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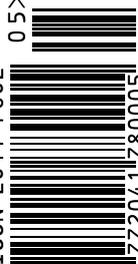
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**SEATRUCK FERRIES BOOST
CAPACITY AS DRIVER SHORTAGES
FUEL UNACCOMPANIED
TRAILER GROWTH**

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AUG-SEPT 2018 COVER STORY

**SEATRUCK FERRIES BOOST CAPACITY
AS DRIVER SHORTAGES FUEL
UNACCOMPANIED TRAILER GROWTH**

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COMMENT

The middle of July already! Where has this year gone? It's been challenging so far for some, but at least the weather has been kind, so make the best of your well earned summer break, as we will be doing here at Export & Freight ahead of a busy Autumn schedule.



That will include our annual Export & Freight Transport & Logistics Awards in September, and with the final deadline for entries almost upon us we need to hear from you without delay if you want to be part of what is THE transport event of the year; you'll get all the details you need in this issue.

To other matters now: there is no escaping Brexit, is there? Or the continuing lack of political progress in Northern Ireland. But it's not all gloom. "Whilst our political process may be gripped by paralysis, the rest of Northern Ireland is not," insists NI Chamber President Elvena Graham. "We are very much open for business." How right she is. Hauliers are still investing in their fleets, service agents and suppliers are investing and expanding, too, as are all our leading ports and ferry operators.

Also in this issue, we hear from the Road Haulage Association who say there is an urgent need for better rest facilities for our hard working truck drivers, and no one can argue with that, and we report on the Freight Transport Association's renewed call at a recent Stormont meeting for an Irish border solution which protects frictionless trading arrangements post-Brexit.

On the shipping front, we have our annual Port Review which includes an in-depth interview with the Chief Executive Officer at Warrenpoint Harbour, Clare Guinness, who speaks about how the port is entering a new and ambitious era, and we hear, too, of investment plans at the Port of Larne.

We also take a look back in words and pictures at our recent Export & Freight Masters Golf Day at the Lough Erne Resort in Fermanagh where a really good time was had by all.

Well, that's it for now. Remember, you can keep up to date with what's happening across our industry 24/7 by logging on to our website at www.exportandfreight.com

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





**PERFORMANCE
REDEFINED**



“IT’S ALL ABOUT POWER AND LOW-DOWN TORQUE”

“The big V8 engine is particularly well suited to the heavy haulage game – it makes Scania a natural choice for us”

Simon Griffiths, Director
Smiths Heavy Haulage Limited



SCANIA



Derry Refrigerated Transport is one of the leading refrigerated transport distributors on the island of Ireland.



Pictured at the new site are (L-R) Olympic winning boxer and Derry Brand Ambassador, Paddy Barnes; Derry Managing Director, Patrick Derry; J Aidan Kelly Ltd Architectural Technologist; Mark Devlin from MDK construction and Noel Brennan, Brennan Refrigerated Transport.

Derry Refrigerated Transport To Invest £9 million

One of the leading refrigerated transport distributors on the island of Ireland is celebrating almost twenty years in business with a substantial £9 million pound investment that will see the opening of a new state-of-the-art facility in Co. Armagh, as well as the creation of 50 jobs for the local area.

Derry Refrigerated Transport based in Portadown, announced their recent investment with details of a bespoke new hub that will span over 10 acres and be the first of its kind for refrigerated transport in Ireland, whilst the 50 new jobs will commence within the first three months of the hub's opening.

The family run company that supplies to Northern Ireland, Republic of Ireland and the United Kingdom, has also announced the recent majority acquisition of Brennan Refrigerated Transport in Waterford, which will see a further five lorries added to Derry's already prolific fleet of 60.

Patrick Derry, Managing Director said, "It is a

very exciting time at Derry Refrigerated Transport. This investment will allow us to build on the platform we have established during our 20 years in the industry and will enable us to provide wider and more tailored services to our clients.

"We are delighted to be able to create employment for the local area once our new hub is complete and we are looking forward to expanding further into the Irish market."

Added Patrick, "Our customers have been extremely loyal to us since starting out 20 years ago with only one lorry and we want to continue to enhance our relationship by offering them something extra. We are hopeful that this recent investment will establish Derry as the go-to refrigerated transport company in Ireland."

Speaking about the investment, brand ambassador and Olympic winning boxer, Paddy Barnes said, "It's excellent to see the investment that Patrick and the team is making to not only the company, but to the local area. For as long as I have been working with Patrick, his commitment to his customers and employees has been second to none and I'm looking forward to seeing the end result of the team's hard work."

Derry Refrigerated Transport currently employ 200 people at their Portadown site since moving due to expansion in 2013. The company has been recognised for their sustainability practices by winning the Greener, Safer Fleet Award at the Export and Freight Awards in 2016 and 'Fleet of the Year' at the 2017 awards.

Leyland Celebrates 20 Years with PACCAR

Lancashire manufacturer, Leyland Trucks is this year celebrating twenty years of ownership and investment by US-based company PACCAR, a global technology leader in the design and manufacture of premium light, medium and heavy-duty trucks.

Since 1998, PACCAR has grown Leyland's capabilities through strategic investments in technology, products and infrastructure. The Leyland Assembly Plant, which was already one of Europe's most advanced truck manufacturing facilities, has benefited enormously from these investments.

In 1998, the factory manufactured 9,000 trucks per year. Innovative improvements to the 710,000-square-foot facility – including a new PACCAR body production line, a robotic paint facility for truck chassis, electronic work instructions with touchscreen monitors, and the consolidation of two production lines into one has since then enhanced production by 72% to over 15,000 trucks per year. Installations of LED factory lighting



and a new roof created a brighter work environment, contributing to record quality, efficiency and safety. In accordance with PACCAR's commitment to environmental

excellence, the factory achieved zero waste to landfill status in 2008. In 2003, PACCAR Parts constructed a Parts Distribution Centre on the Leyland site to provide support for

the DAF UK and European Dealer Networks. It now operates as one of Europe's main Parts Distribution hubs specialising in aftersales support, distribution, logistics and service for DAF and other truck makes, buses and trailers.

"Leyland's world-class status is maintained by our ability to leverage a community of expertise," said Bryan Sitko, Leyland managing director. "Our loyal and committed workforce pools their combined years of truck building knowledge and shares that asset with new employees. These efforts are crucial to helping us deliver industry-leading quality trucks built by quality people."

Today, Leyland manufactures the full DAF product range of LF, CF and XF vehicles, 40 percent of which are exported around the world.



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Montgomery Transport's Commitment to Safety Recognised by National Driving Agency

Newtownabbey-based Montgomery Transport Group has demonstrated its commitment to road and driver safety by becoming the first business of its kind in Northern Ireland to be accredited for the Driver and Vehicle Standards Agency (DVSA) Earned Recognition scheme.

The DVSA Earned Recognition scheme is a voluntary scheme for companies with lorries, buses and coaches that requires a strong track record of compliance and adherence to driver and vehicle standards.

Montgomery Transport Group, which is a member of Palletways, Europe's largest and fastest growing express palletised freight network, needed to demonstrate strong transport management systems and processes to be successfully accepted into the scheme.

The DVSA has launched the scheme to ensure that compliant businesses obtain the best business value from the enforcement regime, something that other companies will aspire to



Steven McBride of Montgomery Distribution.

gain. It will also enable the DVSA to focus its attention on the seriously and serially non-compliant, where

the risks to road safety are highest. Steven McBride, General Manager at Montgomery Distribution, said:

"We're delighted to have achieved 'Founder Member' status from the DVSA. This accreditation reflects the dedication and hard work of every member of staff here and I'm glad the team have got the recognition they deserve.

"This status is difficult to achieve but it sends out a strong signal to our customers and competitors that we are committed to delivering high standards across the business and leading the way in road safety for everyone. We're the only logistics operator in Northern Ireland to complete the scheme and we look forward to reaping the rewards from it."

Woodside Logistics Group Accelerate Fleet Expansion

As part of its continuous growth and expansion, Woodside Logistics Group has expanded its fleet with twenty-seven new Volvo FH tractor units from Dennison Commercials.

The new trucks will be serving different areas of the business, which has been operating for over fifty years and one of the UK and Ireland's leading distribution, haulage and logistics companies.

Woodside Haulage will take delivery of twenty-three of the new Volvo FH 460 tractor units, which are all fitted with full active safety packages, fridge freezers, plus media packs which include TomTom SatNav and

Volvo's own Dynafleet telematics system.

For use on general haulage duties across Great Britain and Ireland, the trucks have all been spec'ed with Globetrotter XL cabs, and specifically ordered with the drivers' well-being in mind by providing secure and comfortable accommodation with greater storage space.

Woodside's tanker division, Haulage Services Ltd., providing transport solutions for bulk powder, liquid and gas, will also benefit from

four new Volvo FH-460 tractor units. Each truck comes with a full ADR, factory-fitted lightweight spec mid-lift axle and a Globetrotter cab.

Mark Woodside, Director, Woodside Haulage, stated: "Our transport and logistics business is based on operational efficiency and the provision of a dependable service for our customers. It is important that our fleet is reliable and well presented, and that our drivers feel they go to work every day in a quality vehicle, which is why we continue to invest in the Volvo brand. The safety features that we have spec'ed undoubtedly help to improve the safety of our own drivers and other road users."

He added, "Dennison Commercials Limited not only supplies us with a reliable and fuel-efficient fleet, they also provide an excellent level of customer support afterwards."

The first of the new trucks were delivered in June, all sporting Woodside's traditional 'china' green colour.

Volvo FH Special 25 Year Edition

To celebrate the introduction of the Volvo FH in 1993 - a quarter of a century ago - Volvo Trucks is releasing The Volvo FH 25 Year Special Edition.

Available as both Volvo FH and Volvo FH 16, it is characterised by its distinctive exterior and interior design, superb driver comfort and state-of-the-art additional features.

The Volvo FH is one of the industry's most successful models ever with nearly one million trucks sold since launch, creating a way of life for millions of drivers all over the world.

"The Volvo FH is the perfect representation of a customer focused mind-set and a model that has been pushing the boundaries for a quarter of a century. This magnificent edition truck is therefore both a tribute to the first 25 years and a starting point for our continued successful journey with customers and drivers", says Claes Nilsson,

President Volvo Trucks.

The exterior of this special edition is best described as contemporary with a retro twist. The silver/grey and orange décor highlights the truck's origin and the striping forms the number 25 to signal the anniversary. The striping combines 3D effects and shadows to echo the design trend of the early 1990s and



gives the truck a distinct retro look. There are two launch colours, one darker, cool grey tone (Mammoth Tree Metallic) and a shiny red (Crimson Pearl), the latter a modern tribute to the original red cab colour of 1993.



**“WE’RE CURRENTLY
SAVING 6% ON FUEL.”**

“Our average comparison figures are 11.26 mpg compared to the previous 10.6 mpg, which is a massive saving on our fuel spend. Our drivers love the new NTG R 450s and get quite possessive about them, so we’re looking at getting a further ten next year.”

David Ward, Head of Operations
Troy Foods Ltd.

**PERFORMANCE
REDEFINED**

SCANIA

Renault Trucks Launch Range T X-Road

To meet the specific requirements of non-standard road haulage operations, Renault Trucks has launched the Range T X-Road 460. This used vehicle is reconditioned in the specialised 'Used Trucks Factory' that forms an integral part of the Renault Trucks manufacturing site in Bourg-en-Bresse in France.



The Range T X-Road belongs to the manufacturer's new range of customised used vehicles. These trucks are rigorously selected, subject to 200 point inspections and are prepared in the specialised 'Used Trucks Factory' that forms an integral part of the manufacturing site in Bourg-en-Bresse.

Renault Trucks' Range T X-Road is fitted with an 11-litre 460 bhp Euro-6 engine and is available in both 4x2 and 6x2 configurations. It features reinforced bodywork, including steel bumper bars, ultra-strong step wells and protective headlight grills. 315/80 mixed

profile tyres are also fitted to increase the standard ground clearance by up to 60 mm. Performance of the automated Optidriver gearbox has been boosted by the addition of an off-road mode and manual accelerator.

The Range T X-Road 460 used truck comes with a 1-year or 160,000 km Selection warranty. This manufacturer's warranty covers all incidents related to the engine, gearbox and axles and is valid throughout all Renault Trucks service and sales outlets in the UK and Europe. Renault Trucks Europe-wide 24/7 assistance is also included as part of the offer.

Chevron Launches heavy-duty lubricants brand Texaco Delo across Europe

Chevron Lubricants is launching Texaco Delo as the company's commercial and industrial brand across all European markets.

Chevron, which operates under the Texaco master brand in Europe, has made the changes to align its European heavy-duty lubricant business with the global Delo brand currently used in North and Central America, Asia Pacific, the Middle East and Africa.

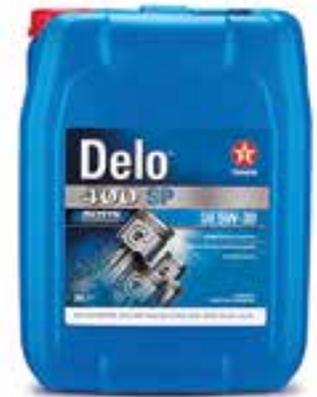
The Texaco Delo brand not only applies to heavy duty engine oils, across on and off highway markets, but also to several other product

lines, bringing engine oils, drive train fluids, final drive fluids, greases and extended life coolants under one brand, for the first time.

The launch of Texaco Delo in Europe will allow the company to leverage its global expertise in ongoing work with international original equipment manufacturers (OEMs), channel partners and end-user customers, in the development of new and

existing products and services.

James Welchman, Manager Marketing EMEA at Chevron said: "With more and more international OEM's and customers requiring access to high quality products across the globe it is becoming increasingly important for Chevron to align its commercial lubricants under one globally recognised brand. Texaco Delo will facilitate such alignment,



giving customers and partners the benefit of a bumper to bumper product suite across the globe."

New Managing Director for Scania (Great Britain) Limited

Martin Hay has been appointed Managing Director for Scania (Great Britain) Limited. In his new post, which takes effect from 1 September 2018, Martin will succeed Claes Jacobsson, who is returning to Sweden to take up a role within Scania AB in Södertälje.

Martin Hay has been with the Scania organisation for more than 28 years in total. During this time he has worked within the dealer network, at importer level and at Scania's headquarters operation in Sweden.

His dealer career included spells as Managing Director for the former Scantruck operation and as Regional Executive Director for Scania South East. In 2009 he moved to Scania (Great Britain) Limited's Milton Keynes headquarters to take up the role of Sales Director.

In 2016 he transferred to Scania AB to become Vice President – Truck Sales to work on the global development of the Scania brand and

as a member of the core team overseeing the introduction of Scania's new generation trucks.

"I have been extremely fortunate to work for Scania in Sweden during this exciting period for the business, and it is now an absolute pleasure to be returning to Scania (Great Britain) Limited," comments Martin Hay. "The UK is one of Scania's most successful and important markets worldwide, and I am looking forward to rejoining the team and working with them and our customers as we continue to develop the market and drive the shift towards more sustainable transport solutions."

Claes Jacobsson added, "Having worked with



Martin Hay

Martin during his time at both Scania (Great Britain) Limited and Scania AB, I know he will do an excellent job for Scania in the UK going forward. For my part, I have enjoyed five fantastic years in Great Britain and it is with a heavy heart that I say farewell to the many friends – colleagues, customers and suppliers – I have made during my time here. To all, I say thank you, and offer my very best wishes for the future."

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Discover our 90th Anniversary Edition at www.daf.com/XF90

SECOND FULL ELECTRIC VOLVO TRUCK IS LAUNCHED

Volvo Trucks has launched a second full electric truck, with the unveiling of the 27-tonne FE Electric six-wheeler. The company took the wraps off the two-axle 16-tonne FL Electric in April and both trucks will be commercially available in 2019, as Dan Gilkes reports for Export & Freight.

While the smaller FL Electric is powered by a single 185kW electric motor, offering a continuous output of 130kW and 425Nm of torque, the FE Electric has two electric motors, delivering 370kW or a continuous output of 260kW. Maximum torque is 850Nm and both trucks use a two-speed transmission.

The FL can be equipped with between two and six lithium-ion battery packs, offering a driving range of up to 300km (186 miles). The larger FE is offered with a choice of four to six battery packs, to suit individual customer range and payload requirements, delivering up to 200-300km of potential range. Volvo provides both models with AC and DC charging systems. A 22kW AC charger will require an overnight top-up, while a 1.5-hour recharge is possible a 150kW DC supply and a CCS/Combo2 connector.

"Our solutions for electrified transport are designed to suit the specific needs of each customer and each city," said Jonas Odermalm, product line vice president for the FL and FE at Volvo Trucks.

The first FE Electric truck has been supplied to Stadtreinigung Hamburg, the city's largest waste service provider. It is equipped with a Faun Rotopress refuse collection body, for domestic waste collection within the city. Faun has converted the body and bin lifting system to run on electric motors, rather than a hydraulic system that would result in higher energy loss. However, Volvo is expecting the body and bin loading system to consume up to one third of



Volvo FE 3 twin motor driveline

the available electric power from the batteries during normal operation. With that in mind, the FE Electric in Hamburg has been supplied with four battery packs, providing a potential range of 200km, as it is only expected to cover 80-100km per shift. Those four batteries allow a similar payload to a conventional diesel model. Additional battery packs, though

delivering increased range, would reduce the payload capacity by around 500kg each.

"Today, each of our 300 conventional refuse vehicles emits approximately 31,300kg of carbon dioxide every year," said Rüdiger Siechau, CEO of Stadtreinigung Hamburg.

"An electrically powered refuse truck, with a battery that stands a full shift of 8-10 hours,





is a breakthrough in technology. Another benefit is the fact that Stadtreinigung Hamburg generates climate-neutral electricity from waste, that can be used to charge the batteries."

Electric vehicles don't just offer zero tailpipe emissions, of course. Volvo claims that the FE Electric delivers a drive-by noise level of just 69dB, against 79dB for the diesel alternative. Given the logarithmic nature of noise measurement, that is equal to around half of the noise of the diesel truck, making it possible to use the refuse vehicles at night in an urban environment.

Less Noise

Volvo also claims that as the electric vehicles produce zero exhaust emissions, they could be driven into buildings to load and unload, again cutting noise levels for surrounding urban areas. The FE also produces less noise and vibration internally, resulting in a far nicer operating environment for the driver.

The stop/start nature of refuse collection makes it an ideal operation in which to test the electric truck's capabilities. With that in mind, one of the Volvo FL Electric trucks working in trials in Sweden is also being used as a refuse vehicle, working with recycling company Renova. The second FL Electric is being used by Swedish haulage firm TGM as a distribution truck. Volvo will offer both electric trucks in a range of specifications, to suit refuse, temperature-controlled and regular distribution businesses.

Volvo is not revealing purchase costs just yet, as the trucks won't be available to customers until next year. However, while the initial purchase price is expected to be far higher than a diesel truck, Volvo claims that the refuse vehicle in Hamburg will save up to €15,000 per year in diesel costs alone.

"In addition to the vehicles, we will offer everything from route analysis to

services and financing, via our network of dealers and workshops throughout Europe," said Mr Odermalm.

"We also have close partnerships with suppliers of charging infrastructure."

Both the single and the twin motor modular drivelines have already been proven in Volvo's electric bus models, offering prospective customers peace of mind. The company also claims that the fourth-generation batteries should have an operating life in excess of 8-10 years.

Strategic Step

As Volvo Trucks also owns the Renault Truck business, it seems likely that the French truck builder will launch an electric driveline for its rigid trucks later this year too. Volvo's US brand Mack Trucks has also recently announced plans

to have a full electric Mack LR refuse model operating in North America in 2019, working with the New York Department of Sanitation.

"With the introduction of the Volvo FE Electric we have a comprehensive range of electrically powered trucks for city operations and are taking yet another strategic step forward in the development of our total offer in electrified transport solutions," said Claes Nilsson, president of Volvo Trucks.

"This opens the door to new forms of cooperation with cities that target to improve air quality, reduce traffic noise and cut congestion during peak hours, since commercial operations can instead be carried out quietly and without tailpipe exhaust emissions early in the morning or late at night."



William Wright Receives Knighthood at Buckingham Palace

The founder of Wrights Group, Sir William Wright, has been made a Knight Bachelor of the British Empire by HRH the Prince of Wales at Buckingham Palace. Sir William's knighthood was announced in the 2018 new year's honours list in recognition of his services to the bus industry and the UK economy.

