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COMMENT

Brexit remains firmly at the top of the industry's agenda, with organisations like the Freight Transport Association and the Road Haulage Association among those expressing their concerns over how businesses will be impacted once life outside the European Union becomes a reality.



While that is several years away, the RHA stresses that the British government will have to ensure fluidity will be maintained through our ports for the trucks that provide a vital trade service. As the RHA's Chief Executive points out, in the event of leaving the single market and the customs union, HM Customs will clearly need to have significantly greater resources than at present to avoid the potential for chaos and lengthy customs clearance delays.

With the prospect of only the Irish border separating Northern Ireland and the rest of the UK from Europe, concern about the future has also been expressed over the movement of goods between Northern Ireland and the Republic, although the industry can take some comfort from the fact that bodies like the FTA and RHA are already working towards addressing those issues.

Indeed, as you will read elsewhere in this issue, the FTA has drawn up five priorities for customs and border arrangements to help keep Northern Ireland and the UK trading post Brexit. Appropriately, FTA's Transport Manager Conference in March in Belfast includes a session on Brexit and a presentation by the Secretary General of the British Irish Chamber on the possible implications of doing business between the north and south of Ireland and Great Britain.

To other matters now: also in this issue we highlight the more positive aspects of our industry. The van market, for example, has got off to a positive start this New Year, and we have been hearing some encouraging comments from the Managing Director of Iveco UK & Ireland. In his annual State of the Nation address, he stresses that whatever the future holds, being adaptable and ready to move fast is what it's all about, 'because change gives rise to opportunity.' How true! Meanwhile, on the shipping front, as you will read, business is clearly booming on the Irish Sea.

Until next time, why not keep up to date with what's happening across our industry 24/7 by logging on to our brand new website at www.exportandfreight.com

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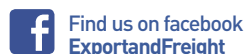
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CIRCULATION: Ireland's specialist magazine for the transport industry. Export & Freight is packed with news, information, developments and trends dedicated to the local marketplace. Export & Freight is a controlled circulation journal, posted each month to exporters, manufacturers, hauliers, own account operators, transport suppliers, commercial vehicle manufacturers, rail companies, bus and coach operators and manufacturers, air and sea terminal, passenger and freight ferry operators, shipping agents and freight forwarders, to name but a few. Export & Freight is also sent to members of professional bodies, including the IRTE, Institute of Quarrying and Institute of Freight Forwarders, FTA and RHA. Export & Freight is also available in your local newsagent. Export & Freight, is published by '4 SM (NI) Ltd', at The Old Coach House, 12 Main Street, Hillsborough, N. Ireland BT26 6AE. We are a completely independent voice and are not connected to any Institutes or Associations within the industry. Our aim is to publish accurate, specific and dedicated information, targeting each sector of the transport industry, throughout Ireland. The publishers cannot be held responsible for any inaccuracies supplied by the contributors. All rights reserved. The contents of this publications may not be reproduced or transmitted in any form, either in part or in full, including photocopying and recording, without the written consent of the owner. Nor may any part of this publication be stored in a retrieval system of any nature without prior written consent of 4 SM (NI) Ltd.



Rab takes the workshop lead at Mercedes-Benz Truck & Van (NI)

Rab Jackson brings an impressive track record to his latest role as Group Service Manager at Northern Ireland Dealer Mercedes-Benz Truck & (NI).

After serving a technician's apprenticeship on heavy construction equipment he joined a franchisee for a Swedish truck brand and remained with that company for the next 33 years. Now, after being snapped up

by the province's official Dealer for Mercedes-Benz Trucks and Mercedes-Benz Vans, Rab has fulfilled a long-held ambition to work with commercial and passenger-carrying vehicles bearing the famous three-pointed star,

"There's no doubt in my mind that the Mercedes-Benz Trucks and Mercedes-Benz Vans ranges are the finest on the market," affirmed Rab, who is responsible for the smooth running of the repair and maintenance operations at the 24-hour workshop on the Dealer's headquarters site in Newtownabbey, and at its branch in Dungannon.

Immediately prior to taking up his new position Rab was working for a truck operator, a former customer who – like many others – had also become a friend. "But I realised I still had the dealer 'bug'," he laughed. "I love the work, while joining a great company, which represents one of the world's best-known brands, has given me a great buzz. I'm relishing this challenge."

MB T&V (NI) already offers industry-leading levels of round-the-clock after sales back-up, including emergency roadside assistance to operators of trucks and vans,

as well as minibuses, buses and coaches. As recently as 2015 it beat off the challenge of 17 other franchisees nationwide to win the Mercedes-Benz Trucks Customer Service Dealer of the Year Award, and last year its Dungannon team collected another trophy from the manufacturer, in recognition of their outstanding performance in repairing a German driver's Actros tractor unit against the clock, so he was able to catch his ferry on time.

"I've inherited an excellent team of colleagues who have made me feel very welcome, while our workshop facilities are second-to-none," continued Rab. "We have the perfect platform from which to drive the Service department forward, and I'm confident that under my leadership that's exactly what we'll do."

He added: "We're particularly strong when it comes to vans, but there are definitely growth opportunities within the heavy vehicle segment. My focus has always been on providing operators with the best possible support, and on restricting vehicle downtime to an absolute minimum. I am very customer-facing, and already talking daily to those who rely on MB T&V (NI) to keep their trucks and vans out on the road and earning."



Briggs Equipment donates £93,000 to help young people with cancer

Briggs Equipment's charitable work attained great heights once again in 2016, as employees pulled out all the stops to raise almost £93,000 for Teenage Cancer Trust.

Teenage Cancer Trust is the only UK charity dedicated to improving the quality of life and chances of survival of young people with cancer aged 13 to 24. As well as creating specialist units within NHS hospitals, the charity also has expert nursing and support staff, who provide the best possible care and information for patients and their families.

Briggs Equipment's Managing Director Peter Jones said: "Here at Briggs we are committed to supporting charities and communities in need. Last year our employees nominated Teenage Cancer Trust as our charity for 2016 and they've spent the last 12 months making sure we honour our £20,000 pledge to this deserving charity.

"I'm always impressed with our employees' enthusiasm for our fundraising initiatives and the effort everyone is prepared to put in to support our chosen charity. With this donation, which will support the important work carried out by Teenage Cancer Trust, we can help to make a difference to young people affected by cancer and their families."

Teenage Cancer Trust's ambitious goal is that by 2020 every young person with cancer in the UK will have access to specialist support, no matter where they live. To achieve this, it needs to raise in excess of £80million.

During the past five years Briggs Equipment has donated £300,000 to worthy causes, including Parkinson's UK, MacMillan Cancer Support and Midlands Air Ambulance. The company is also a proud patron of The Prince's Trust.

PACCAR Delivers Strong European Truck Market Results

PACCAR reported very good annual revenues and profitability in 2016, achieving its 78th consecutive year of net income.

Commented Ron Armstrong, chief executive officer. "PACCAR's financial results reflect the company's premium-quality products and services, increased European truck deliveries, higher truck market share, and good aftermarket parts and PACCAR Financial Services results.

PACCAR's consistent profits and strong cash flow have enabled the company to invest in its core markets while expanding its presence in emerging markets. "PACCAR is well-positioned for long-term growth with investments in new state-of-the-art DAF, Kenworth and Peterbilt

vehicles, durable PACCAR engines, innovative aftermarket parts and service capabilities, factory enhancements, and truck technologies that increase vehicle fuel-efficiency and reliability," added Armstrong. DAF's above 16-tonne market share in Europe increased to 15.5 percent in 2016, compared to 14.6 percent last year. "Our customers recognise DAF's quality leadership, low operating costs and superior driver comfort," said

Preston Feight, DAF president.

"European industry truck sales above 16-tonnes were a robust 303,000 trucks in 2016, compared to 269,000 trucks last year. The strong heavy truck market and growth in market share generated record DAF registrations. It is estimated that European truck industry sales in the above 16-tonne market in 2017 will be another strong year in the range of 260,000-290,000 trucks."

Metal 3D Printing: Renault Employ Technology Of The Future

A team of Renault Trucks engineers and designers is working on an additive manufacturing process – metal 3D printing – to boost the performance of engines.

Technology of the future is fast becoming a reality, as can be seen from the complex parts that have already been successfully tested inside a Euro-6 engine.

The Renault Trucks Lyon Powertrain Engineering department has focused on using metal additive manufacturing as a future engine manufacturing process. As a result a prototype DTI 5 4- cylinder Euro-6 step C engine has been designed exclusively using 3D printing.

Although the complete engine was already designed virtually, rocker arms and camshaft bearing caps were manufactured by metal 3D printing and successfully bench-tested for 600 hours inside a Euro-6 engine.

"The aim of this project is to

demonstrate the positive impact of metal additive manufacturing on the size and weight of an engine.

This process has enabled us to reduce the weight of a 4-cylinder engine by 120 kg or 25%", said Damien Lemasson, project manager at Renault Trucks. "The tests we

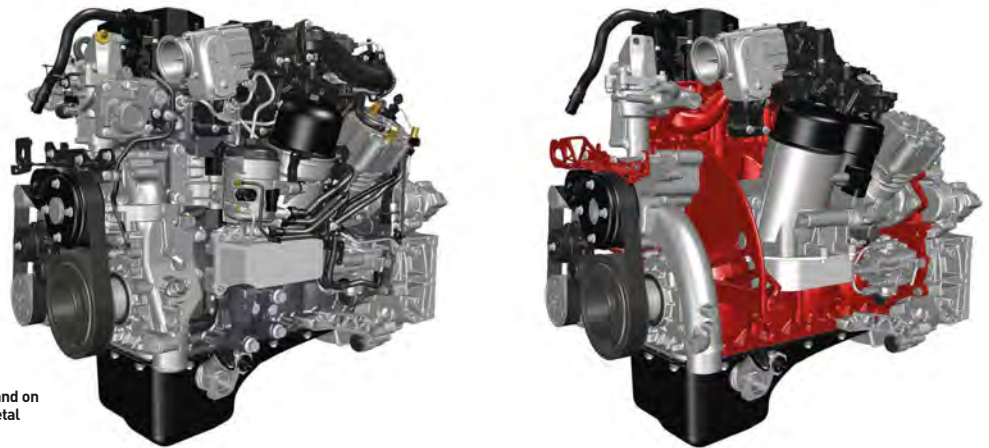
have carried out prove the durability of engine components made using 3D printing. It's not just cosmetic."

Metal additive manufacturing opens up new development opportunities for thermal engines. This printing process, which works by adding materials layer after layer, can be

used to create complex organic forms, as well as optimising the sizing of parts and reducing the number of assembly operations and therefore the number of components in an engine.

The number of components in the DTI 5 engine has been reduced by 25%, making a total of 200 fewer parts.

For haulage companies, metal 3D printing carries a number of advantages. They will be able to optimise the overall operating costs of their fleet of vehicles, since a reduction in engine volume will lead to greater payloads and lower fuel consumption.



On the left is the original Renault Trucks DTI5 Euro-6 engine and on the right is the same engine exclusively designed using 3D metal printing to reduce weight and number of components.

Do you recognise this man?

Perhaps not.

His name is Seamus Deighan, MD at Deighan Transport, and he recognises the importance of an efficient, compliant and, above all, a safe fleet of trucks.

That's why he's a member of **FORS** – the Fleet Operator Recognition Scheme. And he's also achieved Gold status, meaning that specifiers and contractors want to get to know him better.

Isn't it time you were recognised, too?



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Pictured here are (l-r) FPS Technical Manager Tony Brown, Marketing & Events Manager Dawn Shakespeare and Chief Executive Mark Askew

Increased Interest in Oil Distribution Trade Association FPS

The trade association for the oil distribution industry in the UK and Republic of Ireland, FPS (Federation of Petroleum Suppliers) is experiencing a surge in enquiries for new membership in the first month of 2017.

FPS is known for providing its members with up-to-date industry knowledge, training, technical support and Government lobbying and these have been the reasons for new members joining the FPS but, the association is keen to highlight many less well-known benefits.

The FPS has more than 135 distributor members, including over 30 members from the Republic of Ireland, plus 50 associate members and 2 affiliate members. Promoting best practice within the oil distribution sector, the association works hard to enable members to optimise their business through organised meetings, seminars, and events that support the formation of new relationships and create opportunities.

"We represent all our members at select committees, all party parliamentary groups, government departments, and in the media," says Mark Askew, Chief Executive of FPS. "Being a member means more than simply

getting your voice heard, it means having a say on each and every matter that affects the industry.

"By joining us, members not only benefit from being able to access key industry information 24-7 and to contact us for business support whenever it's needed, they can enjoy big savings on services including price monitoring, industry advertising and exhibition stands at the sector's key annual event FPS EXPO organised by the FPS every year."

The trade association offers different membership levels, designed to suit different companies in the heating oil distribution industry.

"Full membership is open to those who distribute fuels to end users, be that in the commercial or residential market, whereas our associate and affiliate membership options are for companies that provide goods and services to the oil distribution sector."

Goodyear EfficientGrip Cargo seeks lower total cost of ownership

Independent tests comparing Goodyear's new light truck tyres' mileage capabilities against two of its rivals by auditing body DEKRA show that the Goodyear EfficientGrip Cargo out performs the others by an average of 21,475km.

The all new EfficientGrip Cargo has an improved fuel economy, which combined with extra tyre life could offer fleet operators significant savings.

To create the EfficientGrip Cargo, Goodyear engineers made technical improvements to previous tyre compounds for increased wear resistance on abrasive surfaces. They have also enhanced tyre construction with a higher volume of rubber, to optimize solid rib stiffness, contributing to increased tyre life, as well as providing improvements in handling.

Martijn de Jonge, Brand Director Consumer PBU EMEA at Goodyear, said: "Delivering such impressive results in DEKRA tests proves the dedication of our Goodyear engineers.

"As a result of their commitment, we were able to create Extra Mile Technology, not only improving the tyres' mileage, but also enhancing their performance on wet roads, durability and total cost of ownership."

BPW Help To Optimise Tyre Life

With their constant focus on vehicle uptime and reducing maintenance costs, it is no surprise that over the years BPW have developed innovative solutions to minimising tyre wear.

The BPW axle for example, with its uniquely designed hollow square cross section, has a camber built into its longitudinal axis. In the absence of load, the wheels then display positive camber. When loaded the resulting axle beam deflection ensures that optimum tyre-to-ground contact is

achieved thus improving tyre life.

Likewise, BPW chooses to incorporate a slight 'toe-in' of the wheels which again improves tyre life and also helps to reduce strain on the axle hub securing nut.

A more well-known solution is the BPW self-steer axle. When used as the rear axle in a tri-axle bogie, the self-steer axle can reduce tyre wear by up to 50% in comparison to three rigid axles. Of course, there is also the added advantage of improved manoeuvrability.

More recently, the BPW idem telematics system, with integrated tyre pressure and brake monitoring, constantly checks the tyre pressure and temperature. Tyre pressures at 20% below manufacturers'

recommendations increase fuel consumption by around 2%, amounting to a significant addition to the annual running costs.

Brake monitoring is currently being developed to meet the recent DVSA guidance on brake performance monitoring for safety inspections and to support operators' maintenance systems.

