



MICHELIN TYRES DELIVER THE MOST EFFICIENT AND SUSTAINABLE SOLUTION FOR PORT OF TILBURY

PORT OF TILBURY

The Port of Tilbury is the largest of eight such sites owned by Forth Ports. It is also the largest multi-modal port in the south east – with an annual throughput of 16 million tonnes of freight, estimated to value around £8.7 billion.

Sitting on the north bank of the Thames, just 22 nautical miles from central London, it is perfectly placed to handle cargo for the capital and the rest of the south east, with easy access to the M25 and 18 million people within 75 miles.

MICHELIN'S APPROACH

Michelin has been a long-term supplier of specialist tyres to the Port of Tilbury. In 2012, following Forth Ports' acquisition of Tilbury Container Services (TCS), which used to own and run part of the 1,000+ acre site, the Port of Tilbury took on TCS's fleet of straddle carriers – running on premium competitor brand tyres.

Staff at the Port of Tilbury closely monitored the performance of the 480/95 R25 Michelin X-Straddle 2 fitments on its existing straddle carriers, versus the competitor brand tyres fitted to the vehicles it had inherited.

The X-Straddle 2 is specifically designed to make marine terminal operations safer, while increasing productivity and boosting overall tyre life – delivering all the benefits of radial technology to improve marine terminal operations.

"They are certainly a very sturdy, well-built tyre," says Andy Darlington, Senior Procurement & Facilities Manager, Port of Tilbury. "There are a lot of technologies built into the Michelin tyres to make them last as long as possible."

The excellent performance of the X-Straddle 2 stood out in comparison to the competitor tyres and, over the course of the past eight years, the port has moved all of its straddle carriers onto a Michelin policy. This has been achieved with support from Michelin Account Manager Clifford de Jager, Beyond Road – Earthmover and Industrial Specialist, and local dealer Universal Tyres.



RESULTS

"We get great support from the team at Michelin," says Darlington. "Clifford is extremely proactive – always on hand to assist. He goes beyond the call of duty, coming in regularly to complete a comprehensive fleet audit, which really helps us with our budgeting and predictions for how many tyres we are going to need in the coming months. He also offers great advice on all tyre issues; we can't fault the level of service we receive."

Based on the performance of the X-Straddle 2 product, and the technical support from Michelin, the Port of Tilbury now runs a 100 per cent Michelin policy on all its non-containerised fleet, while also specifying all new assets on Michelin tyres.

In total, the port operates 36 straddle carriers on X-Straddle 2, nine reach stackers using 18.00 R33 Michelin XZM2+ and more than 30 Terberg terminal tractors on a mixture of 310/80 R22.5 and 280/75 R22.5 Michelin X-Terminal T fitments. It also has several empty container handlers running on Michelin XZM tyres.

"In my opinion, the longevity, performance and fuel saving qualities of the Michelin product can't be beaten," says Darlington. "We specify all our new machines on Michelin tyres as original equipment because they have been proven in our operation to offer the lowest total cost of ownership."

"The Michelins last longer than any other tyre we've used but probably the biggest benefit we see is in terms of fuel economy. So, while the up-front investment can be a little higher, in the long run fitting Michelin saves us money and improves our performance. They also play a key role in helping us to run a more sustainable fleet."

*"WE SPECIFY ALL
OUR NEW MACHINES
ON MICHELIN
TYRES AS ORIGINAL
EQUIPMENT
BECAUSE THEY HAVE
BEEN PROVEN IN
OUR OPERATION TO
OFFER THE LOWEST
TOTAL COST OF
OWNERSHIP. THEY
ALSO PLAY A KEY
ROLE IN HELPING
US TO RUN A MORE
SUSTAINABLE
FLEET."*

Andy Darlington

Senior Procurement & Facilities Manager,
Port of Tilbury