Sir William is a highly respected figure in the UK bus industry as well as in the Northern Ireland business sector and his knighthood is in recognition of a business career that has spanned more than seven decades. In 2001 he was appointed an Officer of the Order of the British Empire for services to industry and the community and he was later promoted to Commander of the Order of the British Empire in 2011 for services to the bus industry.

For many years Sir William has been a leading proponent of the development of environmentally friendly technologies, in particular for the reduction of fossil fuel usage and harmful emissions in buses. His

vision is to improve air quality in towns and cities in the UK and across the globe. By continuing to take an active role in the business, he has pioneered the design and development of alternative fuel sources for public transport vehicles, including hybrid technologies, electric and hydrogen.

Sir William said: "It was a great thrill and an honour to visit Buckingham Palace to receive my knighthood from His Royal Highness The Prince of Wales."

Founding the original company with his father in 1946, Sir William has transformed what was a small family business into one of Northern Ireland's largest employers.



Sir William Wright is made a Knight Bachelor of the British Empire by The Prince of Wales at Buckingham Palace. Photo credit: Yui Mok/PA Wire

Wrightbus now manufactures a range of technologically innovative vehicles that are in service across the globe. The energetic nonagenarian to this day heads up the alternative driveline division at Wrightbus.

In 2016 the William Wright Technology Centre - a joint venture between the Wrights Group and Queens University - was named in his honour. The centre continues to promote research and advanced engineering to facilitate the creation and incubation of technologies for the future development of the bus industry.

Derry Refrigerated Transport Supporting Home Grown Talent

DRT (NI) Limited are to support local super bantamweight boxer Michael Conlan.

After a successful amateur career 26 year old Conlan made his professional debut in Madison Square Gardens on St Patricks Day 2017 and has now an unbeaten professional record of 7-0, most recently winning by unanimous decision against Spaniard Ibon Larrinaga.

Following a meeting with Michael at a local event Patrick Derry recognised the potential in the young fighter and wanted to offer his backing.

With Paddy Barnes already on board as brand ambassador and the two lads knowing each other well it was



As part of the sponsorship deal DRT Managing Director Patrick Derry handed over a new Mercedes car to Michael.

a natural move to bring another local boxer on board to further enhance the team at DRT (NI).

"I hope this latest announcement further highlights our desire to invest locally whether that be in

local talent, local jobs or the local area. We will be celebrating our 20th year in business in 2019, we have big plans and are excited to have Michael on the team at as part of our celebrations," commented Patrick Derry, DRT (NI) Managing Director.

Based in Portadown, the company announced their recent £9 million investment with details of a bespoke new hub that will span over 10 acres and be the first of its kind for refrigerated transport in Ireland, with 50 new jobs commencing within the first three months of the hub's opening.

The family run company that distributes across the Island of Ireland, has also announced the recent majority acquisition of Brennan Refrigerated Transport in Waterford, which will see a further five lorries added to Derry's already prolific fleet of 60.

Fuel Duty & Laundering Raised at Meeting

FTA's Policy Manager for Northern Ireland, Seamus Leheny, recently met with MP Ian Paisley at Westminster to discuss a variety of topics, prime among them the issues around fuel duty and fuel laundering.

"On laundering I outlined the operating costs for HGV's and how diesel represents around 30% of total operating cost. Figures demonstrated the clear disadvantage compliant operators face when some chose to use illicit fuel supplied by

organised crime gangs," commented Seamus.

"The need for a level playing field was outlined, something Ian was very supportive of and in following up our meeting he raised a Commons debate, resulting in him

securing a meeting with the Chancellor of the Exchequer Philip Hammond to discuss both what can be done by Government to combat fuel laundering and discuss UK fuel duty which is currently the highest in the EU."

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SCANIA'S NEW L-SERIES IS GREENER & SAFER

Scania has unveiled its urban truck range with the focus on improving safety for vulnerable road users with the L-series and moving towards greener fuels, as Kevin Swallow reports for Export & Freight.

At the end of 2017 Scania introduced its new low-entry cab designed for the urban environment further demonstrating that today issues like direct vision and safety is now on an equal footing with air-quality.

It's a market long dominated by Dennis Eagle and Mercedes-Benz. Now the urban low-entry cab sector has Volvo Trucks with its FE low entry cab launched in 2014 and updated this year and Scania looking to compete.

From Scania's test track in Södertälje, Sweden, Export & Freight got its first chance to drive the L-series. It's available with Opticruise and Allison's well established six-speed automated transmissions. Both gearboxes were fitted to a pair of L320 6x2 rear-steer rigids powered by the 9.0-litre DC09 engine, which used hydrotreated vegetable oil (HVO) as a diesel substitute.

With Opticruise the L320 skip wagon drove effortlessly. Smooth and quiet, especially as the engine is behind the driver rather than underneath. A strong performance but you'd expect nothing less from Scania.

'It is like driving a bus,' explained my Scania-employed co-pilot. With little experience of hauling window-lickers to school I found myself initially compensating a little for



Getting the spec right will help Scania make inroads into the urban recycling sector.

corners by going wider than needed.

The same L320 specification was used for a refuse vehicle that employed the Allison six-speed transmission, which is more rudimentary

as the truck jerks more between gears but offers greater PTO use for compactor bodies.

From a lower driving position, you have a greater awareness of vulnerable road users because you





Scania used static displays to demonstrate the improved visibility of the L-series.

make level eye contact with them when you are in areas, like junctions and road crossing, where you mix traffic with people and cyclists.

Improved Cab

The cab has been moved forward 550mm, lowered by 220mm with the driving position also moved forward 65mm and 25mm closer to the driver's door.

If a cab-forward low-entry cab isn't bus-like enough then you'll be pleased to know that it also kneels when you activate the handbrake, open the door or unclick the seat belt. The height of the single-step entry cab is at 438mm. On a two-step cab its even lower, just 150mm to the top of the first step with a truck using 355/50 tyres and the chassis height at 885mm.

The cab can be made into a small crew-cab with two seats fitted centrally on the back wall or with lockers for additional storage. For the construction and recycling industries Scania can really exploit the extra space behind the seats for storing equipment, PPE and even welfare facilities like a washbasin.

Unlike the M-B Econic, Scania's doors are the same as the rest of the range, in that they are hinged and not concertinaed. There are some safety elements for opening doors into traffic and oncoming vulnerable road users that Scania might have to consider in the future if the L-series is working in heavily populated areas.

That said, visibility is not completely inhibited with a solid passenger door as it has the City Safe Window. It doesn't take much to block it, though, and what you see through the window is limited but City Safe Window is better to have than not have.

Henrik Eng is Scania's product director for urban vehicles. 'Being more on a level with your surroundings, while also having a well-

designed boarding step, is appreciated by drivers,' he explained. 'There is a clear trend towards low-entry cabs for trucks operating in the city and they are now in demand not only for refuse trucks but also for applications in construction and distribution.'



Safe in the City

Engine Options

For the moment operators can only get the 9.0-litre engine, although options for compressed natural gas (CNG) and liquid natural gas (LNG) will be available. At some point the new DC07

6.7-litre Cummins-built driveline unveiled by Scania before Christmas for its distribution range will also make its way to the L-cab too offering a lighter powertrain to operators.

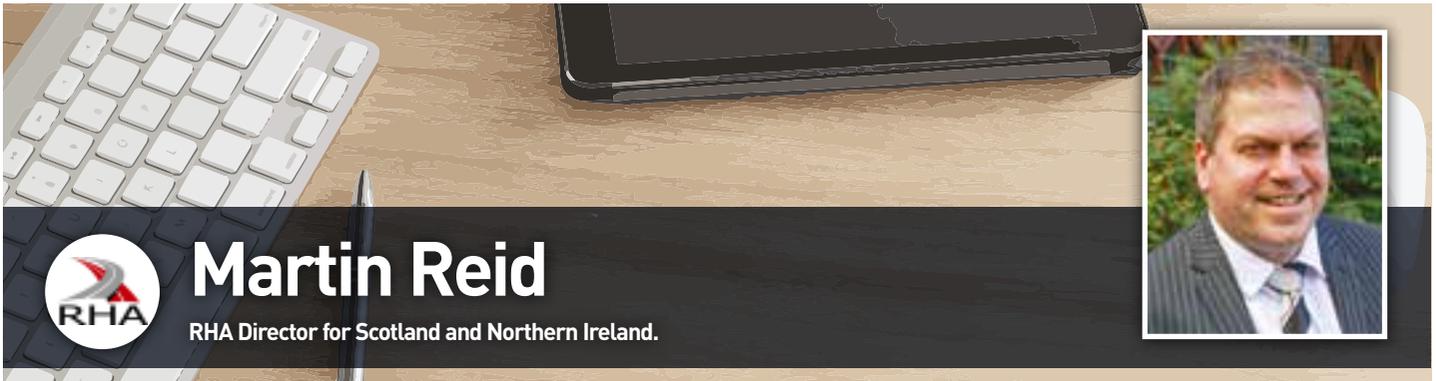
Alternative fuels also featured heavily. At the beginning of the year Scania and Northvolt, a Swedish company with plans to build a factory to produce lithium-ion batteries for electric vehicles, entered into a joint venture to develop and commercialise battery cell technology for trucks with Scania investing £8.8million into the partnership.

For the moment though its bioethanol and gas. 'The bioethanol 13-litre engine is ideal for several different applications; construction tippers and long-distance tractors,' Eng explained. 'Scania's bioethanol engines use compression ignition (similar to conventional diesels), which limits the need for actual hardware modifications.'

Scania's gas engines are a more likely option, explained Folke Fritzson, senior engineer at Scania R&D and part of the team developing Scania's gas engines. Scania's launch of a Euro-6 13-litre gas engine with a performance comparable to that of a diesel engine, is more viable for both heavy long-haul transport and construction-site movements.

Here the performance and characteristics should correspond to that of a modern diesel engine, he added, as well as range. 'With LNG, it's up to 700 miles for a typical semi-trailer on a flat road. CNG usually provides a range of 300 miles.'

'The latter is more than sufficient for many customers, for example for regional transport operations where there is a return to the home base and refuelling every day. The mileage that can be achieved before refuelling is required also depends on the type of driving and usage, and how hilly the route is.'



GROWING NEED FOR MORE DRIVER REST FACILITIES

Earlier this month my colleague Duncan Buchanan gave evidence to the Welsh Assembly's "Economy, Infrastructure, and Skills Committee", covering a number of number of industry related topics including the state of the roads. I myself did the same to the same group in Scotland a couple of years ago and the meetings went remarkable similarly.

Although some "newer" topics were raised such as platooning, EV's and autonomous driving it seems like the levels of understanding amongst government official of how the road haulage industry actually works remains lower than it should be.

Duncan was quizzed on issues that at best will be 20 years in the future but still came up against the same lack of understanding of issues that I did two years ago when talking about driver facilities on the roads network.

The same argument comes up every time without listening to the answer. How often we hear "road haulage is a commercial industry and so the rest facilities need to be privately run". I don't think anyone has a major issue with that logic.

Where we have a problem, and a fact that none of the governments seem particularly keen on hearing or acting on, is the fact that the planning system makes it practically impossible for potential buyers to develop the land for this purpose.

We have been approached by a number of members, all across the UK who have said that they have land and with a little help would be prepared to set up a secure

facility but have come up empty when approaching their local planning depts. Instead of picking up buzz words or whatever the zeitgeist phrase of the week is, we need governments to step up and help in the areas where we need it the most. The industry needs help to bring new entrants into the industry (fingers crossed I will be able to tell you some good news for Northern Ireland in this area in the next edition of Export & Freight magazine). We need facilities across the network so that the guys who are out there day and night literally driving the economies of the UK and devolved governments can have basic human rights, and they need to be able to park up and rest safely without fear for their load or their own personal safety.

It is nice to get these invites from Government to come and talk about LEZ's, autonomous vehicles, platooning etc but the core business is making them understand that there are very real and current issues affecting real people now, and these real people are constituents and voters. Instead of worrying about whether our road network is fit for platooning and autonomous (phantom driving as it was described by the committee!) vehicles, they should be worrying if our roads are in a condition

where drivers of all vehicles are not at risk from potholes and temporary road repairs.

They should be worrying about congestion and the knock-on cost to the economy.

They should have a greater concern about how difficult they are making it for hauliers to make the most basic of deliveries, and if they stop lorries going into city centres they will be replaced by unregulated vans, in numbers much greater than the regulated lorries who currently carry out the tasks. And we haven't even mentioned Brexit and its effects yet!

I suppose it is natural for politicians to jump on any given bandwagon and go with faddish conversation's but they key for them is to know what drives their economy. Act on the important stuff and give us the help we need as an industry. There is no doubt the industry will change in the long term but there are still issues we need sorting right now.

Did you Know?

The RHA will be holding a conference to discuss Brexit and the potential effects for hauliers in Northern Ireland. It will take place on October 18th at the Rosspark Hotel near Ballymena. It will be free for members to attend and there will be a nominal charge for non-members. We will have speakers from the ports, from customs and from the ferries. There will be chances to ask questions about roads development, transport corridors, borders and any other issues that are a concern. Keep the date and if you would like to book places go to www.rha.uk.net/events/2018-10-october/northern-ireland-conference. See you there!

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Volvo FH Has Been Drivers' Choice For A Quarter Of A Century

A unique driver focus and a truly revolutionary cab paved the way for the instant success of the Volvo FH when it was first launched in 1993. It was also the most technically advanced truck of its time.

Now - a quarter of a century later - it remains an innovative leader, not the least within areas that directly benefits drivers, such as safety and driver care.

Claes Nilsson, President Volvo Trucks, sees the Volvo FH as the backbone of Volvo Trucks when it comes to image as well as creating profitability for the customers and offer a state-of-the-art workplace environment for the drivers. He recalls how the bold introduction in 1993 marked the start of a very successful time for Volvo Trucks.

"We were coming towards the end of a recession, but decided to make a big push, and this proved a real success. We launched the FH at the right time and had the most attractive product when the economy and transport market turned upwards again," says Claes Nilsson.

From day one, the Volvo FH has been a forerunner in safety. Not the least within

passive safety, where Volvo Trucks was the first truck brand to offer an airbag (1995) and introduced Front Under-run Protection System (FUPS) in 1996 - ten years before it became a legal requirement. This progress continues to this day and the truck is also equipped with the latest active safety systems.

Alongside driver comfort, safety has been the guiding star when designing the cab. During the development, the truck was subjected to thousands of simulated collision tests and around a hundred 'real' crash tests. Collision-absorbing beams and doors are made of dual-phase steel and the body panelling is made from the strongest available steel. In short, every detail of the exterior and interior design work together to make the Volvo FH the safest truck to date from Volvo Trucks.

The Volvo FH has also taken performance and productivity of heavy-duty trucks to a new level. Among the many innovations, the revolutionary I-Shift automated gearbox (2001) deserves a special mention, since today it has become an industry benchmark as it has evolved to meet different demands and needs ever since.

A major leap came in 2017 with the launch of Volvo FH LNG. This gas-powered truck delivers the same performance as other Volvo FH trucks, it can be run on either biogas, which cuts CO₂ by up to 100 per cent, or natural gas which reduces CO₂ emissions by 20 per cent compared with diesel.

The Volvo FH is the only model to be named 'International Truck of the Year' three times - 1994, 2000 and 2014 - and almost one million units of the model have been sold to date.



More Powerful ThermoLite Solar Panels from Thermo King

Thermo King has expanded its ThermoLite solar panels portfolio with a more powerful, 110W model designed to provide a sustainable power management solution for reefer units while reducing their fuel consumption and CO₂ emissions.

In low light, Thermo King's new solar panels collect energy to keep the refrigeration unit's battery fully charged. This eliminates the need to use the engine to charge the battery and reduces fuel consumption by up to 23 percent and CO₂ emissions by 560kg. Solar panels are especially ideal for customers who have sustainability goals. "The time is right for fleet owners to invest in renewable technologies that

are innovative, reliable and sustainable," said Gary Mullins, aftermarket product manager at Thermo King. "These new, more powerful solar panels we give our customers a source of sustainable power on the road which increases operational efficiency, reducing their environmental footprint and favorable contributing to sustainability goals."

ThermoLite solar panels ensure that the refrigeration unit

battery remains continuously charged. This contributes to continuous operation of the reefer systems. Paired with telematics, it allows transport companies to be in constant contact with their trailers.

Fleet managers can access critical unit data at any time - off-road or safely during the journey - to ensure that the load is protected at all times and the unit is running efficiently.



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OPERATORS GET UP CLOSE AND PERSONAL AT MAN RIDE & DRIVE EVENT

MAN Truck & Bus recently invited customers from across the UK and Ireland to experience its full range of vans, trucks and buses, at a day-long ride and drive event at the Millbrook Proving Ground in Bedfordshire, as Dan Gilkes reports for Export & Freight.

Attendees were given the chance to get behind the wheel of a range of MAN trucks, from 7.5-tonne and 12-tonne TGL and TGM models, through to eight-wheeler tippers and the largest TGX tractors.

The star of the show for buyers of lighter TGL and TGM models, was the chance to try MAN's new D08 engine range, which along with new gearbox software for the TipMatic transmission, offers claimed fuel savings of up to 5%.

The D08 engine is equipped with a simplified exhaust gas cleaning system, using Selective Catalytic Reduction (SCR) only, helping to make the overall installation lighter and more efficient. The engine can also be run on biodiesel if required.

The software controlling the MAN TipMatic automated transmission has been tailored to match the output from this revised engine line, with three new functions now available to drivers. Idle Speed Driving lets the truck coast through slow-moving traffic or roll up to a roundabout, reducing wear on the clutch and making it easier to pull away.

Speed Shifting allows rapid changes between the three top gears, for increased efficiency on inclines, minimising tractive force interruptions. Finally, EfficientRole has been designed for gentle descents, using



kinetic energy to maintain momentum on varied routes and thereby saving fuel.

Cab updates

At the heavier end of the truck range, the TGX cab is now supplied with a new noise reduction package and an updated interior, in answer to requests from drivers. The TipMatic transmission control now sits in the main console and the dash is equipped with a new high-resolution display screen,

to provide clearer information for drivers.

MAN has also modified the living quarters in its biggest cab, with the central storage/cool box now moving right under the bottom bunk to offer increased space in the cab.

Turning brake

Perhaps the most useful change to MAN's six and eight-wheeler chassis is the option of a turning brake for the TGS construction range. This is designed to improve low-speed manoeuvrability off-road. With the turning brake function engaged, the rear wheels on the inside of a tight bend are gradually braked, depending on how far the steering wheel is turned. This helps to pull the truck around the corner, considerably reducing the turning circle on 6x4 and 8x4 chassis. The turning brake can be used at speeds of up to 30kph.

It really works too. On one of the tighter corners of Millbrook's off-road course, both MAN eight-wheelers and a number of competitor trucks that had been provided for comparison, had to shunt to get around the bend. Yet, with the turning brake engaged, it was possible to simply apply full lock and swing the 8x4 tipper around the bend, taking a far tighter line than the trucks without the system.

MAN is now also offering a hypoid drive axle





on its multi-wheel construction trucks. This is claimed to save up to 280kg, boosting payload in the weight sensitive aggregate market sector in particular. In addition, all of the firm's 8x4 chassis now come with a comprehensive four-year warranty, providing added peace of mind for operators.

TGE van line-up

The latest addition to the MAN line-up are the TGE vans, built in collaboration with parent company Volkswagen. The TGE range is now available with recently launched rear-wheel drive, along with the existing front and all-wheel drive models.

Also on offer, were Vans To Go ready-bodied conversions, launched at this year's CV Show in April. Rear-drive and the availability of ready built vehicles are important additions to the line-up for MAN. The company expects around 60% of TGE sales to be rear-driven, while VW is predicting the lion's share of the similar Crafter van to be front-wheel drive, reflecting their different customer base.

As with the front-wheel drive models, there are two wheelbases, three body lengths and three roof heights available for the panel van. Chassis cabs are also offered in two wheelbases and three lengths with the single cab, or two lengths when equipped with a crew cab.

While the front-wheel drive TGE is offered with a choice of 100hp (73kW), 140hp (103kW) and 174hp (130kW) versions of the VW group 2.0-litre diesel engine, the rear-wheel drive models come with the two higher powered motors only.



The 140hp gets a six-speed manual gearbox, while the 174hp can be ordered with the manual box or an eight-speed automatic transmission.

At present, the rear-driven TGE chassis cab form the basis of MAN's new Vans To Go range, providing customers with a ready-built solution. Initially this includes dropside and tipper bodies from Ingimex, along with a Luton body from JC Payne.

MAN has not ruled out front-driven

conversions if there is customer demand and the company also intends to introduce refrigerated bodies and a selection of racking options under the Vans To Go banner.