This real-time information highlights any abnormalities, allowing intervention at an early stage before more serious problems occur, such as tyre blowouts and overheating of the brakes. The idem telematics system can help to improve fleet management, increase vehicle efficiency and avoid excessive downtime.

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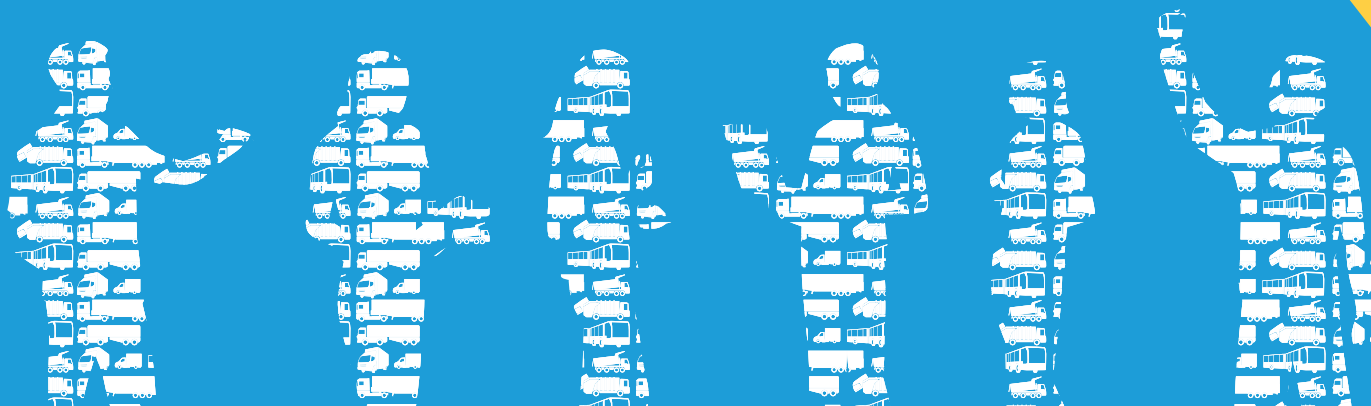
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ExxonMobil reveals 2017 outlook for European commercial vehicle fleets

Tight control of costs can open up major growth opportunities in the commercial vehicle sector. This was the overwhelming sentiment from ExxonMobil's "Future of Fleets" survey that tapped into the behaviours, concerns and predictions of senior managers at top commercial transportation companies operating across Europe. The survey revealed a complex, challenging, but equally promising picture of the future.

Across all markets surveyed, 71% anticipate business growth in the next 12 months, with 48% predicting an impressive 11-30% increase. However, this is set against an array of challenges, with 40% of respondents foreseeing tough economic conditions and volatile markets as the biggest trend to affect their business in the next five years.

With unpredictable fuel prices and factors such as increasing emissions regulations including

the 2020 EU Directive all high on the agenda, the future of fleets, on the surface at least, is shaping up to be a tough one.

With such a strong growth outlook despite a tough economic climate, the survey revealed that for many fleets the immediate concern is cost control rather than long term investment that could put forward-thinking fleets ahead of the curve.

Such a sharp focus on cost is unsurprising in challenging economic times and concern over

fuel efficiency has led 65% of those polled to look closely at how they keep their fleet well-maintained.

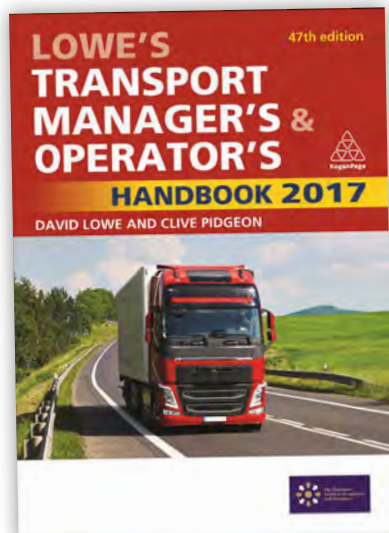
Driver training and the use of telematics feature prominently in the drive for fuel efficiency, but only 32% ensure they use fuel efficient rather than standard lubricants to help with this.

"The long term potential of lubricants to help drive fuel efficiency remains untapped for many fleets," said Maciej Marciniowski, commercial

vehicle lubricants marketing advisor, Europe, Africa and Middle East, ExxonMobil.

"When choosing lubricants, nearly 40% of those polled purchased the cheapest option available. And, when asked how lubricants are viewed within their business, 64% replied that they are seen as a cost that needs to be kept low. It's important that the approach changes to viewing the purchase as an investment that may help save money in the long run."

New edition of handbook for transport managers and operators



With the UK's forthcoming exit from the EU, transport managers and operators must be up to date on the latest changes to rules and regulations governing the UK's Road Transport Operators. The new edition of Lowe's Transport Manager's and Operator's Handbook 2017 is now out.

In its 47th edition, it is the most comprehensive guide available to the operational rules and guidelines governing the UK's road transport operators. This book provides essential information on transport legislation, technical standards, and goods vehicle operations.

This new edition covers procedures, rights and responsibilities that all transport managers and operators must know to protect their business. Updated with the latest consultation papers from the Health and Safety Executive, Lowe's Transport Manager's & Operator's Handbook 2017 provides details on professional competence, working times and driving hours rules, speed

cameras and penalties, the international road haulage market, and drugs testing for drivers.

Director of Professional Development at the Chartered Institute of Logistics and Transport, Dorothea Carvalho, has provided praise for other editions, saying, 'If transport managers and operators purchase only one book this year, then it will probably be Lowe's Transport Manager's and Operator's Handbook.'

Export & Freight readers, quoting code P-LOWE20, can get a 20% discount off purchases on the website, www.koganpage.com

Going for Bronze with FORS in Belfast

The Fleet Operator Recognition Scheme (FORS) is to hold its first ever 'Going for Bronze' workshop in Northern Ireland.

The workshop aims to support companies looking to achieve FORS Bronze accreditation which serves to confirm an operator employs good practices and complies with the requirements laid out by the FORS Standard. This includes demonstrating dedication to driver and vehicle safety, combined with improving operating practices through effective monitoring of fuel and tyre usage.

Whether you are preparing for your assessment for the first time or addressing issues raised at a previous assessment, this workshop is specifically designed to guide and support you through the process from registration to Bronze accreditation.

Developing, documenting and communicating road transport policies is essential for fleet

operators, but knowing where to start and how to develop effective policies can seem daunting.

The workshop – to be held at AECOM, 9th Floor, Clarence West Building, 2 Clarence Street West, Belfast on Wednesday March 1st – will help you through the process of developing policy and processes and give guidance to creating your own written documents.

The event, which is free of charge, though you need to book to secure your place, runs from 10am through to 1.30pm, and will cover a number of topics including:

- * The benefits of Bronze – what is available to you
- * Overview of the FORS standards
- * How to meet the Bronze requirements
- * Examples of non-conformity and avoiding the pitfalls
- * Next steps after assessment

More information as well as the booking link can be found at: <https://tinyurl.com/zgugen2>



New trailer lock guards against theft and stowaways

M1 Marketing is now the exclusive importer and distributor of a patented protection system for the cargo compartments of vans and semi-trailers.

Called Trailerlock, the device protects the rear doors of trailers and LCVs to prevent intruders from breaking into vehicles, either while moving or while at rest in parking areas. Trailerlock – which comprises a case, anchoring bolt, secret nut and a wrench, plus back-up wrench – anchors the handle of the locking mechanism to the frame of the trailer.

Manufactured from solid steel, simple to operate and resistant to mechanical interference, the system does not require additional modifications to the rear doors of semi-trailers, ensuring that the product can be deployed without further installation costs. Trailerlock fits most trailers and is ideal for international operators or any trailers which

are carrying high value goods or likely to be left unaccompanied.

If there are pre-existing holes in the trailer rear frame then the lock can simply be fitted without further preparation; if not, holes can be drilled with an 8.5-9mm metal drill bit. The fastening bolt is then placed through the frame on the right side of the handle.

Next, the body of the lock is placed onto the handle, so that the fixing bolt passes through the smaller hole in the lock's body. The secret nut is then attached through the larger hole in the lock's body, into the fixing bolt. These steps can then be reversed to unlock the device.

The driver keeps the wrench in the cab and a spare wrench can also be held back at base in case the trailer is hooked to another tractor.

Traffilog UK joins expansive list of FORS Associates

FORS, the Fleet Operator Recognition Scheme, has welcomed Traffilog UK as a FORS Associate, providing valuable services to FORS Members.

As a top tier supplier to many major vehicle manufacturers in the UK, Traffilog UK uses in-vehicle connectivity to allow Transport Managers to monitor and analyse key data, providing actionable insights to improve fleet operations.

Reviewing both vehicle and driver performance, the technology is used to assist with improvements in safety and efficiency, and can be used to educate drivers on best practice.

The partnership is a natural fit for Traffilog UK, whose in-cab technology and telematics systems are perfectly placed to help operators meet the requirements of the FORS Standard.

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Pony Express Couriers Completes Ireland's First Authorised Delivery by Drone

Ireland's first Irish Aviation Authority (IAA) approved parcel delivery by drone has just been completed in Dun Laoghaire, Co. Dublin; the flight was performed by Pony Express Couriers, Ireland's largest same-day courier.

The flight took two minutes to complete from take-off to parcel drop, with the drone (a DJI Inspire 1) taking the parcel, weighing 250 grams, from the shoreline to a boat at sea almost 200 metres away.

The parcel contained medical supplies: an emergency thermal blanket, an Epi-pen, bandages, plasters, thermometer, first aid leaflet, gloves, wipes and burn dressings. It also contained food and a drink in the form of a high-energy bar and water. The supplies were attached to the underside of the drone in a waterproof container.

Though Pony Express Couriers, who were the first courier company in Ireland, are not planning on offering a drone parcel delivery service in Dublin or Ireland any time soon, they are keen to be at the leading edge of all new developments in their section.

"We were delighted to be involved in Ireland's first drone parcel delivery and we're proud that we, as an Irish company, are trialling the technology," said Audrey Browne, Operations Manager of Pony Express.

Does this mean drones will soon be buzzing



around the cities and countryside of Ireland?

"The delivery of low value, urgent items such as takeaway food, especially to remote rural areas is highly likely," said Audrey. "But important city deliveries such as the majority of our same-day express services could not be trusted to drones yet, the possibility of interception, loss or damage would be too great. When parcel delivery by drone can be proven to work safely in an urban context, then we will reevaluate the situation, but for now we will continue offering parcel delivery by our traditional methods of bicycles, motorbike, vans and trucks."

This flight is the first parcel delivery drop by drone that the Irish Aviation Authority have sanctioned in Ireland.

"We're delighted with the success of the first official parcel delivery in Ireland via drone under controlled conditions which met all regulatory requirements. The application of drone technology is vast and the IAA will continue to foster, promote and encourage its use with the emphasis as always on safety," said Ralph James, the IAA's Director of Safety Regulation.

When asked in a survey 'Do You Think Drones Would Work in The Courier Industry?' 51% of Pony Express Courier's clients said 'Yes', with a further 12% saying 'Maybe', basing their response on their lack of knowledge on the technical abilities of drones.

Overall there was a very positive response from those surveyed but safety was the biggest concern of clients. When asked 'Could Drones Safely Deliver Your Parcels?', 28% said 'Yes' and 25% said 'No', with the rest responding 'Maybe'. Also, a number of clients commented that the friendly face of a courier could not be replaced by a machine.



New addition to MAN Truck & Bus UK sales team

MAN Truck & Bus UK has appointed Mark Lennox to the role of sales executive in Northern Ireland, covering Counties Tyrone, Antrim and Londonderry.

And the 34-year-old, from Cookstown in Co Tyrone, has got off to a flying start – selling three trucks in his first three months.

Mark, who comes from a farming family, said: "I have come from the auto-motive industry, but have long had an interest in Trucks.

My uncle has a vehicle recovery business, so that interest was

fostered from an early age.

"It wasn't until this fantastic opportunity came up with MAN that I was able to make the change from automotive. I wanted the new challenge and having already sold a tractor unit and two 7.5tonne rigids since I started last September, I hope to be able to keep that momentum going."

Brian Beattie, MAN area sales manager, added: "Mark has been a welcome addition to the team and has got off to a great start.

"He is able to offer pricing on MAN's complete range of vehicles as well as contract hire, MAN TopUsed, Trucks to Go and MAN Financial Services and I am sure he will go on to increase our customer base across the region."



Mark Lennox

Michelin launches geo-locating emergency tyre service app

Michelin has upgraded its ONCall breakdown assistance service with the launch of a geolocation app and a new pay-as-you-go facility.

Michelin ONCall began as a pilot in the UK and North America, and on the back of its success, is being extended to a further 34 European countries.

The app can be used across the UK and

Ireland and is designed to help commercial vehicle drivers access roadside assistance without the potential inaccuracy of trying to pinpoint their location.

It is believed to be the first smartphone tool

of its kind to use geolocation technology to link truck, bus and coach drivers with an emergency tyre replacement service.

Upon opening the app, users are required to enter their details before the app automatically transmits their location to a UK-based call centre. When users then phone the ONCall team, staff already know their precise location and can swiftly arrange for the closest Michelin Service Pro to attend in the quickest time possible.

The app is available to suit the widest range of smartphones. To download the app, visit Google Play for Android devices and the Apple App Store for iOS devices.



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"We get excellent service from Scania. It's almost like they're a department of the business. It's a quality product: the fuel's excellent, the drivers love them, and the residuals are by far the best. But it's the service we get from the dealer that really matters. Aftersales is paramount. And Scania's is exceptional."

Clive Cowern, Managing Director
Clive Cowern Transport

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BELFAST BASED HIRECO PLACES £13.5 MILLION ORDER WITH SDC TRAILERS

Local truck and trailer rental firm Hireco, which is based in Belfast's Harbour Estate, has placed a huge order worth £13.5 million with Toomebridge based trailer manufacturer SDC Trailers.



Pictured here are (l-r) Enda Cushnahan of SDC, Ricky Graham of Hireco, SDC's Mark Cuskeran, and Hireco Group's George Boyd and Sam O'Prey.

The Hireco group, which has a fleet of more than 5000 trailers and a turnover in excess of £25 million, has undergone a rapid growth in recent years, led by an ambitious growth strategy coupled with substantial investment in its fleet and a hi-tech customer management IT system.

Under the same roof, sister company Serviceco contributes £5.5 million worth of that turnover, and provides service, repair and emergency assistance to a wide range of customers in the haulage and logistics industries throughout Northern Ireland & the UK.

The contract with SDC will see the Toomebridge based manufacturer supply Hireco with 750 new trailers, the first of which will arrive at the end of February.

Speaking as the company announced the new contract with long time supplier SDC Trailers, Hireco Director Ricky Graham said the company is going from strength to strength: "These are very positive times for the management and staff at Hireco, and our sister company Serviceco. Over the past few years we have invested tens of millions into our business, to ensure that our fleet of trucks and trailers is up to date and in immaculate condition. We have ensured, through

ambitious and strategically managed investment in IT and our fleet that we are far and away the best in our field, ensuring that our growing retinue of clients across the UK are well served."

