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## COMMENT

Over the past few months the spotlight has increasingly been placed on the ever growing van sector, and not without good reason. There are more vans than ever on our roads, with safety issues taking a front seat.

Recently, the Freight Transport Association released a thought-provoking film featuring the death of a child in a van collision when the driver is distracted by talking on his mobile phone, resulting in catastrophic consequences for the driver, his operations manager and his company owner. It makes for sobering reading.

The use of mobile phones by truck drivers has also been in the news. As we also report in this issue, Hireco, which has more than 5,000 trucks and trailers on the road across the UK, has made a significant investment to install a 'hands free' kit into each of the units it sells or rents.

Politics, too, has been dominating the news in recent weeks following the results of the General Election and the opening of negotiations over Brexit, both of which have an impact on our industry. There have been calls for the new government to focus its efforts on supporting the logistics sector to ensure that business can continue to trade efficiently with its EU customers and suppliers, and even more so in the wake of the publication of a package of legislative proposals on road transport by the European Commission which has been received with mixed feelings.

In the meantime, life goes on, and there have been plenty of positive developments across most sectors of the industry in recent weeks, as you will read in this issue.

We've been taking a closer look at DAF's new CF and XF trucks, and we've also been test driving Isuzu's new generation D-Max. And on the shipping front, we report on another record breaking year for Belfast Harbour.

Our recent Export & Freight Masters Golf Day at the Lough Erne Resort in Fermanagh was a phenomenal success and we'd like to thank all those who made it so. If you weren't there, you can find out what you missed in our comprehensive pictorial round-up.

Until next time, why not keep up to date with what's happening across our industry 24/7 by logging on to our website at [www.exportandfreight.com](http://www.exportandfreight.com)

**Helen Beggs** Editor-in-Chief/Publisher  
Email: [Helen@4squaremedia.net](mailto:Helen@4squaremedia.net)



## IRELAND'S TRANSPORT MAGAZINE SUBSCRIPTION SERVICE

**EXPORT & FREIGHT SUBSCRIPTIONS, 4 SM (NI) Ltd**

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THE LCV BUSINESS INSTINCT

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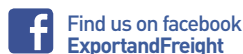
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Tel: 028 9268 8888 Fax: 028 9268 8866 Email: [info@4squaremedia.net](mailto:info@4squaremedia.net)

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Helen Beggs **Editor-in-Chief**, David Stokes **Editor**, Phil Eaglestone, Mags Morgan **Business Development Managers**,  
Joel Byers **Production Manager**, Nick Stokes **Designer**, Eleanor Blane **Accounts Manager**, Helen Beggs, Garfield Harrison **Publishers**

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**PREMIUM  
REDEFINED**



**TRUCK OF  
THE YEAR**

# PRM Group Expand Fleet With New Volvo FH

PRM Group, one of Ireland's leading independent Chilled & Frozen Food Sales and Distribution companies, has invested in a new Volvo FH-500. The new vehicle, supplied by Dennison Commercials Ltd, is already working on refrigerated haulage duties.

**The specification of** the truck includes a Euro-6 500hp engine, I-Shift automated gearbox, Dynafleet telematics, fridge freezer and an air-suspended, electronic driver's seat. Equipped with a Globetrotter XL cab, the 6x2 tractor unit also comes complete with a Volvo light bar.

Introducing a Volvo into their business is a

first for PRM Group. Commenting on the new addition to an existing Mercedes-strong fleet, Managing Director Philip Morrow stated: "We are delighted to have purchased a new Volvo FH from Dennison Commercials. As a business, it is important that we continue to invest in our haulage service to ensure that we are meeting the growing demands of the Irish food

industry and that our customers are given the highest level of service that we can deliver."

He added: "We were impressed with the efficiency of the new Volvo, along with the comfort and safety for the driver, which complements the commitment to quality and service that is at the heart of our business."



Dennison Commercials' Sales Manager, Chris Arthur, hands over the keys of the new Volvo FH to PRM Managing Director, Philip Morrow and his son Andrew Morrow.



PRM Group, one of Ireland's leading independent Chilled & Frozen Food Sales and Distribution companies, has invested in a new Volvo FH-500

# NI Stone Exports Paving Europe's Busiest Roads

Stone quarried by Belfast Harbour based firm Conexpo is being used to surface Europe's busiest roads.

**The company has** just won an export order to supply 55,000 tonnes to help reconstruct 26km of the road network near Limburg in southern Holland. The contract follows a 200,000 tonne order for the newly constructed A15 extension which serves the Port of Rotterdam and is Europe's busiest motorway.

Conexpo sources one million tonnes of high quality gritstone annually from its County Down quarries. The stone is processed and exported from its £5m quayside plant located on a seven-hectare site in Belfast Harbour Estate.

Opened in 2015 it's the only facility in Europe which can simultaneously produce aggregates to UK and European standards. The County Down stone is highly sought after for its ability to improve skid resistance and reduce road noise by up to six decibels.

Jonathan McCluskey, Conexpo's

Managing Director, said: "In partnership with Belfast Harbour we've been able to develop a bespoke shipping terminal and processing plant which provides some of the world's highest quality stone. "County Down quarry gritstone is increasingly in high demand and has been used in road projects from Hong Kong

to Rotterdam, not just for initial construction, but also long-term re-surfacing requirements. Our Belfast Harbour facility has the potential to produce 6,000 tonnes every day, crushing and screening precision-sized stone for the complex honeycomb structures used in modern road surfaces."



Joe O'Neill, Belfast Harbour's Commercial Director, added: "Stone exports by Conexpo are one of the most significant commodities handled at Belfast Harbour, representing our fastest growing commodity sector over the last five years."

"Belfast Harbour has worked with Conexpo since it was established 25-years ago, developing facilities to support its ambitious growth plans. Northern Ireland's quarry sector provides significant economic and employment opportunities and the Harbour will continue to support Conexpo as it continues to develop new export markets."

Established over 25 years ago, Conexpo employs 45 people directly and supports a further 50 jobs, mainly in the haulage sector. Family owned, the company operates two quarries in County Down and also procures 100,000's of tonnes of stone from neighbouring County Down quarries.

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**TRUCK OF  
THE YEAR**

# TRIBUTES POUR IN AS BPW'S PETER RAY LOSES BATTLE AGAINST CANCER

BPW, Europe's leading axle and suspension manufacturer, has paid tribute to its sales director Peter Ray who has passed away after a long battle with cancer.

**Many of his** friends and colleagues from across the industry turned out for his funeral at Kettering in Northamptonshire.

Pete, as he was known to all, had fought bladder cancer for the past four years and his family asked that rather than flowers donations should be made to the Fight Bladder Cancer charity and Cransley Hospice, both of which are close to his wife's heart.

Leading the tributes was Steve Turton, Managing Director, BPW Limited. "Pete was living proof of how fine a person can be. He was a great colleague and friend to many of us and he gave commitment and inspiration to those he worked with. Pete was simply a great bloke.

"What we will remember is a happy Pete. He was a cheerful soul, passing his cheerfulness on to others. Always on hand to offer a helping hand, Pete took time out for his work colleagues and, even through his illness, continued to make them chuckle. Pete had a great sense of humour and was renowned for his one-liners, which were timed to perfection.

"During his career with BPW, Pete worked with passion, integrity and energy. He was a genuinely warm, wonderful individual. We will sorely miss his friendliness and charming personality. The depth of sorrow we feel is only lessened by the privilege of knowing him.

"Pete contributed much to the development of the company and was passionate about the high standards of professional practice. In the 1990s Pete single-handedly opened BPW to the Irish markets. It is no surprise then that Ireland was extremely important to him, not only because Ireland had become a strong market for the company, but because he'd also made genuine friends along the way, and this was something he held close to his heart – the personal relationships he made with everyone. Whilst Pete enriched our lives, he always felt his life had been enriched by his relationships and experiences in Ireland, and he was grateful for them."

SDC's Mark Cuskeran added: "Pete fought his long illness like he lived his whole life, with class and selflessness. People buy from people they like and this was very much the case with Pete. This was demonstrated by the large number of customers at his funeral service .

"I dealt with Pete for 20 years. In that time we organised annual golf trips to Spain for joint customers and every year we went to the Transport Golf Society Christmas dinner; both these events will not be the same without Pete .

"SDC would like to pass on their condolences to Lyn and all the family. We would also like to pass on our condolences to Steve,



Peter Ray

Neil, Glyn and all at BPW in Leicester who were fantastically supportive to Pete and his family over the last number of years."

And commented Export & Freight publisher and Editor-in-Chief Helen Beggs: "Pete was an

amazing man, kind, thoughtful and always the gentleman. He loved coming to Northern Ireland and was always there with advice, warmth and humour. Despite his illness he always kept smiling and we will deeply miss him."

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# PSNI Welcome Hireco Initiative To Cut Down On Lorry Driver Mobile Phone Use

Belfast based truck and trailer rental company Hireco has launched a new initiative which is being supported by the Police Service of Northern Ireland, to prevent road traffic collisions caused by drivers using mobile phones.



Inspector Rosie Leech, PSNI Roads Policing Unit and Ricky Graham, Hireco Operations director.

**Hireco, which has** more than 5,000 trucks and trailers on the road across the UK, has made a significant investment to install a 'Hands free' kit into each of the units it sells/rents (over the course of the next 12 months) at its own expense.

The move comes after the Hireco management became increasingly concerned at the use of mobile phones by haulage drivers across the UK. Hireco's Ricky Graham says that illegal use of mobile phones has become a major concern both to Hireco and to its broad range of customers.

"How often do you see lorry drivers using mobile phones as they drive at speed on the motorway? Our customers often point out their concerns and we've been trying to come up with a way of alleviating the problem in any way we can. As a result, we have decided, at our own expense, to offer a hands free kit to any of our customers' driver who rent a truck or trailer over the course of the next 12 months. The fitted kits will be paired to the drivers' personal mobiles and at least then they can take calls without taking their eyes off the road."

Hireco approached the PSNI earlier this year and have been delighted at the support they have received. Inspector Rosie Leech of PSNI Roads Policing said: "While we acknowledge that detections are on a downward trend, last year police stopped 5,943 people holding their mobile phone while driving, making calls, texting and sending emails.

We have also detected people using various smartphone apps, even watching films when they should be paying attention to the road.

"Drivers who use a mobile phone, are four times more likely to crash, injuring or killing themselves and other people. If that driver is in charge of a lorry, weighing upwards of ten tonnes, the chances of major loss of life (if a driver is distracted) increases dramatically. So we are particularly pleased to support Hireco's initiative, and thank them for bringing the leadership of the haulage industry together so that we can discuss this issue and identify how we can all work together to stop it."

## Hauliers Praise

Haulage operators here have also praised the initiative. Comments Lisa McIntyre from AGRO Merchants Group: "Well done to Hireco in the launch of their new initiative, it is so pertinent to our own distracted driver initiative we currently are working on. The use of mobile phones whilst driving is an epidemic - we all need to be working together to educate drivers and all haulage professionals to the risks of such behavior. The authorities need to put all their resources behind an education program to help us achieve this."

Adds Alan Carmichael of Carmichael Logistics NI: "Like all of the hauliers who attended the launch of the Hireco initiative on mobile phone use, we at Carmichael Logistics NI are concerned about this issue. The use of mobile phones by

drivers is something which the haulage industry and the authorities need to come together to tackle. We were really impressed with the fact that Hireco took it upon themselves to act on this issue and also at the openness of the PSNI that they are keen to work with us to make our roads safer. We at Carmichael Logistics NI look forward to engaging further with all stakeholders, to see what can be done."

And says Colin Taylor, from Blair International: "As hauliers, road safety is always at the top of our agenda so we are delighted by this progressive thinking by Hireco. The fact that they are willing to engage with their customers and invest in road safety is testament to their commitment to the industry. As a company, we invest in our own driver safety and this collaborative approach by Hireco, alongside the PSNI is a welcome initiative. The Hireco initiative on mobile phone use highlights a proactive approach to addressing this issue, rather than a reactive approach when often it is too late and results in tragedy. We look forward to supporting Hireco in driving this initiative forward and commend them for leading the way, setting a precedent for others to follow."

And added Seamus Leahy of the Freight Transport Association: "FTA are delighted with this proactive road safety event devised by Hireco with the aim of reducing the use of mobile phones by vocational drivers while driving. This not only has road safety benefits but will help manage compliance for fleet operators."

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, fleet size was 65 trailers and turnover £400,000.

Today the Hireco group has a fleet of more than 5000 trailers with a value of £45million, and an annual turnover in excess of £25 million. 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 company also has a base in Dublin which supplies over 500 trailers into the Irish Republic.



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[Back Row L-R] Rob Ireland, Chris Slowey, John Jenkins, [Front Row L-R] Roy Ireland and Wilson Dennison.

## LIMITED EDITION GOLD VOLVO FH16-750 ARRIVES AT MANFREIGHT

A limited edition Gold Volvo FH16-750 has been officially handed over to Manfreight by the Managing Director of Volvo Trucks UK Arne Knaben along with employees from local Volvo Truck dealership, Dennison Commercials Ltd, who have had a long standing relationship with Manfreight for the last 40 years.

**Chris Slowey of** Craigavon based Manfreight, won the truck at a charity auction during the Volvo Trucks UK 50th Anniversary celebrations in April, which raised an impressive £120,000.

The money raised from the event, will be split between two charities. The first being a Cystic Fibrosis charity that has strong meaning to Manfreight. The donation will be made in honour of Chris Slowey's sister Anita, who lost her life six years ago.

The second charity is Transaid, which aims to identify, champion, implement and share local transport solutions which improve access to basic services and economic opportunity for people in developing countries. Their mission is to ensure that every person has the opportunity to build the skills they need to transform their own future.

Chris has also dedicated the truck to his late father, who was the founder of Manfreight.



[L-R] Roy Ireland, Arne Knaben and Wilson Dennison.



Chris Slowey, Manfreight.

# Intelligent Safety Systems Minimise Risk Of Traffic Accidents

More vehicles on the roads, a faster traffic flow and a distracting stream of information all impose considerable demands on drivers of both commercial vehicles and cars.



On the other hand, there have never been more opportunities for the person behind the wheel to drive more safely than there is today. The active safety systems found in many modern cars and trucks make it far easier to avoid incidents and accidents than ever before.

Since November 2015 there is an EU-wide legal requirement for new two- and three-axle heavy trucks to be equipped with the automatic emergency brake function. The aim of this is to reduce accidents in which a truck drives into the back of a vehicle in front of the truck, an accident scenario that accounts for about 20% of all road accidents involving trucks.

At present, legislation requires that the emergency braking system must reduce the truck's speed by 10 km/h (6mph). Next year, this will be tightened to 20 km/h (12.5 mph).

"It's great that the legislation is becoming stricter, but I still feel the legal requirements are too low," says Carl Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks. "For example, if you are driving at 80 km/h (50 mph) when the emergency braking system is deployed, you need to cut your speed by far more than just 20 km/h (12.5 mph) to avoid a massive collision if the vehicle in front has come to a standstill."

Volvo Trucks has developed a system that goes well beyond both current and future legal requirements. This system, which was introduced in 2012, focuses primarily on alerting the driver to the risk of a collision.

"In many cases this is enough for the driver to quickly assess the situation and avoid an accident," explains Carl Johan Almqvist.

The emergency brake is only used if it is absolutely necessary and it is deployed extremely quickly. The braking speed - or retardation to

use the correct technical term - is about 7 m/sec<sup>2</sup>, which is on par with what many passenger cars can manage. In practice this means that the truck's speed can be cut from 80 to 0 km/h (50 mph to zero) in about 40 metres (130 feet).

The system monitors the vehicles in front with the help of camera and radar technology and functions irrespective of whether it is sunny, misty, foggy or dark. If there is a risk of collision, the driver is alerted via gradually escalating light and acoustic signals. If the system does not detect a response from the driver, the truck automatically starts braking gently. However, if the driver still does not respond, the emergency brake is deployed until the vehicle comes to a complete standstill. After a further five seconds without any movement of the steering wheel or other reaction, the handbrake is automatically engaged - a safety measure designed to prevent the truck from rolling if the driver is in shock or unconscious.

When the emergency brake is deployed, the brake lights start flashing to warn vehicles to the rear, and when the truck's speed drops to 5 km/h (3 mph), flashing emergency warning lights are also activated. Volvo's system also functions on winding roads and can differentiate between roadside guard rails and genuine obstacles, such as other vehicles including motorbikes. In order to gain the full benefit of the system, it is essential to ensure that all functions, such as the ABS brakes, are activated on both truck and trailer.

Considering the short period that has passed since the introduction of emergency brake legislation, it will take some time before its positive effects are reflected in accident statistics. However, Volvo Trucks is convinced of the benefits of the emergency braking system and other active safety devices.

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# Renault Trucks Celebrates With #Proudprofessionals Initiative

Renault Trucks has launched a new initiative that promotes and celebrates the valuable contribution made by all the skilled people who work in the commercial vehicle industry, #proudprofessionals.