The MAN Ride & Drive event provided customers with an opportunity to try a wide range of vehicles, in a variety of situations, including on and off-road. There was also the opportunity to talk to body builders and converters, and to take a closer look at MAN's finance and service offerings.





LUCEY TRANSPORT LOGISTICS FLEET COVERED BY NEW MANTIS CCTV SOLUTION

Lucey Transport Logistics (LTL) have a long history in transporting goods; since 1932, they have established their industry leading brand, with now over 130 articulated and rigid trucks, 450 trailers, 240 employed in the business and 6 sites across the isle of Ireland.

Having extensive operations in Beverage, FMCG, Confectionary and Packaging sectors, highlights their commitment in providing a high standard of customer service.

With the help of the innovative MANTIS Vehicle CCTV System, the LTL fleet will be able to go through their day safer, protected and reassured.

MANTIS sets the standard for Vehicle CCTV systems, with 1080p Full HD cameras, you never miss a thing. Its intelligent reporting does all the work for you, with cameras that can be customized to suit any fleet, with multi-camera options ranging from 1 to 24 cameras, Evidence Centre, Geo-Fencing and Email Alerts informing you of any camera obstruction; MANTIS becomes a key element in the smooth running of a fleet.

The Challenge

Being insured with Aviva Insurance, LTL work closely together with Aviva to undergo the Aviva Driving School Scheme, helping their drivers to prevent accidents and reduce road risk.

Sadly, due to the day and age we live in, the larger vehicle is particularly prone to receive the blame in nearly every accident it is involved in. This impacts larger fleet insurance premiums, and with LTL's 230 trucks, this could easily accumulate to a 6-figure premium, per annum.

Due to LTL's significant reach of 6 sites around the isle of Ireland, it is especially difficult to watch over every vehicle and seemingly harder to find a reliable CCTV system.

Whilst being depended-on by numerous business' around Ireland, LTL knew they needed to make the right decision when finding a suitable CCTV solution. Considering dash-cams, LTL found they were restricted in terms of functionality, and after a series of accidents uncaught on camera, particularly from the side, they needed something superior to manage their fleet more effectively.

By setting three objectives of what they wanted their new camera system to achieve, LTL could then decipher which CCTV system suited them best.

The objectives:

1. Give drivers tools to assist driving and increase safety.
2. Minimize risk in the event of an accident.
3. Reduce overall insurance premiums.

The Solution

To improve the situation, MANTIS was installed due to its vast functionality and ability to add on an Advanced Driver Alert System (ADAS), which provides the driver with audible alerts such as lane departure and forward collision warnings. This strengthens the driver's skills whilst also reducing road risk for surrounding road users.

With MANTIS's main unique feature, Evidence Centre, where if a serious harsh breaking or harsh cornering event occurs, including collisions, video loss, camera cover and driver panic alarm, the footage is automatically

uploaded to a file in Evidence Centre. This allows LTL to stay informed of any near misses as well as promptly view footage and react as necessary, in the event of an accident. This can then be used as a training aid for LTL's Driver Trainers and increase their collision avoidance.

Over the first six months of having MANTIS, LTL has proved five accidents where their driver was not at fault. In one incident, the alleged truck driver was at fault for turning left into a car. MANTIS is able to record when an indicator is turned on, in this case MANTIS caught that the truck driver had their indicator on for a full 21 seconds before making the turn and in this time, the car had drove up beside the truck, therefore MANTIS proved the truck driver's innocence in this accident.

Furthermore, the MANTIS multi-camera system with full 1080p HD cameras lets you view in the best clarity, even when out of the office. LTL felt reassured their fleet was being managed due to the MANTIS Live App, which allows you to see your fleet in real time and can be easily downloaded from the App Store.

Donie Punch, Operations Director at Lucey Transport Logistics, had this to say: "By choosing MANTIS, we were able to keep track of our fleet just from the tip of our fingers. Only having the system for 7 months we can say it has proven its worth when it comes down to the crunch and we need footage fast. Evidence Centre has everything already caught and recorded for our viewing, so we can see what actually happened."

Drivers Urged to Act Safely at Level Crossings

Railway industry stakeholders, road authorities, academics and international institutions together with the International Union of Railways recently met for the official launch in Zagreb, Croatia, of the 10th International Level Crossing Awareness Day (ILCAD).

Translink, Northern Ireland Railways alongside ILCAD partners from 40 other countries will support this event by raising awareness within their areas. Every year, ILCAD partners select an overarching theme for the awareness campaign. This year, the message will focus on “Young level crossing users”.

Human behaviour is the main factor in road collisions and vast majority of collisions at level crossings are caused by drivers not observing the Highway Code, whether deliberately or unintentionally. Driver errors can result from tiredness, stress, consumption of alcohol or medication - prescription or otherwise - or simply from going too fast. They can also be caused by the inappropriate use of electronic devices.

Most “hyper-connected” individuals are young people aged between 15-35, many of whom admit to not being fully aware of their surroundings when using their mobile phones. Whether driving or walking over a level crossing, these individuals are being urged to be alert to their surroundings and be aware that their behaviour can lead to serious injuries and can endanger others – not only other road users but also railway staff and passengers.

NI Railways has CCTV at various areas across the network, as well as on board



Dunmurry crossing near Belfast is Safety Coordinator Keith Pollock.

trains and at level crossings and stations, which clearly captures footage of misuse.

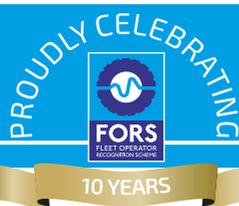
Keith Pollock, Level Crossing Risk Coordinator, Translink NI Railways, said, “In the past year, NI Railways employees have reported some major risks being taken by drivers and pedestrians, such as drivers attempting to rush through the

barriers as they descend, or failing to stop in time at a level crossing, causing significant damage to barrier arms and equipment. Our advice is to always approach a level crossing with due care and attention, and adjust your speed according to the environmental conditions. Never attempt to cross when the warning lights are displayed.”

Is licence checking too much like detective work?

The larger the fleet, the more difficult it is to keep tabs on who’s behind the wheel. That’s why **FORS**, the Fleet Operator Recognition Scheme, has partnered with Licence Bureau, the UK’s leading licence checking service, to bring transparency, speed and peace-of-mind to the often-burdensome task of driver licence administration.

FORS driver licence checking service – for a compliant, legal and safeguarded driver community.



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OFFICIAL OPENING OF COMBILIFT'S NEW €50M GLOBAL HQ IN MONAGHAN

Forklift manufacturer and material handling solutions provider Combilift has officially opened its new global headquarters and manufacturing facility in Monaghan.

Celebrating 20 years in business, the company has also revealed that 200 new jobs will be created over the next 3 years, bringing its total workforce to 750. The new jobs will be for skilled technicians, design engineers, logistics and supply chain specialists and those with mechanical and electrical mechatronics skills.

Speaking at the official opening An Taoiseach Leo Varadkar said: "Combilift is an incredible home-grown Monaghan success story. When the company was founded 20 years ago, it had three employees, a brilliant concept, and the ambition to make it a reality. We need more home-grown companies like Combilift if we are to achieve our vision for a prosperous future for communities living in counties all across the country. Combilift is playing a significant role in the Monaghan's success, and I would like to congratulate Robert Moffett and Martin Mc Vicar, their leadership team and staff, and everyone at the Combilift on their achievements to date and wish them every success for the future."

Built at a cost of €50 million, the new 46,500 metres square (500,000 sq ft) Global Headquarters and manufacturing facility will allow Combilift to double production. Established in 1998, Combilift currently exports 98% of its products to 85 countries through its 250-strong international dealer network.

Managing Director Martin McVicar attributes the company's impressive growth and its status as an acknowledged world leader in the material handling sector to mass customisation. "Combilift has set the benchmark for the mass production of customised innovative products. Mass customisation is the new frontier for

both the customer and the manufacturer as customers are increasingly expecting products to be tailored to their requirements. We listen to and take feedback on board from our customers and dealers to identify solutions that best match their individual specific needs."

Combilift invests 7% of its annual turnover in Research and Development to enhance its customisation capability and to maximise ROI for its customers. "The flexibility in our new facility means that we can continue to accommodate any request for a customised material handling solution. We also see ourselves as much more than a forklift manufacturer and are transforming the transport and logistics sector with our innovative, space-spacing products and our services."

The new purpose-built factory is set on a 100-acre site with room for future expansion when required. With 11 acres of roof space, it is one of the largest manufacturing operations under one single roof in the Republic of Ireland.

Incorporating the latest manufacturing processes with a focus on sustainability, the new factory will enable Combilift to double its output in a single shift across all production lines. Four 90 metre moving assembly lines produce a finished truck every 15 minutes. There are 60 welding bays, two plasma cutting machines, three paint lines which use sustainable water-based paints and three automatic shot blasters to cater for different sized products. 12,000 pallet locations ensure ample storage space for parts and components. The facility also includes a 50-seat cinema training room, 5,000 m² of office space and a dedicated



R&D Development and Testing Centre.

More than 50 truckloads of finished products are dispatched from the factory each week, and spare parts are shipped across the world to the dealer network.

Certified to international quality and safety management standards, the new headquarters and manufacturing facility has been awarded ISO 9001 international quality management system, ISO 14001 Environment Management and OHSAS 18001 Occupational Health and Safety Assessment Series.





Hyster Automation And Innovations Support Connected Intralogistics

With increased demand for ‘connected’ operations, Hyster Europe is supporting applications throughout the logistics chain with innovative 360 degree technology solutions.

“By working closely with our customers and our dealers, we identified a demand for a new and different approach to automation,” says Paul Smith, Manager, Integrated Solutions, for Hyster Europe. “We found that the costly automation solutions usually seen in the logistics sector are implemented on a large-scale but fail to meet the needs for recurring, but intermittent, automated tasks.”

The Hyster solution, which has been developed with leading automation technology specialists, addresses these challenges with an affordable, truck-based approach. Currently available on selected Hyster tow tractors, pedestrian counterbalance lift trucks, and low-level order pickers, the Hyster solution enables applications to benefit from the quality and reliability of Hyster trucks, alongside cutting-edge automation technology.

Rather than requiring complex changes to enable automated logistics, the Hyster truck-based solution maps the environment using natural features in the building. This means that the truck’s automated tasks can be easily adapted if the site infrastructure changes.

In addition, the flexible Hyster solution allows the truck to be used as a fully automated unit for repetitive tasks, or as a supportive, partly-automated machine, for activities such as order picking. The automation system can even be switched off completely so the truck can be used by an operator as normal.

“This automation solution better meets the needs of logistics applications around variable or peak demand,” says Paul. “However, what really sets our solution apart is our approach.”

Instead of offering a set package of technologies, the Hyster automation solution is completely customisable. By consulting with the customer and using the Hyster dealer’s extensive knowledge of the industry and application, the operational challenges are identified. The experts from Hyster Europe then conduct simulations and create the right solutions, so that the customer can easily develop and present a business case. The Hyster solution can then be implemented without the need for complex integrations with software and warehouse management systems.

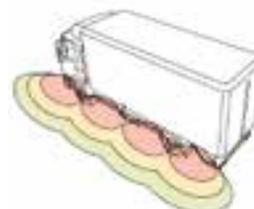
Once the agile ‘robotised’ solutions are in place, support, service and maintenance is available not only from Hyster Europe and its expert automation partners, but also from local Hyster distribution partners.

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Seamus Leheny

Policy & Membership Manager - Northern Ireland, Freight Transport Association



DON'T BURN YOUR BRIDGES

Warning, Brexit alert! I know what you're thinking...yet another story about Brexit. It feels like we can't turn on the TV, Radio, go online or read a newspaper without being swamped with Brexit news, much of it unclear or misinformed.

However bear with me on this one as we are slowly making our case to Government and our voice clearer through all the static noise around at present.

In the event of a bad deal or no deal for the UK, Northern Ireland stands to be disproportionately affected compared to Great Britain due to the nature of all-island supply chains.

Commercial goods vehicle traffic across the Irish border were estimated at 4,677,772 vehicle movements for the year 2016 (HGV's, LGV's & Vans) - Source: Irish Revenue & Customs analysis of TII Data.

This works out at a staggering 12,788 commercial vehicle movements daily across the border.

If customs checks were to be imposed on cross border traffic, even at a minimal 1% then we would see around 128 physical inspections of goods vehicles daily. The impact of such checks would be additional costs for transport operators, delays and missed schedules.

Customs checks on things like tariffs is only the tip of the iceberg in terms of checks and there is potentially an even bigger problem facing supply chain logistics on the Island of Ireland.

Council Directive 97/78/EC of 18 December 1997 states that food products of animal origin, including meat, entering the EU shall

be subjected to veterinary checks. There are three elements to these checks.

- 1 Documentary Checks:** Verifying the veterinary certificates and documents accompanying the consignment.
- 2 Identity Checks:** Check to ensure products in vehicle match those described in documents. This will mean physical inspection of vehicle to check seal numbers.
- 3 Physical Check:** Here the consignment is physically inspected which can include examining the packaging, checking temperatures, sending samples for analysis to a laboratory and vets may smell or taste a product.

Veterinary checks must take place at the physical point where goods enter the EU so without some special agreement, veterinary checks and the associated infrastructure would have to be put into place at the Irish Border in order to protect the integrity of the European food supply chain. This would result in every such load having to stop to lodge documents, ID checks and potentially a physical inspection.

The UK may also have to reciprocate such checks for goods entering Northern Ireland and Great Britain as potential future trade partners will want to limit the UK market from the supply of similar EU products that they wish to sell us instead.

This not only contradicts the Government assurances of a frictionless Irish border but it would lead to near paralysis of freight at the Border as 33% of export sales (£2.7bn) from Northern Ireland to the Republic is food and animals and represents 18% of tonnage at 770,000 tonnes a year.

Due to the complex All-Island supply chains developed in recent decades, vital commodities, much of it Agri based, cross the border several times before the finished product is ready for export. Any additional costs due to delays, administration and re-routing of loads threatens to decimate this important indigenous industry.

The maximum facilitation option proposed recently by Government relies heavily on a technology solution for the Irish border, technology that has yet to be confirmed, developed and tested.

At a recent meeting I facilitated and attended with the Brexit Secretary for State David Davis and Northern Ireland Secretary for State Karen Bradley at Stormont along with four local members involved in cross border haulage on May 20th (Surefreight, Woodside, B.P McKeefry and W.S Dennison) we outlined why this idea would not solve the issue around the Irish border. This ranged from consignments changing vehicles several times, identification of what is inside vehicles, veterinary checks and that it would still rely on Infrastructure. It was also explained that many cross border freight movements are consolidated loads therefore for example you could have one lorry carrying forty different consignments, each one unique with different points of origin and destination. This could mean a check on one pallet of goods on a truck could have consequences for dozens of other businesses.

Northern Ireland is a unique place within the UK and Europe therefore it's going to take a unique solution to solve the issue around the border.

The Government often state they don't want to see a return to the border of the past, it's the border of the future we are concerned about. This is why the Government should be looking to make Northern Ireland a bridge between the UK and the EU rather than a prohibitive border.

The EU stipulates the frequency of checks as follows;

Non-EU Import Checks	Product	Official that undertakes inspection	Frequency of Checks		
			Documentary Checks	ID Checks	Physical Checks
	Beef, Lamb, Pork	Official Veterinarian	100%	100%	20%
	Poultry		100%	100%	50%



Keep The Irish Border Open To Protect Trade, FTA Tells Ministers

The Freight Transport Association has reiterated its call for an Irish border solution which protects frictionless trading arrangements post-Brexit, in a recent meeting with leading British politicians at Stormont.

Talking to Secretary of State for Exiting the EU David Davis, Secretary of State for Business, MP Greg Clark and Secretary of State for Northern Ireland Karen Bradley, FTA's Northern Ireland policy manager Seamus Leheny stressed that the association's members need trade to continue to flow freely across the border, without delays, to ensure that business can be supported on both sides of the border.

Also represented at the

meeting were Woodside Haulage, Surefreight, WS Dennison and BP McKeefry.

"Logistics operators are clear that the Irish border must remain frictionless after Brexit, to ensure that trading relationships are protected and business can continue to flourish," Mr Leheny says. "This weekend's meeting gave us the chance to share the concerns of the freight and logistics sector with ministers, who were open to possible

solutions which would protect the integrity of Ireland's businesses, as well as its borders."

During the visit, the MPs discussed their proposed "maximum facilitation" solution to the Irish border with Mr Leheny and other business representatives and considered ways in which the constitutional and economic integrity of the UK could be upheld, while reinforcing commitments made to the people of Northern Ireland.

"The Irish border situation is complicated, with physical and political constraints that need careful consideration before a workable solution can be found," Mr Leheny continues. "The conversations we had this weekend were a welcome opportunity to raise the concerns of the logistics industry directly with those at the negotiating table in Brussels, particularly the need to avoid infrastructure at the border, and the fact that technology at the border on vehicles will not be a workable solution. Clarity over the rules of origin for goods is vital, and despite the fact that compliance for the north-south trading route will be difficult to administer, I am confident that our message – that Ireland needs to remain open for business, with no delays at its borders – will be carried into the next round of talks with the EU."

NI Chamber of Commerce President Re-elected

Ellvena Graham, Chair of ESB Group, has been reappointed President of Northern Ireland Chamber of Commerce and Industry at the organisation's Annual General Meeting which took place at Belfast's Titanic Hotel.

She will be supported by two NI Chamber Vice-Presidents - Ian Henry, Director at the Henry Group and John Healy, Managing Director of Allstate NI.

The NI Chamber AGM also saw Andrea McLroy-Rose, Partner and Head of Office at Pinsent Masons, and Orla Corr, Executive Chairperson of the McAvoy Group, appointed to the NI Chamber Board.



Pictured (left-right) are Andrea McLroy-Rose (Pinsent Masons); John Healy (Allstate NI); Ellvena Graham (NI Chamber); Orla Corr (McAvoy Group) and Ian Henry (Henry Group).



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Peter Morrow

FORS Manager – Northern Ireland.



VAN BEST PRACTICE – REASONS TO BE CHEERFUL

Van operators in Northern Ireland, while exempt from the requirement to hold an O-Licence, must still comply with minimum operating standards. No O-Licence does not mean ‘no responsibility’.

While many transport companies, particularly parcel carriers, operate van fleets, the majority of Northern Ireland's 90,000-plus vans are owned and driven by individuals plying a trade.

And that's not insignificant set against the fact that vans represented 8% of Northern Ireland's 1.13 million vehicles in 2016*, but they travelled further total distances than other commercial vehicles.

In 2014, vans accounted for 5.8% of the estimated total 19.8 billion kilometres travelled by all vehicles in Northern Ireland; that's 200 million kilometres more than the total distance travelled by all HGVs and PSVs.**

These same trades people operate their vans commercially, meaning they are subject to the rules and regulations surrounding commercial vehicle operation, particularly in respect to safety, efficiency and environmental consideration on the road.

It's true that a service engineer, for example, may think their van is merely the means of getting from A-to-B, but their responsibilities on the road still directly affect vulnerable road users; and this holds true whether the van driver is a sole-trader or a parcel courier. The same degree of skill and professionalism afforded at the place of work should be adopted behind the wheel to and from any location. The key word here is ‘professionalism’; that same service engineer is a professional in all aspects of the job – including when behind the wheel.

Livery and contact details often adorn the side of vans, so poor driving may very easily lead to a bad reputation – and the same holds true for rental companies. Responsibility rests with the driver. A van's contents may also be damaged through aggressive or thoughtless driving, resulting in compensation claims or potential delays for customers – in any event, there will be a financial cost to the operator.

FORS, the Fleet Operator Recognition Scheme, is a voluntary best practice accreditation scheme focused on driving up standards throughout the transport industry – providing pathways for both van and truck operators. Members



are encouraged to progress from FORS Bronze through to FORS Gold membership while enjoying ever-increasing levels of safety, efficiency and sustainability along the way. One of the key benefits for FORS members is the FORS Professional training programme; a fully comprehensive portfolio of training for drivers and managers.

For the van sector specifically, FORS Professional provides Van Smart training – a complete package that consists of a course, an eLearning module, guidance and advice for van drivers and operators of any size. Van Smart aims to reduce work related road risk (WRRR), improve on-road safety and create long-term behavioural change throughout the van sector. The course is provided in two sections – a theory module in the classroom and a practical ‘on-bike’ module where van drivers see first-hand the dangers which cyclists face in towns and cities. Both modules are delivered in one day at locations across the UK and on dates throughout the year. Van Smart is Driver CPC accredited, and is aligned to meet the requirements of FORS Silver accreditation, WRRR and CLOCS

(Construction Logistics & Community Safety).