He added: "The key to our success is providing flexibility, offering the highest quality service possible, and ensuring that a range of different options is available to our customers, once they decide that contract hire is the best route forward for them. For example, we can buy a customer's fleet and lease it back to them inclusive of maintenance. That's one solution that has worked for a lot of companies locally & in the UK. Our customers find that it frees up finance, it's extremely tax efficient, and it takes away a lot of everyday worries and concerns thus providing peace of mind."

SDC Managing Director Mark Cuskeran said that the latest order is a continuation of an outstanding relationship with Hireco: "We've been working with Hireco for almost twenty years now and are delighted to share in this announcement. We've watched and hopefully helped contribute to the success and growth of this outstanding company and we wish them every success as they continue their impressive growth."

Hireco was established in 1971, and was then bought by Pat Carson & George Boyd in 1991 when they acquired the trailer rental business based in Belfast and owned by the O'Rourke coal distribution business. Back then, the fleet size was 65 units and turnover £400,000.

The company plans further growth, both within the Hireco and Serviceco brands. Recently Serviceco invested an estimated £750,000 in installing and adapting IT systems to help it provide a speedy and cost efficient response to enquiries. Its main 'Certus' IT system monitors breakdown callouts and jobs all over the British Isles, with suppliers on the ground able to use mobile technology and barcodes on trailer units to link into the live system.

Serviceco customers with problems ranging from major trailer malfunctions through to everyday punctures contact the Belfast control centre, Serviceco personnel identify & alert the closest of some 250 different repair, maintenance and tyre suppliers dotted all over the UK, the repairs are carried out at the roadside or wherever the stricken vehicles might be, and the vehicle is attended to all within a target time of 60-90 minutes.



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Renault T High in for the Long Haul With Virginia Transport

Driver comfort and fuel efficiency were key factors in Virginia Transport Limited's decision to once again select Renault Trucks for its replacement vehicles.

The family-owned Co Cavan transport and logistics specialist has taken delivery of three 44-tonne Range T480 4x2 High cab tractor units, which join 22 Renault trucks on the 90-strong

fleet that includes Range T460 sleeper cabs as well as long-serving Premiums and Magnums.

Travelling comfort was a priority when selecting the new vehicles,

as Managing Director, Ray Cole, explains: "At Virginia Transport, putting the comfort of our drivers at the heart of what we do is crucial; if they are happy then we know that they can provide a first class

service to our customers. These new trucks have been designed to offer a really comfortable on-board environment for our drivers and the feedback we have received from them is excellent; they love them!"

The new vehicles have now been on the road for a few months and are exceeding Virginia Transport's expectations for fuel efficiency, as Ray Cole says: "Our business is long-haul, so fuel efficiency is critical to running an efficient operation. The new Range T High Cabs are already delivering excellent fuel returns and are running consistently at 28 litres per 100km, so we are delighted."

The new left-hand-drive Range Ts are designed for the company's long distance European work across Europe to Italy, Spain and Sweden moving refrigerated goods including food as well as hazardous goods and pharmaceuticals.

The trucks were sold through local dealer Joe Curran Commercials. "Virginia Transport has been a valued Renault Trucks customer for many years and they have always been a pleasure to deal with," says Joe Curran. "It's great to hear that the trucks are delighting their drivers as well as performing well, particularly in the area of fuel consumption."



Waitrose launches Europe's first fleet of CNG-fuelled trucks

CNG Fuels, the supplier of renewable biomethane fuel, and Waitrose, have revealed that the supermarket group has introduced Europe's most advanced fleet of CNG (compressed natural gas)-powered trucks with a range of up to 500 miles.

They will use game-changing technology developed jointly with Scania and Agility Fuel Solutions, the leading CNG fuel systems and cylinders company in North America.

This will help overcome concerns about the distance that CNG-powered lorries are able to cover before refuelling.

It also makes it easier for fleet operators

to switch to renewable biomethane CNG, the most cost-effective and lowest carbon alternative to diesel for heavy goods vehicles.

Ten new Scania-manufactured CNG trucks entered operation for Waitrose in January and will be used to make deliveries to the company's stores in the Midlands and the North. They are the first in Europe to use twin 26-inch diameter carbon fibre fuel tanks which store gas at 250 bar of pressure to increase range from around 300 miles to as much as 500. It will allow them to always run entirely on biomethane, which is 35% to 40% cheaper than diesel and emits 70% less CO₂.

The carbon fibre tanks, which are already in use in the US, were adapted and certified for the European market by Agility Fuel Solutions, thereby offering significant advantages over the standard European set-up of eight steel gas tanks. The vehicles are half a tonne lighter, hold more gas and can cover a greater distance depending on the load being carried. They are quicker to refuel and easier to maintain.

Each of Waitrose's new CNG trucks costs 50% more than one which runs on diesel, but will repay the extra costs in two to three years with fuel savings of £15,000 to £20,000 a year depending on mileage. Its vehicles are likely to operate for at least five more years, generating overall lifetime savings of £75,000 to £100,000 compared with a diesel equivalent. Each lorry will save more than 100 tonnes of CO₂ a year (versus diesel).



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Jamie Cartwright, Director
Cartwright Bros

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Seamus Leheny

Policy & Membership Manager - Northern Ireland. Freight Transport Association



Borders and customs - let's keep trade moving

As I write this column, the international media are talking about new US President Donald Trump's controversial plans to build a wall between the USA and Mexico. Closer to home, many in our industry are concerned about the potential of our very own post-Brexit wall or barrier to trade and the movement of goods between Northern Ireland and the Republic of Ireland.



Over just a few days, the Freight Transport Association has attended three key stakeholder meetings concerning Brexit and its potential impact on the transport industry throughout Ireland.

The first on 16 January was organised by the local Department for Infrastructure and involved stakeholders from public transport, the coach and bus sector and the freight industry. The factor all three sectors had in common was a concern over the implications border checks could have on the movement of goods and people, not just on cross-border traffic but also traffic going to and from Great Britain and the Continent.

The second meeting on 23 January in Dundalk was hosted by the Irish Government's Department of Transport, Tourism and Sport and chaired by the Minister Shane Ross TD. The purpose was to engage various transport industry stakeholders in an all-island dialogue on the effects of Brexit on the transport sector north and south. Again the primary concern for those in attendance was the return of customs controls at the Irish border, which are viewed as being a burden in terms of administration as well as being costly. Cross-channel traffic was also highlighted as being at

risk of detrimental effects of customs checks with Dublin Port estimating the average time to clear a truck destined for Great Britain at eight minutes, equating to a 15-mile tailback at peak hours!

Clearly our infrastructure comprising both our cross-border roads and our Irish Sea ports have been designed and constructed on the basis of free-flowing movement of goods and people between the UK and the Republic of Ireland. Depending on the outcome of Brexit negotiations, we may need to adapt and re-configure such infrastructure.

The third meeting on 24 January in Belfast and was facilitated by the Freight Transport Association (FTA) at the request of senior civil servants from the Department for Transport in London who are tasked with EU exit co-ordination for road transport. Eight members of the Association, who are high volume cross-border operators, attended this meeting to put forward their specific concerns about Brexit and its potential impacts on their businesses.

Some of the key matters discussed included how customs clearance would be raised and approved in a short lead time for cross-border loads. Any border restrictions could have service and cost implications, particularly for products with short lead times, and any necessary cost increases would have to be passed on to the local manufacturing industry. Both members and officials on the day found this engagement extremely worthwhile as it not only quantified cross-border traffic but also presented real life case studies.

FTA has drawn up five priorities for customs and border arrangements to help keep Northern Ireland and the UK trading post Brexit and these were outlined to the Home Affairs Committee in Parliament on the 25 January.

KEY ISSUES

The five key issues are:

- Customs systems must be scaled up to cope with the additional 300 million declarations by 2019
- Shippers and forwarders with no experience of EU customs declarations for the past 24 years must be allowed time to familiarise themselves with the process
- Other EU countries must put in place reciprocal arrangements to prevent delays at all borders, not just those into and out of the UK
- Advanced digital customs declarations must be enabled to prevent physical checks at borders
- The process must be phased in with no 'cliff edge' – transport operators' systems are already stretched and will not cope

Shippers, forwarders and transport operators in the UK have been used to open borders in Europe for 24 years therefore it is not surprising that it will take time to adjust. A smooth transition will ensure that trade with other EU countries – both in and out – isn't compromised.

In Northern Ireland only a limited number of freight businesses have experience in customs paperwork and declarations so it's vital a period of transition enables companies the opportunity to train and familiarise staff.

The Government often states it doesn't want a return to the border of the past - it's the border of the future we are concerned about. FTA will continue to engage and lobby the key stakeholders and decision makers involved with Brexit to ensure the voice of the industry is heard once negotiations with the EU commence.

FTA's Transport Manager Conference on 15 March in Belfast includes a session on Brexit and a presentation by John McGrane, Secretary General of the British Irish Chamber, on its possible impacts on trade between NI, ROI & GB. For further details or to book a place see http://www.fta.co.uk/events/transport_manager_northern_ireland_20171.html



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No Road User Levy

A Republic of Ireland driver received a fine of €900 and had his driving licence endorsed with 6 penalty points following a conviction at Dungannon Magistrates' Court.

The conviction arose when DVA Vehicle Examiners stopped a 3 axle Volvo Republic of Ireland vehicle to establish if a valid HGV Road User Levy, allowing foreign vehicles to drive in Northern Ireland, was in force.

The Department's records were checked and no levy had been paid. An additional investigation revealed that the driver was not using a tachograph and that his driving licence did not hold the correct entitlement necessary for the type of vehicle that he was driving and as such he was not covered by insurance.

Goods Vehicle Overloaded

A County Armagh operator was convicted at Armagh Magistrates Court and fined a total of £350 plus £15 Levy.

The conviction arose when DVA Vehicle Examiners directed a MAN 2 axle flatbed large goods vehicle in combination with a pro-cast trailer to the DVA Test Centre in Armagh to be weighed using the Departments mobile weighpads.

The vehicle was found to be overweight on its gross vehicle weight by 1,900 kgs (25.3%) and overweight on axle two by 780kgs (15%).

An inspection of the trailer found that the vehicle did not have the regulation brakes fitted and that the goods vehicle certificate for the vehicle was not valid.

Multiple Offences

A County Antrim Driver has been convicted at Belfast Magistrates Court and fined a total of £500. The conviction arose when DVA Vehicle Examiners directed a 2 axle DAF Box van to the Departments weighbridge site at Garmoye Street, Belfast.

During an examination of the vehicle, a number of offences and vehicle defects were identified including no operators licence, no goods vehicle certificate, failing to use the tachograph, an uncalibrated tachograph, two tyres worn below the limit, no manufacturers plate displayed, driving without L plates, driving without supervision, a defective tail light, an insecure air filter and a rotten mudguard bracket.

The driver was issued with a prohibition notice and interviewed with a view to prosecution.

Haulier Fined £500

A County Tyrone Haulage operator has been fined a total of £500 plus £15 Levy and three penalty points endorsed on his licence following a conviction at Omagh Magistrates' Court.

The conviction arose when DVA Vehicle Examiners stopped a 2 axle Ford Tipper vehicle and directed the driver to a weighbridge in Omagh for the purposes of weighing. The vehicle was found to be overloaded by 2,140kgs (61%) which the Department deemed to be a dangerous vehicle that posed a risk to other road users.

The vehicle was prohibited from use on the road until the weight had been adjusted.

NEWS

UPS Subsidiary Launches Transportation Insurance Solution

UPS Capital, a subsidiary of UPS, has expanded its transportation insurance solutions and capabilities in the UK and Germany.

This expansion allows UPS Capital and its affiliates to offer a full suite of cargo insurance solutions tailored for all industries, including healthcare, luxury jewelry and high-value shipments.

The insurance solution covers cargo on

various modes of transport and carriers, and provides reimbursement up to the invoice value in the event of loss or damage to goods moving within the supply chain.

The coverage also addresses the following: concealed damage to goods when there is no visible evidence of damage to packaging; expediting expenses for rush orders and customs fees that may be required to replace lost or damaged goods; general average losses; and unique situations like trade shows, exhibitions and fairs.



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RENAULT TRUCKS READY FOR THE CHALLENGES OF YEAR AHEAD

Renault Trucks UK Commercial Director Nigel Butler predicts Brexit and the uncertainty it is creating will have a negative impact on the truck market, with overall volumes down by as much as 10%.

He has told a Press gathering in London that while 2016 was 'a strong year,' it seems that many businesses this year because of uncertainties may adopt 'a wait and see' attitude, although he says there is little evidence of this yet.

Looking back on 2016, he commented: "On the truck front we have enjoyed another solid albeit steady year after the fantastic growth we saw in 2015. Our overall market share is stable in the UK and has grown to 10.5% in Ireland, while the strong order intake for LCVs I reported at our last press lunch continued into Q1. The result will be over 1,400 deliveries into the market this year and with registration volumes up over 26%, it proves that we are on the right track."

However, he pointed out that exchange rate pressures were presenting the industry with some challenges. "It is clear to me, that the industry as a whole, cannot continue to support the price levels currently being achieved by our used truck operations. While demand for younger vehicles is there today, as supply increases, it is inevitable that we will have to manage carefully the values we offer our customers in leases.

"New vehicle customers are demanding shorter term contracts and I am sure, the UK second hand market cannot take the volumes these demands are creating, and there will be pressure on the values of older and higher mileage vehicles as it won't be as easy in years to come to recycle these outside of the retail market."

He added: "Many of the traditional markets are not ready for the advanced technology of Euro-5, never mind Euro-6. This will increase the TCO for all customers of all brands, but as a key, worldwide player, Renault Trucks will continue to play its part in developing technological solutions and in opening up new markets. Operators however should expect to see price pressure at both ends of



Nigel Butler, Renault Trucks UK Commercial Director

the operation - purchase and disposal."

This coming year, he said, Renault will be concentrating on "doing better what we already do very well," and he went on: "Consistency will be key. So we will continue to work on improving our robust products durability, help customers manage their fuel costs and, of course, continue to ensure we have strong relationships with them."

Aftersales

On aftersales, he said Renault Trucks had again made big strides in driving down its customers' TCO with the quality of its service delivery.

"This has included the implementation of a number of initiatives to improve our reactiveness, all aimed at improving further the first-time fix rate and quality of service.

"How we respond to breakdowns is a key area in managing our customers' ability to drive revenue, so we prefer to measure how

many vehicles are back on the road in 6 hours and the YTD figure stands at 83.25%, proof of the depth of our quality of service.

"Parts availability over the dealers counter is currently running at over 92% and with parts sales up 8% and the all-makes programme up 19%, proof of the effectiveness of our offer. We are immensely proud of the work our Aftersales teams at Warwick and in the field put into delivering these service levels. Year-on-year we see improvements and we know these feed directly to our customers' bottom lines."

Apprentice programme

The big news on apprentice programmes for 2017 is that Renault Trucks will launch a dedicated sales apprenticeship.

"Customers tell me they value the opinion of well-rounded and experienced salesmen, so we aim to create tomorrow's sales consultants who are well versed in areas such as vehicle engineering, financing, operation and telematic solutions. Our ambition is to recruit 10 heads to join the 102 apprentices already on the technician scheme."

Future Strategy

In summary, he added: "2017 looks to be as lively a year as every year is. We will continue to invest - in people, processes and products, and we will continue to improve further on top quality service delivery.