**Announcing the launch,** Nigel Butler, Renault Trucks' UK Commercial Director says: "From drivers through to workshop technicians and service advisers, roadside recovery teams to logistics managers and sign-writers, parts, accessories and vehicle manufacturers, our associations and media, we all play a part in this sector that quite literally makes the world go round. Commercial goods vehicles deliver all the essentials of our daily lives, stimulate trade, business efficiency and growth, and we want to celebrate the contribution that everyone makes

by encouraging pride in your role and pride in the service you offer to the community."

He continues: "All too often, the public perception of both light and heavy goods vehicles can be fairly negative. But the real truth is that, day in, day out, pretty much everything we eat, drink, wear, every event we attend, gift we give, every product we use will be safely delivered by a truck or a van that is operated, driven and maintained by #proudprofessionals; dedicated, highly-trained people who often undergo continuous professional

development throughout their careers."

He goes on, "Our people need a sense of pride in their role and know the value of their work, and we also need to remind society of the vital role the commercial vehicle industry plays in their everyday lives and change perceptions. #Proudprofessionals is about who you are and what it means to be part of this great industry."

To support the #proudprofessionals initiative, Renault Trucks has invested in a new campaign website [www.proudprofessionals.co.uk](http://www.proudprofessionals.co.uk)



## Truck manufacturers welcome step towards increased fuel consumption transparency

Following a recent vote by EU member states on the procedure for determining CO2 emissions from new trucks, the European Automobile Manufacturers' Association (ACEA) welcomes this as an important step to introduce more transparency to the market – ultimately leading to reduced fuel consumption and lower CO2 emissions.

**Truck manufacturers however** have concerns as to whether the proposed lead time between the entry into force of the regulation and the start of the first step of the CO2 declaration, now tied to the date of vehicle registration rather than production, is sufficient to perform the necessary certification activities. This new regulation – approved

by member states in the European Commission's regulatory committee (TCMV) – will require CO2 emissions from new trucks to be calculated according to harmonised and certified procedures. This opens the possibility for reporting and monitoring of these CO2 emissions. To this end, the European Commission has developed a computer calculation tool called VECTO to model CO2

emissions from a wide variety of complete truck and trailer configurations using various heavy-duty vehicle cycles.

Using VECTO data, the EU legislation on the calculation of CO2 from trucks will require a declaration of CO2 values for each vehicle produced for the EU market – providing a credible, standardised way of comparing fuel efficiency across all brands.

"This will be a major game changer, as it will help transport operators choose the most fuel-efficient vehicle more easily, thereby significantly reducing CO2. It will also lead to increased transparency and competition among manufacturers to develop the most fuel-efficient vehicles, driving the market uptake of the cleanest vehicles," stated ACEA Secretary General, Erik Jonnaert.

## Two options for the Newry Southern Relief Road Scheme published

Two options for development of the Newry Southern Relief Road Scheme have been published for further consultation.

**The options have** been identified following completion of the Stage 1: Preliminary Options report. This considered five options for the proposed scheme and has identified two road corridors to take forward for further development. The scheme aims to provide a strategic transport link from the A1 Belfast-Dublin key transport corridor to the A2 Warrenpoint dual carriageway. Both road corridors link the A2 Warrenpoint Road to the Ellisholding Junction on the A1. One corridor starts on the A2 Warrenpoint Road

along the frontage of Greenbank Industrial Estate and crosses the Newry River and Canal just to the south Drumlane Quarry and then heads in a westerly direction towards the N1.

In the second option the corridor extends further south as far as Rough Island and follows along Fathom Line before heading in a northerly direction up Fathom Mountain to the N1.

A public information event is programmed for late autumn 2017 to provide an update on progress and to invite feedback to inform Stage 2 of the development work. This will assess routes within each corridor and identify a preferred route. It is expected that,

subject to the project being allocated the necessary funds, the Stage 2 assessment could be complete in summer 2018.

Announcing the publication of the report, Southern Divisional Roads Manager, Simon Richardson said: "The publication of this report is another key step in the delivery of the Newry Southern Relief Road. This will be an important link road between the key strategic corridor of the A1/N1 Belfast to Dublin route with the A2 and Northern Ireland's second largest port at Warrenpoint Harbour.

"The route will improve journey times and journey time reliability for strategic traffic between the A2 Warrenpoint Road and the A1/N1. It will also significantly improve road safety and traffic congestion within Newry City centre by providing an alternative route for port traffic.

"The scheme will improve accessibility to both Newry City and Warrenpoint Harbour and support and maintain sustainable economic growth and employment within the area."

# Volvo and Krone couple-up for anniversary truck trials

Volvo Trucks, United Kingdom and Ireland, report successful trials for a limited-edition FH16-750 after it recently pulled a new Krone Profi Liner curtainsider from Gothenburg to the tip of Scotland.

**Like Volvo's FH16**, the Profi Liner is specially produced to mark the 50th anniversary of Volvo's entry into the UK and Ireland and like all Krone trailers used by Volvo for truck demonstrations and trials, the Profi Liner, loaded on this occasion with concrete blocks to a maximum 28 tonnes for the UK and 24 tonnes for the continent, proved to be as reliable as ever. "Fifty of the special, Ailsa FH16s have been



Andreas Arns, Manager International Sales & Key Accounts, Krone, Martin Tomlinson, Head of Product Demonstration, Volvo Group Trucks UK & Ireland and Fran Pickering, Managing Director, Krone UK.

produced," says Martin Tomlinson, Volvo's Head of Product Demonstration, "and it seemed fitting to make Ailsa Craig, in north west Scotland, a destination point during the trial. As we expected, the Krone trailer ran smoothly and as usual, without any problems."

The Profi Liner is branded with Volvo's distinctive 50th Anniversary livery and as standard, features a sliding roof for easy over-head loading.

Meanwhile, for maximum load security, there are up to 130 lashing points along each trailer side rave which enables Volvo to securely strap its concrete cargo anywhere along the trailer bed and to achieve optimum weight distribution.

"We specify Krone trailers for our demonstration fleet," adds Martin, "because apart from anything else, the equipment is well-built and the service is always first class."

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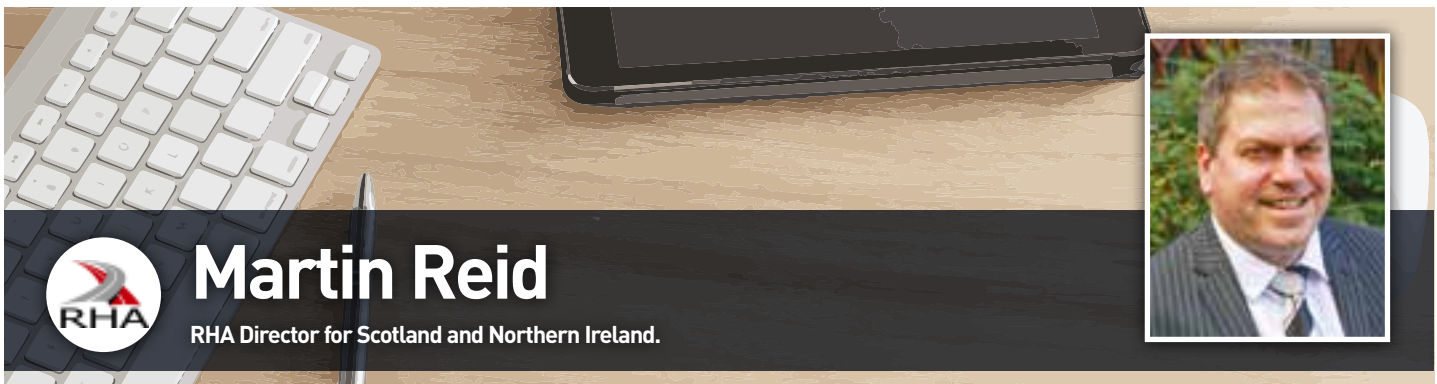


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# Martin Reid

RHA Director for Scotland and Northern Ireland.



# RHA LAUNCHES FUNDED LEGAL ACTION AGAINST THE TRUCK CARTEL

Some of you may have seen in the national press that the Road Haulage Association is now giving haulage and logistics firms (whether they are RHA members or not) the chance to sign up to its legal action for compensation against truck manufacturers who were found guilty of illegal price fixing.

**By way of** background, in July 2016, the European Commission announced that it had fined MAN, Volvo Group (which includes Volvo Trucks and Renault Truck), Mercedes-Benz parent company Daimler, Iveco and DAF close to €3 billion (£2.6 billion) for price fixing and other cartel activities over a 14-year period between 1997 and 2011 in relation to trucks over 6 tonnes. This is the highest fine ever imposed for a cartel.

*The Commission found that the truck manufacturers had participated in the following activities at senior management level:*

- Aligning gross list truck prices across Europe (including the UK and Ireland) at the start of the cartel
- Fixing gross (and sometimes net) list truck prices
- Reducing rebates when the Euro was introduced
- Agreeing the cost that operators should pay for EURO 3, 4, 5 and 6 technologies
- Delaying the introduction of more fuel efficient EURO technologies

Scania chose not to settle the case with the Commission and the proceedings continue against them. That should not, however, prevent Scania trucks being included in the group claim for compensation.

The cartel was deemed to be a serious violation of EU competition rules and as the only trade association within the UK dedicated to the road haulage sector, the RHA announced in August 2016 that it intended to bring a group claim for compensation before the Competition Appeal Tribunal (CAT). The claim will cover new and second-hand trucks from 6 tonnes upwards, regardless of whether they were purchased outright, purchased on finance or leased. The cartel operated from January 1997 to January 2011 but the claim is likely to extend beyond January 2011 until prices effectively returned to competitive levels.

The RHA has now put in place third-party funding and insurance to ensure that the case can be brought (a) without any cost to the RHA or to truck purchasers signing up to the claim, and (b) without risk of needing to pay the truck manufacturers costs in the event that the case is unsuccessful. In return for funding the case, the funder will be seeking a percentage cut of any damages awarded but given the scope of the RHA's group claim, we have been able to negotiate very favourable terms with the funder.

Assuming large numbers of operators sign up to the RHA's group claim – which is anticipated – and the level of damages is in line with current thinking, truck purchasers will retain 91% or more of the damages owed to them. This means for example, that if damages were awarded

at the level of £6,000 per truck, an operator would obtain £5,640 or more per truck. If the case settles early, there is a further discount on the percentage return to the funder, resulting in an increased amount recovered to operators.

The RHA does not intend to profit from acting as representative; if they did, that would minimise the level of compensation that would be returned to those affected by the cartel. We have appointed a first-rate legal team to work on the claim. It comprises of Backhouse Jones, the UK's leading transport law firm, as well as specialist competition law barristers from Brick Court Chambers in London and Exchange Chambers in Manchester. The legal team have worked on competition matters for organisations such as the FIA (regulatory body for Formula 1), FIFA, Google, GSK, Samsung, Sky and UEFA. A leading economic consultancy (Cornerstone Research) has also been retained.

This is the first fully funded group claim against the truck manufacturers on behalf of affected hauliers. The RHA is in the process of signing operators to its group claim, as well as preparing its application to the CAT. Truck operators that are interested in signing up to the group legal action can do so at [www.truckcartellegalaction.com](http://www.truckcartellegalaction.com). There will be no cost for hauliers to be part of the group claim.





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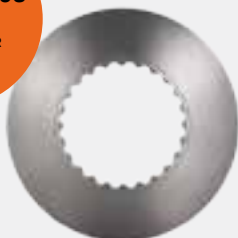
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# DRIVING IMPRESSIONS: ON BOARD THE NEW DAF CF & XF

Building on the excellent reputation for fuel efficiency, reliability and driver comfort the current Euro 6 product range has earned in Europe, DAF has developed a new generation of CF and XF trucks offering the best possible solutions for both the customer and the driver.

**As Export & Freight's** Garfield Harrison reports from Valkenburg in the Netherlands, those are the words of Preston Feight, DAF Trucks president. We were invited along not only to put the new models through their paces, but to discover if those words ring true.

DAF, of course, have a long history of achieving powerful results in everything they do, and having spent some time behind the wheel of several CF and XF models on the roads around the city of Valkenburg in the southeastern Dutch province of Limburg, we came away with some lasting impressions – and all good.

The new CF and XF trucks, which are entering production this summer, really are a driver's dream and space here does not permit us to sing their praises in any great detail, but where do we start?

Our first impressions came as we got up close and personal with the trucks ahead of our drive around several selected test routes.

The new models certainly have an unmistakable exterior that includes the attractive aluminium-look accents on the new sun visor and the bumper. The CF now has chrome strips on the grille, just like the XF, which now has an aluminium-look grille mesh for an even more exclusive appearance.

Both models also have a redesigned DAF name plate with new contours, which are the perfect match for the lines of the cab. The name "DAF" is picked out in relief with subtle chrome edging around the three



XF 480 FT (4x2)

letters. The new XF also has an attractive logo plate above the top step, which is a real eye catcher whenever you climb into the cabin.

## Quality & Comfort

Once inside, the wow factor just shoots up another notch. DAF have certainly not held back in delivering a cab that just

oozes quality, comfort and practicability.

New warm and tasteful colours on the dashboard, seats, curtains, mattresses, side and back walls give the interior a beautiful appearance in which every driver can appreciate the luxury and richness. A leather steering wheel is standard on the luxurious CF and XF versions.

Both ranges feature a completely new automatic HVAC system which is very easy to operate. The system also contributes to the best fuel efficiency as the new smart controlled air-conditioning system consumes less energy by cooling the air down only as much as is needed to reach the desired temperature. Intelligent control of the evaporator is also used to avoid unnecessary air cooling.

The new fully automated HVAC system uses residual heat from the engine for heating the cab during short breaks, which adds to fuel efficiency. The new temperature and climate control systems can also be operated using the new rear wall panel with temperature display for highest driver comfort.

## User-friendly

The instrument panel has been redesigned with new characters for a more modern and attractive appearance and enhanced clarity. The enhanced Driver Information Panel includes a tachograph countdown, displaying remaining driving and resting times.

This contributes to enhanced comfort and efficiency, as do the driver configurable switches (MUX), which allow the driver to position dashboard switches according to his/her preference. MUX-switches also allow optimal



Garfield Harrison (Export & Freight), Phil Moon (DAF Marketing Manager), Paul O'Malley (DAF) and Robin Easton (DAF Managing Director).



positioning of controls and switches for the operation of the superstructure or components like aggregates and crane leg supports.

Drivers will also benefit from the new interior light switch, positioned in the central part of the dashboard, while DAF's great sliding table and unmatched storage space remain untouched. The new interior light switch stands out in user-friendliness with possibilities of dimming for 'night drive' and 'relax' modes. All speed related functions, including cruise control, predictive cruise control and adaptive cruise control are perfectly and logically grouped at the right side of the steering wheel.

### Drivers Delight

So, how do the new models perform out on the open road? It didn't take us long to find out. The trucks virtually drive themselves!

Among the noteworthy innovations is the operation of the cruise control in hilly terrain. Here, dynamic cruise not only ensures gentle torque build-up, but also guarantees a faster torque build-up on steep gradients, to keep the speed as high as possible without compromising fuel efficiency.

Eco Roll and Predictive Cruise Control have also been optimised. In the past, the truck would simply have decelerated just before the top of an incline. Now, the transmission of the new CF and XF is placed in neutral whenever the momentum of the truck is sufficient to push the combination over the crest with the help of the kinetic energy. This significantly increases the rolling distances of the truck and, on international transport routes, can actually more than double the EcoRoll percentage.

The newly-developed PACCAR MX-11 and MX-13 engines are coupled as standard with the latest generation of TraXon automated

transmissions and newly-developed, highly efficient rear axles. They deliver their maximum torque from 900 rpm, without compromising on performance. As a result, the engines in the new DAF CF and DAF XF operate at around 1,000 rpm at cruising speed.

To ensure plenty of tractive effort and a high level of driving comfort, even at the new, lower speeds, the torque on all new engines has been increased by 50 Nm to 200 Nm, depending on the engine rating. DAF also uses 'Multi Torque' in the new generation DAF CF and DAF XF, which maximises the efficiency of the driveline in the highest gear. Thanks to Multi Torque, an extra 100 Nm to 150 Nm is available in the highest gear, meaning the truck can continue to drive in this gear for as much as possible. This minimises fuel consumption and maximises flexibility.

### Finally...

What else can we draw to your attention? Oh, yes. DAF say the new trucks will deliver up to an amazing 7% lower fuel consumption. Not to be sneezed at! But like we said, our report is not the whole story. If and when the opportunity presents itself in the not too



CF 340 FA Silent 4x2

distant future to put the new trucks to the test yourself, you may just get the whole picture, and you shouldn't be disappointed.

### At a Glance

- PACCAR MX-11 and MX-13 engine innovations
- New efficient TraXon automated gearbox
- New high efficiency rear axles with new faster ratios
- Advanced powertrain software features
- Aerodynamic optimisations
- New PACCAR Engine Brake
- Up to 100 kilogram higher payload
- New compact Exhaust After-treatment System
- Service-intervals up to 200,000 km
- First class body builder-friendliness
- DAF Connect fleet management system for the highest transport efficiency

# TITAN CONTAINERS CHOOSE SDC'S TRI-AXLE PLATFORM TRAILERS TO TACKLE TIGHT SPOTS

Global container giant Titan has received a new batch of extending platform trailers, which joined their Irish fleet for transporting containers to local wind farms.