A driver handbook is given to attendees of the Van Smart course covering all aspects of safe, economic and defensive driving. A Van Smart Toolkit for Managers is also available, providing a ‘how to’ guide for transport managers whose task it is to implement the Van Smart programme, including guidance on staff recruitment, improving driving standards and running internal safety campaigns. A Competency Framework underpins the Van Smart toolkit, defining which competencies van drivers must possess and the behaviours they must demonstrate. Also included within the toolkit is a series of six driver briefings to promote informal discussion among drivers; each ‘Talk’ focuses on a specific safety issue and mirrors the key messages contained within the toolkit itself – with a Poster Set visually communicating these six key points.

HGV drivers benefit from the FORS Professional Safe Urban Driving (SUD) course which contains essential classroom and practical on-cycle training for operating in an urban environment, in the same way as Van Smart does for van drivers. Van drivers are also able to undertake SUD, and indeed, many attended an SUD course in Antrim on 21st June – coming shortly after Bike Week in Northern Ireland. Further FORS eLearning opportunities are available with Cycle Safety, Smart Driving and Security & Counter Terrorism – all focusing on safety, responsibility and driving behaviour. Smart Deliveries, on the other hand, is a course focusing on the avoidance of fines and charges while LoCITY is geared towards fuel efficient driving and benefitting the environment. Fleet managers benefit from the comprehensive FORS Practitioner workshop series. For van operators, FORS really does provide the definitive benchmark for best practice, and a practical resource for improving safety, efficiency and environmental protection.

* Northern Ireland Transport Statistics 2016-2017 – published by the Department for Infrastructure

** Annual Road Traffic Estimates: Vehicle KMs Travelled in Northern Ireland, 2014 – published by the Department for Infrastructure

Blue Tree Customers Growing After Acquisition

Marc Eisenberg, ORBCOMM's Chief Executive Officer (right), is pictured with Donal Travers, Head of Technology at the IDA, at the unveiling of ORBCOMM's brand at the offices of Galway-based Blue Tree Systems Limited.

Blue Tree Systems was acquired by ORBCOMM, a global leader and innovator in the industrial Internet of Things, in October 2017.

Leveraging the best-in-class technology developed by some of Ireland's most talented engineers, Blue Tree adds truck in-cab and refrigerated fleet vehicle solutions to ORBCOMM's industry-leading cargo solutions, enabling the company to provide the most complete transportation solution offering covering nearly every asset class, all visible in a single platform.

Since the acquisition, ORBCOMM has added 20 new Blue Tree customers, including deployments and evaluations, and expects to add 10 additional customers in the second quarter of this year.



Michelin Makes Bus, Coach And Truck Appointment

Michelin has appointed Andrew French, 38, as Director of Services and Solutions for the UK, Ireland and Nordics, giving him direct responsibility for Michelin solutions which manages the tyres on more than 80,000 buses, coaches and trucks in these markets.

As well as heading a team looking after some of Michelin's biggest European customers, French will be responsible for continuing the growth of new Michelin solutions technology into the marketplace.

This includes the EFFITRAILER telematics system and a suite of new app-based digital tools to boost fleet efficiency.

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Graham Scholes, Managing Director at BRS.



BRS is celebrating 70 years in business and will be marking this key milestone with colleagues and customers throughout the year, and a Range T460 6x2 demonstrator vehicle is emblazoned in the company colours and 70th Anniversary logo design.

BRS Celebrates 70 Years In Business

BRS is celebrating 70 years of successfully meeting and exceeding customer requirements, and will be marking this key milestone with colleagues and customers throughout the year.

A Range T460 6x2 demonstrator vehicle has been especially liveried in the company's colours and 70th Anniversary logo design to commemorate the occasion.

"We are very proud of the role BRS has played in the history of British transport, and we are looking forward to celebrating our 70 years in business with our customers, employees and partners who have put their trust in us," says Graham Scholes, Managing Director at BRS.

"As well as taking a trip down memory lane this year, we will be focusing on the future and building on the customer-centric approach and commitment to service excellence that has

been at the heart of our long-term success."

Originally formed in 1948 as part of the post war nationalisation of industry programme, the Road Haulage Executive, trading as British Road Services (now BRS), was under the control of the British Transport Federation (BTF). BRS, which shares its 70th anniversary year with the National Health Service, was set up to provide efficient, integrated road distribution networks for road haulage. Its distinctive red trucks with green sheeting and the BTF Lion emblazoned on the door were a familiar sight on the UK's roads for many years.

By the late 1970s, BRS was part of the National

Freight Company (NFC) and in 1981 the company was the subject of an employee buyout led by then-Chairman, Sir Peter Thompson. In 1994, BRS's Renault business and contract hire portfolio was acquired by Volvo Group, and in 2010 an agreement was reached for BRS to offer only Renault Trucks products.

Today, BRS operates in close partnership with Renault Trucks to offer flexible contract hire and truck rental solutions that are tailored around individual business requirements, with a loyal and growing customer base that is built on trust and a reputation for delivering consistently high service levels.

Majority Of Transport Operators Concerned About Financial Impact Of Clean Air Policies

More than 85% of road transport professionals surveyed at the Microlise Transport Conference feel that measures to improve air quality will have a negative financial impact on their business.

In addition 92% believe that the needs of the transport industry are not being considered, or are only partially being considered, in relation to the introduction of Clean Air Zones and Low Emission Zones.

Moreover, three quarters (74%) think that the Government is unfairly legislating against the transport industry and almost half (44%) feel that running a transport operation is harder now than it was 12 months ago.

These were the findings of a poll of more than 1,200 delegates who were attending Europe's largest road transport conference recently

at The Ricoh Arena in Coventry.

"The poll findings make for difficult reading and really highlight the squeezed position the road transport industry finds itself in," said Bob Harbey, Microlise Executive Director. "Despite this, our industry takes its responsibilities seriously and continues to work towards improving efficiency – in part by implementing new technologies."

In the 12 months up until the end of Q3 2017 the road transport industry moved more than 150bn tonnes of goods – a three percent increase on the preceding 12 months. Yet for the same period,

vehicles travelled one percent fewer miles than a year earlier, hinting at a more efficient environment for transport operators.

New technologies, innovation and a lot of hard work play a major role in achieving this and half of delegates said that they believe the biggest opportunity for the industry lay in the use of technology.

Of those polled, two thirds said that they already have alternative fuel vehicles in their fleet and 78% plan to trial alternatively fuelled vehicles as they come to market. Despite this, 65% of respondents said they believe diesel will still be powering

more than half of their fleet by 2025. Preventing HGV-related terrorism was also a major topic at the conference, with Scott Gibbons from National Counter Terrorism Policing Headquarters addressing the audience. Asked whether they have made any changes directly as a result of the recent spate of terrorist attacks using vehicles, just under two thirds (63%) of delegates said they had not and a third (37%) said they have no specific processes or policies relating to the issue.

The next Microlise Transport Conference takes place on 15th May 2019.

SAF-Holland service training videos online

In direct response to demands from SAF-Holland customers and service engineers, SAF-Holland's exclusive UK and Ireland distributor, IMS Limited, is creating a comprehensive library of manufacturer - approved training videos and making these freely available via its website - www.imslimited.com



Ben McEvoy, IMS Limited Sales & Marketing Manager explained: "We made the commitment to produce a series of videos following a growing number of requests from our service partners. Typically, service outlets are extremely busy and technicians can find it very difficult to find time to jointly attend training sessions.

"They want quick and easy access to specialist instructional assets for specific tasks as and when they come into the workshop. So far, we've published six videos focusing on the SAF INTRADRUM integrated suspension system with more being filmed right now and a further batch currently in the editing suite. The plan is then to produce another series concentrating on INTRADISC."

Ben added: "The video resources are not intended to replace our one-to-one onsite training provision, which is a core part of our overall customer service support package, but to supplement it. This initiative was prompted by our customers and service partners and we're keen for them to keep talking to us and letting us know what additional training resources they need and we'll do our best to satisfy them."

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GOOD TURN OUT AT FTA'S TRANSPORT MANAGER CONFERENCE IN BELFAST



Belfast recently hosted the Freight Transport Association's annual Transport Manager Northern Ireland Conference at the Culloden Estate.

Sponsored by Iveco and Brigade, the event, which was chaired by the FTA's Policy Manager for Northern Ireland Seamus Leheny, gave fleet operators access to all the very latest information, guidance and best practice advice on legislation and enforcement changes.

Keynote speaker was John McGrath, Deputy Secretary - Transport and Resources at the Department for Infrastructure, whose responsibilities include road safety and vehicle regulation, the development of transportation policy, and the delivery of strategic transport planning, policy and legislation.

He provided a valuable insight into some of the key transport issues for the Northern Ireland administration in the upcoming year, not least on infrastructure and Brexit.

Delegates also heard from Kathleen Callanan, Head of Enforcement at the Road Safety Authority in the Republic of Ireland, on what to expect in terms of enforcement when operating vehicles south of the border.

Another revealing topic was on the subject of "Using vehicles as a weapon – preventing vehicle use in terrorism activity" which was presented by Mark Welshman of the Police Service for Northern Ireland.

He spoke about recent terrorist atrocities across the UK and Europe involving commercial vehicles which highlighted a real need for transport managers to do everything they can to ensure that terrorists have no opportunity to utilise their vehicles.

Other topics focused on city centre truck restrictions and the manufacturer's perspective with FTA's Natalie Chapman, while Martin Flach



Keynote speaker, John McGrath, Deputy Secretary - Transport and Resources (The Department for Infrastructure).

of Iveco provided an update on alternative fuel vehicles and the demands for Euro 6 trucks to meet the government's proposed air quality bill.

A talk on the Apprenticeship Levy one year on was given by FTA's Head of Skills Campaigns, Sally Gilson. She explained what the FTA was doing to help members get a fairer deal and how they could even start their own apprenticeship programmes.

Meanwhile, FTA's Head of Vans, Mark Cartwright, spoke about the award winning Van Excellence initiative to improve operating standards. He explained to delegates why the scheme continues to be important and the process involved in operator assessment.

The day ended with an interactive session with Sally Gilson highlighting some of the most common and more obscure issues dealt with by the FTA Member Advice Centre.



Headline Sponsor IVECO.



Seamus Leheny (FTA) Policy Manager, Northern Ireland.



Prize winner Pamela Dennison and Martin Flach (IVECO).



Kathleen Callanan, Head of Enforcement at (RSA) Road Safety Authority Ireland.



Mark Welshman, (PSNI) Regional Counter Terrorism Security Advisor.



Sponsor Brigade Electronics stand with Zoe Page and Chris Ewing.



Sean Clarke Business Development Director (NI Trucks) & Director, Alternative fuels Martin Flach (IVECO).



Keith Pollock of Translink (right) providing information to the attendees on the safe use of level crossings.



Coffee Break



Eric Higham (FTA) Senior Contract Manager Vehicle Inspection Services.



Natalie Chapman (FTA) Head of South of England and Urban Policy.



Sally Gibson (FTA) Head of Skills Campaign.

First FORS Practitioners graduate in Northern Ireland

FORS – the Fleet Operator Recognition Scheme – has welcomed Northern Ireland's first graduates from its FORS Practitioner workshop programme.

McBurney Transport's Lyle Watson from FORS Bronze, and Agro Merchants Emma McArdle and Leona Morrow, both from FORS Bronze, have each successfully completed the full series of ten FORS Practitioner workshops and now possess a comprehensive grounding in all aspects of fleet

management and operational best practice.

To date, over 1,000 individuals have achieved FORS Practitioners status.

A fundamental aspect of the FORS Professional dedicated training portfolio, FORS Practitioner workshops are designed and delivered by

transport experts, and are updated to provide essential, current content reflecting the very latest industry trends and technology.

Ten rigorous, half-day units provide a complete package of fleet management essentials, inclusive of managing work related road risk, safe and efficient fleet utilisation, reducing fuel use and minimising fines and charges.

Lyle, Emma and Leona benefited from attending FORS Practitioner workshops at a number of FORS members' locations around Northern Ireland with sponsorship provided by two FORS Associates – ProVision and NIBC Ltd. They were joined by fellow FORS members representing a wide cross-section of Northern Ireland's operating community – from single van operators to large fleets.

"We launched our FORS Practitioner workshops just six months ago," said Northern Ireland FORS Manager Peter Morrow, "and the uptake from FORS members has been very positive indeed. Lyle, Emma and Leona set themselves a challenging deadline to complete all ten workshops in a relatively short period of time," he said, "which is testament to their hard work and dedication – and they're now fully equipped to excel in their demanding roles."

Emma McArdle from FORS Bronze member, Agro Merchants, said, "I found the FORS Practitioner workshops extremely useful – challenging at times, but, ultimately, I know that the knowledge gained will prove beneficial in my day-to-day role. And, what I found of great value too," she said, "was the chance to share the learning experience with fellow transport professionals. We are all from very different operations with very different fleets, but the FORS focus on safety, efficiency and sustainability applies to all of us."



Pictured from left to right - Lyle Watson, McBurney Transport, Emma McArdle, Agro Merchants, Leona Morrow, Agro Merchants and Peter Morrow, Northern Ireland FORS Manager.

Working Together To Improve CV Wheel Safety

The Department for Transport (DfT) has agreed to work with MWheels to investigate ways in which the Heavy Goods Vehicle Inspection Manual's section on wheels can be enhanced to improve vehicle safety.

Following a meeting, which included senior officials from the DfT, DVSA, MWheels and the company's local Parliamentary representative Mike Kane, four distinct actions were identified to begin the process of cooperation. Initially, MWheels will produce a short report which highlights its concerns with the new UK testing regime in relation to EU Directives 2014/45/EU (Periodic) and 2014/47/EU (Roadside), emphasising where it believes the changes do not reflect the newly imposed minimum safety requirements as required by Europe. The company has also offered to share its detailed technical information and laboratory research findings on the life-shortening effects of non-circumferential hubs on CV wheels, which it would like the DfT to use for an educational campaign with fleet operators who are not aware of the situation. In addition, it has requested a joint

research project to start gathering important evidence on operational vehicles to see how many trailers do or do not conform to the UK and EU testing standards.

And to ensure the cooperation maintains a healthy momentum a meeting will be scheduled at the start of autumn for all parties to reconvene.

John Ellis, chief executive of MWheels, said: "We now understand why the EU Roadworthiness Directives were not introduced in ad-verbatim, it is up to each Member State to decide on its own testing regimes to meet the new minimum EU standards, but we believe there are still flaws in the updated UK approach.

"Within the discussions the DfT invited us to work with them to uncover solutions to certain problems, such as 'wheels not marked with a load index or load marking must be assumed to

be capable of carrying the axle weight', to research what can be introduced for the betterment of operational vehicle safety.

"The positive discussions very much mirrored those we have enjoyed with the EU back from 2012, and we will again share our detailed technical information so that answers can be found which are quick and simple to enforce without putting extra operational or financial burden on the fleet operator."

MWheels' eight-year CV wheel safety campaign saw major input into both EU Roadworthiness Directive Periodic and Roadside documents, which were fully implemented by all 27 Member States on May 20th, 2018.

The new European law states 'compatibility between parts and components, such as between wheels and wheel hubs, should be treated as a critical safety

item and should be checked during roadworthiness testing'.

Addition legislative text includes several visual wheel inspection prerequisites and that 'wheel size, technical design, compatibility or type not in accordance with the requirements [laid down by type-approval at first registration or first entry into service] and affecting road safety' will be classed as a major defect.

Under the new inspection regime 'minor' deficiencies should be addressed but no retest is required, 'major' problems will require a retest and 'dangerous' issues may see the Member State prohibit the use of the vehicle on public roads.

The new legislation also brings into context a number of minimum essential requirements that need to be stipulated when purchasing wheels, and furthermore the key roles that will be played by fleet managers and product purchasers.

Transport Business Leader Honoured By IoD

The director of one of Northern Ireland's leading transport firms was among 11 business leaders to be honoured at the annual Institute of Directors Northern Ireland (IoD NI) Director of the Year Awards sponsored by First Trust Bank.

Ashley McCulla is a second-generation family director of McCulla Ireland and was named Family Business Director of the Year.

Ashley took ownership of the firm in 1992 and has developed turnover from £700,000 to £23.5m. Ashley successfully spearheaded the company's approach of merging technology with a personalised service, ensuring it is on the cutting edge of the sector.

The awards were made at a ceremony held in the Merchant Hotel, Belfast, where winners across 11 categories were announced, each of whom will now be considered for the UK Director of the Year Awards, taking place in London later this year. The awards seek to honour directors at private, third and public sector organisations who go above and beyond to show exceptional levels of leadership and motivation and demonstrate good corporate governance.



Ashley is pictured with, from left, Brian Gillan, Head of Business and Corporate Banking, First Trust Bank; IoD NI Chairman Gordon Milligan and Adrian Moynihan, Head of First Trust Bank in Northern Ireland.

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TTS ASSESSORS NOW OFFER ACCREDITATION FOR VEHICLE TECHNICIANS AND WORKSHOPS

Industry standard accreditations irtec and Workshop Accreditation (WA) are now both available in Northern Ireland after Transport Training Services (TTS) auditors officially became qualified to make assessments.

Truck operators and franchised dealers in Northern Ireland will now be able to demonstrate professional standards by accrediting vehicle technicians with irtec and workshop premises with WA.

TTS, an advanced transport sector training facility at Nutt's Corner, now has approved auditors who can assess vehicle technicians on each four levels of the irtec vehicle licence, from Service Maintenance Technician to Master Technician. Licences are valid for five years and each holder will appear on an irtec technician register.

Such is the reliance on road transport for the economy in Ireland – north and south – a network of IRTE regional centres has been established to offer guidance and advice for engineering professionals with presentations and events throughout the year. Now, industry professionals in the region can underpin their credentials through IRTE accreditation.

Martin Hutchinson, CEO at TTS, said: "IRTEC licensing gives customers confidence that the individuals that are maintaining the vehicles are not only technically competent, but also signed up to a code of ethics. It sets them apart from the rest. irtec is a great test of practical skill, but also the underpinning knowledge that goes with it.

"Not only can it be dangerous to use unskilled technicians, but breakdowns can be very costly. The code of practice is very important because it means that the individual has pride in their profession, it raises the bar, and is a badge of honour."

As heavy goods vehicles become more sophisticated, using alternative fuels and, in some cases, automated technology, the role

of the technician has, consequently, become more demanding. TTS no longer train 'diesel fitters', says Martin; students are now known only as 'vehicle technicians' – a more accurate definition of their professionalised role.

"It is something we try to get through to our apprentices at a very early stage; this is not a hobby, it is about being professional and doing the job right. We must be recording everything, because the consequences of doing it wrong are at best expensive, and at worst, potentially fatal. irtec reinforces individuals who have taken the initiative, put their hands up, and are prepared to be tested," added Martin.

"For those businesses that are making the investment in equipment and training, having WA and irtec licensed technicians sets them apart from the average repair workshop, and that's what is needed for the technicians working on modern vehicles.

"The rate of diverse technical systems is growing exponentially – alternative fuels are one aspect, but so is the complexity of control systems – and for vehicles to run efficiently and reliably there is a great need for individuals to keep up-to-date. This challenge is getting more and more difficult, but irtec will help immeasurably."

Workshops able to demonstrate high operating standards, health & safety awareness and regulatory compliance can be awarded a licence for three years and will appear on the IRTE Workshop Accreditation register. The online database includes information on vehicle test pass rates, health and safety stats, location, services and facilities.

"Safer workshops are the priority. Whenever we hear of an accident in a workshop, we

automatically think of what we can do to help prevent it. Most workshops now want to demonstrate best practice and would value the recognition for working to a high level."

John Eastman, Chair of the IRTE Professional Sector Council, trained and approved the WA assessors in NI. He said: "It is clear that operators in Northern Ireland are making huge strides forward in the quality of its individual technicians and the standard of its workshops. To have independent assessors here to satisfy the demand for professional standards is fantastic news for industry. I was very impressed with the facilities at TTS and would have every confidence in the team to provide quality training support for the sector."

IRTE is one of three professional sectors of the Society of Operations Engineers (SOE). Chief Operating Officer at SOE, Daniel Moir, said: "TTS are just one of several regional centres now able to independently assess for WA in the UK. In doing so, the society is making our sought-after accreditations more easily available, giving vehicle operators and independent workshops the opportunity to quickly and easily prove their credentials."

Winners of the annual Region of the Year award at the SOE lunch last year, the IRTE Ireland North Centre remain hugely influential in the heavy vehicle and freight sectors, regularly organising popular and informative technical lectures on topical road transport matters.