"Our KPIs show that our teams are really delivering better and more efficient services to our customers, so our strategy remains to be our customers operational cost champion and we will continue to do this by providing class leading robust products, robust, customer focussed, truthful and honest relationships, and last but definitely not least, energy efficient products and services."





WHERE ARE VOLVO TRUCKS GOING?

Export & Freight's Helen Beggs found out on a recent visit to Warwick.

The UK is one of the world's toughest markets yet Volvo Trucks has successfully established itself as a leading provider of complete transport solutions. The key has been building a customer-centric organisation and a culture based on respect, trust and empowerment.

When the Volvo Group recently unveiled its new mission, vision and values, following the appointment of Martin Lundstedt as their new CEO, few people were as excited as Arne Knaben, Managing Director Volvo Group Trucks UK & Ireland.

"I'm incredibly happy when I see the direction that Volvo Trucks are going - it is fantastic," he stresses enthusiastically. "It is completely in line with what we believe in: customer focus, market focus, providing


complete solutions, the importance of culture and trust - it is all music to my ears."

The UK is the world's fifth biggest economy and an extremely mature truck market. It is also very competitive and customer expectations are high. For Arne Knaben - who has extensive experience from across Scandinavia, India and Australia - working with total offers is not only the right way, but also the only way forward.

Arne begins to explain: "A customer said to me recently that to operate a truck company in the UK is almost like operating an airline - because it is so heavily regulated. Customers expect us to help with compliance. They also want help with finance, repair and maintenance, special features - everything. Obviously the truck is still very important, but it is absolutely vital that we can package and deliver services too."

In recent years, Volvo Trucks has been able to distinguish itself in the UK market through its focus on customer needs and ability to devise tailor-made solutions to meet those needs. It is something that has been born out of necessity.

"We're good at it because we have to be - customers demand it of us. And because this has been our daily reality for some time, we have learnt to work well together cross-functionally. Commercial sales, used trucks, finance, aftermarket - we all work as a team," he continues. "This is important because to offer a customer the right price, you have to have everything else right: capital costs, finance, residual value and repair and maintenance costs."



There is no secret recipe - just treat people with respect and trust"



Volvo Trucks has been able to distinguish itself through its focus on customer needs and ability to devise tailor-made solutions to meet those needs.

But the key foundation behind Volvo Trucks' success in the UK is what Arne Knaben calls 'the mother of all enablers' culture.

"When you look at a truck, you cannot see the driveline, but you know it is there and that the truck cannot function without it," he explains. "Culture is the same - it is essentially the driveline of an organisation."

In this regard, Arne sees that the Volvo Group globally provides a perfect template to emulate throughout the United Kingdom and Irish organisation.

"The Volvo Group culture is a winning culture," he concludes. "It respects people, they are allowed a lot of freedom and they are empowered to make decisions. There is no secret recipe - just treat people with respect and trust - regardless of whether it is a customer, an employee or a dealership."



Longer semi-trailer trial demonstrates safety and environmental benefits, says FTA

The Freight Transport Association has welcomed the Department for Transport (DfT)'s announcement that it will be extending the numbers in its Longer Semi Trailer (LST) trial this year.

This trial, which is investigating the environmental and safety impacts of the use of longer semi-trailer vehicles on the UK roads, has been under way since 2012 and has been extended to provide a longer reporting period, which will make the final results of the study more robust.

To date the trial has been hugely successful, demonstrating both safety and environmental benefits for other road users, and the wider population.

The DfT has agreed to increase the number of LSTs involved in the programme by an additional 1,000 vehicles and to extend the trial period by five years. This increase will take the number of LSTs on the road from 1,800 to approximately 2,800 over the next 12 months.

Andy Mair, FTA's Head of Engineering, said: "FTA fully supports any increase in the total number of LSTs under trial, as these types of initiatives will play an important part in the logistics industry's efforts to reduce carbon emissions. Through this trial,

industry and Government are working in partnership to understand the benefits – in terms of reduced mileage and therefore emissions – of the larger vehicle type, while keeping a very close eye on safety."

A report released in September 2016 by the DfT showed that LSTs continue to make a significant contribution towards reducing overall HGV miles, with subsequent environmental benefits, and pose no greater safety risk than normal HGV trailers.

Andy Mair added: "The proposals to simplify the data reporting process, while remaining focussed on safety are welcome, and FTA supports increasing the numbers of LSTs under scrutiny, so that the results of the trial can be as rigorous as possible. FTA believes that the trial has sufficiently proved its concept and is now clearly demonstrating what it set out to achieve in terms of reduced lorry miles, CO2 reduction and efficiency gains in road transport operation."



New Krone flatbed semi-trailer for UK and Ireland

Krone will be introducing a new flatbed semi-trailer to the UK and Ireland during the first quarter of 2017.

Competitively priced and developed for the UK/Irish market, the new new flatbed will be available with Krone drum brakes and is compliant to EN 12642- code XL.

Capper Trading fuels growth with Michelin Tyre programme

Fuel and bulk animal feed distribution specialist Capper Trading has signed up its entire fleet to Michelin solutions' EFFITIRESTM tyre management programme, with the move offering the company's executives "the freedom to focus on growing our core businesses".



The three-year deal covers the Northern Irish firm's 36 DAF and Volvo tractor units and rigid trucks, plus a mix of 44 tanker, flatbed, curtainside and tipper trailers – all of which operate from the company's headquarters in Dungannon, County Tyrone.

Capper Trading Managing Director Philip Hill says: "Our fleet has to

handle diverse terrain on a day-to-day basis, and we needed a supplier that could offer both premium tyres capable of meeting this challenge, and a structured, predictable, cost-efficient approach to commercial vehicle tyre management; we found both in EFFITIRESTM.

"As the business has grown, our in-house workshops have come

under pressure, racing to keep up with both the fleet's maintenance requirements and its tyre husbandry. Now that Michelin solutions handles all our tyre-related concerns, our engineers can instead focus on maintaining our fleet and ensuring maximum uptime for our customers – and the management team has the freedom to focus on growing our core businesses."

Michelin solutions adopted a joint approach to Capper Trading's EFFITIRESTM programme alongside local service provider A One Tyres of Dromore – a Michelin Durable Partner – which will be responsible for supporting the fleet's tyre requirements.

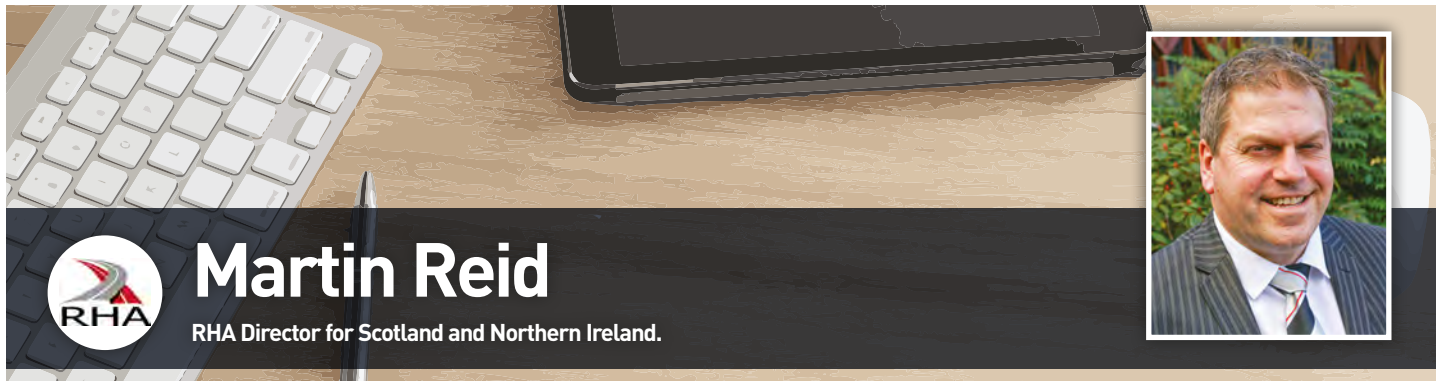
By signing up to the EFFITIRESTM solution, Capper Trading will also benefit from the services of a dedicated team of auditors, technicians and business support personnel, ensuring the company's tyres are serviced to the highest possible standards.

DPD tops customer satisfaction poll

Parcel delivery company DPD has been voted the best in the business for the fourth year running, in Money Saving Expert's customer satisfaction survey.

Over 11,350 people took part in the poll on Martyn Lewis' site to find the best (and worst) parcel delivery firms. Conducted just after the Christmas and January Sales peak, the poll asked people to rate the performance of all the major UK delivery firms, based on their own experiences with each company over the past year.

DPD was the clear winner with 71% of voters rating their service as 'great'. In fact, the nearest competitor (Royal Mail) was some 22 percentage points behind on 49%. 'Great' scores for the other major carrier companies included 47% for both UPS and Collect Plus; Parcelforce and DHL at 41%, while Hermes/myHermes scored 30%. UK Mail scored 25% and Yodel 18%.



Martin Reid

RHA Director for Scotland and Northern Ireland.



THE BREXIT EFFECT

On the 8th February the Westminster Government won the backing to trigger article 50, and did so by a fairly large margin. The Bill will now pass through the House of Lords and barring any amendments leading to a game of “ping pong” between the Lords and Commons, we can expect to see the full unfolding of Brexit over the next few months and hopefully more clarity on how this will unfold.

Theresa May had previously committed to delivering “frictionless trade” with the European Union which will in itself be “Tariff Free”. That is a bold promise and one that our members in Ireland are keen to see her keep to.

The RHA's policy paper “Brexit – Unimpeded Access for International Haulage” highlights the dependence that all businesses and people have on fast effective transport of goods; transported by road, through ports and across the land border in Ireland. Hauliers and their customers have got used to processes and service levels that are based on free flowing movement to and from the EU.

The RHA and a delegation of its members highlighted concerns about cross border movement to the DfT in Belfast when we met in late January and these concerns were echoed earlier at the “All Island Transport Sectoral Meeting” held in Dundalk on the 23rd.

Many companies from both sides of the border are utterly dependent on unimpeded access and egress, and any form of “hard border” would lead to undoubted delays, customer expectations not being met, and we all know what happens when customer expectations are not met!

Any movement away from the practicalities of cross border transit under the CTA would mean detours, leading to additional journey time, additional fuel cost and the choice of losing your margin or risking losing the contract by passing the cost to the client. All this comes before you take into account the ability (or lack) of customs to manage the process of border crossing in a timely cost effective manner.

Then we have additional problems that could be faced by NI International Licence holders travelling to Europe at the ports and the Euro-tunnel. In the last year 4.4million driver accompanied freight vehicles moved between the UK and continental Europe. 4 million of these movements took place on ferries through Dover or by shuttle through the tunnel. Around 99% of these did not require a customs clearance



process at the port. On exit from the EU, I don't think this is likely to be the case moving forward.

Current customs systems slow the movement of vehicles between 20 minutes and 3 hours and the RHA estimates that between 15 million and 27 million additional custom clearances will be required at Dover and the Channel Tunnel alone, so the reality is that is that any solution will require massive investment in dealing with Ro-Ro custom issues. Any solution for this problem and that of the Irish land border must be found with industry participation. Failure to do so will result in massive disruption which in turn will impact manufacturing, food distribution and retail to name but a few.

There is little doubt that the lack of clarity surrounding Brexit (helpful non sequiturs such as “Brexit means Brexit” aside) has created a climate of fear for many businesses. There is also little doubt that those businesses operating under a devolved government could potentially be vulnerable under the restricted movements that seem inevitable under Brexit.

The RHA membership has identified three outcomes that need to be achieved during the inevitable negotiations taking place

- Seamless customs through ports (including airports and inland terminals) and borders (noting that customs control does not need to take place at the border)
- Unimpeded access for international road haulage operators in the EU (full access for UK and EU road operators transporting goods to, from and through the UK and EU)
- A system that allows lorry drivers to be recruited from outside the UK (including retaining current drivers from the EU)

It's a worrying time for many haulage businesses in Ireland but the RHA will continue to push Westminster for the best possible outcomes for cross border operations and the servicing of the respective supply chains.

DID YOU KNOW

Did you know the RHA International Group has recently helped members with the new French “Low Emission” Crit Air sticker. **For info contact Heather 01932 838901.**

Jonathan Layton appointed Michelin Head of Fleet

Michelin has appointed Jonathan Layton, 45, as National Sales Manager Fleet, UK and Republic of Ireland. A veteran Michelin man, Layton assumes the role after more than 15 years at the company.

The role will see him managing the company's team of key account managers to ensure quality of service across its car and van fleet customers, which ranges from leasing companies, utilities providers and home delivery companies, to major blue-chip multi-nationals – responsible for operating some of the largest car and van fleets in country.

He will also focus on extending the company's premium tyre policies to prospective fleet customers.

Commenting on his new position, Layton says: "Michelin has a well-founded reputation for being at least one step ahead of the curve, and I'm delighted to be taking on my new role at such an exciting time for the business.

"Within the last 12 months our CrossClimate tyres have secured a series of major fleet industry awards, plus won acclaim from fleet managers nationwide. This year we'll be enhancing and expanding the CrossClimate range yet further, opening up a wealth of new opportunities for this game-changing tyre generation."

Layton joined the company in 2000 as a Key Account Manager in the car fleet sector, before moving to the role of Sales Manager for Ireland in late 2003. The position of Regional Sales Manager for the truck tyre division followed in 2009, before three years as Sales Manager for the agricultural division, commencing in 2013.



Jonathan Layton

Award Winning Assetminder Benefits from Further Upgrades

Just launched is an enhanced version of an award winning software package that helps transport, machinery & plant hire companies to manage the repair and maintenance programmes of their assets more efficiently and effectively.

Assetminder ✓

Fleet Compliance From £59pm

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Full compliance suite
Maintenance planner, electronic inspections, vehicle history with costs

Total cost of ownership
Track parts, labour and maintenance costs with full audit trail

Cloud based solution
No IT costs, no maintenance contracts, works on PC & all Android / Apple tablets and phones

Assetminder

Call +353 1 612 0800 for your free trial

Now more user friendly than ever, several new and invaluable features have been added to Assetminder, a spin off from the highly successful and well established Fleetminder stable, which was first introduced to the market last year.

Ensuring a fully compliant fleet, Assetminder tracks, monitors and records every repair and maintenance aspect – from the parts that were used, their value and labour charges to who carried out the work and who signed off the invoice. It enables an operator to easily identify what each truck in the fleet is costing to maintain over any given period of time. If one asset is costing significantly more than others to maintain, for example, there may be a specific reason, such as driver behaviour which can then be investigated.

Visitors to the forthcoming Commercial Vehicle Show at the NEC in Birmingham will be able to learn more about the increased benefits of the upgraded Assetminder which, among other features, now includes a Vendor Management capability.

Assetminder's Vendor Management module addresses a critical need for all operators, viz. how to outsource the maintenance and inspection of the fleet while at the same time, ensuring that the fleet database holds a comprehensive history for

each vehicle. Vendor Management allows the operator to assign work to a vendor, obtain a quotation before authorising work, and manage budgets, approvals and sign-off's while at the same time, eliminating paperwork, reducing administration cost, and thus reducing the total cost of ownership, whilst increasing uptime and asset availability, and ensuring compliance and safety.