**Headquartered in Denmark** with over 200 offices worldwide, Titan has a long history of working with land based and more recently the offshore wind segment. While their core business is ISO container rental and sales, the privately owned company has expanded to include worldwide deliveries of DNV containers to the offshore industry, temperature controlled storage solutions, self-storage solutions and crane services.

The extending platform trailers from SDC have a front lift axle and two hydraulically-operated steering axles for maximum manoeuvrability when transporting ISO containers and specialist wind farm equipment in off road environments. A high 5th wheel height of 1300mm and short kingpin to the front of the trailer allow a truck mounted crane to be used for efficient loading and off-loading of containers, while bespoke features including fitted toolboxes and ladder storage provide maximum usage of the trailer while in operation.

The 10.5m platform trailers extend to 15.5m for compatibility with 4x10', 2x20', 1x40' or 1x45' ISO containers, while the customised design can also be used for various other load types such as pallets, steel pipes and construction equipment. SDC have incorporated seven different locking positions to allow the trailers to be configured exactly to suit the load being carried. Load security is provided with multiple lashing options, including lashing rings at deck level and to the underside of socket bolsters to allow lashing of differing load types.

The cobalt blue chassis carries Titan's eye-catching yellow branding on the side skirts and rear, which coincide seamlessly with their Volvo FH 540 globetrotter XL tandem drive units, fitted with a 75 t/m cormach crane. The operator currently has 15 Volvo, DAF and Mercedes trucks in use across Europe.

Brendan O'Malley, Titan Containers Country



Manager for Ireland & Northern Ireland said:

"I am very pleased with the new extending platform trailers from SDC which have gone straight into service on the development of a wind farm in Galway. In the past we have used SDC's skeletal trailers for container transport, which have also served us well, however we have been looking for ways to improve the efficiency of our operations with a more bespoke trailer that could be adapted to both the land and wind sectors.

"When I contacted SDC they were very helpful and knowledgeable - I am delighted with the finished product, as are our drivers. The trailer spec incorporates various 'add on's', which

allow us to be flexible in our operations while delivering a very high standard of specialist services to our customers throughout Ireland. "

SDC's Sales Manager for Ireland, Jimmy McKernan said: "I am pleased Titan chose SDC Trailers again having seen the robust nature and very high quality of products that we deliver. We are continuously looking for ways to innovate and enhance our trailer offering by listening carefully to what our customers require for their transport operations. Titan's new extending tri-axle platform trailers are the perfect example of how SDC can draw on our 39 years of engineering expertise to develop world class transport solutions for local operators."



# Terberg unveils first ever refrigerated Urban Safety Vehicle

Terberg DTS UK, together with its newly acquired sister company Dennis Eagle, has joined forces with leading bodybuilder Gray & Adams, to launch its first ever refrigerated Urban Safety Logistics vehicle.



**Unveiled at the** recent CV show by Alisdair Couper, Terberg DTS's Managing Director, this Urban Safety truck is the first refrigerated truck from the Terberg Group and has been designed to meet the demanding and constantly changing needs of urban supply chain logistics.

Based on the Dennis Eagle 4x2 Elite 6 11.8m rigid chassis with a Volvo D8K 280hp Euro VI power unit and Allison MD3000 6-speed automatic gearbox, the Terberg designed temperature controlled 18 tonne rigid features the popular Dennis low entry cab.

With direct vision capability through full-length glass panels for increased visibility and awareness and safety for cyclists, the walk-through cab enhances driver safety as the driver does not have to exit the vehicle into oncoming traffic.

The Terberg truck features the low noise, low emission Carrier TRS Twin Cool undermount 2CPT refrigeration system as standard, fitted onto a Gray & Adams dual compartment reefer body with an internal moveable bulkhead. With a curved roof and internal body length of 7750mm, the G&A body has a volume of 45m<sup>3</sup>.

The Urban Safety Vehicle from

Terberg is specified with a host of operational features that are designed to enhance the safety and performance of the driver as well as being ideally suited to the complex requirements of today's urban distribution deliveries.

The vehicle features the Mobileye Shield+ collision avoidance system for preventing collisions between vehicles and vulnerable road users (VRU's) including pedestrians and cyclists. Also featured on the vehicle are lane change and distance control systems.

The newly designed Vue CCTV system is also fitted to the truck, allowing the vehicle's journey to be recorded back at a central command centre and again highlighting areas of potential danger for cyclists and pedestrians.

Full side length scene lighting is fitted to the vehicle so that when the vehicle is static, the nearside is illuminated during the vehicle unloading procedure.

The new Dhollandia 500kg side loading lift is incorporated into the nearside of the body to reduce congestion and enhance safety and speed for kerbside loading and unloading, whilst retaining a standard Dhollandia rear tail lift solution for loading docks.

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## Mercedes-Benz launches 'direct vision' Econic tractor concept

A heightened focus on the protection of vulnerable road users in our towns and cities has spurred Mercedes-Benz to unveil a prototype urban tractor unit based on its market-leading, low-entry Econic chassis.

**The concept shares** many of the key attributes that have enabled Mercedes-Benz to win a string of high-profile orders for rigid versions of the Econic from safety-conscious construction operators and refrigerated distribution specialists.

Those attributes include a deep, panoramic windscreen and full-height glazed passenger door, and a low seating position which allows the driver to make direct eye contact with cyclists and pedestrians at junctions and in traffic.

The 4x2 Econic 1835L tractor will operate at a maximum gross combination weight of 36 tonnes. The truck has an economical 7.7-litre straight-six engine which transmits its 260 kW (354 hp) output via a six-speed Allison automatic gearbox – the manufacturer plans to offer its well proven, smooth and efficient Mercedes PowerShift transmission in Econic models powered by the same engine before the end of 2017.

The tractor unit also incorporates a number of refinements made recently to the Econic cab, to enhance its appeal for drivers and crew. These include a driver's door which is higher and opens more widely, and a re-profiled floor that makes cross-cab access easier.

Philip Chance, Senior Municipal Sales & Special Applications Manager at Mercedes-Benz Trucks, said: "Our experience over the last couple of years in London and elsewhere has proved that the safety benefits which the Econic offers in comparison to a conventional rigid truck chassis give it significant market appeal.

"It was a logical next step, therefore, to explore the potential for an Econic-based urban tractor. We have adapted the base unit built by the factory in Germany so that it is better-suited to a UK audience and are now keen to talk to operators, and to get their feedback on our new prototype."



## Hyster To Electrify Big Trucks

The scale of electric powered vehicles is about to take a giant leap as Hyster Company announces that testing is underway on high capacity lift trucks with electric motors.

**The company suggests** that, in the near future, ports and heavy industry will be able to electrify their Big Truck fleets, producing zero emissions while achieving comparable full shift performance.

"The Hyster brand is synonymous with heavy duty trucks, so we are the natural candidate to champion this new generation of large electric trucks," says Brett Schemerhorn, President Big Trucks, Americas for Hyster. "Using a modular approach and innovative technology, applications will soon have maximum flexibility when selecting trucks to provide the best zero emissions solution for their needs.

"The modular approach to the design will allow flexibility in the onboard power source. Initial introductions are likely to be based on lithium-ion batteries. However, through our relationship with Nuvera Fuel Cells, we expect that implementation of hydrogen fuel cells will be achieved in the next phase. Hydrogen fuel cells will allow for rapid refueling, increased productivity and longer run time between refills."

To help heavy industry and ports maintain a low total cost of ownership, Hyster pioneered profitable low emissions with Tier 4 / Stage IV diesel engines on its Big Truck range. It is now leading the industry by developing solutions to enable applications to move from profitable low emissions, to profitable zero emissions using electric trucks.

## Double Victory for Brian McManus

Brian McManus from Surefreight has 'done the double' by winning the recent golf tournament at the Scania Experience in GLENEAGLES.

**He also won** the Export & Freight Golf Masters at Lough Erne at the beginning of June.



L-R: Vincent Waddell, Surefreight, John Marks, Road Trucks, Claes Jacobsson, Scania UK, Brian McManus, Surefreight and Pat Grant, Granco.



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# Seamus Leheny

Policy & Membership Manager - Northern Ireland. Freight Transport Association

# IS THE EU'S MOBILITY PACKAGE A BAD MOVE FOR TRANSPORT?

As I write this edition's column the morning after the General Election (with a strong coffee in hand!), the Freight Transport Association is analysing the results and the potential implications this will have on future Brexit negotiations.

**After four weeks** of election campaigning, vital time has been lost to prepare and it is now imperative that the new Government focuses its efforts on supporting the logistics sector to ensure that business can continue to trade efficiently with its EU customers and suppliers.

The need for this focused effort by the Government is now even more significant due to the publication of a package of legislative proposals on road transport by the European Commission which has been received with mixed feelings by FTA.

The range of measures announced contains welcome elements that will cut red tape for international freight operators, but it also contains a worrying attempt to increase regulation for the vans sector. It is particularly concerning that implementing these controls could divert Driver & Vehicle Agency (DVA) staff away from the vital task of policing dangerous, badly maintained or overloaded vehicles.

FTA recognises the political pressure the European Commission has faced from some member states to amend regulations covering freight vehicles, but the addition of new restrictions on van operators is an unnecessary imposition, the implementation of which will hinder business growth and bring no meaningful benefit to road safety.

In turn, this will take the focus of the DVA here in Northern Ireland and the DVSA in Great Britain away from enforcing existing road safety laws against illegal operators. Instead, the Government should be concentrating on encouraging increased professionalism in this fast-growing sector by cracking down on unroadworthy vehicles, without creating unnecessary burden for those operating within the law.

More than four million vans are used on the UK's roads every day, with operators traveling a record

48.5 billion miles across the country in 2017.

The Mobility Package proposals will require operators of vans to demonstrate their 'financial standing' by proving they have available funds of around £1,500 for one van and £580 for each subsequent vehicle. It will also be necessary to prove that the operators are 'established' in the UK by providing evidence of a registered business premises.

It is assumed that the regulator – to whom the above must be demonstrated – would be the Traffic Commissioners and the Transport Regulation Unit in Northern Ireland, the existing regulators of the heavy commercial vehicle sector.

The new legislation package also contains measures for which UK logistics operators have been lobbying for some time. FTA welcomes proposals to reduce the ever-increasing administrative burden that our international members have been facing when operating abroad due to so-called 'minimum wage rules' that have multiplied across Europe in the past months.

## Cutting Red Tape

The emergence of these national requirements has jeopardised the integrity of the Single Market, and created unnecessary costs and red tape for operators. In recent months, FTA has been relentless in asking the European Commission and national authorities to cut red tape for its members, so these proposed simplifications are most welcome.

FTA also welcomes the Commission's efforts to bring greater inter-operability to road charging tools, which should remove the need for multiple boxes in the cab and cut costs for international operators, as well as the proposal to introduce incentives for users of cleaner vehicles.

While the proposed legislation would be unlikely to come into force before Brexit, many of the

proposals contained in the EU's Mobility Package will affect the practicalities of how goods will move into and out of Europe from the UK. It may be that, in the process of negotiating an effective, frictionless trade deal, the UK Government agrees to implement some or all of the proposals in the Mobility Package as part of maintaining parity with EU standards and this is an area which FTA will continue to monitor closely on behalf of its members.

FTA is advising its members to plan ahead as once the Package is finally agreed, it could well be implemented in full in domestic legislation. FTA will continue to represent its members' views vigorously for the duration of the negotiations through its permanent presence in Brussels.

In Northern Ireland, we are more exposed to any such legislative changes because, unlike in Great Britain where many commercial vehicle operators only operate within the UK, we have an industry where cross-border business is extremely common. Thus many local companies will have to operate their vehicles in the EU post-Brexit and ensure they comply with EU regulations regardless of how the UK responds to and adopts such legislative changes.

## More Information

The Mobility Package (or 'Europe on the move' package) contains a strategy for road transport and eight legislative proposals. All documents can be found on the DG MOVE website:

[https://ec.europa.eu/transport/modes/road/news/2017-05-31-europe-on-the-move\\_en](https://ec.europa.eu/transport/modes/road/news/2017-05-31-europe-on-the-move_en)

FTA's detailed analysis of the package can be seen at <http://bit.ly/2r93JwH>



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## Had No Operator's Licence

A County Armagh haulage operator has been convicted at Newry Magistrates Court and fined a total of £350 plus £15 court costs.

**The conviction arose** when DVA Vehicle Examiners directed a Scania 3 + 3 axle large goods vehicle to the Department's weighbridge facility at Loughbrickland for inspection.

During an examination of the vehicle it was found that the vehicle's operator did not have a valid Operator's Licence in place. The operator was subsequently interviewed and cautioned for the offence.

## Committed Tachograph Offences

A County Tyrone driver has been convicted at Banbridge Magistrates Court and fined a total of £750 plus £15 costs after DVA Vehicle Examiners stopped and directed a large goods vehicle to the Department's weighbridge facility at Loughbrickland for the purposes of an examination.

**An analysis of** the driver's tachograph charts identified eight breaches where the driver had exceeded the required daily driving period or the required daily rest.

In addition the driver was convicted of failing to pay an HGV road user levy.

## Didn't Pay Goods Vehicle Road Levy

During an enforcement operation in the Lisburn area, a foreign registered vehicle was directed to the Department's weighbridge facility at Sprucefield for the purposes of examination.

**The Department's data** base identified that a Road Levy had not been paid to allow the vehicle to drive in Northern Ireland on that day.

As a result a Graduated Fixed Penalty notice was issued to the driver compelling him to pay a £300 penalty before the vehicle was allowed to continue its journey.

## Convicted of Multiple Offences

When DVA Vehicle Examiners working in the Loughbrickland area stopped a foreign registered 2 axle DAF rigid goods vehicle for the purposes of examination it was established that the driver didn't hold a vocational drivers licence covering the category of vehicle he was driving which also rendered his insurance invalid.

**In addition it** was noted that he was not using a tachograph chart to record his daily driving.

As the vehicle concerned was registered outside Northern Ireland, the driver was issued with three Graduated Fixed Penalty Court Deposits totalling £900 in respect of No Driving Licence, No Insurance and failing to use a tachograph.



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# DAF TRUCKS RULE SUPREME AT FEGAN TRANSPORT LTD



DAF is clearly the truck of choice at Fegan Transport Ltd., and not without good reason. Established in 1973, this family owned and managed company's love affair with DAF stretches back over four decades.

**Located just outside** the village of Gilford in County Down, the company's 35-strong fleet consists of a mix of DAF tractor units, mostly CF and XF models, fitted with the latest telematics system, including cameras, that track and monitor driver and truck performance on the road. Headed up by Managing Director Martin Fegan, the company offers its varied customer base a range of services, such as Bulk and Container services, featuring a container handler for container storage, and general Storage & Distribution, covering both the north and south of Ireland, with an 80 plus trailer fleet that comprises a mix of flat/skelly trailers, curtainsiders, Euroliners, bulk tipping and SDU trailers. The company have added eight new fuel efficient Euro 6 DAF XF tractor units to the fleet over the past year, all supplied by dealers TBF Thompson DAF.

The drivers love them, not least because of the Super Space cabs which offer exceptional levels of space and comfort. Indeed, with 12.6 cubic metres of volume, the DAF XF Super Space cab has more than 1,000 litres of stowing place divided in practical zones.

"Even new drivers joining the team here remark how comfortable the DAF is and how well it handles and performs compared to what they may have been used to in their previous employment," comments the company's Ann Marie Fegan.

Fegan Transport has built up a strong working relationship with TBF Thompson DAF down through the years.

Comments TBF Thompson Director Alan Espie: "Fegan Transport is a well established and well run company that we have had the pleasure of doing business with for many years. They have been a good and loyal customer.

"They tell us they have been very impressed with the new Euro 6 DAFs, especially by the fuel returns. It is good to know that the drivers also have been impressed with the space and



comfort offered by the Super Space cabs."

Adds Ann Marie: "We service and maintain all our own trucks in our fully equipped workshops which include a PSV test lane. Availability of parts is important, as we cannot afford to have any unnecessary downtime, and TBF

Thompson never disappoint; they always have what we need when we need it – and as a long standing customer, at a good price.

"We find the team at TBF are always very helpful and knowledgeable and always do their utmost to work with us, which we really appreciate."



# PERENNIAL FREIGHT TAKES DELIVERY OF 50 NEW SDC EUROLINER TRAILERS



One of Ireland's largest transport companies, Perennial Freight, have taken delivery of 50 new tri-axle euroliner curtainsiders from SDC Trailers in Toomebridge.

**The trailer order** is part of a significant fleet investment by Perennial Freight as they continue to develop their service offering in Ireland, the UK and mainland Europe. The operator provides a wide range of transport services, from full and part loads right through to shipping containers and hazardous cargo. Perennial Freight's Commercial Director, Chris

Smyth said: "Due the continued growth of our European business we decided to order 50 of the new multi locking point euroliners from SDC. More and more of our clients are exporting into Europe and they need multi locking pillars so the new euroliner trailers will now give us a competitive advantage in the market place.

"We have been working with SDC for nearly 20 years and we have always found them to be a very innovative company, with some of the most robust and dependable trailers you can buy. This is our single biggest trailer order and we are delighted that it is with the team in SDC."