Sam Patterson, Chair of the centre, said: "It is the only accreditation available to the transport industry in Northern Ireland, and it is absolutely key to the future of the sector."



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£400 Fine for Tachograph Offences

A County Down driver has been convicted at Belfast Magistrates' Court and fined a total of £400 plus £15 offender levy.

The conviction arose when DVA Vehicle Examiners directed a 3 axle articulated lorry in combination with a 3 axle trailer to the Department's Weighbridge facility at Corporation Street, Belfast for the purposes of an inspection.

The driver was asked to produce his tachograph card and following an analysis of the downloaded data it was revealed that the driver had failed to take the required daily rest on two occasions whilst driving. The driver was subsequently cautioned and interviewed.

Bus Driver and Operator Charged Over 'Daily Rest' Offences

A County Londonderry driver has been fined a total of £300 plus £15 offender levy at Lisburn Magistrates' Court after DVA Vehicle Examiners encountered a 29 seater Optare omnibus in Belfast.

The driver was asked to produce his tachograph card and following an analysis of the downloaded data it was revealed that he had failed to take the required daily rest on three occasions whilst driving. The driver was subsequently cautioned and interviewed. The operator was also interviewed and cautioned regarding the tachograph offences and was convicted at Belfast Magistrates' Court and fined a total of £900 plus £15 offender levy in relation to employing a driver who failed to take the required daily rest on three occasions, failing to make regular checks and/or organise a driver's work and having no Bus Operator's licence.

Had No HGV Road User Levy in Place

A Republic of Ireland driver has been convicted at Newry Magistrates' Court and fined a total of £400 plus £15 offender levy.

The conviction arose when DVA Vehicle Examiners directed a 3 x3 axle Iveco goods vehicles in combination with a semi-trailer to the Department's weighbridge facility at Loughbrickland for the purposes of an inspection and weight check.

The vehicle was found to be overloaded on the gross vehicle weight by 2,590Kgs (18%) and overweight on the 3 closely spaced axles by 4,250Kgs (5.9%). It was also noted that the driver failed to take the required daily rest on one occasion whilst driving.

Further checks revealed that there was no HGV Road User Levy in place for the vehicle to operate in Northern Ireland which is a requirement for foreign registered vehicles of 12,000kgs or over. The driver was subsequently cautioned and interviewed.

HGV Levy, Overweight and Tachograph Offences Result in £550 Fine

In a similar case at Lisburn Magistrates Court, a driver from the Republic of Ireland was fined a total of £550 plus £15 offender levy.

The conviction arose when DVA Vehicle Examiners directed a 3 axle Mercedes goods vehicle to the Department's weighbridge facility at Sprucefield for the purposes of an inspection and weight check. An examination took place and the vehicle was found to be overloaded on the 1st axle by 3,880 kgs (51.7%) over loaded on the 2nd axle by 1,750kgs (18.4%) and overloaded on the gross vehicle weight by 3,610Kgs (13.8%).

The vehicle was overloaded to such an extent a prohibition notice was issued requiring the load to be adjusted on site to the legal weight before entering a public road.

An analysis of tachograph records revealed that the driver failed to take the required daily rest on two occasions and exceeded daily driving on one occasion.

Further checks revealed that there was no HGV Road User Levy in place for the vehicle to operate in Northern Ireland which is a requirement for foreign registered vehicles over 12,000kgs or over.

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DAF partners with VDL Groep for fully electric CF truck

DAF Trucks is partnering with VDL to release a first series of CF Electric trucks into operation with leading customers in the course of this year.

The vehicles feature state-of-the-art VDL E-Power Technology for zero emissions and ultra-low noise. These field test trucks will be manufactured by DAF and the full electric installation will be completed by VDL Groep, demonstrating the strong cooperation between both companies in the field of

electrification of commercial vehicles.

"DAF has a strong history of developing innovative solutions to meet the evolving needs of our customers and we will continue to provide them the full complement of appropriate technology choices to ensure their success," stated Preston Feight, DAF Trucks president.

"DAF was among the first manufacturers to introduce a hybrid electric distribution truck in Europe and has continued to develop hybrid and electric powertrains. As cities announce their intention to require zero emissions and ultra-low noise we will make sure our customers have the optimal solutions for their success."

The CF Electric is a 4x2 tractor unit developed for up to 40 ton distribution applications within urban areas in which single or double axle semi-trailers are the standard. The truck is based on DAF's CF – 'International Truck of the Year 2018' – and uses VDL's advanced E-Power Technology for fully electric operation. Quick charging of the batteries can be executed in 30 minutes or a complete full charge can be accomplished in as little as 1.5 hours.

Thermo King Introduces Power Of Connectivity To Vehicle-Powered Refrigeration Units

Thermo King now offers its direct drive, vehicle-powered truck and van refrigeration units connected through TrackKing, its hallmark asset management system.

All new and existing units can now be equipped with this intelligent telematics system, which puts customers in the driver's seat when it comes to remote access of their refrigerated fleets. TrackKing allows easy monitoring

and analysing of refrigerated operations to ensure temperature control, compliance and maximum uptime - without taking assets off of the road. Part of the TrackKing telematics system, the TK BlueBox communication device collects

and stores unit data, which can be accessed through a free Thermo King Reefer mobile app on a smartphone or Bluetooth-enabled device. This allows fleet managers and drivers to remotely access vital unit data to ensure that the load is

protected at all times and the unit is running at its most efficient. Drivers can monitor cargo temperatures and the reefer even when they are away from the vehicle during deliveries or on a break. TrackKing can be integrated into other transport management systems to optimise asset utilisation and enable seamless data integration.

New Radio Remote Controls for Hoists and Cranes

J D Neuhaus (JDN) has further enhanced their remote control capabilities. Three remote control models are now available, RC-X, RC S and RC-SP, each comprising of a transmitter and receiver and all can either be integrated in existing JDN solutions or directly combined with a new JDN hoist.

One of the many advantages of the new JDN receiver is its rigid and extremely compact design. All components are housed in a space-saving, shock-resistant GRP (glass-reinforced plastic) casing featuring protection class IP65 (dust and water protected). A breathable membrane guides any condensation away from the interior to the exterior.

The design also offers seawater-resistance for offshore applications. The radio remote control model RC-X is even suitable for the use in potentially explosive environments rated up to ATEX zone 2/22.

Consideration has also been given to ease-of-installation. Even existing JDN hoists and

cranes can be retrofitted thanks to the standardised interface of the JDN RC. The receiver can be mounted directly on the hoist or the trolley, or individually at site. The compact design of the receiver makes it even suitable for hoists with low carrying capacity.

Individual solutions according to specific customer needs are available. Up to 20 hours of use is possible before recharging of the portable transmitter is required.

Perfect for covering long distances between hoist and operator, the JDN RC represents a sensitive alternative to applications with long control hoses. In addition, it can be used in hard-to-reach places and for simultaneous control of multiple hoists.



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ROY OWENS LOOKS BACK OVER A 40 YEAR CAREER WITH MERCEDES BENZ

As one of the UK's longest-serving and best known truck salesmen, Roy Owens is now enjoying a well-earned rest, having recently retired from his role at MBNI Truck & Van in Mallusk, as Export & Freight's David Stokes reports.

"Mercedes Benz Truck & Van has been a great company to work with over the years and I take away some very good memories," says Roy.

Roy's career began serving his apprenticeship at Charles Hurst in Belfast where he stayed for seven years. He then ventured into sales and the rest is history. A sales job with Agnew Commercials on the Lisburn Road in 1978 marked the beginning of a 40 year sales career with Mercedes-Benz.

"When the company moved to Mallusk, we worked out of a portacabin located at the end of a dusty track. Our sales stock initially consisted of just seven or so commercial vehicles. On the plus side, I got my first ever company car. My first ever commercial vehicle sale was a van, a Mercedes Benz 207, valued at just under £3,000. More van sales followed before I tried my hand at selling trucks which was altogether a totally different challenge.

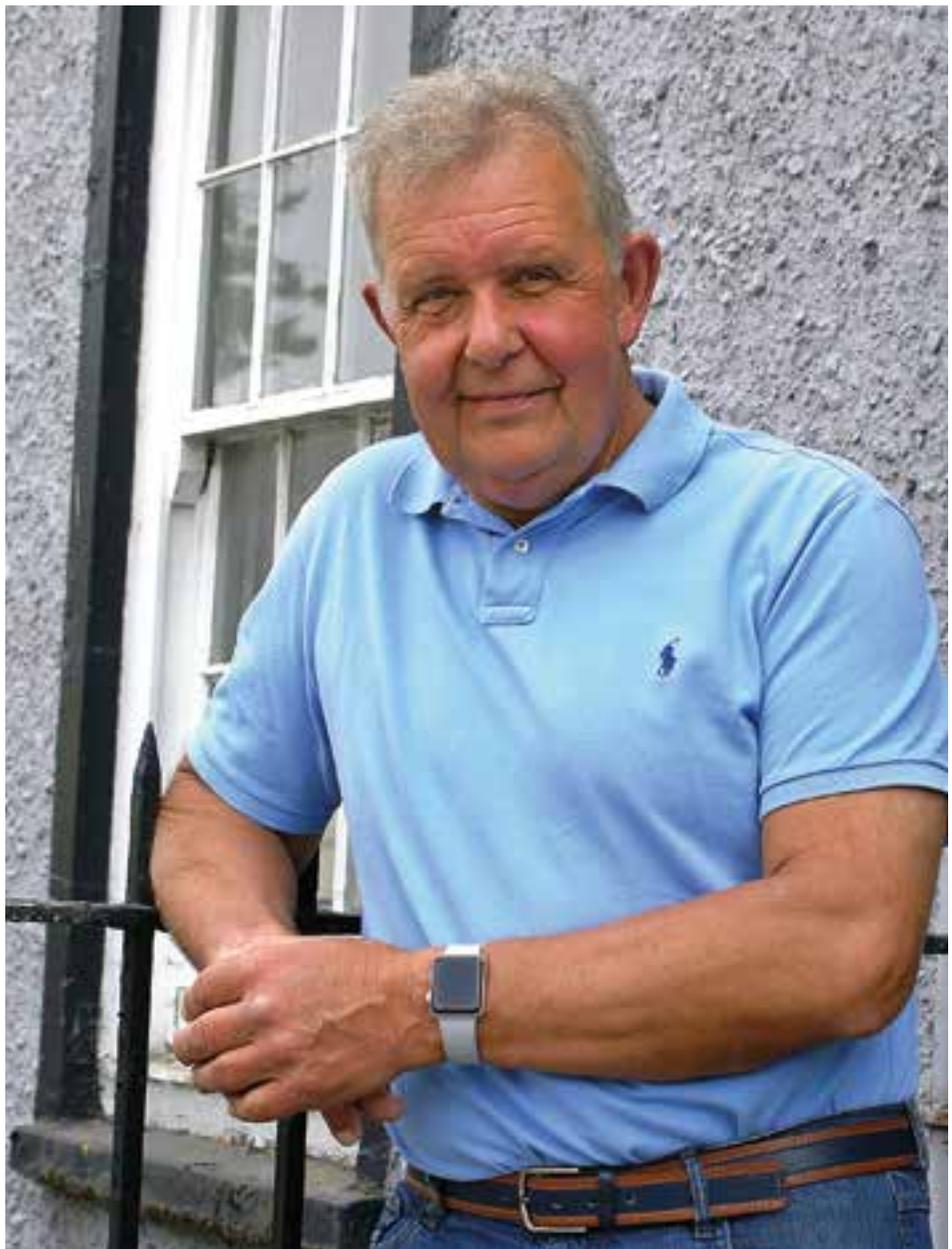
"My first truck sale was to Liam Connolly Transport; from memory it was a 4x2 Mercedes Benz 1826. After that I got increasingly involved in truck sales, securing a number of good fleet deals with some of our leading transport companies, many of whom remained loyal to the brand and are still going strong today, companies such as Curran Transport, Surefreight, Coca Cola, McCulla Ireland, Mulgrew Haulage and PRM Group."

Changes for the better

"There has been a lot of dramatic changes down through the years, and all for the better. Back in the day, trucks had 16 manual gears; today so much new technology has been introduced, such as automatic gearboxes and Predictive Powertrain Control making the trucks so much easier to drive. Big improvements, too, have been made in fuel economy and on emissions. And the Mercedes Benz cabs today are just incredible, offering drivers a fantastic working environment."

Doing 'business' has also changed considerably. "When I started out, everything was done with a pencil and paper and the deal was sealed with a handshake, confirmed later, of course, in writing.

"I was never one for selling a truck and then forgetting about the customer. At Mercedes Benz, we have always been focused on customer care and support; at the end of the day it makes a big difference. It has always been one of our strengths. During my career, I didn't wait on customers ringing me, I always made a point of getting together with them to keep them informed and to make sure they were still happy with the product and with our support."



So, when all is said and done, what did Roy like most about his career? "I never aspired to become part of management. I am not an office person. I really enjoyed the challenge of selling, completing a fleet deal gives you a lot of satisfaction."

All through his career, Roy stuck with the Mercedes Benz product. "Why wouldn't I? It is a great product, the range is very

reliable and very fuel efficient. I couldn't sell anything I don't believe in, and I always had every confidence in the brand, and still do.

So how is Roy enjoying his well-deserved retirement? "We spend a lot of time in Fermanagh where we have a small cruiser on Lough Erne, and we holiday often in Spain. I am also a keen motorbike fan. I bought my first bike when I was 16, and today I have a big BMW."

ARE YOU THE BEST? PROVE IT!

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CLOSING DATE for Entries 23rd July

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2018

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THURSDAY 27th SEPTEMBER**

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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

2018

Enter Below or Enter Online at www.exportandfreight.com

Safety Award



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

Driver of the Year



This Award will be presented to the commercial vehicle driver who offers a high standard of driving skills; excellent driving record and dedication to the trade. This will be a practical test held at Transport Training Services, Nutts corner, in August. 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. Telephone interviews will be held with candidates in July and August. 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. Entrants should show how they have gone the extra mile to service customers and outline why their company deserves the accolade of the best Service Provider in 2018.

PickUp 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.

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 with a 900-1700 kg payload which they see as the ultimate fleet van 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.

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.

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


 tick

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


 tick

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


 tick

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


 tick

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

Own Account Operator of the Year


 tick

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


 tick

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


 tick

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 Ports throughout the island. The award will be presented to the company/organisation/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

 tick

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 understanding 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 (UP TO 50 VEHICLES)


 tick

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.

National & International Haulier of the Year


 tick

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


 tick

This award invites all truck manufacturers to nominate one vehicle from their model range over 18 tonnes GVW which they see as the ultimate fleet truck for the UK and Ireland, the only conditions being 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 Fleet Truck of the Year by an independent panel of judges.

ENTRY FORM

HOW TO ENTER:

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

ENTER ONLINE AT www.exportandfreight.com

You can also submit supporting corporate material - brochures etc, including photographs of projects, services or products. You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category. The judges' decision is final and no correspondence will be entered into. All entries are private & confidential. The winner will remain confidential until the event. All entries/nominations should be received by 23rd July 2018 via online submission at www.exportandfreight.com or email to helen@4squaremedia.net or post to 4 SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down, BT26 6AE.

Pre-Dinner Reception courtesy of SEATRUCK FERRIES



Champagne courtesy of A1 Tyres



Wine courtesy of



Top Table Award courtesy of RHA





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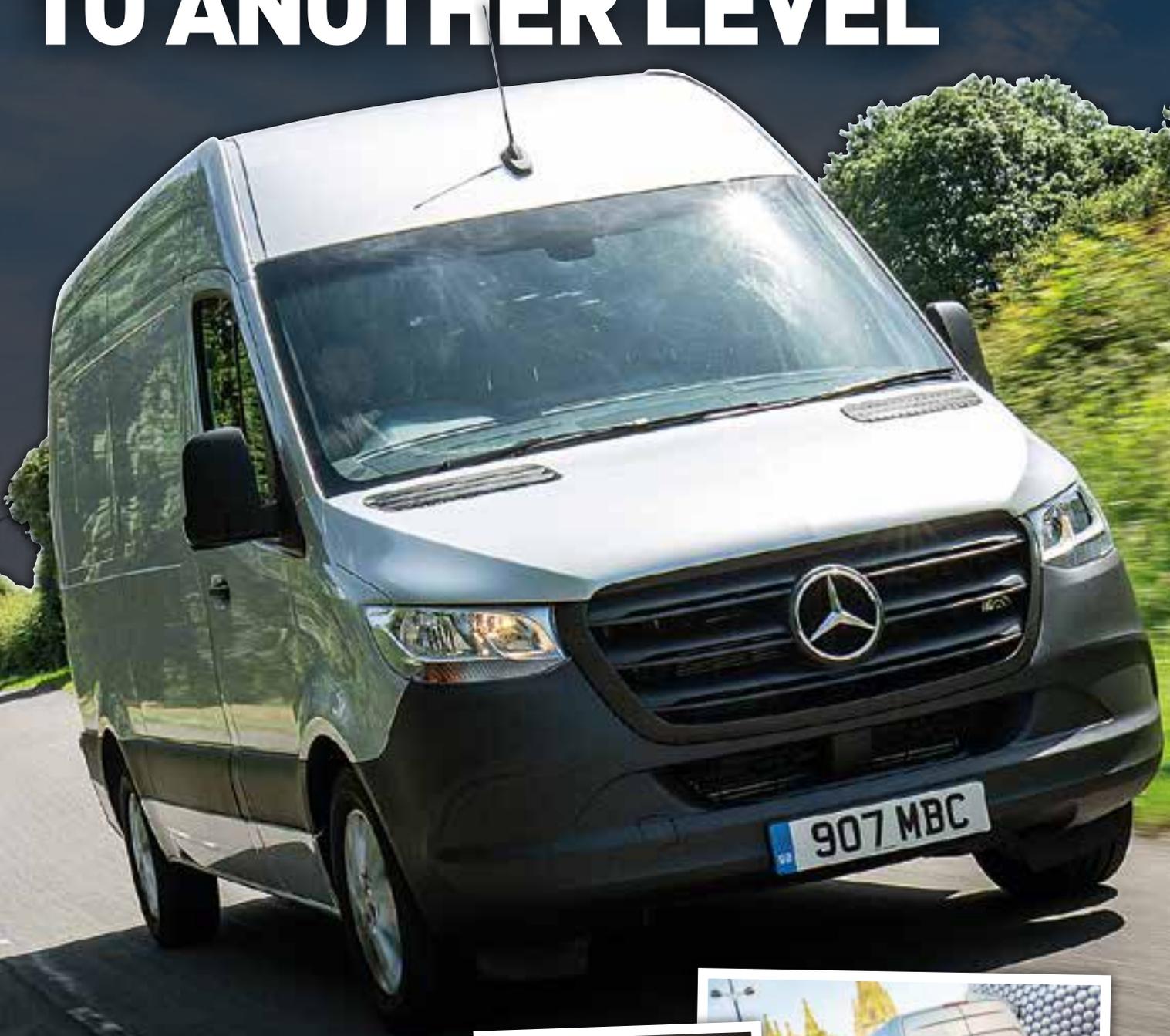
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MERCEDES BENZ TAKES NEW SPRINTER TO ANOTHER LEVEL



The new Mercedes Benz Sprinter certainly bristles with innovative technology, not only taking safety features to a new level, but also comfort and connectivity, as Van Ireland's Phil Eaglestone reports.



A much anticipated opportunity to get behind the wheel of this third generation Sprinter came recently during what was the first UK's unveiling of the van at a special Press Drive event in Warwickshire.

From our base at the Clayton Hotel in Birmingham, we had a choice of test routes taking us past some of the area's top attractions such as Kenilworth Castle, Anne Hathaway's Cottage, Warwick Castle and Chesterton Windmill – not that we had much time to concentrate on our surroundings; the 'star' was the van after all! And what a 'star'.

While comfort and safety features are comparable to that found in a passenger car – as we quickly discovered along the way - perhaps one of the most important new features is its comprehensive internet connectivity.

Mercedes PRO connect enables assignments to be managed online and vehicle information such as location, fuel level or maintenance intervals to be retrieved almost in real time. Eight packages are available including Vehicle Supervision, Vehicle Operations, Fleet Communication, Maintenance Management and a Digital Driver's Logbook.

For example, Vehicle Supervision displays all relevant vehicle data as well as the usage of the vehicle over a defined period, while Vehicle Operations accesses vehicle location and flags when it enters or leaves a defined area (geofencing). The Vehicle Management tool sends messages, addresses or contact details to the Mercedes PRO connect app and enables information about upcoming servicing to support maintenance management, and for the first 3 years the Mercedes PRO service "Live Traffic" is available for free with the navigation system.