In addition, a new Business Intelligence Suite will be launched at the CV Show. The BI engine transforms the data into information, through user-customised dashboards and gives the user perspectives on the data that provide key insights into business KPIs. Not surprisingly, initial reaction to the latest version of Assetminder, which also incorporates a new app for regular workshop inspections, has been extremely positive, not just from transport and haulage operators but also from plant hire companies and others who manage different types of assets – and all from just £59 a month.

Because it utilises a Cloud-based platform rather than a Windows server based solution, it cuts out a lot of unnecessary expense associated with other systems and can easily be deployed not just on a laptop or desktop computer, but on tablets and mobile smartphones, enabling users to work on- or off-line.

Those already using Assetminder say it has quickly become an integral part of their daily fleet maintenance activity, and with this further upgrade it would appear it will be even more indispensable.

ARE YOU THE BEST? PROVE IT!

Send in the Entry Form or Enter online at

www.exportandfreight.com

CLOSING DATE for Entries 1st JUNE

EXPORT & FREIGHT

TRANSPORT & LOGISTICS AWARDS

2017

**GALA DINNER
THURSDAY 14th SEPTEMBER**

VENUE TO BE CONFIRMED

Entries and nominations are invited from individuals or companies connected with the Irish road transport & logistics industry, to enter in any or all of the categories listed

EXPORT & FREIGHT

TRANSPORT & LOGISTICS AWARDS

2017

Enter Below or Enter Online at www.exportandfreight.com

Safety Award



This award will be presented to a company involved within the transport & logistics industry who has demonstrated and implemented detailed safety measures within their organisation in compliance with health & safety regulations and accident prevention.

Driver of the Year



This Award will be presented to the commercial vehicle driver who offers a high standard of driving skills; excellent driving record and dedication to the trade. Please send a CV of the candidate. A practical driving test will determine the winner.

Technician of the Year



This Award will be presented to the best technician operating for a franchised dealer; own account operator; independent workshop; haulage fleet; or any other road transport related maintenance and repair facility, who offers unparalleled servicing skills, interpersonal relations, and recommendations. Please send a CV of the candidate. Telephone interviews will be carried out.

Greener Safer Fleet Award



This Award will be presented to the company seen to be leading the way in the Irish market in promoting both green and safe driving within their fleets. This will be demonstrated by showing excellence in best practice and a sustainable framework in place for continuous monitoring and improvement.

Innovation Excellence Award



The Innovation Excellence Award is open to all companies operating within the transport and logistics sector who have invested in innovative solutions to make their operations more efficient, profitable and successful. This can be any type of innovation from the latest equipment and facilities to cutting edge technology or environmental solutions. Any type of transport operation is invited to enter from shipping lines to hauliers, van fleet operators to own account fleets. The contender is invited to illustrate in the entry their innovative solutions for their business.

Transport Manager of the Year



This Award will be presented to the Irish Transport Manager who demonstrates the highest levels of operational ability; professionalism; fleet knowledge; fleet management and personnel skills. Please send a CV of the candidate. Telephone interviews will be carried out.

Excellence in Customer Service Award



This will be open to all companies who pride themselves in the level of their customer service including Dealers; Service Agents; Equipment Suppliers; Maintenance organisations etc.

Top Fleet of the Year



This will be presented to an outstanding fleet of vehicles based on appearance, quality, maintenance programmes, driver efficiency, skill and professionalism etc

SO HOW DO YOU ENTER?

**IT'S NOT AS COMPLICATED AS YOU MIGHT THINK.
IN FACT, OUR ADVICE AS ALWAYS IS: KEEP IT SIMPLE.**

Here are some points to consider:

Firstly, the following awards require only company or individual named entries with a brief overview or CV of the company or individual:

- **Innovation Excellence Award**
- **Technician of the Year**
- **Transport Manager of the Year**
- **Driver of the Year**
- **Top Training Operator of the Year**

The rest of the Award categories require short entries stating why you believe your company should win.

Your entry will not be judged on presentation, but make sure it is easy for the judges to readily locate the necessary information.

Any factual information, such as operational, service, financial or personal details, to back up any claims expressed in your entry should be clearly and concisely laid out.

You don't have to be a big concern to enter. You could be an individual, a company with less than 10 employees or a large national/international outfit. You will be judged on merit, not size. The judges are looking for excellence, outstanding qualities or contributions, unrivalled service and innovation, individuals and organisations who have gone the extra mile – so demonstrate all of that in your entry; make it stand out from the rest!

If you have faced any difficulties or obstacles in achieving your goals, make sure you note it on your entry.

If you need to provide any additional information to support your entry, keep it as brief and to the point as possible. Feel free to send customer testimonies to support your entries.

THE CATEGORIES ARE AS FOLLOWS: Tick the categories you wish to enter

Top Team of the Year



This award is open to all companies and businesses in every sector of the logistics industry - from transport and logistics operators to exporters, warehousing experts, shipping companies and dealerships - and recognises teams within the organisation who by working together on a project, initiative or strategy have made a significant and positive contribution, perhaps by overcoming difficulties and challenges to do so. A 'team' by definition could be made up by just two people or a hundred; size is not important. What is important is that the team can demonstrate outstanding achievement or accomplishment in their area or field of expertise.

Excellence in Maritime Logistics



This award category honours and acknowledges the contributions made by individuals and organisations involved in the maritime logistics sector - from shipping lines and shipping agents to freight forwarders and warehousing. The award will be presented the company / individual who has shown consistent excellence in their approach to business, in their implementation of measures and strategies to further enhance their business model to meet customers specific needs and in their engagement with and support for their client base.

Top Training Operator of the Year



This award will be presented to the company who operates the highest standards of in-house training programmes developed in line with both Government directives and leading edge training providers. Site visits will determine the winner.

Chilled Operator of the Year



This award will be presented to the best Chilled Operator who presents an up-to-date modern fleet with a high quality distribution service.

Haulier of the Year



This will be presented to an operation running a high quality, well maintained fleet of up to 50 vehicles. The company must have a good reputation for efficient, respected service and offer good business practice in all aspects of their operation.

European Haulier of the Year



This will be presented to a medium to large haulier operating a high quality fleet of well-maintained vehicles and providing an excellent independent distribution service throughout the island of Ireland and/or UK and Europe. They must have a proven high-level infrastructure to the national and/or international marketplace.

Own Account Operator of the Year



This award will be presented to the Own Account Operator who demonstrates a high quality distribution service throughout his customer catchment area.

Transport Personality of the Year



This award will be presented to the individual whose personal achievement deserves industry recognition.

Logistics & Warehousing Specialist of the Year



This will be presented to a national organisation with bases in Ireland/UK and/or Europe offering a high level of international logistics service covering all aspects of the supply chain including haulage, warehousing, distribution etc. The winner will prove an ongoing commitment to providing an excellent range of logistics services and exceptional levels of customer care.

Irish Fleet Truck of the Year



This award invites all truck manufacturers to nominate one vehicle from their Light to Medium truck model range from 7.5 to 18 tonnes which they see as the ultimate fleet truck for the UK and Ireland. The only conditions are that the nominated vehicle must be reasonably new and a proven workhorse for a wide range of locally, nationally or internationally running fleets. One will be picked as Light to Medium Fleet Truck of the Year by an independent panel of judges.

ENTRY FORM

HOW TO ENTER:

- 1 PLEASE TICK ANY AWARD CATEGORY OR CATEGORIES YOU WISH TO ENTER ON THESE 2 PAGES AND
- 2 SEND YOUR DETAILS ALONG WITH THIS FORM TO EXPORT & FREIGHT, 12 MAIN STREET, HILLSBOROUGH, CO DOWN, BT26 6AE OR
- 3 VISIT OUR WEBSITE www.exportandfreight.com AND FILL IN YOUR DETAILS & SEND ENTRY ONLINE

ENTER ONLINE AT www.exportandfreight.com

You can also submit supporting corporate material - brochures etc, including photographs of projects, services or products. You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category. The judges' decision is final and no correspondence will be entered into. All entries are private & confidential. The winner will remain confidential until the event. All entries/nominations should be received by 1st June 2017 via online submission at www.exportandfreight.com or email to helen@4squaremedia.net or post to 4 SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down, BT26 6AE.

Pre-Dinner Reception courtesy of SEATRUCK FERRIES



Champagne courtesy of A1 Tyres



Wine courtesy of MOTIS



Top Table Award courtesy of RHA



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the awards ceremony starts with a superb Gala Dinner.

Start preparing your entries. You simply cannot afford to miss it!

All inclusive tickets cost just £120 each - a table of 10 works out at £1,100. Anticipated demand is likely to be brisk, so act now to ensure your presence at the event of the year!

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Dress Code: Gentlemen - Lounge Suit. Ladies - Cocktail Dress

The above prices are plus VAT and will be shown as such on the official receipt.

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Export & Freight, 12 Main Street, Hillsborough, Co. Down BT26 6AE,
or email table or seating requirements to helen@4squaremedia.net

DFDS cuts road miles with first 44-pallet Gray & Adams trailers

Award-winning DFDS Logistics Belfast, suppliers of 'complete' temperature-controlled logistical solutions across the Irish Sea and Europe, has commissioned another clutch of highly specialised refrigerated semi-trailers from Gray & Adams.

The operator's latest

consignment includes its first two 44-pallet double-deck trailers and four more Eurorail (round rail) single-deckers for transporting hanging pork.

The new twin-deck trailers are used primarily to service a regional distribution centre in Stoke-on-Trent operated by the high-profile Nisa group of independent grocers. Their 44-pallet capacity compares to the 26 pallets that can be carried on a 13.6-metre single-decker, and represents a 10 per cent uplift over a standard double-deck trailer.

Achieved through a series of cleverly-engineered measures that allow customers to make practical use of every precious inch of space on the two decks, this increased productivity translates into environmental benefits arising from a reduction in road miles, as well as valuable cost savings.

The Eurorail trailers, meanwhile, are assigned to DFDS's contract with leading pork processor Karro Food Group. The system allows the hanging pork to be moved seamlessly on rails from the customer's factory in Cookstown and onto the trailer, then back off again when it reaches its destination on the UK mainland –

the reduction in manual handling and the damage this can cause ensures optimum product quality.

Within the last year DFDS Logistics Belfast has also taken delivery from Newtownabbey-based Gray & Adams (Ireland), of a new fleet of 13.6-metre single-deck trailers.

The operator's success in winning the prestigious Chilled Operator of the Year trophy at the 2016 Export & Freight awards, follows its decision two years earlier to embark on "a journey of change". With a new management team at the helm, and a refreshed enthusiasm for delivering on its core values, customers have been the focus of everything it does.

In addition to the substantial

investments it has made in its people and trailer fleet, the company has just completed a 12,000 sq ft extension project that has added another four bays at its chilled warehouse, the largest dedicated temperature-controlled facility in the Port of Belfast.

DFDS Logistics Belfast General Manager Michael Houston confirms: "Gray & Adams is a long-standing supplier to our business and we rely on it for any temperature-controlled transport equipment requiring a bespoke design.

"The 44-pallet trailers are a 'first' for our business. The fact that we can now carry more pallets per trip has allowed us to increase efficiency, while also reducing our fuel costs and, as a result,



cutting our carbon emissions.

"We've used the pork hangers before, but these new ones are a more modern version. As such they incorporate several enhancements, including the manufacturer's latest, aerodynamic panel cappings, which contribute to fuel efficiency.

"We enjoy an excellent relationship with Billy Dougan (Managing Director) and his colleagues at Gray & Adams (Ireland). They are highly skilled and very professional, supplying top-quality equipment tailored to meet the precise requirements of our operation and supporting us with fast, efficient after sales back-up."

Ciaran O'Callaghan, DFDS Fleet & Workshop Manager, adds:

"Gray & Adams builds premium products that have proved over time to be exceptionally well built, reliable and durable.

"Its Newtownabbey base, meanwhile, is only six miles from our own, and the team there do a great job in helping us to minimise downtime. They're competitively priced and very quick when it comes to body repairs, and provide a first-class parts service too."



Driver First Assist Training Making Our Roads Safer

The Road Haulage Association is supporting Driver First Assist - a much-needed life-saving road safety initiative supported nationally by all three emergency services.

The DFA course will be running throughout the year at venues across the UK and will provide the vital first response for those who are first at the scene of a road traffic accident. And as an added incentive, RHA members will be able to attend at a special, discounted rate.

The courses will cover: how to notify the emergency services with accurate information about the location and nature of the incident; how keep you and others safe at the scene; and how to apply life-saving first aid while waiting for the emergency services

Comments RHA chief executive Richard Burnett: "It is estimated that there are 245,000 miles of

road in Britain, the workplace for the 496,000 registered HGVs. With so many HGVs for every mile of road, professional drivers are frequently the first at the scene of a road traffic collision. They represent a huge, immediate-response resource."

The medical knowledge of the first person at the scene of an accident is critically important. Over half of those seriously injured lose their life before the emergency services even arrive. Death from little more than a blocked airway can occur in about 4 minutes – the target time for an ambulance is 8 minutes. With the right training, this is a condition that is relatively easy to treat.

"But the DFA initiative isn't just

about saving lives," Richard Burnett continued. "If accidents can be dealt with more speedily, the risk of traffic congestion will be reduced as will the road closures that inevitably result from a fatal accident.

"It's easy to see why proper emergency training really can make the difference between life and death for the victim and the RHA is pleased to be part of, and promote this vital initiative."

Adds Chief Executive and director of DFA, David Higginbottom: "With significant numbers of trained DFA members on our roads we can guarantee, working in partnership with the emergency services, a reduction in preventable deaths, lessen the severity of injuries and

enable the faster re-opening of roads after major incidents, key benefits for all concerned.

"None of the work we've completed so far would have been possible without the support of the many people who understand the opportunities this campaign holds. We now call upon the wider transport industry to get involved. Their commitment to putting sufficient numbers of drivers through the training will make our roads a safer place for the many thousands of people who use them every day."

Every DFA course counts towards Driver CPC training. All DFA instructors are currently serving or recently retired traffic police officers, fire officers or paramedics and the training course and delivery have been externally accredited by NCFE.