The 13.7m euroliner curtainsiders are EN 12642 XL rated, with a sliding roof for easy loading and off-loading of specialist goods. Steel sliding posts, 26 pair of deck lashing rings and double height metal rear doors have been fitted to provide extra load safety during multi-collection and delivery operations.

SDC have also integrated additional storage for timber slats at the rear of the Euroliner trailers, in line with Perennial Freight's requirements.

Enda Cushnahan, Chief Operating Officer at SDC Trailers, said: "We have developed an excellent relationship with Perennial Freight, having supplied them with a wide range of curtainsiders, euroliners, skeletal and platform trailers over the last 20 years. Their latest trailer order is a clear reflection of our ability to meet their needs and work to their specific transport requirements."

Perennial Freight have grown rapidly in recent years with a modern fleet of 70 trucks, over 700 trailers and 5 European offices. The haulier moves 25,000 full loads annually and is the approved carrier for some of Ireland's largest "Blue Chip" companies.



Chris Smyth, Commercial Director of Perennial Freight (left) with Enda Cushnahan, Chief Operating Officer of SDC Trailers.



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Tel: 028 3025 1977

**DUBLIN**  
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Park, Ballycoolin, Dublin 15  
Tel: 00353 (0)1 882 98730

# SUMMER IN THE CITY DINNER 2017



An evening of celebrations and achievements in the logistics industry, at the Merchant Hotel, Belfast, including special guest speaker Declan Curry.

**During the evening** the FTA held a draw for the NI Children's Hospice which raised a fantastic £2,315 on the night. Members donated raffle prizes and guests showed tremendous generosity in raising funds for such a vital charity. Tommy Maxwell, Maxwell Freight Services won a Mercedes Benz jacket which he kindly auctioned raising another £100 from Mark McKinstry, McKinstry Skip Hire Ltd.



Ciaran Grant, Paul Lutton and Aaron Grant, of Granco.



Paul Duffy of the DVA, and Emily and Andy Spence of WAS Training.



Derek Sawyers, George Lee and Mark McKavanagh of Agro Merchants.



Alan Whiteside and Una McKeown of Belfast International Airport.



Richard O'Loughlin of Stena Line with Alan Espie of TBF Thompson.



Aaron Wright of BCS with Stephen Savage and Gerry Quinn of Crash Services.



John Lawell, BOC; Alan Thompson, Al Thompson Haulage; and Brian Lynch, TBF Thompson.



Philip Wylie, PW Transport; John McAllister, Dennison Bodyshop; and Amanda Gaston, John Jenkins and Chris Arthur of Dennison Commercials.



Mark McKinstry, McKinstry Skip Hire; Tommy Maxwell, Maxwell Transport; Ricky Graham, Hireco; Terry Maxwell, Maxwell Transport; and Darren McKinstry, McKinstry Skip Hire.



Helen Beggs, Export&Freight Magazine; Chris Sloey of Manfreight; and Bridget Derry of Derry Brothers.



Steve Burton, Victor Carson and John Workman of Musgrave, with Jayne Currie of FTA.



Jonathan McKeown, Crash Services; Graham Gardner, Track Mate; and Tony McKeown, Crash Services.



Jennifer Beattie and Rodney Greer of DHL.



Paul McQuillan and Stephen Nelson of Surefreight.



Carol and Noel Thompson of McCulla Ireland, and Rosemary Leech of the PSNI.



Stephen Thompson, Loretta Byrne and Brian Anderson of River Ridge Recycling.



Adrain Boyd, with Dennisons, and Seamus Logue and Pol Reid, with River Ridge Recycling.



Colin Lumber of Henry Brothers Ltd (Van Excellence Award)



Richard Walker of South Eastern Health & Social Care Trust (Van Excellence Award)



Jeff Shaw of Ards & North Down Borough Council (Special Recognition Award)



Tony Kirkpatrick of RiverRidge Recycling (Truck Excellence Award)



Stephen Thompson of RiverRidge Recycling (Truck Excellence Award)



Matt Beattie of Beatties Distribution Services Ltd (Van Excellence Award)



(L-R) Tony Kirkpatrick of RiverRidge Recycling (LCSR Award); David Wells of FTA and Stephen Thompson of RiverRidge Recycling (Truck Excellence Award)



Declan Curry, guest speaker, David Wells of FTA and Seamus Leheny of FTA.



FTA Champagne and chocolates.



Afternoon tea at Galgorm Resort Alan Thompson.



Case of wine Alan Espie.



Mercedes jacket Mark McKinsty.



Belfast Giants tickets Carol Thompson.



Bushmills whiskey.



Mercedes jacket Tommy Maxwell.



Enterprise Plus tickets Alana Morrison.



Afternoon tea for two Ciaran McGurgan.



Jonathan McKeown.



## Spotlight on... Ards and North Down Borough Council

Ards and North Down Borough Council was formed following the creation of the 11 Super Councils in 2015. Based in Bangor and covering the stunning Ards Peninsula, Comber, Holywood, Donaghadee and Clandeboyne the Council runs a fleet of 200 vehicles, with everything from the Mayor's car to 44 tonne arctics.

Following a previous demonstration given on NIBC's Track Smart solution, to Ards Borough Council before the amalgamation, Transport Manager Jeff Shaw discovered the full range of products currently offered by the team at NIBC.

With a fleet of 200 vehicles, the time taken to physically download the data from all its tacho units was increasing steadily. Running a successful fleet meant Jeff needed to make better use of his departments time and finances.

"As time is extremely valuable, the amount of time taken to download tacho heads was taking longer and longer as the digital fleet increased. Added to that is the fact that the fleet is not all based in one location.

### The Solution

"For us the obvious solution was digiDL's from NIBC. It enables us to remotely download the data from our vehicle tacho heads every 24 hours, no matter where the vehicle may be. Following some market research we quickly realised that NIBC were the best option in the market for us."

Tacho Smart from NIBC, allows users to remotely download driver data securely using GPRS technology. Tacho Smart allows for an automated, centralised data

transfer, so you know exactly when and where you will receive your tachograph information. Tacho Smart removes the need for time-consuming manual downloads, users will also gain more driving hours!

Following the initial installation of Tacho Smart, Mr Shaw and his team visited the Commercial Vehicle Show in Birmingham with the aim of researching other providers in the market. However, after visiting NIBC on stand with their sister company, Corcra Ltd, it was clear they had made the right choice and as a result have now

placed a further Tacho Smart order for their new Dennis Olympus and Mitsubishi Canter vehicles.

### The Results

"In the 6 months since we had our Tacho Smart installed the change has been easy to see. We know exactly when we will receive the data from our drivers cards, and that it will be sent directly to our transport office.

"This removes a huge headache when it comes to infringement visits, as we know our data is automatically stored keeping us compliant at all times. We can also make better use of the time we are now saving—giving us more time on the road and in essence, making money. This is exactly why we are more than happy to place our further order with the team at NIBC."

### The Future

Looking to the future, Jeff says: "We are very early in our relationship with NIBC, but to date I have found them extremely easy to work with. In my experience they are excellent at listening to the needs of their customers and offering suitable products & services to meet those needs. I wouldn't hesitate to recommend them to other fleet managers."



## Restructuring at Birds Transport & Logistics

Ballyvesey Holdings has issued a statement following speculation about what has been happening with its Birds Transport & Logistics business based at Oldbury, Birmingham.

**The company and** its assets have been split into two distinct sections, with the Transport & Logistics operations and trade being transferred to Montgomery Transport Ltd, under the direct control of Montgomery Transport's managing

director Stephen Marshall.

The Company has also been renamed Midlands Warehousing Limited and the remaining property element comes under the direct control of Mark Montgomery.

"No customer or supplier of Birds Transport and Logistics will be affected in any way by these structural changes within Ballyvesey Holdings, with 'business as usual' in both areas of the business," says a statement from Ballyvesey Holdings.

"Ballyvesey would like to thank all of our customers, suppliers and staff for their patience and understanding over the recent months and would hope that this statement clarifies the position and gives comfort to all concerned going forward."



## 17th Irvinestown Truck Festival

The 17<sup>th</sup> anniversary of the Irvinestown Truck Festival, the longest established truck run in Northern Ireland, takes place between 21st– 23rd July.

**Held in aid** of Marie Curie, to date this event has raised in excess of £690,000 which has paid for 34,500 hours of nursing care here in Northern Ireland.

However every year more families need the services of these nurses, who now also provide care for terminally ill non-cancerous patients.

The £40 registration fee includes automatic entry to the Truck Competition. This fee covers the costs associated with staging the event. In order for the charity to benefit the organisers rely heavily on drivers bringing sponsor money,

so we would encourage you to get sponsored to take part.

The weekend event has lots on offer, starting with the Festival of Truck Lights on Friday at 11pm. Music for the Saturday night's truckers dance is provided by Cliona Hagan.

On Sunday morning, following music and presentation of truck competition prizes, the Truck Convoy pulls out of Irvinestown at 2.30 on the new shorter route. Registration is open on Saturday from 12 noon to 7.30pm and then again on Sunday from 9am to 1pm.

The organisers say they are very grateful for the continued support of George Deane, for the use of his site, and the two key sponsors, Stena Line and DFDS, as well as media partner Export and Freight.

To obtain a registration pack, contact the Marie Curie office on 02882 249888. Every £100 raised pays for 5 hours of local nursing care.

**Check out the facebook page for continuous update,** [www.facebook.com/irvinestowntruckfestival](http://www.facebook.com/irvinestowntruckfestival)

## New appointment boost to MAN sales team

MAN Truck & Bus UK has appointed a new salesman to its team in Northern Ireland. Jordan Willis, 31, has joined the sales team lead by Brian Beattie and will cover Co. Antrim and part of Co. Londonderry/ Derry.

**The areas were** previously covered by his colleague Mark Lennox, who will now be responsible for Armagh, Fermanagh and Tyrone.

Brian, MAN area sales manager, said: "The addition of Jordan to the team strengthens MAN's presence and ability to cope with customer enquiries for the product in Northern Ireland. This is Jordan's first introduction into the commercial sales world but one he is very keen to succeed in and we wish him all the best as he starts establishing relationships with new and existing customers."

Jordan, who is married to Jan and has two children, Josh four and Meg, two, added: "This is my first experience of selling within the

commercial vehicle sector, but it is something I have always had the ambition to do.

"I have worked in finance and also selling cars, but I have family connected with the haulage industry and knew that is where I wanted to work. This opportunity arose with MAN and it was too good an opportunity to miss. It seems like a very good company to work for, and there are a lot of people who have long service, which means something.

"I am currently travelling around my sales area and making myself known to customers and trying to establish links with potential new customers."

Outside of work Jordan, who lives in Doagh, enjoys being outdoors and walking with his family.



Jordan Willis

## McArdle International returns to Krone for 'Dual-Temperature Control'

DG McArdle International, the Co. Monaghan-based ambient and temperature controlled transport specialists whose main distribution hub is in Dublin, once again returned to Krone for a repeat order of Cool Liner refrigerated trailers.

**This time, the** trailers are fitted with Krone's new ISOwall moveable bulkhead, which is lighter and easier to operate and provides McArdle with optimum dual-temperature control.

Operating throughout Ireland and Europe, McArdle's modern fleet now includes 120 trailers - all of which are specified to the highest standard and fitted with GPS tracking systems - to enable real time vehicle monitoring anywhere in Europe.

"We have been using Krone Cool Liners for many years," comments

David McArdle, "and have always found them to be of the highest



quality. Our reputation for nearly 25 years, is built on reliable service and given the high value of the goods we handle, it is imperative we use only the best trailers to provide maximum load protection. It's what our customers expect."

In recent years, McArdle have developed partnerships with many third party logistic providers in Ireland and Europe, thus expanding the company's range of services and delivery network.

"Constant development of our business model has seen us progress in recent years to provide specialist services for temperature-sensitive and high security goods across a number of industry sectors" adds David, "and with our type of operation, the European back-up service from Krone provides us with reliable support should we need it."

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## **Self-Steering Volvo Truck Set to Increase Harvest**

Volvo Trucks has developed a new self-steering truck that can become a significant productivity booster for Brazilian sugar-cane growers.

**The truck, which** is used to transport newly harvested sugar-cane, is steered with great precision through the fields in order to avoid damaging the young plants that will form the following year's crop.

At present, about four per cent of the crop is lost as young plants are run over and the soil is compacted by moving vehicles. This can translate into tens of thousands of US dollars in lost revenue per truck per season.

The truck was developed to examine how automated driving can make it possible to avoid damage to soil and crops, thus boosting revenues. The potential for bigger harvests is significant – up to ten tonnes per hectare per year.

At present, sugar-cane is brought in from the fields using harvesters and manually controlled trucks, which drive alongside each other at a low speed. When a truck is fully-loaded and drives off to empty its load, the next one moves up next to the harvester and the procedure is repeated. The big challenge for the truck driver is to match the speed of the harvester and at the same time concentrate fully on driving in its tracks, so as not to trample on the nearby plants that will become the following year's crop.

Volvo Trucks has solved the problem with a driver assistance system that automates steering. It ensures that



the truck always maintains exactly the right course when it drives to, alongside and away from the harvester, so that the plants are not damaged. With the help of GPS receivers, the truck follows a coordinate-based map across the sugar-cane field. Two gyroscopes ensure that not only the front wheels, but the entire vehicle is steered with great precision, to prevent the truck from veering more than 25 mm laterally from its set course. When loading, the driver can choose to regulate speed with the help of the vehicle's cruise control or to accelerate and brake manually. Since the driver no longer has the burden of the concentration-demanding and tiring high precision steering process, it is easier to remain focused and work in a more relaxed and safe way throughout the shift.

## **FORS celebrates 200th FORS Gold member**

**FORS, the Fleet Operator Recognition Scheme, says Garic Ltd has become the 200th company to achieve FORS Gold accreditation.**

**Garic, headquartered in** Bury, Greater Manchester, manufactures, hires and sells welfare and environmental equipment to the construction industry.

FORS Gold marks out those operators who have implemented best practice throughout the fleet, including the promotion of the FORS Standard throughout the supply chain and demonstrated meaningful improvements against the baseline data gathered in FORS Silver.

The company has used FORS as a benchmark, setting a high standard for the team to aim for and now overtake. It has also used FORS' eLearning modules to train drivers, and used toolbox talks to communicate industry updates to the fleet.

**EXPORT & FREIGHT**

[www.exportandfreight.com](http://www.exportandfreight.com)

# Wincanton Boosts Expansion With Order of 100 Range Ts

Wincanton has placed their largest-ever order for Renault Trucks Range T tractor units. The 100 6x2 vehicles consisting of 75 11-litre T460s and 25 13-litre T480s, each of which are liveried in Wincanton's distinctive blue branding, began entering service in May.



**Funded by Renault Trucks Financial Services** on a three-year operating lease and maintained by Pullman Fleet, part of the Wincanton Group, the new Range Ts will work across Wincanton's construction and general haulage contracts, coupled to Wincanton's new trailer line-up.

Carl Hanson, Wincanton's Group Fleet Director, says: "We are committed to delivering service excellence to our customers through the efficiency and reliability of our fleet across varied markets, with on-road safety a priority.

"We've been impressed by the existing Range Ts on our fleet, which are delivering strong operating performance with excellent fuel economy. The latest vehicles are highly specified with advanced technologies that promote more fuel efficient driving and safeguard our drivers, their load and other road users whilst increasing productivity and fleet utilisation."

All the new Range Ts come with Renault Trucks' Optifleet Fuel Eco+ Pack, including Optivision which uses road topography to optimise gear shifting, reducing fuel consumption.

The vehicles are also fitted with Kuda LaserEye truck spoiler automatic adjustment system, which sets the optimum spoiler height and angle for every trip, providing further fuel savings. For enhanced safety, the trucks are equipped with Renault Trucks' intelligent driving assistance technologies, such as lane departure warning system, automatic emergency braking and adaptive cruise control.

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# Renault Trucks Launches Right Hand Drive Range T High

In response to the changing UK and Irish markets, and a clear demand from customers, Renault Trucks is introducing a newly-engineered right hand drive Range T High, available from early 2018.



**The flagship right** hand drive Range T High with flat floor cab takes pride of place in the robust, efficient Renault Trucks line-up, driving new opportunities for the brand with long-haul operators and owner drivers.

"For UK and Irish customers, while the standard Range T continues to deliver the best available total cost of ownership, we have listened and we recognise that more operators are looking for a more spacious and luxurious sleeper cab," comments Nigel Butler Commercial Director, Renault Trucks UK.

"Since launch in 2013, the left hand drive Range T High has been universally acclaimed in Europe and by operators and press alike here in the UK. Our flagship flat floor right hand drive models offer spacious, comfortable and well-appointed working and living areas that will appeal to both drivers and operators who specify vehicles that are a home-from home, and those who prioritise image."

Superior levels of performance and comfort have

come together in Range T High and are reflected in the specification levels available of the three core variants. 'International', featuring fabric seats with rotating passenger seat, flat floor, standard bunk and steel wheels, is available in 440hp and 480hp in 6x2 configuration only. 'Driver' comes with full leather seats with rotating passenger seat, performance lower and ultimate upper bunk, deep fridge, compact dashboard, Alcoa alloy wheels, aluminium suzie support and additional catwalk, and is available in 440hp, 480hp and 520hp.