With more than 1,700 different versions available, the new Sprinter can be what you want it to be – an ideal solution for courier services on the last mile delivery, for goods transport over longer distances or for service technicians using their vehicle as a mobile replacement parts store. The new Sprinter can also be put to work as a camper van or bus, and can even be used as an ambulance by rescue services.

Attractive and eye-catching on the outside, the interior is something else! The driver's working environment is spacious, uncluttered, comfortable and above all, practical, with ergonomically shaped seats, keyless start and an improved air conditioning system, together with a touch-capable multifunction steering wheel, and a 10.25-inch touchscreen, alongside wireless charging for smartphones.

Out on the road, handling and performance was exceptional. With speed-sensitive electric



power steering (EPS) as standard, other safety assistance systems available for the new Sprinter include a reversing camera showing its image in the rear-view mirror, a modern Parking package with a 360-degree view, a rain sensor and wipers with an integrated Wet Wiper system to ensure optimum visibility even during the wiping process.

Other standard safety features that combine to make this one of the safest large vans on the road include DISTRONIC adaptive cruise control which enables you to set the desired speed from 12 mph upwards, and the system automatically maintains an adequate safety distance from the vehicle ahead. Then there is Traffic Sign Assist which draws additional attention to speed limits, no-entry and no-overtaking restrictions. How clever is that?

The well-proven drive concept with rear and all-wheel drive is now supplemented with a new front-wheel drive system; the payload of this version increases by 50 kg compared to rear-wheel drive. The FWD model also offers an 80mm lower loading sill which makes loading and unloading, as well as exiting and entering, considerably more convenient. The maximum load capacity is 17 m³, with tonnages up to 5.5 tonnes.

On the technical side, the new Sprinter includes two newly developed transmissions for front-wheel drive. The nine-speed automatic torque converter transmission is a first in the large van segment. The gear ranges are graduated to give an optimum balance between low consumption and agile handling. Other virtues

include a low noise level and outstanding ride comfort. The new 6-speed manual transmission impresses with maximum gearshift comfort and no irritating vibrations of the shift lever.

For the Sprinter variants with a diesel engine and rear-wheel drive, maintenance intervals up to a maximum of 37,000 miles or two years are envisaged in the European markets. The newly introduced front-wheel drive variant is due for a service after a maximum of 24,500 miles or two years. The first two generations of the Sprinter attracted more than 3.4 million customers in 130 countries around the world, and with prices for this new model starting from £24,350 (ex VAT) for the entry-level version with front-wheel drive, we are sure that remarkable success story is set to continue.

eSprinter

Meanwhile, as part of the strategy of Mercedes-Benz for electrification of the commercial van fleet, a new eSprinter will enter the market in 2019 in the form of a 3.5-tonne panel van with high roof and a load capacity of up to 10.5 m³.

With a maximum range of up to 93 miles or maximum payload of over 1,000 kg, there will be a choice of two battery options. The charging time is around six hours, unless the eSprinter is charged at a DC fast charging station when after 45 minutes both battery capacities will be provided with 80 percent of their range again. Customers will have a choice of maximum speeds: a top speed of 49 mph in urban environments conserves energy reserves and increases range, or if more pace is required, top speeds of up to 75 mph should be possible.





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New Citroën Berlingo Designed For All Uses and Dedicated To Comfort

Originally launched in 1996, with more than 1.5 million units already produced, the third-generation Citroën Berlingo Light Commercial Vehicle has been unveiled - named New Citroën Berlingo Van.

The practical, efficient and comfortable, the new model features large load volumes, easy access and numerous in-cabin options, including Extenso® Cab and Crew Van versions.

With technologies new to the LCV segment, such as an Overload Indicator - the very first application of this technology in a vehicle of this type - the high-tech model is equipped with 20 driver assistance systems and four connectivity technologies.

The range boasts the latest-generation BlueHDi 1.5 diesel and PureTech 1.2 petrol engines, and Citroën's new EAT8 automatic gearbox. Available in two sizes M and XL, UK order books will open in the autumn of 2018.

Citroën was the first brand to introduce a diesel powered LCV, the first to launch a van with an integrated load area and the first to launch an LCV model with three seats in the cabin.

A benchmark model for business professionals for many years, the Citroën Berlingo LCV has



been a key player in its segment with important updates for each generation of the vehicle.

Overall, Citroën achieved 9.7% share in 2017 in the commercial vehicle market in Europe, taking third place in the rankings with almost 73,000 units sold - with the current Berlingo continuing as the brand's top-selling LCV.

In fact, the current Berlingo accounted for 40% of Citroën's total LCV registrations in the first quarter of 2018. Citroën intends to continue this success story with this third-generation version.

Increased Warranty Across Mercedes-Benz Van Range

In a move which will increase appeal to new and returning customers, Mercedes-Benz has announced that its standard warranty across its van range in Ireland will now increase to 3 years.

Enhancing the period

of cover from two to three years, the warranty is vehicle specific and comes as standard to vans registered from the 1st of July next.

Coupled with increasing an already

strong residual value, Mercedes-Benz says its customers will benefit from 'advanced reliability, protection and care-free motoring'.

From the mid-sized Vito to the all-new Sprinter, the 3-year warranty will extend also to the recently-

introduced X-Class pickup, thereby adding to the allure that this wholly modern range will hold.

Said by Fergus Conheady, sales manager for Mercedes-Benz commercial vehicles in Ireland, to be a 'welcome' feature that will provide customers with yet an

extra level of support, the new, 3-year van warranty will, he said: 'add to that sense of confidence and well-being customers experience when purchasing a new vehicle from what, in the case of Mercedes-Benz, is an already outstanding product range'.

LDV Appoints New Dealer Development Manager As Part Of Expansion Plans

LDV has announced the appointment of Peter Johnson as Dealer Development Manager for the UK.

Following the appointment of

Bill Laidlaw last year, Peter joins the dealer development team, reinforcing the company's strategy for growth.

The latest appointment further strengthens the senior management team with Peter responsible for the ongoing development of LDV's dealer network.

With forty years of sales experience in the motor trade, including 25 years in light commercials, Peter brings experience from Vauxhall, Fiat and Ford franchises.

Peter's time at Ford included the position of Commercial and Rental Manager for Inchcape Farnborough and Commercial, Fleet and Rental Manager for Bristol Street, Bromley in Ford's commercial division.

The appointment coincides with the expansion of LDV's presence across Europe. The LDV range, which is distributed by the Harris Group, is present in a total of seven territories including the UK, Ireland, Channel Islands, Isle



Peter Johnson, Dealer Development Manager LDV UK.

of Man and most recently Malta and Cyprus.

The UK and Ireland dealer network stands upwards of 44 dealers and Mark Barrett, general

manager for LDV UK & Ireland, confirmed that the company is putting on a big drive to expand the dealer network throughout the UK.

Speaking of Peter's appointment, Mark said: "Peter has extensive experience and a thorough understanding of the Commercial Vehicle industry which will be invaluable as he helps drive the expansion of our dealership network. It is an important time for us as we expand into new markets, including outside of mainland Europe which is a huge milestone for us. Having re-established the LDV brand and laid the foundations for future growth with a fantastic dealer network, the next two years will see some exciting developments in terms of product offering and further expansion."

Commenting on his new role, Peter said: 'I am thrilled to join LDV at such an exciting period of growth. It is an iconic brand and one which I very much look forward to representing. LDV dealers are known for going the extra mile and the round-the-clock after care service provided really is second to none.'



TAKING A LOOK AT CURRENT TRAILER TRENDS

With the UK trailer market predicted to be around 20,000 units plus for 2018, there's likely to be a dip in sales when the UK is scheduled to leave the EU in 2019.

After that, however,

UK-based transport consulting group, Clear International, believes a return to growth in trailer sales is on the cards.

"Following the decline in demand in 2018/19 there will be a return to growth in trailer sales in 2020/21. Furthermore, as we move into the 2020s it is likely that demand for commercial vehicles will follow an upward path so that by mid-decade we will be approaching levels above those of 2017."

Clear International says that the UK market is currently receding from the heady level of trailer demand seen in 2015/16 and as a result will have the unique distinction of shrinking every year from 2016 to 2019. Despite this trend, says Clear, the UK market will fall below 20,000 trailers only in 2019, and therefore remains above the typical market level before the Global Financial Crisis.

That said, Hireco's demand for new trailers, for example, has increased year on year, driving them in early 2018 to place their largest order to date: 1,265 trailers all on BPW axle and suspension systems.

Of the overall total, Dennison will be building 265 flat skeleton trailers, while Lawrence David are providing 200 pillarless trailers and a further 100 are being provided by Tiger Trailers, with Gray & Adams, specialists in temperature controlled trailers, producing 50 refrigerated trailers.

The biggest share - a mixture of 650 curtainsiders and box vans - goes to SDC who continue to innovate. The company exhibited its first Hydraulic Lifting Deck Curtainsider at the recent CV Show. Commented Chief Executive Officer, Enda Cushnahan: "We are always looking for solutions to meet the needs of the Operators in the Industry and we are very



confident that this trailer is one of the most innovative and industry changing trailers on the market."

The Hydraulic Lifting Deck Curtainsider, which is currently undergoing ENXL approval, has a lightweight deck design and is suitable for 52 pallet operations which provide many economic benefits to the operator.

Krone, meanwhile, has introduced a new system for ordering trailer parts which says the company will speed up supply and guarantee accurate parts replacement for the life of every Krone vehicle.

Using a unique quick-response code, which is stamped onto the registration plate of every Krone

trailer, the customer simply scans the information, using a mobile or tablet, to gain instant access to the trailer parts list and all relevant data - such as part numbers, description and availability. Then, using the Krone Online Shop, the parts can be quickly ordered.

Also stepping up its activities in the trailer market is Schmitz Cargobull, which continues to grow its customer base in Ireland; it recently established a new Service Partner, Belfast Port Commercials, as part of its strategy to grow its support network.

We have more news on that, and other developments in the trailer market, in the following pages...



GLEESON STEEL & ENGINEERING LTD MARKS HALF A CENTURY OF EXPERTISE & INNOVATION

Putting the customer first has always held Gleeson Steel & Engineering Ltd (GSE) in good stead since it was first established in 1968. Now, 50 years on, the company has become one of the country's leading truck body manufacturers and steel fabricators.

Success hasn't happened by accident. It has taken not only hard work and dedication, but also a focused strategy that has encompassed diversification and continual investment in the business and its people.

Founded by the Gleeson family, more specifically, the late Murt Gleeson and his wife Alice, the County Tipperary headquartered company has evolved over the last half century by producing products that meet the demands of an ever increasing competitive steel market.

GSE can trace its success right back to the days when it initially supplied steel fabrication buildings and other products to the farming community, and it still does, but its cutting edge truck body building expertise now plays a major part of today's operation.

Participating in major shows and exhibitions across Ireland and the UK, including the Hillhead and Tip-Ex events, has seen the company's name and products come to the fore in recent years.

Today, it is headed up by sons PJ and Tomas Gleeson, with their mother still playing an active role in the day to day running of the business which, through its truck bodies division, supplies an innovative and extensive range of certified type approved bodies and trailers for a customer base that is both broad and diverse – from construction and quarry

operations to utilities and agricultural.

Commitment

"We are 100% committed to offering the high spec, high quality and durable products that our customers have come to expect. Our commitment to manufacturing technologies, as well as our investment in highly skilled engineers, certified welders and production personnel, ensures that each product manufactured fully meets customers' expectations," says PJ.

It is a business that doesn't stand still, with significant investment going into research and development to come up with designs and products that the customer needs and wants. Indeed, with 50 years in manufacturing, the company's reputation for delivering timely, competitive and valued products is nationally recognised.

Another First

One of the company's more recent sales was to Mercedes Benz Truck & Van NI involving the delivery of four custom designed 'Rock Armour' tipper bodies, the first of their kind in the country.

The heavy duty bodies, which were fitted to Mercedes Benz eight-wheeler Aroc trucks for Quinn Building Products in Fermanagh who've been recently updating their fleet, can easily withstand the rugged and tough quarry

environment in which they are working.

The Hardox bodies each feature an hydraulic tail door, as well as a cab protector hood to prevent potential damage to the vehicle or injury to the driver.

Innovation

This latest order is indicative of just how impressive the company's product portfolio is. Several years ago it partnered Italian tipper specialists Drago as its exclusive distributors to introduce what was then a new style tipper body into the UK and Irish markets, suitable for all bulk materials with a contoured body designed to optimise material discharge and allow for bulk material centering.

The design, using a bolt together technique, makes for quick and easy assembly. This also makes maintenance and repair much simpler, as these can be done in far less time and at far lower cost than repairs to the traditional welded bodies. It minimises the time that a truck needs to be taken out of service.

The E100 has a full Hardox body, complete with a 5mm floor, 4mm sides, headboard and tailboard and an automatic tailboard. The top rail is 5mm and is profiled to ensure its strength. The body comes with a sub-frame as standard.

CONTINUED ON PAGE 52 





GLEESON

TRUCK BODIES



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BLOCK BODY WITH CANVAS INFILLS



1100 INSULATED BODY



G100 LIGHTWEIGHT GRAB BODY



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GLEESON TRUCK BODIES ARE TYPE APPROVED COMMERCIAL BODY BUILDERS



CONTINUED

The top lifting ram used increases stability when tipping. The bolt together technology used also eliminates the risk of weld fracture and fatigue.

The company now has a full range of bolted bodies suitable for 26 and 32 tonne and five axle trucks, with a number of options including a full range of traditional welded bodies, grab bodies and smaller tipper bodies in the 3.5 tonne and 7.5 tonne truck range.

All Gleeson bodies are finished to the highest standard, each body being shot blasted, primed and finished to either single pack or two pack Crown paint finish; indeed, the company is renowned for its paint quality.

The company's state-of-the-art 30,000 sq ft facilities outside Thurles is fully equipped with a Saw and CNC Drill Line, a CNC Angle Line, an Industrial Spray Paint Booth, complete with Extractor Units and an Air Flow Heating System, and a Powder Coating Plant.

Apart from its truck body activities, parent

company Gleeson Steel has successfully completed a wide range of high quality projects throughout Munster and Ireland over the last number of years - from industrial buildings to fire stations, hospital refurbishments and medical facilities.

Health & Safety

With Safe-T certification and a rigorous health and safety management system in place, members of staff are trained and certified in every aspect of steel fabrication, facilitating the delivery of steel products, measured and cut to precision.

In 2014, it achieved compliance with the requirements of I.S. EN1090-1:2009 + A1:2011 for CE marking of Structural Steel, up to Execution Class 2 (EXC 2) which covers the fabrication of most of the structural steel used in Ireland and the UK.

This achievement follows a significant programme of investment by the company in a factory production control system, which covers stock management, skilled personnel, fabrication equipment and consumables,

together with the implementation of a regime of continuous inspection and testing of our welding and painting procedures.

All its steel erectors are fully trained in on-site safety measures and procedures. Ongoing training is a high priority for the company and is frequently reviewed. On site Health and Safety inspections are regularly carried out by Gleeson trained personnel and also by a consultant H&S company, employed by Gleeson Steel.

Team Focus

The company is quick to point out that apart from the quality of the product its continuing success is due in no small measure to the dedication and focus of the workforce – from designers and draftsmen to fabricators and paint sprayers - who are fully committed to customer satisfaction.

It's an approach that has seen this family owned and run business blossom in the good times and bad, and with 50 years of expertise and success already under its belt there is every reason to believe that the next 50 years will be every bit as exciting and productive.



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CONTRACT HIRE • FINANCE • MAINTENANCE

COMPANY PROFILE

Hireco NI Ltd is the leading commercial vehicle rental and leasing company in Northern Ireland. Based at Belfast docks and boasting a fleet of over 500 trailers and trucks, with a turnover of more than £4.5m.

At Hireco we can cover all aspects of your fleet rental and maintenance needs as well as assist with any other requirements you may have from contract hire, fleet buyouts, rental purchase to direct sale of quality used fleet with our vast amounts stock changing weekly speak to Ricky Graham or David Mullan at Hireco on 02890 740202 to see how we can help your business.

Hireco also operate several depots throughout the UK and Southern Ireland with a combined fleet of more than 6000 assets with our own dedicated maintenance division Serviceco which operates 24hrs a day, 365 days per year to ensure that your fleet remains on the road at all times. With this dedication to our customers the Hireco group has become one of the largest rental sales & leasing companies in the UK/Ireland.



NEW ARRIVALS



Batch of **NEW ENXL SPEC CURTAINSIDERS** various heights bpw drum brakes can be supplied in customer colours for contract hire.



Large selection of **NEW OR USED SLIDING SKELS** with bpw drum brakes for sale or hire.



Batch of **NEW FLAT PSK TRAILERS** bpw drum brakes full posts can be supplied in customer colours for contract hire.

USED SALES



Choice of **SCHMITZ FRIDGES 4.0M 2014 SINGLE TEMP CARRIER** engine saf disc brakes for sale or hire.



CURTAINSIDER 4.2M 2009 MONTRACON for drum brakes long mot.



Choice of **BOXVANS 4.2M 2013 ROLLER** doors bpw drum brakes.



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BELFAST PORT COMMERCIALS APPOINTED OFFICIAL SCHMITZ CARGOBULL SERVICE PARTNER

Schmitz Cargobull has further expanded its presence in Northern Ireland, with the recent appointment of a new Service Partner - Belfast Port Commercials.

Conveniently and centrally situated on the Dargan Road in the Belfast Harbour Estate, Belfast Port Commercials operate on a very impressive site which is ideal for carrying out maintenance operations and spare parts ordering for Schmitz Cargobull trailers.

Schmitz's head of aftermarket, Steve Vincent, who recently visited Belfast Port Commercials, says the appointment of the new Service Partner will not only boost the manufacturer's presence in the Province, but will be of real benefit to its customer base in Northern Ireland.

Comments Belfast Port Commercials General Manager John McLoughlin: "The Schmitz Cargobull brand here has been very well respected down through the years and the Irish market is set to grow significantly in the years ahead; we are proud to be a part of that.

"Since our appointment, we have built up a huge range of original spare parts which are available over the counter or on a next day delivery basis throughout Ireland. If on a rare occasion we don't have a particular part in stock, we can source it virtually overnight."

Adds John: "We have a fully equipped workshop, with trained technicians, and several service vans on the road, together with a recovery vehicle, to ensure any potential downtime for a customer is kept to an absolute minimum."

Service Contracts

Utilising the support of a Service Partner, of



Belfast Port Commercials General Manager, John McLoughlin & Schmitz Carobull Head of Aftersales, Steve Vincent.

course, represents an economic and trouble-free alternative to maintaining your own workshop and there are special advantages if you opt for a full service contract which is becoming increasingly popular with operators.

Apart from knowing all work is carried out professionally by an authorised Schmitz Cargobull service partner – in this case, Belfast Port Commercials - should you nevertheless break down on the road,





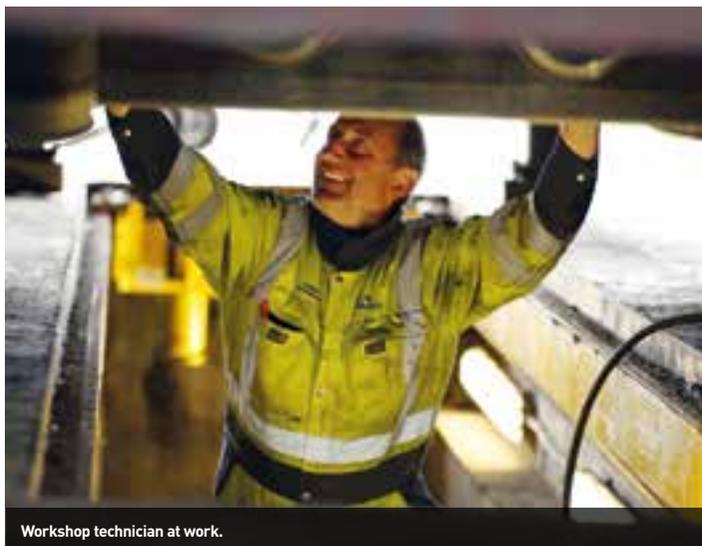
Belfast Port Commercials General Manager, John McLaughlin along with the workshop technicians.

help will only be a phone call away. Comments Steve Vincent: "Advances in technology are being made all the time, and trailers are becoming more and more technologically focused, so they can be expensive to maintain. Added to that, if an operator employs his own technicians, they have to be constantly trained to keep up to date. "With a full service contract in place, operators can concentrate doing what they do best, and we will look after the rest - managing their assets in an efficient manner and giving the customer peace of mind, knowing that there will be no hidden costs, apart from accident damage, of course." Schmitz Cargobull has a very strong customer base in both Northern Ireland and in the Irish Republic and while it has already two well

established Service Partners, it felt it essential to strengthen its service network to offer the highest levels of customer support. Adds Steve: "Belfast Port Commercials represents an excellent addition to our network, enabling us to provide a higher level of coverage for the whole island of Ireland. "Raising our service levels has been part of our key strategy over the last 18 months; the salesman may sell the first trailer, but we sell the rest of the package to provide first class, dependable support and care for the customer." He adds: "Our intention is to continue to grow our customer base in both the north and south of the country, and to do that we have a comprehensive product portfolio that offers flexibility, quality and reliability."