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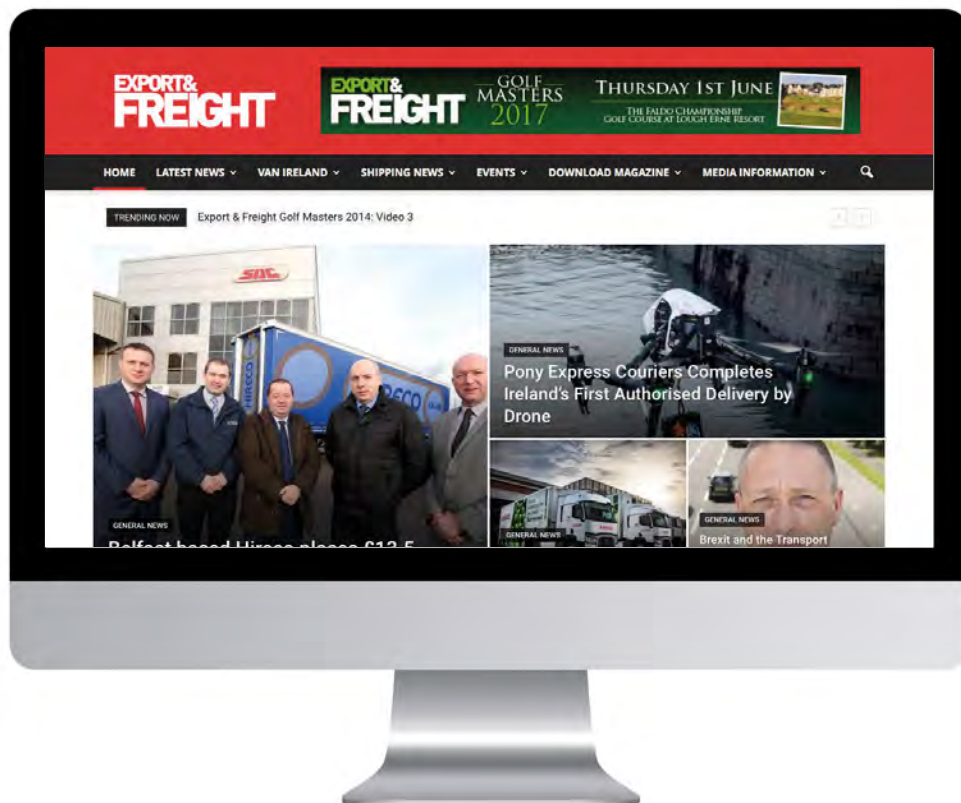
captains of our industries so that our companies might apply the insights, tools and techniques and further excel in their own circumstances. In the last 12 months alone, MLN speakers have included Willie Walsh, Mark Pollock, Dr John Teeling, Professor Damian Hughes, Dr Michael McKillop, Justin Urquhart Stewart, Professor David Taylor, Rene Carayol MBE, Mark Gallagher, Senator Pádraig O'Ceideigh, Jamil Qureshi, Professor Neil Gibson, Professor

Fraser Doherty MBE and Michael O'Neill MBE.

Leaders within the export, transport and freight industries can access MLN's content by attending events, listening to podcasts or watching speaker videos. Thanks to the generous funding from MLN's Champion Organisations (shown below) all of MLN's resources are available free of charge. To access the videos and podcasts and receive invites to MLN events simply visit www.mln.org.uk/join



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Brexit and the Transport Industry: FACING UP TO THE CHALLENGES

While the UK's eventual exit from the European Union may be several years away, there are growing concerns among hauliers over how their businesses will be impacted, not least issues surrounding customs controls.



And with the prospect of only the Irish border separating Northern Ireland and the rest of the UK from Europe, concern about the future has also been expressed by exporting companies in the Republic who have been trading with the UK for many, many decades.

The Road Haulage Association's Chief Executive Richard Burnett says the British government will have to ensure fluidity will be maintained through the ports for the trucks that provide a vital trade service.

"Should the UK exit the single market and the customs union, it is clear that HM Customs will need to have significantly greater resources than at present. We will have to have the ability to clear customs without delay, 24/7. The Customs resource, as it stands, quite simply would not be able to cope," he says.

"We are calling on the government to establish a working group to scale up Customs resources in time for Brexit. It should include representatives from the international freight industry to ensure confidence that we will be ready for the change. It is essential for supply chains in manufacturing, food distribution and retail that HMRC has sufficient resources to cope from Day 1 with the increased volume.

"Leaving the single market and customs union will inevitably add a degree of administrative cost. Far more damaging, however, would be if the supply chain slowed down as a result of an HMRC logjam."

The RHA's other key concern is to ensure that the industry retains the ability to bring workers in from abroad where they are needed. For example, around 60,000 foreign lorry drivers currently work in the UK and the industry would not function properly without them.

FTA Priorities

Meanwhile, the Freight Transport Association has drawn up a five-point plan to 'keep Britain trading.' It has proposed five priorities for customs and border arrangements.

Deputy Chief Executive James Hookham, who has outlined the issues to the Home Affairs Committee in Parliament, said avoiding costly delays was crucial – especially if Theresa May's vision of "tariff-free and frictionless" trade cannot be achieved.

The FTA's five key issues are:

- Customs systems must be scaled up to cope with the additional 300 million declarations by 2019
- Shippers and forwarders with no

experience of EU customs declarations for the past 24 years must be allowed time to familiarise themselves with the process

- Other EU countries must put in place reciprocal arrangements to prevent delays at all borders, not just those into and out of the UK
- Advanced digital customs declarations must be enabled to prevent physical checks at borders
- The process must be phased in with no 'cliff edge' – transport operators' systems are already stretched and will not cope

"Hopefully, there will be 'frictionless trade' between the UK and EU, but if there isn't, or a prospect there won't be, then these are the key issues for FTA members. We already know the impact of port delays – just one hour's delay adds £15,000 cost to the road haulage industry – so a streamlined process is vital," says James Hookham.

"Shippers, forwarders and transport operators in the UK have been used to open borders in Europe for 24 years so it's going to take time to adjust, it can't just change overnight. A smooth transition will ensure that Britain's trade with other EU countries – both in and out – isn't compromised," he said.

Irish Exporters

The Irish Exporters Association (IEA) has also welcomed a keynote address by British Prime Minister Theresa May outlining the objectives of the UK going forward in negotiations on exiting membership of the European Union, ahead of triggering Article 50 later this year.

Simon McKeever, Chief Executive, Irish Exporters Association, commented: "Negotiating a free trade agreement with the EU without membership of the single market will be challenging. We at the IEA look forward to

seeing solutions to these objectives discussed at an EU level and the trade deal that is negotiated swiftly. We have been trading with the UK for 1,000 years and we will continue to have a strong bi-lateral trade relationship with it, albeit with potentially more costs and complications."

The IEA welcomed the prominence that relations with Ireland, Northern Ireland and in particular the Common Travel Area featured in Theresa May's January speech on Brexit.

"The announcement that the UK Government will make it a priority to deliver a practical solution to maintain the Common Travel Area with Ireland is an incredibly important priority for this island. Whilst this will be challenging, we urge all Irish, UK and EU stakeholders to work towards this aim.

"The objective of phased implementation periods of the negotiated deal with the EU is also an important goal. This should, if agreed, minimise disruption for Irish exporters while we move from one trade agreement into another, depending on the terms. This is incredibly practical and will be good for businesses across Europe."

Theresa May has stated that she hopes to have a deal about the UK's future partnership with the EU negotiated within the 2 year timeframe allowed for in the Article 50 process.

Added Simon McKeever: "The Irish government has stated that priorities for Ireland in the negotiation process are our economic and trading arrangements, the Northern Ireland Peace Process including border issues, the Common Travel Area, and the future of the European Union. We are at a point now where the UK has clearly stated its objectives going forward and the ball now lies in the EU's court.

"Ireland will be in a position where it is negotiating as one of the 27 Member States firmly in, and committed to, the European Union. It is crucial that the Government acts to, and is seen to act to secure a special status with regard to our relationship with the UK given the close bi-lateral relationship between the two countries.

"We need to see visible action taken by this Government that demonstrates that they are fighting hard on behalf of Irish Exporters in these negotiations. The Irish Exporters Association will continue to lobby government on a regional, national and international level on the issues that affect Irish exporters."





20
17

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It enabled us to open our eyes as to other suppliers in the market place having been blinkered through using only a small number of suppliers for a number of years.”

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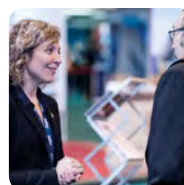
British Museum



“

Great to keep in touch with the industry, see new equipment and ideas.”

Unilever



“

It was a useful visit. I managed to meet with a number of existing and potential suppliers and compare various new services all in one day.”

Kingspan



“

Well worth the visit which allowed me to make new contacts within the business and meeting existing suppliers.”

Stannah Stairlifts Ltd

“

Excellent, I came with distinct goals on set products and they were fulfilled, along with this I gained new legislation information which I was not aware of.”

Scotmin Nutrition

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IVECO'S STATE OF THE NATION: ANOTHER YEAR OF OPPORTUNITY BECKONS

Opportunity - and making the most of opportunity - is what this year is going to be all about. That's the message from Stuart Webster, Managing Director, Iveco UK & Ireland, in his annual State of the Nation address.

"Whatever your views on the state of our economy or the new World Order, being adaptable and ready to move fast is what it's all about, because change gives rise to opportunity," he told a gathering of journalists at Basildon in Essex, among them Export & Freight's Helen Beggs.

Looking back on the past year, he added: "2016 was quite a year. This time twelve months ago, the Referendum didn't even exist, at least at any greater level than a promise from politicians! No-one had thought of the word 'Brexit' - and the idea that the country would vote for change was not widely foreseen.

"The economy was strong. The market had been consistently dynamic for the last 5 years - confidence had returned to the markets - the deficit was heading south - and stability was once again the name of the game and for sure, that was the case in vans and trucks."

That said, the van market from 3.5 to 6 tonnes ended the year well at some 105,000 units, representing an overall increase of over 3% for 2016.

Added Stuart: "The 3.5 tonne sector continues its stellar performance as the single most important commercial vehicle here in the UK. Demand hit a new all-time high of some 97,000 units in 2016 - a quite incredible volume when



Alternative Fuels Director Martin Flach

you consider that back in pre-internet times when we could all drive up to 7.5 tonners on a car licence, it struggled to exceed 40,000.

"We have our digital world to thank for much of this - and that's interesting when you consider there are now some four million vans in use

here in the UK. Today, we're moving more and more freight on more and more small to medium sized vans, so the dynamic has changed and we need to respond to this.

"And we are. We go to a 19.6 cu3 standard van nowadays - so as always, the van industry has evolved to cater for the demand of modern society and that is a credit to our industry and in particular to Iveco for developing products to meet the needs of the customers."

Trucks Down

"Trucks, too, entered 2016 on a positive note, but like most of our fellow industry pundits we believe the market at 6 tonnes and above will now end up at some 46,000 units overall. That's 2,000 to 3,000 units below where it might have been, but still some 2,000 units - or 4.5% - ahead of the 44,000 it finished at last year.

"However, I don't believe we will have a full understanding of the full effects of Brexit - certainly on trucks - for a few months more. But I feel there are signs that we are picking up good levels of momentum again."

Picking up from there, Truck Business Line Director Nick Pemberton acknowledged that operators are looking ever more keenly for cost savings, increases in productivity and opportunity.

"Productivity inevitably means heavier





Stuart Webster, Managing Director, Iveco UK & Ireland

trucks - and that's what we're seeing out in the market - tractors in the main, but rigids too, ones that are tailored towards specific operations, so we want to maximise our appeal to specific applications and market sectors.

Sector Focus

"Infrastructure projects are high on the agenda right now. This means more construction vehicles, eight wheelers in particular. They've been strong for several years now as we've exited the recession - and that can only increase."

He said that while Iveco would continue to focus on construction, they would also concentrate on chilled and freezer operations as the food-related sectors remain as strong as ever, and as operators move more towards specialised ways of doing it. Iveco, he said, would also not be neglecting utilities and municipal operations.

"Supporting these fresh market initiatives, we're putting together a new and an expanded Driveaway programme - one that focuses on trucks that operators really need and are looking for at short notice - things like 18 tonne Eurocargos with curtainside and box bodies, Stralis 26 tonne 6x2 curtainside rigids, Eurocargo 120EL 12 tonne rigids and Daily 7 tonners too.

"We'll be making available Trakker 8x4 tippers and tipper grabs, and Trakker 8x4 hook-loaders, while on the municipal score, we've already got a 15 tonne Eurocargo sweeper out there doing the rounds and we'll be looking at the opportunities for a Stralis 6x2 gas RCV later in the year. Other sectors we'll be focusing on include bulk haulage, where our Stralis AT with mini mid-lift is ideal for weight-critical operations,

and of course, at the heart of our plans are our exciting new Stralis XP and NP models."

Natural Breakthrough

Iveco describe the Stralis NP as pioneering a breakthrough product in a new market sector - one, says Alternative Fuels Director Martin Flach, that's of critical importance to the future of the world around us.

"CNG and LNG - Natural Power - now offer a real and practical alternative to diesel because they offer a solution for the most important environmental challenges: improved air quality

because NOx and PM emissions are extra-low, reduced global warming, and reductions in noise pollution too because Natural Gas delivers a 3db reduction versus diesel, important in urban applications and night use," said Martin.

"Natural Power is a safe solution too. Gas is lighter than air and dissipates rapidly. It has a very limited range of flammability - whilst hi-tech, ultra-protected gas tanks are much safer than their diesel or petrol equivalents. And Natural Power is a cost-saving solution also. On average, gas costs 25% less than diesel - whilst consumption is 15% lower with up to a 40% cost saving.

"Stralis NP is the first natural gas truck designed for long haul, and for this we've developed our Cursor 9 NP CNG and LNG engine. It's lighter - indeed, a re-design has allowed us to trim some 10 kilograms in weight, adding that little extra to payload - and it's the first engine of its kind to deliver the same output as its diesel equivalent - 400 horsepower and 1,700 Nm of torque.

"With NP, we're also first to introduce a 12-speed automated gearbox on a gas truck - for lower fuel consumption, improved driving comfort and lower maintenance costs. By re-designing the exhaust and re-positioning the battery, we've increased the capacity of the fuel tanks and it's that which gives the truck its unique selling point ...because with the LNG Stralis NP, the range on one fuel tank fill now extends to 1,500 kilometres. In practical terms, that means you can drive all the way from John O'Groats to Lands End on one fill of the gas tank!"



Truck Business Line Director Nick Pemberton

IVECO RIDE & DRIVE HIGHLIGHTS ALTERNATIVE FUEL OPTIONS

Following on from Iveco's State of the Nation address, the manufacturer provided journalists with an opportunity to get behind the wheel of their 'alternative fuelled' vehicles, as well as some of their 'mainstream' models, as Export & Freight's Helen Beggs reports.

Iveco, who earlier outlined what they called some 'very real market opportunities' for their alternative fuelled line-up, put at our disposal a number of trucks and vans, including the Stralis Natural Power (NP), the Eurocargo NP, the Daily NP and the Daily Electric.

First up was a 35S Electric Daily which was launched at the 2016 CV Show in Birmingham. Purpose-built for urban work, energy consumption on the model is reduced thanks to low weight electric auxiliaries, and the range's battery life has been extended by up to 20 per cent.

Daily Electric also boasts an increased payload capacity of around 100kg, whilst battery performance is optimised for all weather and temperature conditions, with the batteries being 100 per cent recyclable.

The vehicle's Iveco-patented flexible charging mode allows customers to recharge the vehicle by connecting it to a fast-charging station for an average charge time of just two hours. Best-in-class efficiency is achieved thanks to an extended range of up to 240km (150 miles), in real driving conditions, when operating in a three-battery configuration.

Drivers can choose between two driving modes: Eco and Power. In Eco mode, engine torque is moderated to minimise energy consumption, without imposing any limits to maximum speed. In Power mode, the driver can enjoy the full performance of the electric drive motor.

Meanwhile, the regenerative braking system is another major new feature of the Daily Electric, allowing the driver to decide which braking method to use while driving. Depending on



The Daily NP

the characteristics of the road and the traffic conditions, the most appropriate braking mode for that particular moment can be selected, minimising energy consumption while maintaining excellent on-road performance.