The top of the range 'Driver Lux' - available in 480hp and 520hp - is to luxury specification and additionally includes backrest, lockers, luxury curtains, laminated side windows and aluminium air tanks.

To support the launch of the right hand drive Range T High, Renault Trucks UK is running a series of digital and social promotions which direct viewers to the Range T High website, [www.range-t-high.co.uk](http://www.range-t-high.co.uk) where visitors can register interest in the new vehicle.

## DFDS Reports Best Ever Quarter One Result

DFDS has reported a strong start to 2017 with revenues for the pan-European ferry and logistics company up four per cent in the first quarter of the year.

**In an indicator** of strong underlying economic trends, freight volumes and UK-Continental trade continues to grow and the company reports an 10 per cent increase in shipments on its North Sea freight routes and a 3 per cent rise in freight on its cross-Channel routes from Dover to France.

First quarter revenues for the group were €432m (£363m), compared with €414m (£348m) for the first three months of 2016. This helped the company to its best-ever first quarter result.

Freight volumes across the company's route network, including services from the UK to Holland, France and Scandinavia were up by seven per cent. This helped its Shipping Division to a first quarter profit of £42m, despite lower levels of passenger activity during the off peak season.

Kasper Moos, vice president for DFDS in the UK, said: "We continue to deliver solid results despite challenging market conditions and we're delighted to have recorded our best-ever first quarter. Our continuous improvement is driven by hard work, an intense focus on the needs of our customers and our efficient operating model, as well as major investment programmes to improve the experience for customers in the freight and passenger sectors. We'll continue to invest in our digital capabilities and work to grow our business and we're looking forward to adding two new-build ro-ro ships to our North Sea fleet later this year."

DFDS reports a positive outlook for growth in the remainder of 2017, with the business on track to deliver a further improvement on the record full-year earnings recorded in 2016.

# More Powerful Engine Broadens Appeal Of The Volvo FE Range

The Volvo FE is now being launched with a 350hp engine and a new nine-tonne front axle. This makes the versatile Volvo FE range a stronger contender for even more demanding distribution, refuse handling and light construction duties.

**The Volvo FE-350** is designed for gross vehicle weights (GVW) at 18- and 26-tonnes with gross combination weights (GCW) up to 44-tonnes.

"The Volvo FE is a flexible and agile truck that operates as efficiently in regional traffic as it does in congested urban conditions. Now we are broadening its application

area further by offering an alternative with higher performance and improved load distribution capability, to meet the demands of many customers," says Anders Edenhalm, Segment Manager Distribution at Volvo Trucks.

John Comer, Head of Product Management at Volvo Trucks, UK & Ireland adds, "The FE-350 comes into its own as a lightweight 6x2

rigid with single of twin tyres on the tag or as a rear-steer. The option of the 9-tonne front axle on this configuration gives greater flexibility in ensuring correct load distribution, ensuring compliance, especially with diminishing loads."

The new Volvo FE-350 is available to order now with production due to start in September 2017.

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# **EXPORT & FREIGHT**

**TRANSPORT & LOGISTICS AWARDS**

# 2017

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**WATERFRONT HALL, BELFAST**

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](http://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.

### 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

### 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.

### Trailer Fleet of the Year



This award will be presented to an operator whose trailer fleet proves itself in consistently offering exceptional standards in every aspect of operation, including use of innovation, safety performance, vehicle efficiency and operational uptime. The winner will also be able to demonstrate how their trailer specification is tailored to their operational requirements and supports their business objectives.

### Van of the Year



This Award invites all van manufacturers to nominate one vehicle from their model range up to 7 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 Van of the Year by an independent panel of Judges picked by the manufacturers.

## 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:

- 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.

### 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.

### Transport Personality of the Year



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

### 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.

### 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.

### 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.

### Excellence in Compliance



This Award will be presented to a company providing evidence of tachograph analysis with a low level of infringements and/or showing continuous improvement; offering a proactive voluntary training (not DCPC) by staff aimed at improving understating of O licence undertakings and compliance and a system for managing payload weights to avoid overweight vehicles; evidence of a daily check system for drivers with a clear process showing actions taken when defects are found; evidence of checking drivers licences at least once per annum and detailed reports of regular safety inspections for vehicles

### 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.

### Truck of the Year

Lightweight Distribution (2 axle)



This award invites all truck manufacturers to nominate one vehicle from their Light to Medium truck model range from 15 to 18 tonnes (2 axle rigid) 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 Lightweight Distribution 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](http://www.exportandfreight.com) AND FILL IN YOUR DETAILS & SEND ENTRY ONLINE

### ENTER ONLINE AT [www.exportandfreight.com](http://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 31st July 2017 via online submission at [www.exportandfreight.com](http://www.exportandfreight.com) or email to [helen@4squaremedia.net](mailto: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



Top Table Award courtesy of RHA



# EXPORT & FREIGHT

## TRANSPORT & LOGISTICS AWARDS

You can't win if you're not in. The Irish Transport & Logistics Awards 2017, hosted by Export & Freight, Ireland's Transport Magazine, is set to be the biggest event in the Irish transport calendar

BOOK YOUR TABLE  
IMMEDIATELY  
TO AVOID  
DISAPPOINTMENT

Waterfront Hall, Belfast - September 14th 2017  
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!  
For further information, telephone Export & Freight on 028 9268 8888



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Tel: 028 9268 8888 Fax: 028 9268 8866  
Email: [info@4squaremedia.net](mailto:info@4squaremedia.net) [www.exportandfreight.com](http://www.exportandfreight.com)

Please Reserve  seats @£120+VAT or  tables(s) of ten places @£1,100+VAT  
at the Export & Freight Irish Transport & Logistics Awards 2017, Thursday 14th September 2017 at 7pm for 7:30pm sharp.

Name of Company: \_\_\_\_\_

Invoice Address: \_\_\_\_\_

\_\_\_\_\_

Post Code: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Tel: \_\_\_\_\_

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

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

**THIS PRIORITY BOOKING FORM TO BE POSTED TO:**  
Export & Freight, 12 Main Street, Hillsborough, Co. Down BT26 6AE,  
or email table or seating requirements to [helen@4squaremedia.net](mailto:helen@4squaremedia.net)

# EXPORT & FREIGHT

## GOLF MASTERS 2017



**The fifth annual Export & Freight Masters Golf Day saw another record turn-out at the award winning 18-hole Championship Golf Course at Lough Erne Resort in Fermanagh.**



Our highly competitive four-balls enjoyed a memorable day on the greens amid bright sunshine, with plenty of prizes being picked up along the way.

For our non-golfing guests, there was lots to keep them entertained with a special day of activities at Todd's Leap near Ballygawley, one of the largest outdoor centres of its kind in Ireland and voted the Number One adventure centre in the country. Activities enjoyed by our guests included rough and tough off-road driving over mountainous and river terrain, as well as clay pigeon shooting and zip lining.

Apart from all of that, guests also enjoyed pre-dinner drinks, a four course evening meal, including wine, before the all-important prize giving ceremony.



DSV Dublin

Cillian Molloy, Pat Mason, Arnold Thom and Niall Caulfield.



A One Tyres 1

Chris Smith, Sean Mitchell, Alan Dowd and David Currie.



Raymond Doody Truck Parts

Raymond Doody, Alister Lyttle, Declan Devine and Jimmy McGirr.



Sean McAnenly  
(Team: Stena2)



Brakes

Alan Waite, John McLaughlin, William Tallon and Henry Farrell.



Export&Freight

Gordon Best, Garfield Harrison, Stephen Shaw and Wayne Horwood.



Motis

John Vernon, AJ Mernagh, Ray Carroll and Paul Tyrell.



SDC

Brian McManus, Mark Cuskeran, James Smith and Enda Cushnehan.



Glyn Davies  
(Team: BPW)



A One Tyres 2

Aaron Clydesdale, Andy Porter, Richie Gartland and Niall Cotton.



IMS 1

Barry McIlvann, Jason Jordan, Ian Beaddie and Mark Kelly.



MAN/RKTRUCKS 1

Michael Loughran Jnr., Raymond Stockdale, Graham Boyd and Alistair Hamilton.

MAN/RKTRUCKS 2

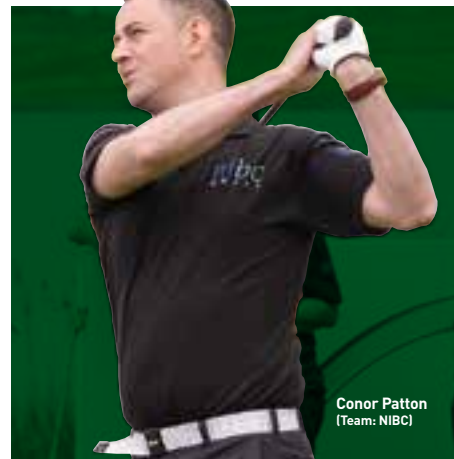


Derek Henderson, Daniel Loughran, Callum Brotherton and Martin Gormley.

IMS 2



Gavin Diamond, Mark Prophet, Oliver Benton and Andy Morris.



Conor Patton  
(Team: NIBC)

Lockwoods



Wayne Evans, Paul Simpson, Rob Lockwood and Steve Holbrook.

Brooks



Stephen Edgley, James Taylor, Andrew Taylor and Steven Benton.

BPW



Glyn Davies, Maurice Boyd, Clive Horn and Steve Turton.

Mercedes Benz Truck & Van NI



Dicky Curran, Neil McKibben, Robert McMullan and James Allen.

Manfreight



Graeme Taylor, Richard Jennings, Jack McElduff and Kenny Swann.

Dennison Commercials



James Morgan, Rob Ireland, Colin Anderson and Johnny Blair.

Scruttons



David O'Connor, Moichael Powers, Stephen McCann and Declan Freeman.



Andrew Neill  
(Team: Briggs Equipment)

DSV NI



Stephen Shaw, Adrian Maney, Marshall Boyd and Gabriel Bradley.



Norman Kerr  
(Team: Kerr Tyres)



Diamond Trucks

Billy Moore, Iain Latimer, Pat McGarry and Harry Nash.



BRS

Doug Shawcross, Chris Beeby, Graham Scholes and David Dobson.



NI Trucks 1

Alf Gooding, Keith Davenport, David Wilson and Philip Davison.



NI Trucks 2

Declan Rafferty, Sean Clarke, Paul McGimpsey and John Faulkener.



Kerrs Tyres

Paul Davidson, Harry Parkinson, Norman Kerr and Allan Davidson.



Seatruck Ferries

Peter Duncan, Chris Darbyshire, Bosco McGonigle and David O'Flaherty.



Briggs Equipment

Wayne Uzell, Andrew Neill, Colin McNeely and Anthony Rooney.



Scania/Road Trucks 1

Mark Adamson, Martin Hanley, John Morgan and Ciaran Grant.



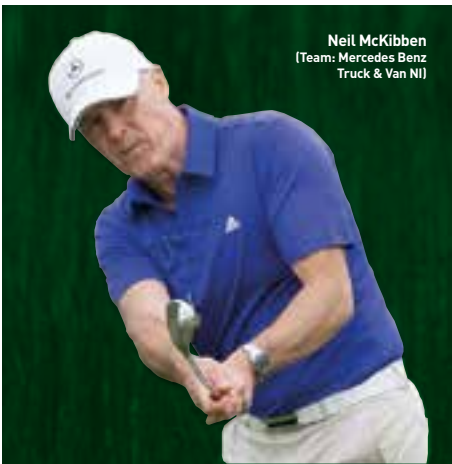
Stena 1

Alex McDonald, Adam McGreevy, David McCutcheon and Aodh Hannon.



Stena 2

Sean Hughes, Richard O'Loughlin, Robert Heavin and Sean McAnenly.



Neil McKibben  
(Team: Mercedes Benz  
Truck & Van NI)



**Belfast Harbour**  
Gary Stewart, Michael Robinson, Trevor Anderson and Michael Loughran.



**Gerry Callaghan**  
(Team: TTS)



**Bluetree**  
Fergal McLoughlin, Greg Cooke, Trevor Durnin and Malcolm Comber.



**Iain Latimer**  
(Team: Diamond Trucks)



**Warrenpoint Port**  
Dara O'Reilly, Kieran Grant, Peter Conway and Peter Hunt.



**NIBC**  
Killian Morgan, Arthur Cathcart, Conor Patton and John Joe Morgan.



**Scania/Road Trucks 2**  
John Collier, John Marks and Elaine Marks.



**Topaz**  
Chris Darby, Eamon McKay, Stephen McAneaney and John Watson.



**Mark Cuskeran**  
(Team: SDC)



**TBF Thompson**  
Michael Donnelly, Liam O'Neill, Philip Mehaffey and John Shannon.



**TSS**  
Noel Lacey, Kevin Lacey, Bob O'Shea and Gerry Callaghan.



**Gray & Adams**  
Glen Baxter, Billy Dougan, Steve McAuley and Martin Jane.



Cillian Molloy (Team: DSV Dublin)



Ciaran Grant (Team 1: Scania/Road Trucks)



Noel Lacey (Team: TSS)



NI Trucks Team 2



Dicky Curran and James Allen  
(Team: Mercedes Benz Truck & Van NI)



Stephen Edgley (Team: Brooks)



Martin Hanley (Team 1: Scania/Road Trucks)



Clive Horn (Team: BPW)



Rob Ireland and Colin Anderson (Team: Dennison Commercials)



Adrian Logan interviewing Neil McKibben (Team: Mercedes Benz Truck & Van NI)



Mercedes Benz Truck & Van NI Team



Colin Anderson (Team: Dennison Commercials)



John Faulkener (Team 2: NI Trucks)



Martin Gormley (Team 2 : MAN/RKTRUCKS)



TTS Team



Glyn Davies, Maurice Boyd and Clive Horn (Team: BPW)



Fergal McLoughlin (Team: Bluetree)



Johnny Blair (Team: Dennison Commercials)



Billy Moore (Team: Diamond Trucks)



Lynn McCool speaking to the crowd at the Export & Freight Golf Academy.



Rob Lockwood, Brian Beattie and Wayne Evans.



Derek Henderson of MTB UK.



Mark Cuskeran, Andrew Taylor and Glyn Davies.



Clive Horn, Albert Kirk, Steve Turton and Helen Beggs.



Rob Ireland, Brian Lynch and Philip Mehaffey.



Longest Drive at the Golf Academy winner Oliver Benton with Helen Beggs.



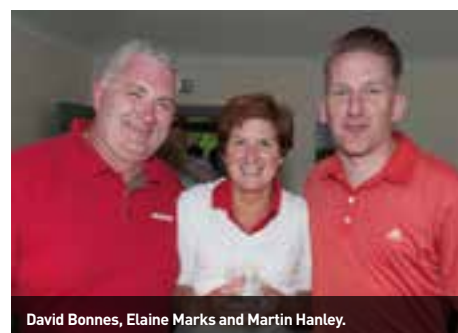
Albert Kirk and Lough Erne Resort's Executive Chef Noel McMeel.



Andrew Rooney, Wayne Uzell and Andrew Neill.



Raymond Stockdale, Graham Boyd, Mags Morgan and Helen Beggs.



David Bonnes, Elaine Marks and Martin Hanley.



Brian McManus.



Doug Shawcross and Graham Scholes.



Gordon Best and Golda Burrows.



Fionnuala O'Donovan, Adrian Logan, Terry Maxwell and Carol Woolhead.



Callum Brotherton, John Donnelly, Raymond Stockdale, Brian Beattie, Andy Oliver and Mark Lennox.



Garfield Harrison, Export & Freight



Albert Kirk and Adrian Logan.



Colin McNeely.



Raymond Stockdale.



Neil McKibben and John Marks.



Mark Cuskeran.



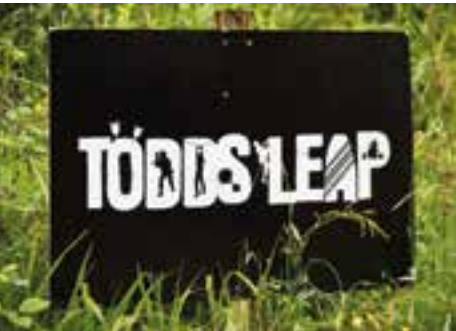
Lyn McCoolle and Tommy Maxwell.



Jonathan Stewart, Guinness; Nicola Walker, Cronus Logistics and Marshall Boyd, DSV.



Non-Golfers went off-Road for the day.



All belted up.



The Hill Rally.



Off Roading



Andy Oliver (Oliver Transport)



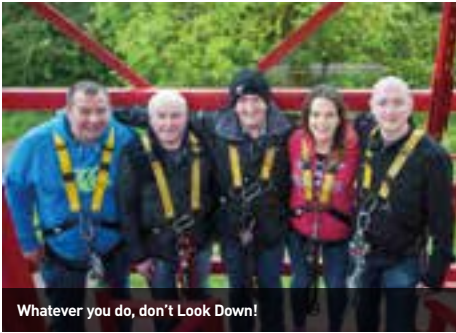
Willie Donnell (Donnell & Ellis)



Rachel Dougan (Derry Bros)



Carol Thompson (McCulla)





Stephen Shaw, Modern Tyres; Alf Gooding, BPW; Connor Byrne and Billy Evans, Modern Tyres.