Telematics

That package also includes the latest in telematics, essential for transport chain transparency, with an array of data continually available to the driver, the freight agent and the customer to provide complete control and peace of mind. Temperature data is recorded in real time to prove that all transport has been conducted in accordance with the agreed requirements – and SMS and email alerts are available for fleet managers and drivers alike in the event of a problem. Maintenance and scheduling data is also available, meaning it is possible to track and record every aspect of the trailer's life, leading to more efficient and reliable temperature controlled distribution.



Workshop technician at work.



Belfast Port Commercials reception area.

New Trailer Innovations from Krone



With Krone's load securing curtain Safe Curtain, high-strength spring steel strips are integrated in vertical PVC tunnel pockets in the side curtains; it's a technology that offers operators a load securing system using the side curtain, meaning that the classical plug-in lathes can be dispensed with.

Handling the Safe Curtain is not only simpler, safer and quicker, but also – compared to conventional side curtains with plug-in lathes – there is a weight saving of around 90 kg.

The integrated spring steel strips also take on an anti-theft function in the vertical direction: If the curtain is deliberately cut, it is only possible to cut to the next spring steel strip. Repairing the curtain is also just as simple as repairing a standard side curtain. In addition, work-related accidents caused by plug-in lathes falling become a thing of the past.

The new safety curtain can be retrofitted to all existing Krone sliding curtain superstructures. The Safe Curtain is certified according to DIN EN 12642 Code XL (up to 140 km/h), VDI 2700 ff beverage certificate and Daimler 9.5. The rearward load securing on the semitrailer is still possible using locking bars.

Profi Liner

Meanwhile, Krone recently exhibited a Profi Liner curtainsider trailer at the Brussels commercial transport show, 'We are Transport', which features the market-proven Multi-Lock and Multi-Block load securing systems.

Used throughout Europe and known for its flexibility and safety, the Profi Liner comes with the Multi lock system as standard, with each side rave having up to 130 lashing points and a load capacity of 2,000 tonnes per loading point. This enables up to 3000 strapping permutations and the ability to load securely at any point along the trailer bed.

The optional Multi Block system is a transverse load restraint bar which fits across the trailer floor and clips into the Multi Lock strapping points along each side. 130 mm deep and with 22 lashing points at 80mm intervals, Multi Block provides additional security and safety for virtually any type of cargo.

Krone Parts

Krone, meanwhile, has introduced a new system for ordering trailer parts. Using a unique quick-response code, which is stamped onto the registration plate of every Krone trailer, the customer simply scans the information, using a mobile or tablet, to gain instant access to the trailer parts list and all relevant data - such as part numbers, description and availability. Then, using the Krone Online Shop, the parts can be quickly ordered.

As each QR code is unique to the trailer on which it is supplied, the operator will benefit from fast and accurate identification of the required spare part.

"We transport high value frozen and pharma products throughout Europe every week and the KRONE Cool Liner has the strength and versatility to ensure we provide 100% reliability for every load. That's why we keep coming back to KRONE."

Bernard Caffrey, Caffrey International



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Registered office: Fahrzeugwerk Bernard KRONE GmbH & Co. KG, Bernard-Krone-Straße 1, D-49757 Werlte, Germany



Trailer parts and repairs Ireland: McLoughlin Coachworks +44 (0) 28 3754 8418. Transway Spares (Transway Fleet Solutions) +353 1457 5099
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Dennison Trailers Secure Substantial Order from Surefreight

Dennison Trailers have agreed a significant order of 11 machinery trailers with Newry headquartered Surefreight.

The new carriers are to be used to fulfill Surefreight's obligations as part of a project with partner Avery Weigh Tronix. The machinery trailers will be crucial in the role of calibrating weigh bridges throughout the whole of the UK and Ireland.

The new trailers were a bespoke order to replace the existing trailers on the contract and as Avery Weigh Tronix have a very high service level Surefreight decided to purchase all new trailers to continue to improve on this. These trailers will cover all AWT customers across the UK and Ireland, calibrating their weigh bridges with an accompanying AWT engineer directing the driver throughout the calibration process. The trailers carry 20/22 ton of

calibrated weights used for platform and axle weigh bridge calibration plus a forklift truck on the rear which is used to lift the weights off the trailer and onto the weighbridge to carry out the calibration operation.

"Having dealt with us for many years, Surefreight share the family values we hold and they have worked closely with us to build a bespoke trailer which ticks all the boxes."

Plated for 48,000 kgs, the trailers come with 3 x BPW 12 ton axles on drum brakes and will be complete with rear steer and lift axle. This is very important in restricted sites especially when calibrating a shorter than normal weighbridge. Should the rear trailer axle not fit on the bridge, this allows

the driver to lift the rear most trailer axle to get the complete weight on the weighbridge and completing the calibration.

The trailers are also fitted with a large galvanised steel tool box which is used for carrying the smaller hand weights and variety of tools and spares, plus they have two spare wheels and a safety rail fitted around the front and both sides should any personnel be on the trailer bed. They also feature additional lashing points on the chimes to allow the weights and forklift truck to be safely restrained whilst in transit out on the public road.

Commented Vincent Wadell, Joint Managing Director of Surefreight: "We found Dennison Trailers to come in at a competitive price with



a good specification with additional features such as rear lift axle, that some other manufacturers couldn't provide but is very much required for this very niche market that we service to a very exact standard." He added: "I would have no hesitation recommending Dennison Trailers to anyone in the industry looking for good quality, bespoke products at competitive prices and keeping you in the picture throughout the manufacturing process to ensure the product is delivered on time, every time."

P&O Ferrymasters Invests in 240 Swap Bodies

P&O Ferrymasters has made a multi-million pound investment in 240 new swap body freight containers to further extend its pan-European intermodal logistics network.

The 45' curtainside units, which are one of the most sustainable ways of carrying freight, are the first of their kind in the P&O Ferrymasters fleet and will be used to transport goods by both rail and road. The design of swap bodies minimizes empty weight, thereby cutting fuel consumption and carbon emissions because there is less dead weight to carry.

Wim Blomme, P&O Ferrymasters' Intermodal Director, said: "Our customers will benefit from the flexibility of these multi-purpose load units, with the swap bodies being deployed on our routes in Poland, Italy and Spain. "The major advantage of the swap bodies is that goods can be loaded and unloaded from the side and top. They are equipped with sliding curtains, a sliding roof and solid rear doors to allow easy access via the open side, top and rear."



EXPORT & FREIGHT

GOLF MASTERS 2018

RECORD TURN OUT FOR AN AMAZING EXPORT & FREIGHT MASTERS GOLF EVENT

The sixth 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 – and even the weather played its part.

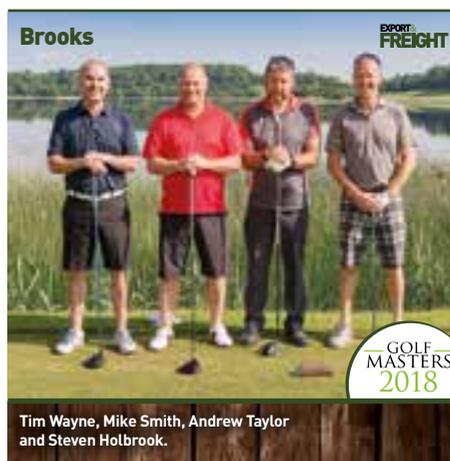
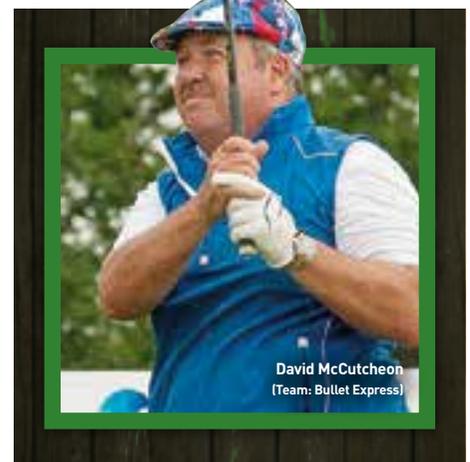
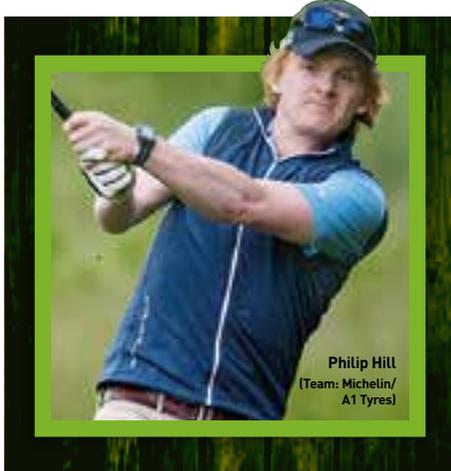
Those taking part in our highly competitive four-balls clearly enjoyed a memorable day on the greens amid bright sunshine, as our accompanying photographs well illustrate; and there were plenty of prizes being won along the way.

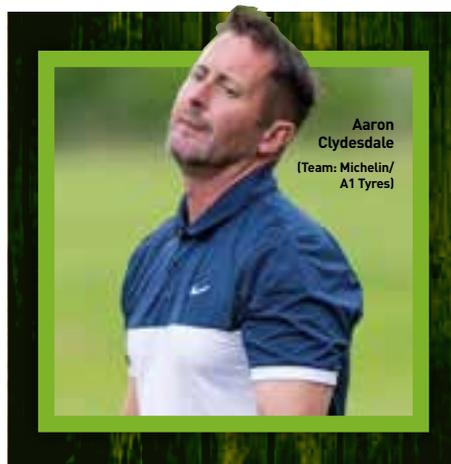
Not everyone took to the greens, but for our non-golfing guests, we had lots to keep them entertained with a special day of activities at Todd's Leap near Ballygawley, one of the largest outdoor centres of its kind in Ireland and voted the Number One adventure centre in the country.

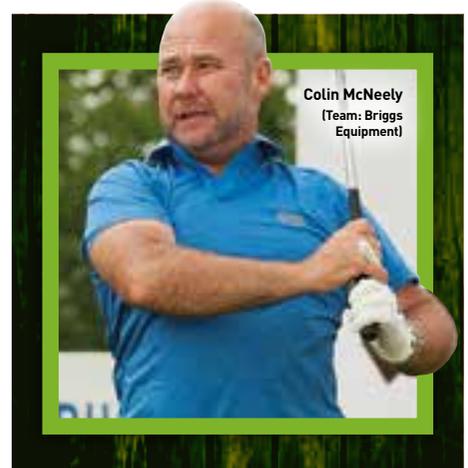
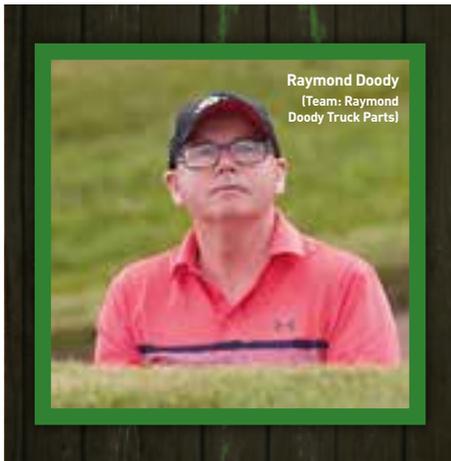
Guests enjoyed a whole range of activities, including rough and tough off-road driving across eight miles of mountainous, hill and river terrain, as well as clay pigeon shooting and zip lining over a half mile course.

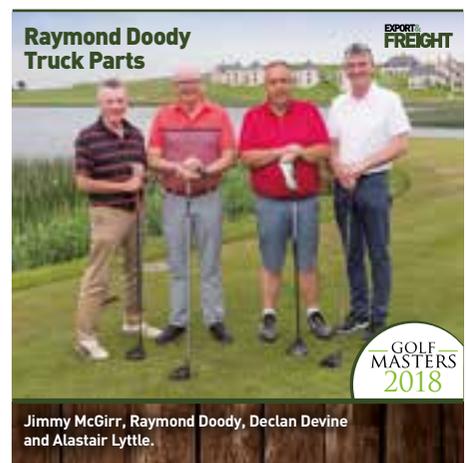
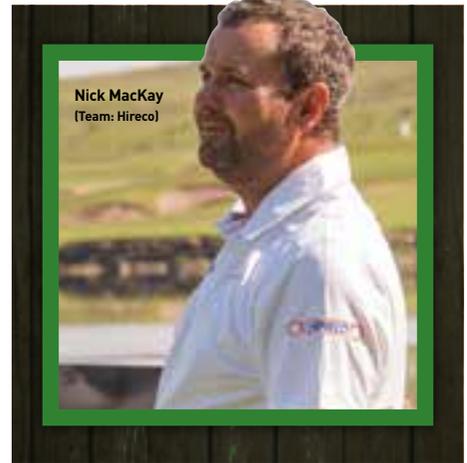
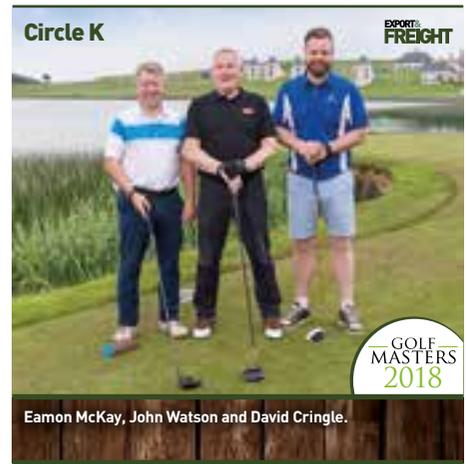
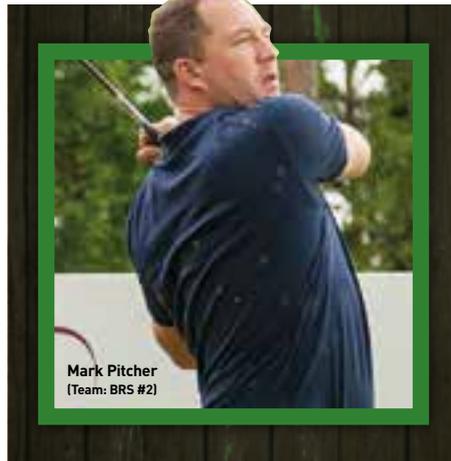
The day long events were rounded off by pre-dinner drinks, a four course evening meal, including wine - and the all-important prize giving ceremony – all of which we managed to capture on camera.













David O'Connor.



Anthony Rooney and Des Brennan.



John Joe Morgan.



Fergal McLoughlin, Aiden Hand and Derek Small.



Lockwoods Team.



Maurice Johnston, Paul McGimpsey, Sean Clarke and Mark Smith (NI Trucks Team 2).



Adrian Logan and Peter Duncan.



Sean Hughes.



Killian Morgan.



Aodh Hannon.



Anthony Rooney.



Fergal McLoughlin.



Philip Tracy.



Jimmy McGirr.



Chris Moss.



Hole 11 (Cronus Logistics) Jonathan Stewart & Nicola Walker with the BRS team.w



AJ Mernagh.



Arnold Thom.



Maurice Johnston and Sean Clarke.



Michael Robinson.



Gordon Best QPANI with Mark Johnson, Liz Hazleden and Guy Reynolds of Aquarius IT.



Sharon Burton and Nina Byrne of Circle K.



Robin Easton (DAF Trucks).



Trevor Reynolds (Lough Erne).



Anthony Rooney (Comblift).



Alex Patterson of MAN with Donal Rice of RK Trucks.



Garfield Harrison, Helen Beggs, Golda Burrows and Phil Eaglestone (Export & Freight).



John Marks, Roadtrucks Scania.



Ricky Graham, Hireco.



Colin McNeely (Briggs Equipment).



Alan Espie (TBF Thompson).



Garfield Harrison (Export & Freight).



Nicola Walker (Cronus Logistics).



Chris Curzon, Steve Turton, Neil Groves and Andy Dodge.



Graham Scholes, Dave Dobson, Wil Enfield and Kieran Sheen, of BRS.



Adrian Logan & Liz Hazleden (Aquarius IT).



Damian Devin, Chris Darbyshire and Damian McGrath, with Seatruck.



Brian McManus Surefreight; Garfield Harrison, Esport & Freight magazine; and John Marks, Roadtrucks Scania.



Nick McKay, Hireco; Ricky Graham, Hireco; Eamon McGurran, BPW; and Nick MacKay, Global Cargo.



Terry Maxwell (Maxwell Freight), Mark Cuskeran, Gavin Diamond (SDC Trailers), Andy Oliver (Oliver Transport) and Brian Bettie (RK Trucks).



Raymond Stockdale, J. Stockdale and Son Ltd Neil McKibben MBTV (NI).



Andrew Neil and Colin McNeely, Briggs Equipment with Phil Eaglestone, Export & Freight.



Robin Easton, DAF Trucks UK and John Purdy, TBF Thompson.



Tommy Maxwell (Maxwell Freight).



Andy Oliver (Oliver Transport).



Liz Hazleden (Aquarius IT).



Enjoying the Clay Shooting.



Matthew Keys (Diamond Trucks).



Total Wipe Out!



Tanya Alderdice (Woodsides Haulage).



Neil Groves (BPW).



Colin Moore (RK Trucks).



Guy Reynolds (Aquarius IT).



Declan Rafferty (Starplan Furniture).



Vincent Taggart (Road Trucks).



Todds Leap.



Phil Eaglestone (Export & Freight).



Glen Alderdice, Woodside Haulage.



Enjoying the Hill Rally Stage.



Andy Oliver (Oliver Transport) & Brian Lynch (TBF Thompson).



Brian Beattie (RK Trucks) & Gary Coburn (Close Bothers).



Mark Lannox (RK Trucks) Roger Allen (Allen Logistics) Brian Beattie (RK Trucks) and Colin Moore (RK Trucks).



Off to the 500 meter Zip line experience.



Paul Tyrell, Motis; Nicola Walker, Cronus Logistics; and AJ Mernagh, Motis.



Connor Byrne, Paul Hannaway and Billy Evans, with Modern Tyres.



Vicki Tumilson, Martin Hanley and Elaine Mark, with Roadtrucks.



Andy Jarvis, Jason Jordan, Barry McIlvanna and Ben McEvoy, with IMS.



Alf Gooding, BPW; Eamon McGurrel, BPW; Dickie Curran, Mercedes; and Steve Turton, BPW.



Pat Campbell and Alan Espie of TBF Thompson with Sean Clarke of NI Trucks.



Andy Porter of Michelin with Steve Benton and Oli Benton of SB Transport.



Paddy McKeown, PMK Accounts; Brigid Derry, Derry Bros. Shipping; and Stephen McAnaney of Allied Fleet.



Frank Scanlon, Kevin O'Hare, Maurice Johnston, James Cole, Paul McGimpsey and Mark Smith, with NI Trucks.



Martin Gormley, Frylite; Andy Oliver, Oliver Transport; Brian Beattie and Mark Lennox, MTB Truck and Bus; and Colin Surphlis, LW Surphlis.



Iain Latimer of Diamond Trucks with Stephen Shaw of Modern Tyres.



Gordon Best of QPANI with Adrian Madden of Close Brothers.



Declan Raffery, Starplan Furniture, and Mark Lennox, MAN Truck and Bus.



Dave Dobson, Graham Scholes and Doug Shawcross, with BRS.



Vincent Taggart, Roadtrucks; Michael Armstrong, McConaghy; and David Bonnes, Roadtrucks.



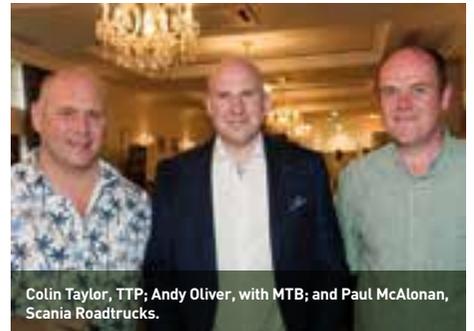
James McKee, with Kerr's Tyres, and Jamaes Allen and Terry Maxwell with MTB.



