



Manston Airport Air Freight Hub

*Reviving strategic transport infrastructure to
maximise Global Britain's trading potential*

**Applicant's response to
Arup Assessor's Draft Report**

Appendix 6

Project: Manston Airport Development Consent Order
Document Ref: TR020002/RED2/Arup/APP6
Redetermination Deadline Date: 3 December 2021



Tony Freudmann
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02/12/21

Dear Tony,

It was a pleasure to discuss the matter of the re-opening of Manston with you.

As I mentioned, I was one of the people who orchestrated the move from Stansted to Manston all those years ago, in those days we were operating 9 x DC8 MK Airlines freighters into MSE per week and we did so for many years, until Manston closed.

Since then I spent 15 years in Kenya, operating as the Managing Director for Flamingo Horticulture, the UK's leading horticultural importer from that geography, and in tandem as the Managing Director for Skytrain Ltd which subsequently was sold to Kuehne & Nagel and arranges the uplift of circa 600 tonnes per week of perishable cargo aboard bespoke cargo freighters. MidnightZulu was formed in 2018 and works with the larger of the Kenyan exporters to secure adequate weekly lift to Europe and the UK, also on bespoke cargo freighters.

To point out the obvious, Manston offers a far superior location for Northbound African cargo entering the UK. Its southerly location offers great benefit for fuel burn and payload and it is here where my sentiments are strongest.

Clearly there are a host of reasons which make Manston an ideal port for perishable air cargo, simplicity, speed of handling, solid road network, proximity to markets, uncongested airspace and so on. However, the reality is that aircraft operating from Nairobi to the UK and landing at EMI, STN or DSA have much further to fly. The extra flying distance is compounded by increased stacking times at these busier ports, a stacking time of 10 – 15 minutes is realistic.

Given this extra flight duration time, aircraft must take on more fuel (flight distance plus alternate). The fuel and additional flying dictates that payload is reduced by approximately 15%. Therefore, the fuel burn per kilo of perishable cargo is increased and the cost for shippers rises which manifests itself as more expensive product on the shelf in the UK.

To circumvent the reduction in payload, and depending on weather conditions / winds, it is often the practice to re-fuel the aircraft on route (North Africa) and this in itself forces up cost and reduces the fuel efficiency burn per kilo.

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To summarise, the establishment of Manston as a viable cargo port holds the following significant benefits.

- A. It reduces the amount of fuel burnt per kilo of cargo exported and hence there is a clear climate / carbon benefit.
- B. The cost per kilo of freight reduces making products on the shelf in the UK cheaper, a point of note given recent inflation post Brexit / Pandemic.

I will leave the detailed mathematics to quantify the carbon reduction to those more qualified than myself. However, the practical reality is glaringly obvious and the inclusion of Manston as a cargo port on Britain's southern shore is enormously advantageous for perishable cargo originating in Africa.

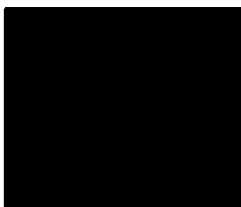
Of course, there are those who argue that we should be buying food and flowers more locally anyway, but, having spent more than two decades in the industry, the following re-buff arguments are true.

- A. Producing flowers and vegetables in hot houses during the European winter is far less carbon efficient than growing them on the equator and flying them to Europe.
- B. Tens of thousands of Kenyan people rely on the horticultural industry to support their families and hence demand for Kenyan product is hugely beneficial for the Kenyan economy at grass roots level.
- C. The public demand a supply of fresh vegetables and flowers year-round. Gone are the post war days of a winter vegetable diet of cabbage, carrots and potatoes. The demand is there and hence product will find its way to serve the market, it is our responsibility to get it there in a financially and environmentally efficient fashion.

Lastly, because of the inefficiencies dictated by current UK landing alternatives, many aircraft operate into Europe and UK cargo is then trucked to the United Kingdom. This clearly impacts quality and freshness but also adds further fuel to the carbon argument with multiple trucks operating between the continent and the UK on a daily basis.

This said, MidnightZulu would fully support the re-opening of Manston airport. We currently charter 4 x B747 400F freighters into Europe per week and the inclusion of Manston as a viable air cargo port would greatly aid our operation and would serve both the wider public and the environment well.

Sincerely,



Thomas Frankum.
C.E.O
Midnightzulu Limited.