Sean Hatton of FP McCann with Billy Moore of Henderson Group.



Bob O'Shea of Dan Ryan Truck Rental with Kevin Lacey of TSS.



Gordon Best, QPA, Mags Morgan, Export & Freight, Adrian Madden, Close Brothers and Franklin McIlroy, RTU.



Wayne Evans, Steve Holbrook, Rob Lockwood and Paul Simpson, of Lockwood Haulage.



Dicky Curran of Curran Transport with Joanne Harkin of Stena Line.



Richard O'Loughlin of Stena Line with Billy Evans and Connor Byrne of Modern Tyres.



Michael Powers, Michael Robinson and Stephen McCann, of Belfast Harbour.



Marshall Boyd, DSV; Gabriel Bradley, Naturelle; Nicola Walker, Cronus Logistics; Adrian Maney, Ulster Carpets; and Jonathan Stewart, Guinness.



Vincent Taggart, John Morgan, David Bonnes, Martin Hanley and Mark Adamson, of Scania Roadtrucks.



John Purdy, Alan Espie and Raymond Crilly of TBF Thompson.



Wayne Uzell, Andrew Neill, Colin McNeely and Anthony Rooney, of Briggs Equipment.



Rob Ireland of Dennison Commercials with Sammy Hamill and Rodney Stewart of McBurney Transport.



Conor Donnelly, Brigid Derry, David Hamilton and Rachel Dougan, of Derry Bros.



Declan Devine, Jimmy McGirr, Raymond Doody and Alastair Lyttle, of Raymond Doody Truck Parts.



Callum Brotherton, Graham Boyd, Raymond Stockdale and Mark Lennox, with MTB UK.



Brian McManus of Surefreight with David O'Flaherty and Alistair Eagles of Seatruck



Doug Shawcross, David Dobson, Graham Scholes and Chris Beedy, of BRS.



James Allen, Allen Logistics and Paul McCrory, Mercedes Benz.



Kate Neill of CAM with Wilson Mackey and David Currie of A One Tyres.



Niall Caulfield, DSV; Cillian Molloy, Wholefoods Wholesale; and Eddie Kell, DSV.



Michael Donnelly of KBM Hire and Michael Shannon of Patrick Bradley Limited.



Donal Rice of RK Trucks with Derek Henderson of MTB UK.



Anna Breen of Stena Line with David McCutcheon of Bullet Express.



1ST INDIVIDUAL – GREEN JACKET

Garfield Harrison, Helen Beggs Presented Brian McManus with his prize for 1st Individual.



2ND INDIVIDUAL

Aaron Clydesdale, presented by Mags Morgan and Adrian Logan.



3RD INDIVIDUAL

Mark Adamson, presented by Phil Eaglestone and Adrian Logan.

EXPORT & FREIGHT GOLF MASTERS 2017 SCOREBOARD			TOP 3		TEAM	
			1 BRIAN MCMANUS .....	35PTS	1 KERR TYRES .....	86 PTS
			2 AARON CLYDEDALE..	33PTS (BETTER BACK 9)	2 NIBC.....	84 PTS
			3 MARK ADAMSON .....	33PTS	3 BELFAST HARBOUR.....	81 PTS



1ST OVERALL TEAM

Kerrs Tyres



2ND OVERALL TEAM

NIBC



3RD OVERALL TEAM

Belfast Harbour



Mark Adamson Presented by Alastair Eagles, Seatruck



Conor Patton presented by John Watson, Topaz



Adam McGreevey presented by Neil McKibben, Mercedes Benz



Mark Prophet presented by John Marks, Scania



Elaine Marks presented by Nicola Walker, Cronus



Marshal Boyd on Behalf of Stephen Shaw, presented by Mark Cuskeran, SDC



John Shannon, Presented by Wilson Mackey, A1 Tyres



Kerrs Tyres, Sponsored By Stena



Steve Edgeley, Presented by Graham Scholes, BRS



Glenn Baxter, Presented by Helen Beggs, Export & Freight



Glen Baxter, Presented by Rob Ireland, Volvo



Glen Baxter, Presented by Ian Jones, Iveco



1ST CLAY PIGEON

Garfield Harrison and Tommy Maxwell, Maxwell Freight



2ND CLAY PIGEON

Carol Thompson, McCulla Ireland



3RD CLAY PIGEON

Conor Donnelly, Derry Bros

## THREE PEOPLE WHO STOOD OUT ON THE DAY FOR OVERALL ENTHUSIASM & ENJOYMENT PICKED BY TODDS LEAP STAFF



Nicola Walker Cronus Logistics



Sean Hatton, FP McCann



Andy Oliver, Oliver Transport



WINNERS OF CHARITY RAFFLE

John Purdy and Alan Espie.



Graham Boyd

## Charity Effort Raises Much Needed Funds for MacMillan

A charity auction at the Masters Golf, conducted by Sports Presenter Adrian Logan, raised a total of £2,660, while donations brought in another £3,100, bringing the grand total to £5,760 in aid of MacMillan Cancer Support.

The money was raised on the back of a Longest Day Golf Challenge played out in memory of Gerry Daly who sadly died after suffering from throat cancer. He was a golfing friend of Albert Kirk, Liam Beckett, John O'Neill and Joel Taggart, who played 72-holes at the end of June. Macmillan provides practical, emotional and financial support. Its team of professionals provide the highest level of cancer care,



Adrian Logan, John Linehan, John O'Neill, Liam Beckett, Joel Taggart and Albert Kirk with the cheque generously donated by Export & Freight Golfers and Off-rollers.

while its benefits services help people with the financial impact of cancer. None of this work could happen without the support of local fundraisers and campaigners, so a big 'thank you' to all who gave so generously at our Export & Freight Masters Golf Day.

# OCRS: what fleet managers need to know

In 2016, the Driver and Vehicle Standards Agency (DVSA) announced changes to its operator compliance risk score (OCRS) - the traffic light system that the DVSA uses to decide which vehicles should be inspected.

**Here, Peter Tillotson**, business development manager at tyre pressure monitoring specialist, TyrePal explains the changes to OCRS and how these could affect the reputation of fleet managers.

Up until 2015, the OCRS was broken into two categories, both of which carried a separate score. An operator's roadworthiness score is based on the results of vehicle tests and roadside inspections. It assesses the quality of the vehicle and whether it has any faults that affect how the vehicle performs on the road. There is also a traffic score, which is based on roadside inspection and prosecutions. It considers the drivers' hours, tachograph offences and weighing checks.

The new OCRS score combines roadworthiness and traffic scores, which helps authorities concentrate their roadside targeting on operators who are the highest risk to other road users. If an operator has a combined score of ten points or less, they sit in the green category, eleven to 25 points puts them in amber and anything over 25 points gives them a red score. Vehicle and traffic examiners will use the new combined score to determine which vehicles to pull over and inspect. As the new score comes into place, it's important for vehicle operators to consider how vehicle defects could damage their reputation.

## Major faults

Defects in braking systems, steering, wheels, tyres, suspension and chassis attract more points than other defects. This is usually because the examiner believes that the defect reflects a significant failure in the operator's maintenance system, such as where a defect should have been spotted by the driver in their walk round checks or the defect is apparent to the driver when on the road.

A category one defect can issue up to 200 OCRS points, putting the operator into the red band which could lead to increased attention from the area's traffic commissioner. Being in the red band can ultimately lead to a public safety enquiry and potential action being taken against the operator's licence.

## Straight to red

There are two situations that will result in an operator's score going straight to red, regardless of previous offences. If an operator is prosecuted by the Vehicle and Operator Services Agency (VOSA), the OCRS will move to red for one calendar year from the date of the conviction.

Where one of the most serious infringements are detected and initially dealt with by prohibitions of fixed penalties, the operator's score will also move straight to red for six months. The relevant most serious offences relate to exceeding driving time limits, not



having a tachograph or speed limiter, driving with someone else's driver card and transporting dangerous and prohibited goods.

## Tyre safety

In order to maintain a high level of tyre safety, operators should take control of their tyre pressure monitoring. Any fleet operator will tell you that manual tyre checks are tedious and time-consuming. A company with a hundred 14-wheel

HGVs can take up to three working days to check the tyre pressure of all its vehicles. Furthermore, there is little guarantee that human error won't interfere with the results.

With a remotely accessible tyre pressure monitoring systems (TPMS), such as TyrePal's TeleTPMS, results are accessible at the click of a mouse and fleet managers get discrepancy alerts so they don't need to pore over reports.

## Secured Express Achieves FORS Gold Accreditation

FORS, Fleet Operator Recognition Scheme, has congratulated Secured Express, trading as Secured Mail, on becoming a FORS Gold member.

**The company, part** of The Delivery Group, is one of the largest eCommerce, postal and retail logistics businesses in the UK, collecting, sorting and delivering over 450 million items every year.

Recognised by many as the nationwide standard for best practice and continuous operational improvement, FORS accreditation represents the highest standards in the industry.

Covering Royal Mail centres from Aberdeen, across the UK and Northern Ireland, down to Devon in the Southwest of England, the company carries post and packages across the UK.

"FORS Gold status demonstrates that our fleet operations are performing at the highest level. Safety is a priority for us, as we send our drivers across the country, so training our drivers and ensuring our vehicles are safe and efficient is really important," said Scott Austin, Secured Mail's Quality and Compliance Manager.



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# BRIDGESTONE GOLFERS CHASE THEIR DREAMS



Colin Nicholl, Don Weeks, Pat Dowds and John Campbell.



Stephen Deyermund, Maurice Boyd, James Chestnutt and Rob Ireland.



Ciaran O'Neill, Paul Maguire and Mark Montgomery.



Colin Anderson, Gary Campbell, Garfield Harrison and Raymond Stockdale.



Graeme Taylor, Daniel McIlroy, Norman Doyle and Philip Doyle.



Graham Ashe, Pauric McArron, David McKeown and Stephen Ferris.



Stephen Cullen, Michael Dixon and Glenn Morgan.



Kieran Campbell, John McGlade, David McEwen and Adrian Logan.

## WINNERS



Ciaran O'Neill



Michael Dixon



James Chestnutt

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# Mercedes-Benz appoints Heiko Selzam As National Sales Director – Trucks

Heiko Selzam has been appointed to the position of National Sales Director, Mercedes-Benz Trucks UK Ltd.

**In his new** role, Heiko reports to Mercedes-Benz Trucks UK Ltd Managing Director Mike Belk, and is responsible for providing direction to drive, develop and continue to professionalise the Mercedes-Benz Trucks sales function. Although he is based in Milton Keynes, Heiko will regularly travel around the country visiting customers and Mercedes-Benz's dealer partners. Commenting on his appointment, Heiko said: "It's fantastic to step up to this position. I know things will be different from Luxembourg, but I am looking forward to working with a great team and settling in at Milton Keynes. My priority is to focus on our customers – we are not just selling trucks – we are providing services and solutions to their transportation needs." Heiko brings a host of experience to the role,



Heiko Selzam, National Sales Director - Mercedes-Benz Trucks UK Limited. with a proven track record in both the retail and wholesale Mercedes-Benz Truck sales business.

His most recent role has been at Mercedes-Benz Luxembourg, where he worked for the last three years as Director of Sales & Marketing for Commercial Vehicles. Prior to his time in Luxembourg, Heiko was Sales & Marketing Director, Commercial Vehicles for Daimler in the Middle East. He therefore not only has an extensive knowledge of Mercedes-Benz products, but also the FleetBoard telematics service and the full range of down-stream products.

Mike said: "We are delighted to welcome Heiko to the team. His knowledge and experience will prove invaluable as we look to increase our portion of the market and share our proposition with a wider audience. I look forward to him providing a helping hand for our dealer network and growing our direct sales."

## FORS to host second Members' Conference

FORS, the Fleet Operator Recognition Scheme, is to host its second Members' Conference later this year.

**Following its inaugural** event at the National Conference Centre in Solihull last November, FORS has revealed it will return to the impressive conference facility again on 17 October 2017.

The first FORS Members' Conference, widely seen by industry observers as FORS establishing itself as the UK's leading best practice accreditation scheme, attracted over 350 delegates

and 25 exhibitors. High-profile speakers from across the transport spectrum covered the full range of issues concerning safety, efficiency and the environment. FORS was also able to present details of its updated FORS Standard v4.0.

The 2016 conference, supported by headline sponsor VisionTrack, was also an opportunity to celebrate key milestones that were reached in the previous 12 months, including the

4000th accredited FORS member, the 500th FORS Silver member, the 150th FORS Gold member, and the 500th FORS Practitioner.

"We were delighted with the response from delegates," said FORS Director, John Hix, "in fact, it became apparent very soon after the conference that we would be staging another, and, very likely making it an annual event in the transport calendar."

FORS will be releasing further details of its second Members' Conference over the summer.

"We expect 2017 to be another dynamic year for FORS," said John Hix, "and our second FORS Members' Conference will be an undoubted highlight for us. Until then, we will continue to focus our efforts on helping our members work towards safer, greener and more efficient operations."

## New Fuel Stop Opens At Newtownmountkennedy

Truckers travelling the east coast route along the N11 from Dublin to Wexford and Rosslare Europort beyond now have a new service station on the approach to Newtownmountkennedy village that they can include in their fuel stop calculations.

**Located little more** than 200 yards from the Junction 12 interchange, the new €4million Texaco-branded outlet is set on a 8.5 acres site bordered by trees on all sides.

Facilities include everything a trucker needs. With comfortable entry, access and generous turning space for even the heaviest units, it is designed with six access lanes of two pumping points each, giving it sufficient capacity to refuel 12 vehicles simultaneously with a separate pumping area for HGVs.

On-site facilities include a convenience store operating under the Daybreak brand, a Bewley's Coffee café with its own separate seating area serving hot and cold sweet and savoury choices, plus toilets and restrooms.



Gerard and Benjamin Marbach pictured on the forecourt of their new €4million, Texaco-branded service station which has opened at Newtownmountkennedy, Co. Wicklow.

# Stena Line invests £5m in local fleet refit

Stena Line has just completed the refit of all seven ships in its Irish Sea North ferry fleet with a total investment programme of £5m.

**The work was** carried out at the Harland & Wolff shipyard in Belfast over a 4-month period, with the carefully synchronised dry dock visits being managed by Stena Line's Clyde-based sister company Northern Marine Ferries.

The 2017 refit programme was the first time that all seven Stena Line vessels went into dry dock sequentially, which represented a significant logistical challenge for the company. As well as coordinating over 150 specialist onsite contractors, Stena Line also introduced temporary relief vessels to ensure that sailing schedules and customer service levels were maintained throughout the entire process.

Paul Grant, Stena Line's Trade Director (Irish Sea North) said: "Our refit programme is a key aspect of our ship management operation to ensure that our vessels operate as safely and efficiently as possible. Apart from the range of upgrades we have made to our onboard passenger facilities, what's particularly striking about this year's refit is that the Stena Line fleet now carries our new company strapline emblazoned on the side of our ships...Connecting Europe for a Sustainable Future...which demonstrates our future sustainability ambitions."



# DFDS Orders Two More Large Freight Ships

Shipping and transport operator DFDS has ordered a further two new freight ships, meaning the business will be operating four large ro-ro ships to freight service customers across the North Sea by 2020.

**Last year DFDS** signed a contract with the Chinese shipyard Jinling for the construction of two ro-ro ships which, with their 6,700 lane metre load capacity and space for 450 trailers, are DFDS' biggest ever ships. Today, DFDS has announced that another two of these large ships have been ordered for delivery by 2020.

"The ships form part of our new building programme that underpins our ability to deliver the transport capacity required by our customers and our continuous

pursuit of efficiency improvements," says Niels Smedegaard, CEO.

The ships, like their sister ships, are the first DFDS-owned vessels built according to the new IMO EEDI (Energy Efficiency Design Index) regulations, which set significantly lower limits for energy consumption and emissions in relation to the ship's capacity and engine power.

Overall, they will reduce energy consumption and emissions by more than 25% per transported trailer compared to current standards.

"As the ships are also being built

with a scrubber and equipped with a ballast water treatment system and a number of energy-enhancing initiatives, they represent a whole new generation of environmentally friendly ro-ro ships," says Niels Smedegaard, CEO of DFDS.

The first two of the new ro-ro ships are expected to be delivered in early 2019, and the new ones in early 2020.

"The ships are equipped with a unique ramp system with three independent stern ramps and internal ramps on each side in

the ships. This means that they can be loaded and unloaded in a very short time so they can offer the combination of greater efficiency and capacity that can support our customers' growth in their trade across the North Sea and enable them to better service their customers," says Peder Gellert Pedersen, Executive Vice President and head of DFDS' Shipping network.

In addition to the four Jinling ships, the programme so far includes two ro-ro ships under construction in Flensburg.

# Shorter. Faster. Better Sailing Times With Stena Line

The new timetable on Stena Line's Rosslare – Fishguard route has set sail and now gives customers the chance to avail of three day sailings and one extended overnight crossing.

**Having carried out** extensive customer research and feedback, the ferry company reviewed the previous schedule and has now introduced a more customer friendly timetable which comprises three x 3 hour 15 minutes

daytime crossings making Stena Line's Rosslare to Fishguard route the shortest and fastest crossing between Ireland and South Wales.

