated Ford's World Rally programme since 1997, growing in size and stature since it was originally formed in 1979 under the name of Malcolm Wilson Motorsport and based in premises alongside Wilson's house near Cockermouth.

Now it's based at state-of-the-art premises at Dovenby Hall and employees over 200 staff.



Ford's tally of 75 victories has helped the company take the manufacturers' world title in 1979, 2006 and 2007 and the drivers' world crown in 1979 and 1981.

Seventeen high profile drivers have contributed to the record effort, which began in 1973 at the 1000 Lakes Rally in Finland. They are Timo Mäkinen, Hannu Mikkola, Roger Clark, Bjorn Waldegard, Kyosti Hamalainen, Ari Vatanen, Didier Auriol, François Delecour, Miki Biasion, Gianfranco Cunico, Tommi Mäkinen, Carlos Sainz, Colin McRae, Markko Märtin, Marcus Grönholm, Mikko Hirvonen and Jari-Matti Latvala.

## Driver CPC Training Offer Still Available for CLEF Members

System Training's promotional offer for Driver CPC training courses has proved very popular and with many CLEF members taking up the offer. Instead of the normal price of £84, System are offering courses for just £30 per driver, so there's never been a better time to sign up, fulfil the legal training requirements and let System's training courses deliver a real a tangible financial benefit to your business.

One local employer to take advantage of the offer is animal feed manufacturer Carrs Billington Agriculture. With feed mills in Carlisle, Kirkbride and Langwathby, the company has put 36 of its drivers on System Training's courses during May with another 40 to follow later in June.

Topics covered included principles of customer care and safe and fuel efficient driving tech-

niques, and the training is sure to help Carrs Billington Agriculture provide higher levels of service to its customers - while reducing operating costs associated with fuel, insurance and vehicle wear and tear.

Andy Hallington, Carrs Billington Quality Manager said, "This training offer is a fantastic chance for our company to take advantage of CLEF's support. CLEF is all about local businesses working together to develop the region's skills and to ensure a stronger logistics sector within Cumbria. As well as complying with training regulations our drivers will now be able to help us reduce costs, be safer on the roads and help us provide a higher standard of service to our customers."

To take up System Training's offer and book discounted CPC training please contact Stephanie Norman on 01228 574000.



## Story Painting Provides Offer for CLEF Members

Story Painting Group, based in Carlisle and with offices in Manchester and Glasgow, is providing specially discounted prices for CLEF members.

The commercial and industrial painters are experts in fire protective paint coatings, hygenic paints, anti-graffitti coatings and the new spray plaster system.

They have painted many supermarkets, hotels, warehouses, office blocks and schools in the pasts and can undertake new-build or refurbishment projects. Story Painting are ideally placed to offer fire protective coatings and painting to warehouses and distribution centres as well as

office blocks, shops, industrial and retail units.

To take advantage of the reduced prices or to get more information on their services call Frank Burns on 01228 404114.



# Sail Off to Sleep With Sealy

P&O Cruises newest superliner, Azura, set off on its maiden voyage around the Mediterranean in April and the ship's 1557 luxury staterooms have been fitted with thousands of specially designed beds from Sealy's world famous Posturepedic range.

Azura has been designed to offer passengers the ultimate in relaxation and pampering and the ship's atmosphere on its 14 decks is being described as stylish, sophisticated and serene with everything from an amazing outdoor cinema to a spa terrace for massages and treatments overlooking the lapping waves.

With all this pampering, the staterooms



have therefore to be of the highest standard and will be like those found in the best boutique hotels with everything on offer from flat screen interactive televisions showing the latest films, to room service, balconies and wonderful Egyptian cotton bedding on king size, luxurious Sealy beds. Azura also boasts the fleet's first "Single Occupancy" Staterooms which feature specially designed oversized single Sealy beds.

Sealy is of course renowned for its state of the art beds, which are designed to give you the best night's sleep. You won't toss and turn on their superlative Posturepedic mattresses so it is fitting that they should be chosen for this wonderful new state of the art superliner as she glides serenely across the seas.

And the great news is that Sealy will also be fitting out all the other superliners in the P&O Cruises fleet as they go through their general redecoration/refits over the next few years - so no matter where you go with Britain's favourite cruise line, you will be sailing off to sweet dreamy sleep with Sealy.

## Distribution Facility in Carlisle To Let

W.B. Anderson Properties has Distribution Premises to let in Carlisle's Durranhill Estate. The modern and purpose built parcel or distribution facility is ideally located to serve south-west Scotland, north-east England and Cumbria.

The depot is fully-equipped and extends to over 13,000 sq ft with facilities including a meeting office, general office, reception, canteen, toilets and staff parking area. The warehouse has 15 individual loading docks including a dock leveller facility and a raised platform area.

Images are available at [www.wb-anderson.com](http://www.wb-anderson.com) and for further information please contact Philip Anderson on 01228 409898 or [info@wb-anderson.com](mailto:info@wb-anderson.com).



## System Training Hits a Century With Apprentices

Over 100 young people have now found employment in the logistics and motor vehicle industries thanks to a radical new Apprenticeship scheme delivered by System Training.

What differentiates the model of the scheme is that the training provider, System Training, actually employs the Apprentices from phase one of the Apprenticeship, removing employment law red tape. This means they spend time initially gaining the skills and qualifications they need in the workplace before going on placement - providing practical experience that allows them to make a genuine contribution when they start work.

For example many gain their car and Large Goods Vehicle licences before being placed with a company so they can drive on the fleet straight away - unlike in the traditional manner where they would have had to learn along the way. This method allows both the Apprentices and the employers to start benefitting from the placement from the outset, speeding up the practical learning process and reducing the risk for employers.

The Apprenticeship is aimed at giving young people the opportunity to gain a firm grounding in some of the UK's biggest economic sectors, while raising the standard of talent available to firms seeking new employees.

Tony Higgins of System Training said: "It's a great achievement for us to help create over 100 jobs for young people in the north

of England. The model is new and has taken a high amount of commitment from us but we believe that it will benefit the area and the many logistics businesses we work with. Our approach has ensured that Apprentices are fully trained when they go into their work placements, reducing the risk for employers and actually allowing the Apprentices to make a real difference at work."



## Contact CLEF

To join CLEF or get involved with its activities and objectives please contact Stephanie Norman on 01228 574000 or at [info@clefgroup.co.uk](mailto:info@clefgroup.co.uk).

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