The Daily Electric is also equipped with a pedestrian acoustic alert system, which is activated automatically when driving at speeds of 0-30km/h – an important safety feature given the vehicle's near-silent running characteristics.

Daily Electric is available as a van, chassis cab, chassis-cowl and minibus, with gross vehicle weights from 3.5 to 5.0 tonnes, and wheelbase lengths from 3,000 mm to 4,100 mm.

Natural Power

As an alternative to the electric model, we also got to put the Daily Natural Power (NP) van through its paces.

This natural gas-powered light commercial range meets the latest Euro VI emissions legislation, and is unique in the market as it is powered by a dedicated natural gas engine, which can run on either compressed natural gas (CNG) or compressed bio-methane (CBM). It stands out for having been developed from a diesel-engine platform, which, as we soon discovered, delivers performance just like a diesel in terms of power, torque and response.



Iveco's latest and impressive range at the Ride & Drive event



The Stralis NP

As the Daily Natural Power is a dedicated, factory-built LCV, this also means customers can choose from an extensive model line-up and the same customisation options that are available for the standard diesel-powered Daily.

The Daily Natural Power range is ideally suited to firms seeking to reduce their environmental impact, while benefiting from a proven alternative fuel technology.

Iveco tell us that by operating a Daily Natural Power, companies can save around 20 per cent on fuel versus current diesel prices, a saving that quickly adds up over the lifetime of the vehicle.

We are told, too, that the vehicle's gas-powered engine also emits less carbon dioxide compared to diesel when fuelled with bio natural gas, offering a reduction in emissions of up to 80 per cent. Particulate matter is also reduced by 95 per cent, and nitrogen oxide levels are some 35 per cent lower.

The Daily Natural Power is particularly suited

to urban operators working in Low Emission Zones, while the range also offers a reduction in operating noise compared with diesel, giving fleets potentially greater flexibility for night-time and early morning deliveries.

Noteworthy, the gas-powered model is also potentially able to access underground parking areas and travel on ferries, without the limitations affecting some other alternative fuels.

The Daily Natural Power is offered as a van with multiple wheelbase lengths and roof heights, as well as chassis cab configurations, with the choice of a single cab or seven-person crew cab.

Models can also be specified with a customer's choice of single or twin rear wheels, and with gross vehicle weights from 3.5 to 7.2 tonnes, ensuring vehicles can be mission-matched to a wide range of applications. Multiple fuel tank layouts are offered, giving a range of between 155 and 280 miles between fill-ups.

The Daily Natural Power can also be fitted with a small petrol tank reserve, allowing an additional range of up to 50 miles, in the event of running out of gas.

All Daily Natural Power models are powered by a 3.0 litre natural gas engine producing up to 136 hp, with a maximum torque of 350 Nm between 1,500 and 2,730 rev/min.

Eurocargo NP

One vehicle we didn't have the time to drive was Iveco's CNG powered Eurocargo. Described as "the truck the city likes", it, too, is

ideal for urban operations. It is already compliant with Euro VI step C emission requirements; it can enter restricted areas in city centres – a key advantage on multi-drop missions.

Furthermore, the natural gas-powered variant of the Eurocargo is almost silent, making it perfect for night-time deliveries in urban areas.

The versatile vehicle boasts the best turning circle in its category – just under 11m for the 2,790mm wheelbase version – making it nimble in tight city streets.

An improved interior offers improved visibility and safety for driver and pedestrian alike, while the Eurocargo's built-in lane departure warning system and advanced emergency braking system, could help drivers avoid accidents in the world's increasingly congested urban environments.

Stralis NP

Other models available on the Ride & Drive day included the new Stralis NP, the first natural gas-powered truck specifically designed for long-haul operations. Powered by compressed and/or liquid natural gas, the new Stralis NP has been hailed as "the most sustainable long-distance heavy truck ever manufactured."

Featuring the Iveco Cursor 9 Natural Power Euro VI engine – unique for delivering the same power and torque output as its diesel equivalent – it is also the first natural gas-powered truck to feature a 12-speed automated gearbox, while a Eurotronic transmission guarantees lower fuel consumption and greater driving comfort.

In its LNG-only version, the new Stralis NP offers a record range of 1,500 km between fill-ups. It also features the premium Hi-Way cab, which is greatly appreciated by customers for the space and comfort it offers on long-distance missions.



The 35S Electric Daily

VW to Supply Nearly 60 Vehicles to Local Grounds Maintenance Contractor

Volkswagen Commercial Vehicles has secured a new partnership with Out There, Northern Ireland's largest grounds maintenance and landscaping contractor. The new agreement will see a fleet of nearly 60 new commercial vehicles supplied through the Donnelly Van Centre group.

With over 250 employees, Out There is the largest grounds maintenance and landscaping company operating in the whole of Northern Ireland, delivering grounds maintenance, landscape design, commercial installations, tree surgery and environmental management services.

Formerly known as The Landscape Centre, Out There has recently rebranded, coinciding with its 70 strong vehicle fleet update.

The Volkswagen Crafter's excellent load capacity, market leading build quality, exceptional residual values and comprehensive aftersales support were key to securing the new fleet contract. The first batch of 13 Volkswagen Crafter vans have been supplied, with the remaining vehicles to be supplied over the next 18 months as part of the firm's ongoing fleet replacement programme.

The vehicles will be used by the Out There staff to cover various grounds maintenance and landscape



contracts all across Northern Ireland and soon in London, where they have secured their first mainland UK contract. The purpose built vehicles have been modified to ensure that each is able to carry the firm's plant equipment. All panel vans have been fully

ply-lined, feature bulkhead protection and are fitted with a heavy duty towbar. In addition, a number of the vehicles have been converted to accommodate further crew members with a second row of seats installed and glazed side windows fitted.

Steven Thompson, Managing Director at Out There, said: "This is an exciting time for everyone at Out There and it's great to finally unveil the new brand and fleet to everyone. We have around 70 new vehicles that are going to be renewed over the next 18 months, and we are pleased to have partnered up with Donnelly Commercial Vehicles for this first phase.

"Importantly, they have been able to offer a very high quality fit out of the vans to meet our specific requirements through their TBC wing, and the quality of the finished products speaks for itself. We cannot speak highly enough of the team at Donnellys and we hope to be able continue to work with them over the coming years."

Out There's fleet also includes a range of Caddys as well as Crafter tipper, flatbed and panel vans.

New Transit Custom Vans Look the Business

Ford has revealed exclusive new variants of the Transit Custom one-tonne commercial vehicle that provide stylish and functional transportation for independent businesses and artisans who want to stand out from the crowd.

The new Transit Custom Colour Edition van, available for delivery in spring 2017, offers four eye-catching colour schemes that feature contrasting roof, mirror caps, skid plate and side stripes, along with unique black 17 inch alloy wheels.

The Transit Custom Sport series van with its signature twin bonnet stripes is also now available in a much wider choice of bodystyles. Sport series customers can now select van and double-cab-in-van models in both short and long wheelbase versions; in addition, the latest Tourneo Custom people mover can be specified with the same Sport package.

"Many of our retail customers are no longer satisfied with a standard white van, and these stunning new vehicles provide the perfect solution," said Hans Schep, general manager, Commercial Vehicles, Ford of Europe. "The new Transit Custom makes a really positive statement about their business, and looks great on the driveway at the weekend."

The demand for sporting and distinctive Transit models has continued to build since the original Sport Van was introduced by Ford in 2007. During the first 10 months of 2016, sales of the current Transit Custom Sport are up by 52 per cent in the UK compared to the same period the previous year.



Bloomfields Professional Horsebox Rated Best On The Market

Bloomfields, one of Europe's leading horsebox manufacturers, and the elite name amongst professional and amateur riders, has kick-started 2017 by announcing a partnership with one of Ireland's best show jumpers, Billy Twomey.

Billy, who ranks highly in the Longines World Rankings, is endorsing the premium Bloomfields range of horseboxes, built on the Renault Trucks Master chassis, as the best on the market. He will be using the Bloomfields Professional model to transport his own top horses to competitions across the UK and Europe.



Showjumper Billy Twomey (pictured second left, with Dean Moody far left, Richard Ware and Helen Moody) is endorsing the premium Bloomfields range of horseboxes built on the Renault Master chassis.

"I have a very high calibre of horse and expect them to travel in a safe and functional horse box with all the mod cons," explains Billy. "I believe the Bloomfields Professional has a far superior build to any other horse box of the same size on the market, and it is very well balanced so that my horses travel well. There's also plenty of room in the back too,

making it easy to attend to the horses, and the fixings are all good and so easy to use."

Bloomfields partner exclusively with approved Renault Trucks dealer RH Commercial Vehicles (RHCv) and the company supplies the Renault Trucks Master long wheelbase platform cabs on which the horseboxes are built.

Briefings to help improve safety in the van industry

With over four million vans on the UK's roads, it is vital to improve safety and compliance within the industry and help businesses of all sizes professionalise their van operations.

With this in mind, this spring's Freight Transport Association Van Excellence Operational Briefings include an unrivalled line-up of speakers, and will explore risk and driver management and discuss best practice and compliance issues.

The briefings, which are sponsored by Mercedes-Benz Vans, take place on 1 March at Villa Park, Aston Villa Football Club in Birmingham,

23 March in Twickenham and 29 March in Harrogate. They are designed to assist any van operator, from large fleets to those with just one vehicle, whether they are an FTA member or not. Delegates attending last year gave the briefings a 93% approval rating.

Van Excellence is an industry-led initiative which aims to enhance standards of van operator

compliance, celebrate operators who demonstrate excellence and represent the interests of the van industry. The scheme was launched in 2010 and recently won a Prince Michael of Kent International Road Safety Award.

Mark Cartwright, FTA's Head of Vans, said: "Van drivers are typically either employed as an engineer or craftsman who just happens to

drive a van or, in the delivery sector, are fairly transient with operators experiencing a high turnover of staff. This, coupled with extended management structures, makes driver management a challenge and these briefings are aimed at giving businesses the advice and help they need to professionalise their operation and improve safety and compliance."



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9.2 Million Tonnes of Trade Handled Through The Port of Cork In 2016

Total traffic through the Port of Cork reached 9.2 million tonnes in 2016, a slight decrease compared to 2015 traffic. Import figures remain steady while exports were reduced primarily due to the closure of Lisheen Mines in Co. Tipperary and the subsequent cessation of exporting lead and zinc through the Port of Cork in 2016.

Total container volumes through both Tivoli and Ringaskiddy Container Terminals grew by 2% compared to 2015 figures, with over 209,000 TEU's handled.

The growth in container handling at the Port of Cork is very encouraging particularly as the Port moves to redevelop Ringaskiddy Port as their main container terminal. In 2016 the largest container vessel to visit an Irish Port called to Ringaskiddy on route from Central America. This weekly service not only ensures the Irish grocery market is fully supplied with fresh fruit, but positions Cork as deep sea port capable of handling panamax size container vessels.

Trade in Dry bulk cargos such as animal feed, fertilisers and cereals saw a marginal decrease while liquid bulk cargo, predominantly the oil traffic handled through Whitegate Oil Refinery now Irving Oil, also reported a slight decrease. Positively, in 2016 family owned Canadian company Irving Oil acquired Phillips 66, securing the future of Whitegate Oil Refinery.

This positive step was welcomed by the Port of Cork and will ensure Ireland remains competitive within the global oil market and has a security of supply of crude products that can be refined within the Irish State and not be totally dependent on international events. Whitegate supplies 30-40% of the Irish refined fuel market through its road loading facility and by sea to Irish and international ports over its marine jetty.

Speaking about the 2016 trade traffic figures the Port of Cork Chairman Mr. John Mullins said: 'The trade results for the Port of Cork in 2016 are overall very encouraging despite some decreases in certain trades. We are very pleased with the results as

achieving traffic figures which are in line with pre-recessionary time highlights the positivity returning to the market and I am confident that the port can sustain this growth across 2017. In particular container traffic through Tivoli and Ringaskiddy increased by 2% with imports fractionally higher than exports. There was impressive growth in the imports of trade cars with over 46,000 vehicles imported.'

He continued: 'In addition to the overall trade traffic figures, the Port of Cork's cruise business has gone from strength to strength with a total of 58 liners visiting Cork during 2016. This high number of calls brought over 127,000 passengers and crew, helping to drive visitors to the region. Furthermore, in 2016, Cobh was named the second Best Cruise Destination in the British Isles & Western Europe in the first-ever Cruise Critic Cruisers' Choice Destination Awards, which we are immensely proud of. In 2017 69 cruise liners are scheduled to call and 2018 is looking even stronger.'

2016 saw Brittany Ferries operating another successful year with their service from Cork to Roscoff carrying almost 80,000 passengers in 2016 and it is anticipated that 2017 will be another busy year for Brittany Ferries when sailings resume in March.

In 2015 An Bord Pleanála granted a 10-year planning permission to Port of Cork for the redevelopment of the existing port facilities at Ringaskiddy. In July 2016 the Port of Cork submitted to the Board a request to alter the terms of the permission granted to enhance the long-term sustainability of the port. The €80 million port redevelopment will future proof the facility and Port of Cork look forward to the project progressing in 2017.



Chris Hazzard, Infrastructure Minister

Hazzard introduces the new £6.2 million Strangford Ferry

Infrastructure Minister Chris Hazzard has welcomed the introduction of the new state of the art £6.2million Strangford Ferry in Co. Down.

The new Strangford Ferry, constructed by Cammell Laird in Liverpool, replaces the aging MV Strangford, which was built in 1969 and is now beginning to reach the end of its operational life.

The Minister said: "The ferry is a state of the art vessel that will ensure that the people in the Strangford and Portaferry areas, as well as visitors to the area, can be assured of a reliable service between Strangford and Portaferry for many years to come."

The new ferry is equipped with the latest technology in terms of marine engineering and ease of maintenance. It also provides a comfortable passenger lounge for the short journey between Strangford and Portaferry. It will operate alongside the MV Portaferry II.

Some minor modifications have recently been completed to the vehicle ramps on the ferry to ensure that it lowers fully onto the slipway at high tides.