Ian Davies, Stena Line's Trade Director, Irish Sea South commented: "We recently

carried out a substantial investment in the Stena Europe vessel and to ensure we make the most of this service for our customers, we carried out extensive research with them to find out how we can provide an even more enjoyable travel experience.

"After analysing the results, we made the decision to amend the timetable on our Rosslare to Fishguard route and are now delighted to offer our customers three day sailings and an extended overnight crossing. This not only creates new opportunities which were not previously available on the market for our travel and freight customers, but also reduces the crossing times on some of our sailings by 15 minutes."

# Record Performance For Belfast Harbour

Belfast Harbour has revealed a record financial performance for 2016. Turnover grew by 7% to £58.1m while operating profit increased by 12% to £32.2m, according to its 2016 Annual Report published recently.

**The growth was** driven by improved port throughput - up by just over 1% to more than 23m tonnes in 2016 - and increased property income. The freight ferry sector, operated by StenaLine, performed particularly well with over half a million vehicles passing through Belfast, a rise of 60% since 2010. Passenger numbers also grew strongly in 2016, up 9% to 1.5m, the highest level since 2004.

The Harbour invested £42m (up from £18m in the previous year) in infrastructure including new logistics warehousing, quayside cranes, the new Harbour Studios and ongoing urban regeneration schemes such as City Quays. A further £105m has been committed to future capital expenditure projects.

Dr David Dobbin, Belfast Harbour's Chair, said: "This has been another highly successful year for Belfast Harbour reflecting an improving economic background and the benefits coming from our ongoing investment in port facilities and development of the Harbour estate - investments which have totalled £130m over the past five years.

"Every penny of our net profit is reinvested in the development of the Harbour's port and property activities, supporting businesses throughout Northern Ireland. As is the case in the Port sector the scale of these benefits to the wider economy is considerably in excess of the direct economic benefit to Belfast Harbour itself."

During 2016 Belfast Harbour invested £3m in 90,000 sq ft of additional warehousing and £4m in new cranes, including the largest single crane operating in any British or Irish port. Significant investments were made in regeneration projects in the Harbour Estate. These included City Quays 2, a 124,000 sq ft Grade A office which will accommodate 1,000



The City Quays development.

workers, an 188-bedroom Marriott Hotel and the 66,000 sq ft Belfast Harbour Studios.

Dr Dobbin added: "Belfast Harbour has an ambitious investment pipeline which will continue to drive our business and enhance the capacity of Northern Ireland's economy, creating jobs and maintaining Belfast Harbour as the region's most important access point to the global marketplace.

"The Harbour's investment profile has historically been dominated by marine projects, but the opportunity to utilise waterfront sites no longer required for port operations has generated major property development projects.

"Planned in consultation with Invest NI, City Quays has created strong interest among inward investors. The first office, City Quays 1, is fully let, with City Quays 2, due for completion this summer already generating significant interest.

The Board has also approved the development of City Quays 3, a 260,000 sq ft office which is expected to be completed by 2019."

The Annual Report noted a busy year for the Harbour's Offshore Wind Terminal which was used by both MHI Vestas and DONG Energy to assemble some of the world's largest wind turbines for installation in the Irish Sea. Belfast Harbour became the first location in the world for the mass-scale assembly of these 187m high turbines.

Almost 2.3m tonnes of agri-sector related trades were also handled through Belfast, performing better than expected as the impact of lower global milk prices did not fully materialise. Cement exports exceeded 200,000 tonnes for the first time since 2007 and coal grew to 2.2m tonnes representing 20% of all UK coal imports. 2016 was also a record year for the cruise sector with 82 ships calling with 145,000 visitors.



Belfast Harbour Estate.

# Belfast Harbour

Facilitating trade in the support  
of the regional economy



Belfast Harbour is one of the Island's leading maritime gateways, handling goods valued at c.£25 billion – representing almost 71% of Northern Ireland's sea borne trade and one-fifth of the entire island's. The Harbour is also Northern Ireland's leading logistics and distribution hub. It is home to many well known businesses such as **Citi Group, HBO, George Best Belfast City Airport, Bombardier** and the **NI Science Park**, supporting the employment of more than 23,000 people.

In 2016 Belfast Harbour handled a record 23m tonnes, driven by growth in bulk cargoes such as coal, freight traffic and stone. In recent years these trades have benefitted from investment in new facilities totalling c.£115m. Belfast Harbour remains a key facilitator of economic activity throughout Northern Ireland. Its principal activities are Services to Shipping, Warehousing & Distribution Services and development of the Harbour Estate.

**Belfast**  
**Harbour**

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Pictured here are Peter Conway, Chief Executive of WHA, and Alistair Eagles, CEO of Seatruck, in front of one of the Seatruck vessels in Warrenpoint.

## Seatruck Ferries extends commitment to Warrenpoint Harbour Authority

Irish Sea freight specialist Seatruck Ferries have signed a 10 year extension to their agreement with Warrenpoint Harbour Authority.

**The agreement underlines** the Seatruck Ferries commitment to the port at a time of growing volumes on the route.

Seatruck operate a twice daily roll on roll off ferry service connecting Warrenpoint in Co Down with the Port of Heysham in Lancashire. The operation commenced in April 1996 and has gone from strength to strength with a €70m investment in two purpose built ferries which were introduced in 2007. At the same time Warrenpoint Harbour Authority also provided a new loading ramp and upgraded terminal facilities. Seatruck are the largest tonnage operator in Warrenpoint and in 2016 the service had a record year with well over 100,000

shipments for the first time in its history. The Seatruck Warrenpoint service saw the fastest percentage freight growth of any Northern Irish ferry service in 2016.

As part of the new agreement Warrenpoint harbour have committed to provide additional terminal space in Warrenpoint as is required to cope with future growth predictions.

Seatruck specialise in the shipment of unaccompanied trailers on routes which reduce road mileage for operators compared with the more traditional transit through Scotland or Wales. Continued HGV driver shortages, particularly in the UK, are contributing to an increasing market switch to the Seatruck model. CEO of Seatruck Ferries Alistair

Eagles comments: "Warrenpoint is where the Seatruck story began and we are absolutely delighted to extend our agreement with the Port and in turn our commitment to the local area. The wider financial benefits of having a successful Port in this area should not be underestimated.

"Warrenpoint Harbour is the economic heartbeat of Newry and Mourne and more widely on both sides of the border. We now need to ensure that we have the arteries clear to ensure that the blood can flow freely and we welcome the progress being made on the Newry Southern Relief Road."

Chief Executive of Warrenpoint Harbour Authority Peter Conway comments: "Warrenpoint Port is delighted to continue its long

standing business relationship with Seatruck Ferries with the signing of the ten year extension to the contract. Seatruck is a fast growing innovative Ferry operator with a long and successful history at Warrenpoint. Together both companies hope to continue to grow the business and to provide and develop this modern cross channel Roll on Roll off service.

"Seatruck is the port's largest customer and this new deal demonstrates its commitment to the port and the region for the long term. As Northern Ireland's second general cargo port Warrenpoint Harbour is a major economic driver for its local region and its position half way between Dublin and Belfast on the island of Ireland is a major benefit in attracting business. The port continues to lobby for the construction of the Newry Southern Relief Road to further improve access to the major road network."

## The Irish Sea Freight Specialist

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- Unaccompanied trailer specialist
- Committed to the transport industry

Warrenpoint

Dublin

Heysham

Liverpool

# Continuing Growth At Warrenpoint Port

It seems there is just no stopping the continuing growth at Warrenpoint Port, and the future looks brighter than ever.

**Chairman of Warrenpoint** Harbour Authority Stan McIlvenny OBE recently reported yet another improved performance in both tonnages handled and profitability.

Tonnage through the ports facilities in 2016 was 3.48 million tonnes, an increase of 7.4%. Profit Before Tax for the financial year ending December 2016 increased by 20.6 %, while the management team continue to seek out even more new business opportunities.

"Warrenpoint Harbour Authority plays a significant role in both the regional and national economies of this island and in particular, its contribution to the regional economy is significant," says the chairman in his annual report.

And he adds: "To ensure that WHA is ready for future challenges we have appointed a team, headed by SLR Consulting, to produce a master plan which will inform the Commissioners decision making process regarding the future strategic direction of the business."

That undoubtedly will be buoyed by the news that two options for development of the Newry Southern Relief Road Scheme have been published for further consultation. (see elsewhere in this issue for more details)

Whatever option is chosen, it will improve accessibility to both Newry City and Warrenpoint Harbour and support and maintain sustainable economic growth and employment within the area.

The news comes as Irish Sea freight specialist Seatruck Ferries sign a 10 year extension to their agreement with Warrenpoint Harbour Authority. The agreement underlines

Seatruck Ferries commitment to the port at a time of growing volumes on the route.

Ports, of course, are generally seen as a barometer of economic activity and the improvement in volume at WHA is reflected by the improved economic outlook with the return to growth in both Northern Ireland and the Republic of Ireland.



The improvement in business activities has sustained the recent increase in employee numbers which when taken with agents, hauliers and start-up businesses is responsible for up to 250 working in the Harbour on a daily basis. 2016 saw the retirement of Captain Forrester as Harbour Master and the appointment of Catriona Dowling as the new Harbour Master in July.

## Trade

Comments Chief Executive Officer Peter Conway: "The Authority's revenues are driven by tonnage throughput. Trading conditions for 2016 showed a continuous increase. However 2016 saw the highest tonnage throughput in

the Port's history with a 7% increase on 2015 to 3.48m tonnes. This increase in volume has been sustained through the first quarter of 2017."

He adds: "Seatruck Ferries, which is the Port's largest customer, delivered a record breaking number of 107K units. Some of this increase has been achieved by improved connectivity at the Port of Heysham with the new Lancaster by-pass providing fast access to the M6 Motorway. The delivery of the Newry Southern Relief Road should provide further impetus in developing faster and more efficient logistics on this service."

The volume of containers through the Port fell during 2016 with the closure of the Cardiff Container service. Nevertheless, Cronus Logistics handled over 20K units through the Port and introduced a new route structure linking Warrenpoint with Dublin, Cardiff and Bristol.

Cereal imports mainly for the animal feeds industry increased by 23% during 2016 to almost 300K tonnes. The recently completed new grain store and conveyor system has increased the capacity for the Port to handle Dry Bulk.

The export of bulk cement has now become a major contributor to the Port's trade, with 202K tonnes exported to the South East of England to supply the growing London construction boom. The Authority invested £2.7m in the construction of upgrading of cement silo export facilities and entered a new 10 year through-putting deal with Quinn Industrial Holdings.

Meanwhile, the Port continues to provide services for a small fishing fleet – mainly mussel dredgers. Facilities are also provided for recreational sailing vessels both berthing at the town dock pontoons during the summer months and winter storage. Project cargoes such as the importation of wind turbines provide additional beneficial income streams for the business.





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# BELFAST HARBOUR GOLF DAY 2017



John Keane, Ardmore, Mark Ennis, Invest NI, Roy Adair, Belfast Harbour and Richard McCrudden, NBC Universal (RBS).



Steen Brok Lauridsen, DONG Energy, Michael Powers, Scruttons, Michael Robinson, Belfast Harbour and Paul Mckeown, Cargo Forwarding.



Garfield Harrison, 4 Square Media, Heather Stevenson, Belfast Harbour, Michael P. Ewings, Michael F Ewings (Shipping) and Sam Beck, BF Projects.



Michael Loughran Snr, Lissan Coal Company, David Dobbin, Belfast Harbour, David O'Connor, Cefetra and Stephen White OBE.



Gary Stewart, Pat Dowds and Stephen McCann.



Kerry Adair, Citi Group, Paul Sullivan, Eucon and Trevor Anderson, Belfast Harbour.



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Pictured here are three generations of the Eakin family – Jack Eakin (right), sons John, Peter and Peter's son Joel.

# ISUZU D-MAX STAR OF EAKIN BROS LTD OPEN NIGHT

Isuzu's new generation D-Max was the undoubted star of Eakin Bros Ltd's recent Open Night at their showrooms in Maydown.

**Around 180 people** attended the event where they were able to get up close and personal with a full range of new models. The pick-ups were made available for test drives, including the new D-Max manual and automatic, and those who managed to get behind the wheel were clearly impressed with their handling and performance on the open road.

Eakin Bros say that feedback on the new D-Max since the event has been both positive and encouraging.

Guests on the night were treated to a barbeque, with entertainment being provided by country music singer David James, while there was also a display of trailers from the Brian James range.

As guests learned, the line up from the much-loved D-Max is retained; Utility, Eiger, Yukon, Utah and Blade with a range of single, extended and double cab variants available.

The biggest change is under the bonnet. A brand new 1.9 litre turbo diesel engine has been fitted, which produces 164 PS and 360 Nm of torque. The engine builds upon D-Max's workhorse character and retains the 3.5 tonne towing capacity and over 1 tonne payload whilst providing a quieter, more refined and economical driving experience.

Another key benefit is that the new engine meets Euro 6 standards without the need for the addition of AdBlue.



Members of the City of Derry YFCU who assisted on the night.

The D-Max comes with a five-year / 125,000-mile warranty, and was the first pick-up in the UK to be offered with such a comprehensive peace-of-mind package. Running costs are kept down by 12,000-mile or 24-month service intervals, five years' recovery and European cover, a three-year paint warranty, and a six-year anti-corrosion warranty.



Ann Eakin with singer David James.



Eakin Bros sales executive Billy Smyth with guests Maureen & Robert Keys, Alan & Leanne Chambers.

## Hard-hitting FTA film focuses on van safety

A thought-provoking film featuring the death of a child in a van collision has been released by the Freight Transport Association (FTA) – the UK's biggest freight transport membership organisation - to highlight the importance of safety and compliance in van operations.

**In the film** – One Fateful Day – the van driver is distracted by talking to his office on his mobile phone. He is also found to have been taking drugs and to have a defective vehicle – all of which have catastrophic consequences for the driver, operations manager and company owner.

The film is the brainchild of FTA's Head of Vans and LCVs Mark Cartwright, who has recreated the scenario at Van Excellence Operational Briefings throughout the UK this year to raise awareness of the issues of driver distraction and compliance.

FTA's Van Excellence is the only scheme of its kind in Europe, providing a baseline code of practice for operators to ensure they are meeting set standards of safety and compliance and enabling members to share good practice.

Mark said: "This film has been a few years in the making but I wanted to create something that would really hit home and resonate. The story we've used illustrates some of the typical failings we see amongst van operators who think they're compliant but are only paying lip

Mark said: "Van safety is a serious business and it's vital that operators understand the consequences of not treating it as a priority."

This film clearly outlines what can happen from the perspective of the driver, operations manager and company owner. It will serve as a wake-up call to those who are currently turning a blind eye to many of the issues highlighted."



*Clips from the film can be viewed  
on FTA's YouTube channel at  
<https://www.youtube.com/user/theftachannel>  
and the film can be downloaded at  
[www.vanexcellence.co.uk/one-fateful-day](http://www.vanexcellence.co.uk/one-fateful-day)*



service. HGVs are strictly regulated through O Licencing but all too often van operations are overlooked, compromising safety and putting drivers and the public at risk.

“The Van Excellence code of practice enables operators to ensure they are meeting basic standards and membership of the scheme gives them access to a range of resources to help them run safe and compliant businesses. The code was written by some of the best operators in the industry and sets a clear benchmark for members to achieve.”

The film, which was funded by the Van Excellence Governance Group, is available free to download and existing scheme members are encouraged to share it as widely as possible to spread its important safety messages.

Recent increases in penalties for mobile phone use while driving and changes to corporate manslaughter legislation have all impacted on van operations, but many operators are unaware of the implications.



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POWER 4000 MP3 figure applies to manual transmission models. MP3 figures are official EU test figures for comparative purposes and may not reflect real driving results. Official fuel figures for the Mazda D-4 Motor range are mpg 81/98/106; Urban 55.4 - 26.7/78.1/73.3; Extra Urban 63.7 - 53.6; 6.6 - 6.4; Combined 66.7 - 62.5 l/100 km (24.1 - 22.4 mpg). For full details please contact your nearest Mazda dealer or visit [www.mazda.co.uk](http://www.mazda.co.uk)

[illegible]

# THE NEW GENERATION ISUZU D-MAX

Described by one national newspaper as 'the hardest-working employee you'll ever hire,' the new generation Isuzu D-Max has attracted much praise since its launch earlier this year.



**Hailed as 'one** of the most no-nonsense, capable pick-ups money can buy,' we jumped at the opportunity to put it to the test at the Todd's Leap's activity centre in County Tyrone before hitting the open road, as Van Ireland's Phil Eaglestone reports.

According to the manufacturer's publicity surrounding the launch, 'when it comes to getting the job done, there's no vehicle more suitable than the Isuzu D-Max – a rugged all-rounder that just works. Master of all trades and the perfect blend of rugged capability whether off-road or load-lugging; paired with performance and comfort.'

So, does the new D-Max live up to all the hype? There was no better way to find out than to put it through its paces over the rugged 10-mile Todd's Leap track.

A brand new 1.9 litre turbo diesel engine has been fitted to this latest model, which produces 164 PS and 360 Nm of torque. The engine builds upon D-Max's workhorse character which was fully tested, both over the driving track and on the open roads around the activity centre.

Also at our disposal was a D-Max hooked up to a heavy trailer to enable us to evaluate its impressive 3.5 tonne towing capacity.

Even before we climbed on board, we could see that some not so subtle changes have been made to the new D-Max. The key design changes include a new front bumper, bonnet, grille, headlights with LED daytime running lights to create a more masculine, sporty and powerful presence.

The front of the pick-up has a wedge-shape which delivers a more aerodynamic silhouette and the roof has been designed to reduce drag by 0.4% versus 15MY D-Max by directing airflow over the tailgate. This improves fuel economy, performance and level of cabin noise.

The wedge-shape is enhanced by muscular front wings which flare at the wheel arches, giving the D-Max an imposing front view. Reinforcing the pick-up's tough look is a purposeful grille, shrouding a large Isuzu badge.

At the rear, the tailgate has been reshaped with a spoiler design moulded into the top section and features a newly designed handle, while some models also feature a stylish non-slip side step to aid entry and exit, giving added protection to the lower-body paintwork from stone chips.

The interior of the new-generation D-Max has also been updated to provide a more comfortable and refined experience.

The instrument panel has been redesigned with an updated central display and clearer font. Manual transmission models also come equipped with a gear shift indicator to assist drivers with achieving optimal fuel economy.



Additional USB ports have been added to the lower centre dash and rear of the centre console across the range. All models are fitted with new audio systems, while Bluetooth Connectivity is also standard on all models.

## ENGINE & TRANSMISSIONS

The engine and transmission options are the key changes on the new generation D-Max. The engine has been downsized to a new 1.9 litre turbo diesel engine which produces 164 PS and 360 Nm of torque. A choice of new 6-speed manual or automatic gearbox options are available, specifically developed for the new D-Max.

A 1.9 litre engine has been selected for D-Max because development simulations showed 1.9 litre to be the optimum size to blend efficiency and achieve the torque necessary for D-Max to retain its core workhorse capabilities.

The new 6-speed automatic transmission fitted in D-Max features gear change control learning. This feature adapts gear changes to suit driving circumstances.

Drivers can also drive in manual mode using the sequential shift stick, creating a slightly more sporting experience.

The new 6-speed manual transmission has been fitted with closer ratio gears which allow the engine RPM to be kept in a lower range which improves towing performance.

## SAFETY

With D-Max packed with a raft of active and passive safety features, such as four-channel anti-lock braking (ABS), electronic brakeforce distribution (EBD), a Traction Control System (TCS) and engine management system, we

never felt threatened on our off-road exploits.

Electronic Stability Control applies the brakes to one or more wheels and/or reduces engine power to help the driver stay on course, while the EBD feature is especially important on a pick-up which has to cope with a wide range of laden and unladen payloads. The D-Max's EBD compensates for the front and rear load differences during braking – before the ABS intervenes – preventing rear wheel lock-up, which can affect some pick-ups.

The TCS system applies smooth braking force to the rear wheels if they're rotating faster than the front wheels. This limits wheel spin and ensures power is distributed to the wheels with the most traction.

Two new pieces of equipment - Hill Start Assist and Hill Descent Control – also came in useful around the test track. Hill Start Assist applies the brakes for 1-2 seconds while the driver moves from the brake to the accelerator pedal, preventing the car from rolling back on a hill start. Hill Descent Control is a system that controls the brakes maintaining a consistent low speed when descending steep, slippery slopes, allowing the driver to concentrate on steering a safe course. It is also variable, allowing the driver to adjust the speed of descent.

## VERDICT

So, did the new D-Max live up to expectations? Without a doubt! Already popular with many of our readers, this new upgrade will only serve to strengthen that popularity and unquestionably win over a lot more new admirers. With prices starting at just under £16,000, you certainly get plenty for your money.



Isuzu Test Drive at Todd's Leap's activity centre, Co. Tyrone.

# FTA VAN EXCELLENCE AIMS TO RAISE OPERATIONAL STANDARDS

The Freight Transport Association recently held a free 'van excellence' event in partnership with Mercedes-Benz Truck and Van at the dealership in Newtownabbey.

**The well attended** briefing, the first to be held in Northern Ireland, was designed to promote high standards of van operation and driving; it does so by accrediting operators against an industry code of good practice.

The scheme is aimed at raising compliance levels across the sector by setting high standards and sharing best practice, professionalising the industry and moving away from the traditional 'white van man' image.

Part of the day focused on van safety and managing risk, with the use of a fictitious fatal crash to highlight the consequences of a poorly managed operation. Delegates were able to watch a film of mock interviews under caution and explore the issue from the perspective of the driver, manager and company owner.

Mark Cartwright, the FTA's Head of Vans, says more similar events are planned.

"We've been very encouraged by the uptake in Northern Ireland, as in the rest of the UK, and we hope to hold similar briefings here in the not too distant future."

He adds: "Regardless of fleet size or industry sector, effectively managing risk is



(L-R) Mark Cartwright - Head of Vans, Freight Transport Association, and Robert Walker, Mercedes-Benz NI New Van Sales Manager.

vital. Driving is the most dangerous thing most of us do as part of our job and poor vehicle maintenance, driver fatigue and distraction are key issues to consider."

With that in mind, the FTA's Guide on Van Excellence covers a broad range of best practice guidance on areas such as vehicle condition, safe working, vehicle standards, driver licensing, compliance and training. Guidance also covers managing driver health issues, reducing driver distraction and understanding driver psychology.

"We are very keen to help and support those drivers who aspire to attaining high operating standards," says Mark. "But even if you consider yourself a good van operator, our Van Excellence programme represents a 'badge of merit' and a very powerful validation of your high driving credentials, all of which can have a very positive impact on any business operation."

One of the first organisations in Northern Ireland to receive the FTA's Van Excellence Operator Accreditation was construction and civil engineering company Henry Brothers (Magherafelt) Ltd, which operates around 60 vans. Others have quickly followed.

"We are confident we can get a lot more drivers and operators on board in Northern Ireland; we haven't even scratched the surface yet. The potential is enormous and the response to date has been extremely encouraging," adds Mark.



Some of those who attended the Van Excellence briefing.

# LDV Announces Arrival Of The New Mini B

LDV's latest addition to its impressive fleet of commercial vehicles is the Mini B; the ideal mini bus for long road trips, airport transfers and city driving.



**Every Mini B** is fitted with electronic brake force distribution and a leading, anti-lock braking system ensuring a smooth and reliable driving experience plus park assist, which is extremely helpful when caught in tight spaces.

The Mini B has an easy-to-read digital dashboard that displays all the data you need. The fuel-efficient Mini B boasts 136 power steering and is teamed with a six-speed manual gearbox for seamless speed change. Safety features include driver and passenger airbags, remote central locking and reverse parking sensors together with LED parking lamps, emergency roof hatch and fire exit.

The Mini B is a comfortable 14+1 seater, with an eight-way adjustable driver's seat and three seater cabin. The armrests and extra leg room add to its comfort and the high roof is exceptionally useful when transporting large luggage items, medium to large

deliveries or construction tools and equipment. The Mini B comes with standard specifications or the vehicle can be customised to suit the driver's needs.

The spec list is remarkable and includes surround sound system, FM/AM/MP3 player and Bluetooth. The superior internal features include cruise control, air conditioning, front power windows and integrated cup holders for a cleaner driving experience. The Mini B has driver and passenger deep door storage and over head storage, for those driving essentials.

Available in Blanc White, LDV's Mini B also comes with a metallic option in Aurora Silver, Lava Grey and Olive Brown. The Mini B will also be available in a 5+1 model.

Mark Barrett, General Manager, LDV U.K. & Ireland said, "LDV's Mini B is just the ticket for drivers looking for a bus that gives you more. Designed with safety as a priority, the Mini B doesn't compromise on style or comfort and crucially for our customers, delivers outstanding value for money."



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Thomas Hill, Internal Supervisor,  
and Ross Gregg, General Manager,  
Transport Supplies (NI) Ltd.

# LDV PLAYS THE PART FOR TRANSPORT SUPPLIES

Commercial vehicle parts supplier, Transport Supplies NI Ltd, has taken delivery of its second LDV van from Mallusk-based Belfast Truck & Van Ltd (BTV).

**Transport Supplies** were one of the first van fleet operators in Northern Ireland to put its faith in the all-new LDV when it was re-introduced to the UK and Irish markets last year. Following a week-long trial with BTV's V80 demonstrator, Transport Supplies made its first purchase in September, which has been followed by a second van delivered recently.

Adrian Hamill, Director at Transport Supplies, explained: "The initial appeal for us was the reasonable pricing and five-year warranty, but during the test period the V80 performed well. It was economical, comfortable to drive and the size of the van suited our needs."

The first LDV was purchased to replace a van that was due for renewal, but earlier this year when a decision was made to increase the Transport Supplies fleet, the Company opted for another V80.

Adrian continued, "Any apprehension that we may have had about the LDV didn't last long. We were impressed with the standard specification of the van. The first one had everything we needed, even including seat covers and mats at delivery. In terms of running performance and maintenance, the van has done really well for us over the last six months."

In fact, Transport Supplies has only had one issue with a slightly cracked windscreen, which BTV replaced under warranty.

Transport Supplies' vans are both low roof, short wheelbase variants of the

LDV V80, but Mr. Hamill is also looking forward to test driving the smaller LDV G10 panel van that is anticipated this year.

Transport Supplies operates from sites in Belfast and Portadown, and stocks a comprehensive range of parts for all major commercial vehicle brands. The Company is committed to offering a first-class service, and provides a fast and efficient parts delivery service throughout Northern Ireland, using its fleet of twelve vans.

Belfast Truck & Van is a sister company of long-established Gus Commercial, one of Northern Ireland's most reputable suppliers of trucks and vans for sale or hire.

The all-new LDV is now built by Saic Motor

Group, the seventh largest vehicle manufacturer in the world, which produces over six million vehicles per year. Saic Motor Group has invested significantly in the LDV product range, and a V80 model is currently available in SWB low roof, LWB medium roof and LWB high roof panel van variants, as well as a chassis cab suitable for a range of body types. All LDV products are supplied, as standard, with a five-year (125,000 miles) warranty and five-year roadside assistance.



# Assure Services cuts a dash with stylish Mercedes-Benz vans

Image is important to Antrim-based Assure Services, which helps to explain why its Mercedes-Benz vans are some of the sharpest on the road.

## Managing Director Damien

Martin chose an eye-catching Vito crew van from Newtownabbey Dealer MBNI Truck & Van, while Sales Manager Adrian Maguire is driving a dynamic Citan Sport.

Damien's Vito 114 CDI Long is powered by an advanced 2.1-litre diesel, which offers outstanding economy of up to 44.1 mpg in the combined cycle. Air-conditioned and specified with colour-coded bumpers and door mirrors, and tinted glass, all factory options, it was also retro-fitted by the Dealer with powder-coated black sidebars and 20-inch Wolfrace alloy wheels.

The long-bodied Citan Sport used by Adrian features a number of visual enhancements as standard. In addition to colour-coded bumpers and door mirrors, it is fitted with daytime driving lights, a chrome front-grille, sidebars and tailgate trim, and 16-inch, multi-spoke alloy wheels. Inside, meanwhile, Citan Sport customers ride in air-

conditioned comfort, and get a leather-trimmed steering wheel, Sports mats and badging.

Assure Services specialises in cleaning kitchen ducts of grease and other residues, for caterers and food manufacturers

located throughout Ireland.

The company employs cutting-edge technology, while its staff are all trained to the exacting TR/19 Heating & Ventilation Contractor Association Standard.

Damien said: "Our first Mercedes-

Benz vans were a bit of a treat. They're both pretty funky-looking and we've had loads of positive feedback from clients and others who've seen them out and about, and have commented on how smart they look."

As a crew van, Damien's mid-sized Vito came with a second row of seats. "This means that as well as using my van to transport colleagues during the week, I can also ferry the kids around at weekends," he said.

"I'm really impressed with my Vito, not least because as well as being very comfortable it's also returning well over 40 miles to the gallon. Adrian loves his Citan Sport too."

The Citan is the smallest member of the Mercedes-Benz Vans range and incorporates a number of fuel-saving BlueEfficiency measures as standard, including the ECO start/stop function – which turns off the engine whenever the vehicle is stopped in traffic, then restarts it as soon as the driver depresses the clutch – low rolling resistance tyres and optimised alternator and battery management systems. The 90 hp engine which powers the 109 CDI variant offers impressive diesel returns of up to 65.7 mpg (combined cycle).



Assure Services Managing Director Damien Martin, left, and Sales Manager Adrian Maguire, with their smart Mercedes-Benz vans.

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\*Fuel consumption information is official government environmental data, tested in accordance with the relevant EU directive. Official EU-regulated test data are provided for comparison purposes and actual performance will depend on driving style, road conditions and other non-technical factors. General Motors UK Limited t/a Vauxhall Motors reserves the right to change, amend or withdraw this offer at any point in time. Correct at time of going to press.

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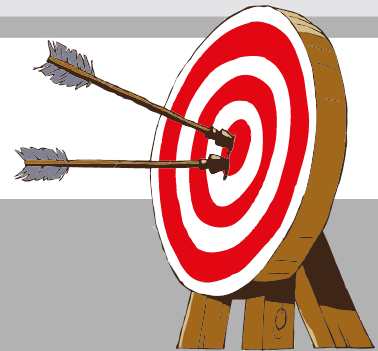
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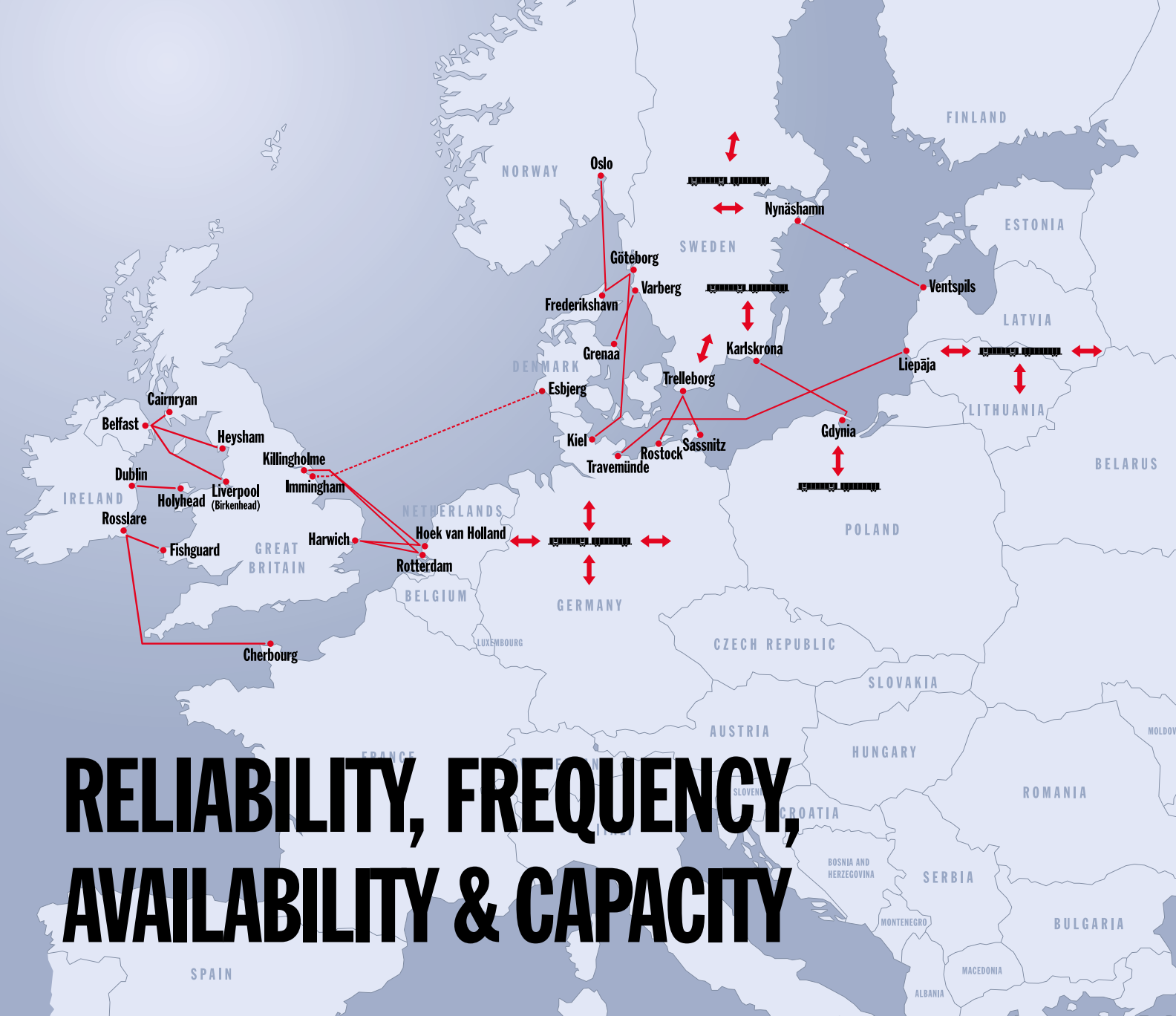
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