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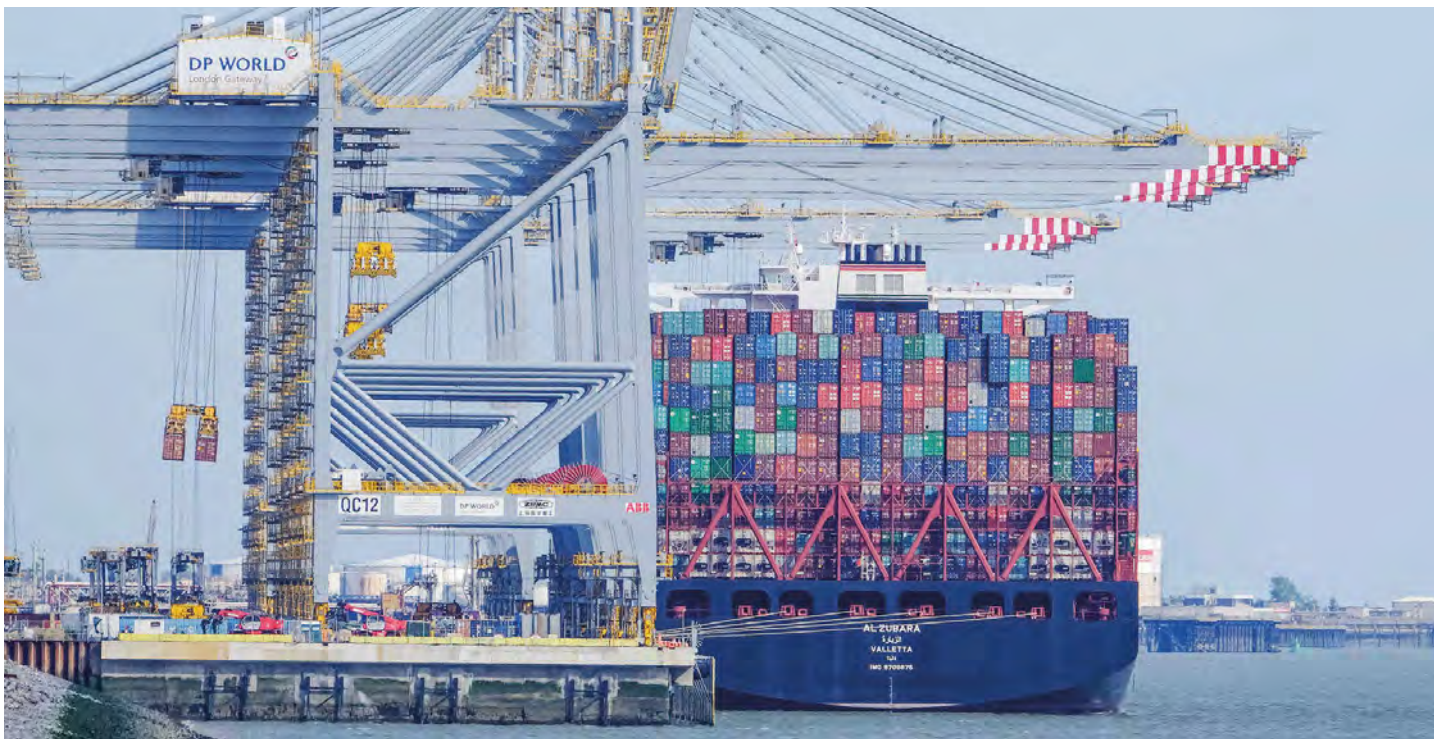
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Port Of London Trade Jumps More Than 10%

Trade in the Port of London in 2016 reached the highest this decade, rising 10% to top 50 million tonnes for the first time since 2008.

The strong performance reflects continued growth at terminals along the Thames. The volumes of oil, containers and building materials all rose markedly. Prior to 2016, port throughput had been increasing at between two to three percent, year-on-year.

PLA chief executive, Robin Mortimer said: "Our long term Vision is for 60 to 80 million tonnes of cargo to be traded every year through the Port of London - more than at any time in the Thames' history. Passing 50 million tonnes in

2016 is a major milestone towards this goal."

The tonnage of cargo handled at terminals on the Thames last year was 50.4 million tonnes, five million tonnes (or 11%) up on 2015. Growth was principally in oil trades which rose by 22% from 10.9 million tonnes in 2015 to 13.3 million tonnes in 2016. Containers and trailers (unitised traffic) was up 7% to 18 million tonnes; aggregates and cement increased again from 10.7 million tonnes (16%) up to 12.4 million tonnes. Cereal volumes also

increased by 15% to one million tonnes.

2016 saw the first cargoes delivered to the Thames Oil Port, the former Coryton oil refinery site now redeveloped as a fuel terminal. At the Port of Tilbury, a new chilled store for NFT was opened and the acquisition of land for port expansion was completed. DP World London Gateway handled increasing numbers of ultra large container ships - operating between Asia and Europe - benefiting from its operational resilience in bad weather, as well as securing additional central and south American and Oceania services; testing of facilities on Berth Three at the deep-sea port also started at the end of 2016.

Stena Europe first for Irish Sea ferry fleet

The Stena Europe, which operates on the daily Stena Line ferry service between Rosslare and Fishguard, has become the first vessel in Stena Line's Irish Sea fleet of seven ships to sport the leading ferry company's new strapline.



'Connecting Europe for a Sustainable Future' is now emblazoned in thirty-foot green lettering on either side of the ship to reflect the company's commitment to becoming a more sustainable and environmentally friendly company, a key aspect of Stena Line's future business strategy. The external livery work was carried out at Belfast's iconic

Harland & Wolff shipyard and was managed by Stena Line's group sister company, Northern Marine Ferries as part of an ongoing £7m fleet refit programme. In addition to the exterior upgrades, the Stena Europe also had work carried out on bow thrusters, rudders and main shaft seals under the water line, with additional upgrades to the galley, bar and crew accommodation.

To accommodate the increasing demand from the freight transport industry, Stena Line also increased the height of the vessel's cargo deck which now allows access to high top trailers, a key requirement of more and more freight customers operating between Britain and Ireland. Ian Davies, Stena Line's Trade Director (Irish Sea South) commented: "We took onboard

customers' feedback in relation to the accommodation of high top trailers and took the refit opportunity to increase the height clearance of an area of our cargo deck to 4.65m. The Stena Europe is now equipped to accommodate all trailer height variations which we are confident will help us continue to expand our freight business in 2017."



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Stena Line hits half a million freight units in Belfast

Stena Line has posted a record year for freight traffic volumes on its Belfast Harbour routes in 2016. For the first time in its history, Stena Line has carried over 500,000 freight units through Belfast Harbour.

Stena Line operates three freight services from Belfast Harbour which provide up to 14 daily crossing options between its Cairnryan, Liverpool (Birkenhead) and Heysham services.

Paul Grant, Stena Line's Trade Director (Irish Sea North), commented: "Despite operating in a highly competitive market, 2016 was a record year for Stena Line's Northern Ireland operations. To carry over 500,000 freight units is a fantastic achievement for the entire Stena Line team and one which also cements Belfast Harbour's position as Northern Ireland's leading freight hub. In 2016 we also had record car and passenger volumes with almost 1.5 million passengers travelling with Stena Line, which represents a growth of 7% on the previous year. "Stena Line has invested heavily in its Belfast Harbour hub. It's reassuring to see that our vision and commitment to an expanding



operation from Belfast Harbour has been rewarded. Economic uncertainty is a concern for 2017, however, at Stena Line we remain focussed on providing our customers with the most frequent and reliable services into and out of Northern Ireland. In the first quarter of 2017, we will be investing a further £7m locally with Harland

& Wolff as we refit nine of our Irish Sea ship fleet," said Paul.

"Whilst last year was a record year we cannot afford to be complacent, it's vital that our investments in ships and ports is matched by infrastructure improvements to roads in Northern Ireland and Scotland particularly. It's also important that Belfast and Northern

Ireland continues to invest in our growing tourism product."

Joe O'Neill, Commercial Director, Belfast Harbour, said: "Belfast Harbour is Northern Ireland's principal maritime gateway with more than 70% of NI's seaborne trade handled through the Port. This is supported by the record year Stena Line is reporting for 2016. We have been partners with them for more than 20 years and have seen their business here grow significantly during that time. This year alone they have increased the number of cars carried by 10% as well as grown passenger numbers by more than 95,000 and handled more than half a million freight vehicles with overall volumes growing almost 60% in the last 6 years. This is down to their hard work and adapting to the market and we look forward to continuing to support them and the growth of their business in the coming years."

IN THE DRIVING SEAT... For the first time in its history, Stena Line has carried over 500,000 freight units through Belfast Harbour. Pictured celebrating the success are (left to right): Paul Grant, Stena Line's Trade Director (Irish Sea North), Joe O'Neill, Commercial Director, Belfast Harbour and Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North).



Onward Holdings Invests In New Management System

Onward Holdings Ltd has made a further investment in its Castleford warehouse by installing OpenWMS, a new software package designed to deliver a wide range of benefits to help its business tenants boost efficiency and increase the profitability of their logistics operations.

Adopting the specialist warehouse management system at the West Yorkshire site streamlines stock taking and shipping processes, improves productivity by freeing up staff to concentrate on other duties and maximises space utilisation. It follows other significant investments by the family-run company in renewable energy at Castleford, and some of its other sites, which will lower electricity bills. OpenWMS is a highly accurate, configurable

warehouse management system for both Third Party Logistics (3PL) providers and for owner-operated use. It creates a complete supply chain management solution suitable for a wide range of products including food and drink, packaging, electronics, IT equipment, homewares and office supplies. The Castleford site is just one of a number of prime locations for logistics operations that are owned by Onward Holdings in

the north of England – the others are in Doncaster, Ackworth, Scunthorpe and Featherstone. Almost all the current sites on its books have been fully leased or units are under discussion with interested parties.

However, the company is looking for additional units to purchase, or potentially buy land, as part of its investment plans aimed at delivering high-quality warehouse facilities for companies to set up logistics in the Yorkshire area.

Renault Introduces Anti-Runaway Automated Park Brake

Renault Trucks has introduced an industry-leading Anti-Runaway Automated Park Brake (Anti-RAPB) to eliminate the risk of uncontrolled vehicle movements caused by human error when a truck is idling or static.

The UK initiative developed in close partnership with a major fleet operator and Renault Trucks' engineering team in Lyon, the safety back-up device is available as a software and wiring update on all Range T, C and K trucks with electronic park brakes.

In the event of the driver's door being opened at speeds of up to 3 kph (1.8 mph), the device activates the park brake automatically.

"Renault Trucks Anti-RAPB is a great example of how we are using technology to help prevent avoidable

accidents," comments Nigel Butler, Commercial Director, Renault Trucks.

"Despite advances in technology, vehicle runaway situations remain too common; drivers can get distracted when the truck is idling and simply forget to activate the park brake when they leave the vehicle to uncouple the trailer or sign a document. It only takes a slight incline for 44-tonnes to start rolling, which becomes a very serious problem, very quickly. Our Anti-RAPB solution helps reduce the consequence of human error, preventing the problem before it arises."



How Switch Packaging protected its cash flow when buying from China

Many businesses choose China to source the supplies they need but distance can mean waiting a long time between paying for goods and recovering the cost through sales. Gary Thomas, founder of Switch Packaging Specialists, has found a solution.

Switch Packaging Specialists creates eco-friendly pulp protective packaging from recycled paper. Gary Thomas formed the company after he realised there must be a greener alternative to the polystyrene he was selling while working for a packaging company.

Gary's first design was a protective corner for dampening impact. It worked better than the conventional polystyrene alternative so Gary took the plunge and set up Switch Packaging Specialists.

Switch Packaging Specialists hasn't looked back and is securing some big contracts. However, as Gary explains, there is a snag:

"I can't source what I need from the UK; I have to get it from China. A big contract might mean ordering 250,000 corners every few weeks but that completely locks up our cash because my supplier wants payment in advance. This means it can take between two and four months from paying my supplier to being paid by my customer. This really hinders my cash flow."

So Gary set about looking for a solution to his cash flow issue. While searching the Internet he came across [URICA's supply chain funding platform](#). Gary explains how URICA solved his problem:

"My supplier enters the invoice onto URICA's platform, I authorise it, and URICA pays the supplier straight away. I then choose the terms I want with URICA, say 60 days, and for a small fee my cash stays in the business until then. URICA is also different to other invoice finance in that I don't have to use it for everything, I can use it when it suits me."

"Without this flexibility I might have to turn down some large contracts but now I feel confident going after large manufacturing businesses looking for a greener way of protecting their goods in transit. As Switch Packaging Specialists grows I can see me using URICA for everything and just making one monthly payment."

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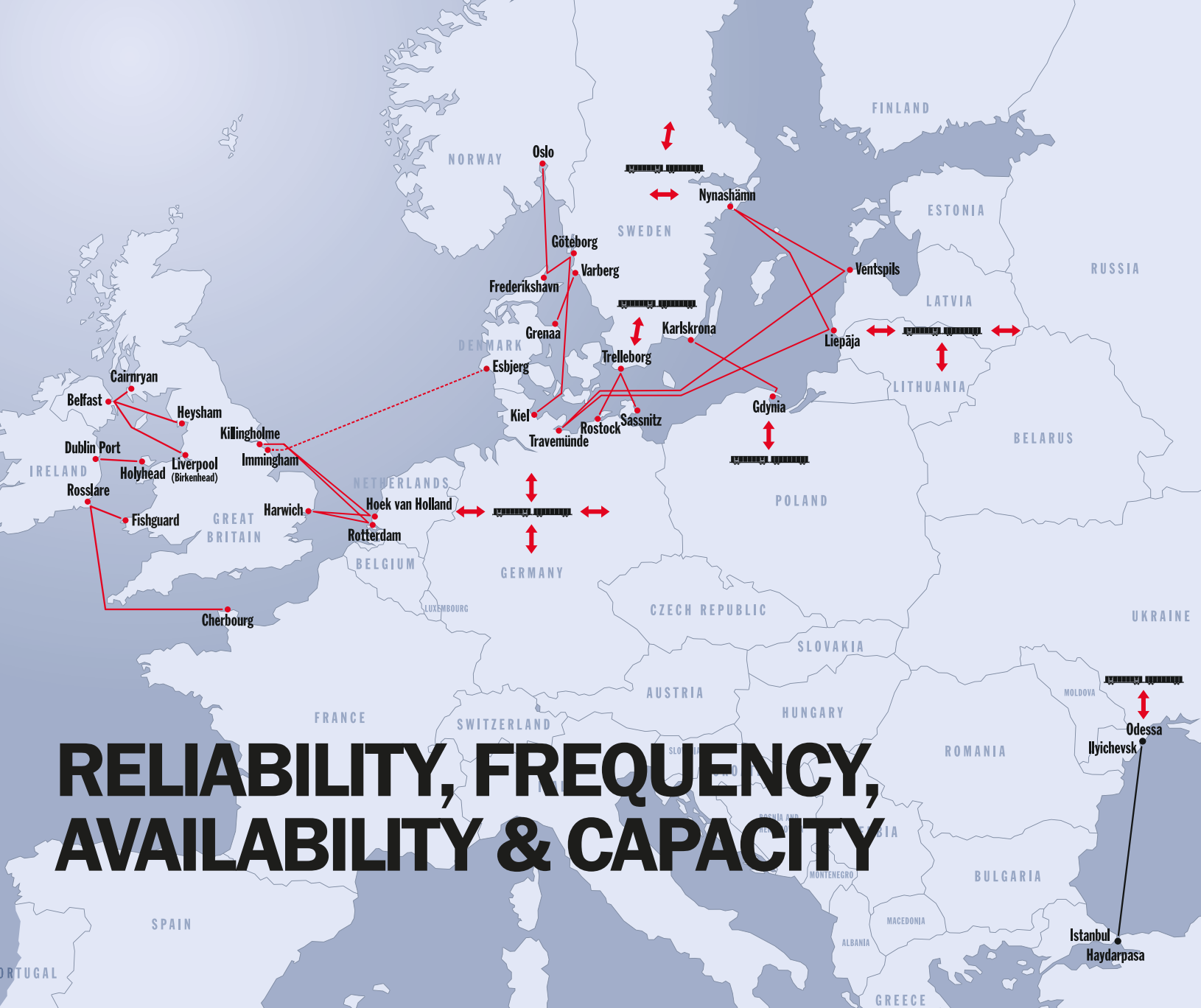
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