David Mullan, Ricky Graham, Brian Haverson and Nick McClay, Hireco.



Michael Moran, Colin Moore, Alex Patterson and Donal Rice, with MAN/RKTrucks.



Colin Taylor, TTP; Andy Oliver, with MTB; and Paul McAlonan, Scania Roadtrucks.



Dinner and prize giving reception.



Steven Websyter, Kevin Lacey, Bob O'Shea and Noel Lacey.



Helen Beggs, Export & Freight



Glen and Tanya Alderdice, Woodside Haulage; George Lee, Agro Merchants; and Chris Hutchinson, McBurney Transport.



Michael Robinson, Belfast Harbour; Stephen McCann, Wilson Salt; Michael Powers, Scruttons; Keith Davenport, Irwin's Quality Aggregates; Garfield Harrison, Export & Freight; Nigel McCaughey and Maurice Bullick, both Belfast Harbour.



1ST INDIVIDUAL – GREEN JACKET

1st Individual Prizes Sponsored by Export & Freight. Presented by Garfield Harrison & Helen Beggs - 1st Paul Davison (Kerrs Tyres) collected by James McKee, Kerr's Tyres.



2ND INDIVIDUAL

2nd Individual Prizes Sponsored by Export & Freight. Presented by Garfield Harrison & Helen Beggs - 2nd Noel Lacey (TTS).



3RD INDIVIDUAL

3rd Individual Prizes Sponsored by Export & Freight. Presented by Garfield Harrison - 3rd Chris Darby (Gray & Adams).

EXPORT & FREIGHT GOLF MASTERS 2018
SCOREBOARD

TOP 3

- 1 PAUL DAVIDSON 38PTS
- 2 NOEL LACEY 36PTS BETTER BACK 9
- 3 CHRIS DARBY 36PTS BETTER BACK 9

TEAM

- 1 MOTIS 86PTS BETTER BACK 9
- 2 HIRECO 86 PTS
- 3 BELFAST PORT 85 PTS



1ST OVERALL TEAM

Team Prizes 1st Overall Team Sponsored by Export & Freight. Presented by Helen Beggs & Garfield Harrison - 1st Motis, AJ Mernagh and Paul Tyrell.



2ND OVERALL TEAM

Team Prizes 2nd Overall Team Sponsored by Export & Freight. Presented by Helen Beggs - 2nd Hireco.



3RD OVERALL TEAM

Team Prizes 3rd Overall Team Sponsored by Export & Freight. Presented by Garfield Harrison - 3rd Belfast Harbour.



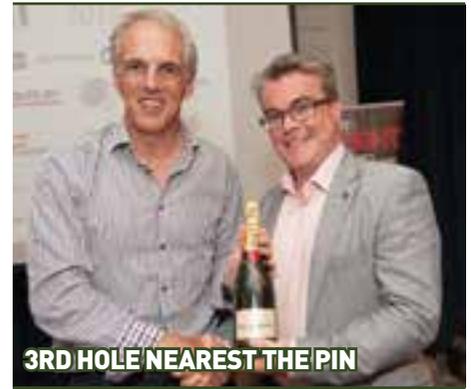
1ST HOLE LONGEST DRIVE

Sponsored by RK Trucks Presented by Donal Rice.
Winner: Colin Anderson (LVS).



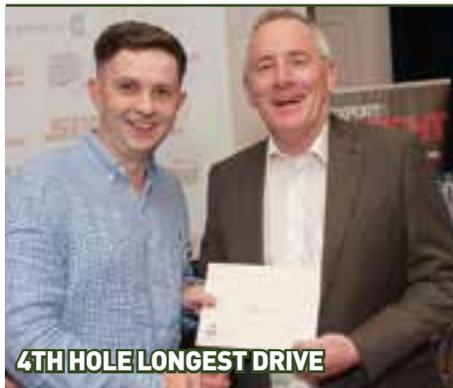
2ND HOLE NEAREST THE PIN IN 2

Sponsored by Hireco. Presented by Ricky Graham.
Winner: Billy Evans (Modern Tyres).



3RD HOLE NEAREST THE PIN

Sponsored by Seatruck Presented by Alastair Eagles.
Winner: Kevin O'Hare (NI Trucks).



4TH HOLE LONGEST DRIVE

Sponsored by Circle K Presented by John Watson.
Winner: John Morgan.



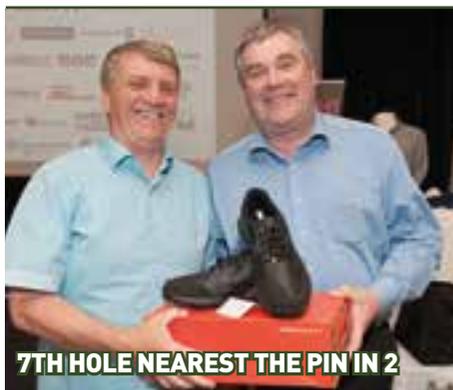
5TH HOLE LONGEST DRIVE

Sponsored by Mercedes Benz Truck & Van NI.
Presented by Neil McKibben. Winner: Anthony Rooney (Comblift).



4TH HOLE LONGEST DRIVE

Sponsored by Modern Tyres, Presented by Stephen Shaw.
Winner: Colin Anderson (LVS).



7TH HOLE NEAREST THE PIN IN 2

Sponsored by TTS Presented by Noel Lacey.
Winner: Phillip Tracey (Bullet Express).



9TH HOLE LONGEST DRIVE

Sponsored by Road Trucks Scania. Presented by Martin Hanley.
Winner: Nick McClay (Hireco).



10TH HOLE NEAREST THE PIN IN 2

Sponsored by Aquarius. Presented by Mark Johnston.
Winner: Victoria Hannon (Hannon Coaches).



11TH HOLE NEAREST THE PIN IN 2

Sponsored by Cronus Logistics. Presented by Nicola Walker.
Winner: Stephen Webster (TTS).



12TH HOLE NEAREST THE PIN

Sponsored by SDC Trailers, Presented by Enda Cushnahan.
Winner: Fergal McLoughlin (Strand Vaus).



15TH HOLE NEAREST THE PIN

Sponsored by Michelin Tyres/A1 Tyres. Presented by Wilson Mackey.
Winner: Billy Evans (Modern Tyres).



16TH HOLE LONGEST DRIVE

Sponsored by NI Trucks. Presented by Gary Clarke.
Winner: Victoria Hannon (Hannon Coaches).



17TH BEST DRESSED GOLFER

Sponsored by Stena. Presented by Anna Breen.
Winner: David McCutcheon (Bullet Express).



18TH HOLE NEAREST THE PIN

Sponsored by BRS. Presented by Chris Beeby.
Winner: Mike Benson (Hireco).



FALDO CHALLENGE

Sponsored by Export & Freight. Presented by Helen Beggs.
Winner: Anthony Rooney (Comblift).



LONGEST DRIVE OF THE SPONSORS

Presented by Golda Burrows (Export & Freight).
Winner: Anthony Rooney (Comblift).



Garfield Harrison
(Export & Freight)

BEST CLAY SHOOTERS SPONSORED BY EXPORT & FREIGHT.



1ST CLAY PIGEON

Colin Moore (RK Trucks).
Presented by Phil Eaglestone (Export & Freight).



2ND CLAY PIGEON

Declan Murphy collected by John Watson (Circle KI).
Presented by Phil Eaglestone (Export & Freight).



3RD CLAY PIGEON

Mark Johnston (Aquarius).
Presented by Phil Eaglestone (Export & Freight).

THREE PEOPLE WHO STOOD OUT ON THE DAY FOR OVERALL ENTHUSIASM, ENJOYMENT & DYNAMISM. PICKED BY TODDS LEAP.



Sponsored by Export & Freight. Presented by Golda Burrows. Winners: Denver Suitters, Kathryn Dickey (TTP) and Garvin McCauley (Close Bros).

Seatruck Ferries Helping Hauliers Tackle Driver Shortage

It may have slipped from the news headlines in recent months, but the driver shortage crisis is still very much a growing concern across the freight industry.

Indeed, according to a UK customer survey by Paragon Software Systems, the driver shortage is the biggest challenge facing the transport industry in 2018. The annual survey revealed that almost half of respondents state that the lack of drivers and other skilled workers across the industry was the biggest hurdle to success.

And according to recent newspaper reports, the shortage is growing at the rate of 50 a day – with a further 20,000 expected to quit by the end of the year, with British hauliers currently relying on about 60,000 foreign drivers to keep their fleets on the road.

The sector currently needs 52,000 LGV drivers across the country, says the Freight Transport Association, and commented Road Haulage Association chief executive Richard Burnett recently: “The average age of an HGV driver is 55 years. Many are retiring and not enough are coming through the system to replace them. It costs approximately £4k for a young person to get their Cat 1 HGV licence but too few young drivers have access to the funding needed and many smaller operators simply cannot afford to take on apprentice drivers.”

Not surprisingly, the driver shortage continues to cause many operators to reassess their traditional ‘accompanied’ method of transporting goods, for example, across the Irish Sea.

Operating out of Warrenpoint Port, Seatruck



Alistair Eagles, CEO of Seatruck

Ferries, who specialise in the shipment of unaccompanied trailers, has been enjoying year on year growth with increasing numbers of hauliers taking advantage of its well established and proven business model. Indeed, as you will read elsewhere in this issue of Export & Freight, Seatruck is investing heavily in its Warrenpoint to Heysham route to increase capacity by 30%.

Comments Alistair Eagles, Chief Executive of Seatruck Ferries: “We will deploy two larger freight ferries on the route later this summer, in direct response to growing demand for unaccompanied trailer space, enabling the firm to carry 30,000 additional trailers annually on the key crossing. Both Heysham

and Warrenpoint are just so strategically and centrally positioned, and are easily accessed by hauliers on both sides of the Irish Sea.”

Most operators who have switched to the unaccompanied model have found that it not only reduces road mileage, but also maximises the efficiency of their drivers, who are now in short supply.

Seatruck, which also operate freight ferry services from Dublin to Liverpool and from Dublin to Heysham, is 100% dedicated to freight without the distraction of passenger movements. It now moves around 20% of all Irish Sea freight.

“We’ve had significant growth for the last 10 years, with trailer volumes growing from around 80,000 a year to well over 300,000 today and with the continuing driver shortages we can only see those figures increasing, hence our substantial investment in new ships,” says Alistair. “It simply doesn’t make sense to have a driver sitting on a ship for hours when he could be better utilised elsewhere.”

Brexit, too, he says, could have a detrimental impact on driver numbers. “The industry is dependent on so many foreign nationals, but what happens if they decide to return to their homeland when Brexit takes effect?”

Adds Alistair: “Our unaccompanied freight business model has been well proven and firmly established since we launched it more than 20 years ago; it is more relevant today than it has ever been.

“The figures speak for themselves. In 2017 unaccompanied trailer volumes across all Irish Sea routes grew by 6% compared with a just a 1% growth in driver accompanied volumes, and that trend, according to the latest report from the Irish Maritime Development Office, has continued into 2018, with driver accompanied volumes shrinking by 3% in the first quarter, while drop trailer volumes grew by 4%.”



A Seatruck Ferry leaves Warrenpoint.

WARRENPOINT PORT ENTERS A NEW AND AMBITIOUS ERA



**WARRENPOINT
PORT**

As the second largest port in Northern Ireland and the fifth biggest on the island of Ireland, Warrenpoint Port is entering an exciting and challenging new era, with the first female Chief Executive Officer of any port on the island of Ireland, Clare Guinness, at the helm. Export & Freight's David Stokes has been finding out more.

"My message is that we are open for business and are keen to attract new customers," declares Clare, who succeeded Peter Conway just six months ago. "I inherited a very mature and stable business. We are extremely ambitious and are investing heavily for the future in plant, equipment and port infrastructure."

Having delivered record breaking tonnages over the last couple of years, a trend that is set to continue, Warrenpoint Harbour Authority, which was created as a Trust Port by legislation in 1971, has embarked on a 25 year Masterplan that will see major redevelopment on its 53 acre site.

"We are the second largest port in terms of volume of traffic and goods handled in Northern Ireland and fifth on the island of Ireland. This Masterplan is designed to strengthen the Port's position as a major trading hub for the Island's economy," commented Chairman Stan McIlvenny OBE when introducing the Masterplan which has five core objectives.

Those are: to improve transportation and circulation; to improve capacity, operations and facilities; to maintain and grow a diverse customer base; to develop and improve linkages with the town; and to develop a long-term strategy for expansion.

With a geographic position halfway on the main Belfast to Dublin economic corridor which constitutes a major strategic advantage, trading over the past few years has been and today continues to be buoyant at the port.

It has excellent facilities to handle a broad spectrum of goods such as grain, timber, steel and cement and a full range of services including container and freight – and it anticipates a significant increase in trade over the coming decades with core roll on, roll off, freight operated by Seatruck Ferries, expected to rise by up to 80% by 2040.

In 2017, the value of goods moving through the port was £6.2 billion, £164 million of which was direct international trade. It handled 3.48 million tonnes of cargo in 2016 increasing to 3.56 million tonnes in 2017.

"Our next target is to reach 4 million tonnes a year" reveals Clare, who previously held the position of Director of Corporate Services at the Fane Valley Group where she played an instrumental role in the sale of the dairy to Lakeland and the joint ventures between Slaney, Linden Foods and ABP. She has also held senior roles during 17 years with the Bank of Ireland,



Warrenpoint Port Chief Executive Officer, Clare Guinness

working within the Real Estate and Business Banking divisions across Belfast, Dublin and London, all of which makes her ideally qualified to take Warrenpoint Port to the next level.

"I am delighted to be playing a part in developing the port and building on its increasingly important contribution to the local economy in the years ahead," says Clare, her passion and energy for the task at hand clearly evident.

"The Board are very supportive of everything that we are planning, and the team around me are enthusiastic, loyal and fully focused on the future; these are exciting times for Warrenpoint."

Diversification

Never a port to rest on its laurels, it wants to grow its break bulk and general cargo

volumes and is handling increasing volumes of project cargoes, having recently secured a significant wind turbine contract.

"Our aim is to have even more diversified cargoes. For example, we propose to construct a specialist storage facility that will enable us to become the CO2 distribution hub for the whole of Ireland; it's a project we have been working on for some time and hope to sign it off in the near future." Big users here of liquid carbon dioxide include companies such as Coca Cola and Moypark.

While the port employs 67 staff directly, the vast majority of them living within close proximity to the town, more than 200 people work at the harbour every day. In addition to serving

CONTINUED ON PAGE 78 →



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the markets in Great Britain and the Republic of Ireland, the port deals with imports and exports from countries and regions across the world including to Spain, Italy, Sweden, Belgium, Germany, Ukraine and the Americas.

Moving Ahead

“We have ambitious capital expenditure plans to become more efficient in what we do, to create more jobs, to revitalise, relocate and transform some buildings and better utilise the facilities on what is a very busy site, together with enhancing our health & safety procedures and raising our environmental and sustainability targets.”

Among those capital expenditure plans is a £3 million investment in the purchase of a new crane and the refurbishment of two

further cranes at the harbour to substantially improve efficiency and increase capacity.

“This will enable us to maintain our already high standards of service to customers and bring us closer to our targeted growth over the coming years,” says Clare.

The new crane will be built and supplied by Finnish manufacturer Konecranes at its site in Dusseldorf, Germany. It will have the capacity to lift loads up to 100 tonnes to a height of 42m above quay level.

“It will significantly boost operations at Warrenpoint by allowing for the speedier loading and unloading of goods, as well as reducing downtime. We are also investing significant capital to refurbish two of our existing cranes at the port to ensure they will continue to serve our customers for many years to come.”

Brexit Opportunities

But how will Brexit impact on that progressive and enterprising strategy? “Our position is that we support frictionless and seamless trade; we don’t want a border in the Irish Sea and we don’t want a land border, either.

“However, if there was a hard Brexit there may well be opportunities for the port to handle different cargos that currently go through Dublin; it may make more financial sense for customers to bring goods straight into Northern Ireland if tariffs were to be introduced.

“Presently, there is evidence more goods that go into Dublin comes north than what is sent south, so there may be opportunities to be explored and exploited. Nobody really knows at this stage what Brexit will eventually bring, but whatever it will be, we have contingencies and plans in place to cope.”



Design concept illustrating proposals to redevelop the Town Dock.

Southern Relief Road

Instrumental to the success of the port's future will be the building of the much talked about Newry southern relief road, linking the A2 Warrenpoint Road and the A1 Belfast/Dublin Key Transport Corridor, a subject that features prominently in the 25 Year Masterplan. "No matter what we invest in the port it simply cannot grow without improved infrastructure; we need that vital link, which would give the whole area a terrific economic boost," says Clare.

That 'economic boost' is exactly what a Feasibility Study Report, published in August 2009, concluded. It stated: "The provision of a new road link between the A1 Belfast / Dublin and A2 Warrenpoint Road is feasible and would be expected to provide significant economic benefits."

The proposed project has now been included in Transport NI's Forward Planning Schedule, with several route options having been highlighted and with the necessary funding in place, Stage 2 of the process to identify a preferred route should be completed sometime this summer.

"Not only would such a link alleviate traffic congestion the city of Newry itself, it would speed up the supply chain, so it is something all of our customers and hauliers would be very supportive of," says Clare. "It would also open up the whole of the Eastern side of the city to further development, perhaps as a distribution hub given its location creating jobs and prosperity. It is absolutely essential."

Social Impacts

On the social side, the port has worked hard to become a focal point of the local community and will continue to do so. It has invested time and money in local sporting, educational and environmental projects over the last decade.

"We have a great relationship with the town



and its people where most of our staff live, but it can be better and we are constantly working to improve it," says Clare. "We are very aware of our role as a custodian of the lough and its environment, and have already invested heavily in the likes of dust suppression systems to minimise the impact of operations on our surroundings."

The port is also working towards helping to extend the Town Dock marina facilities which currently provides berths for around 20 boats and to that end has engaged with Newry, Mourne and Down District Council pledging its full support to contribute what it can to make that happen.

In addition, plans are well advanced to relocate the Harbour Offices to an extended gatehouse at the Town Dock, a move designed to enhance the vitality of the Town Square, with consideration also being given to softening its boundary at the Town Dock to allow public access to the water's edge and enable the Town Square to have a more vibrant connection to the marina.

Underpinning its involvement with the local community and renewed emphasis on the wider port environment, 60 volunteers connected with the port including staff, customers and their family and friends, recently collected more than 25 bags of rubbish from beaches between Narrow Water and Cole's Corner which were then removed from the sites.

Items including plastic and glass bottles, fast food cartons, tyres and even a discarded vacuum cleaner were among the rubbish collected during the clean-up.

"It was a tremendous pleasure to join with dozens of other volunteers from the port in the clean-up of the many wonderful beaches across the Warrenpoint area," comments Clare. "We made a positive difference evidenced by the volume of rubbish we collected. Everyone gave of their free time to assist with the preservation of Carlingford Lough and help to maintain the wider port environment for current and future generations."



Some of the volunteers who took part in the beach clean-up.



Alistair Eagles, Chief Executive of Seatruck Ferries, with Clare Guinness, Chief Executive of Warrenpoint Port.

SEATRUCK TO INCREASE CAPACITY AT WARRENPOINT PORT

Seatruck Ferries, Irish Sea freight specialist, will increase capacity on Warrenpoint to Heysham route by 30%.

Seatruck will deploy two larger freight ferries on the route later this summer, in direct response to growing demand for unaccompanied trailer space and enabling the firm to carry 30,000 additional trailers annually on the key crossing.

The move will see the four-deck Seatruck Precision and Seatruck Performance replace the current three-deck vessels and operate an 11-time weekly service between the ports.

Alistair Eagles, Chief Executive of Seatruck Ferries said: "Whatever the outcome of the Brexit land border negotiations, Warrenpoint Port will continue to be a cornerstone of the Seatruck operation.

"I clearly remember watching the very first Seatruck sailing from Warrenpoint in 1996. Even back then we had a very strong belief in our business model, our service and our future strategy.

"Adding larger ships to the Warrenpoint route is the next logical step for Seatruck and I have no doubt that it will be very popular providing more unaccompanied trailer space to our growing customer base, as the industry seeks



solutions to the ongoing driver shortage.

"The larger vessels underline the need for the Southern Relief Road which will connect Warrenpoint Port directly to the main Belfast-Dublin motorway. Seatruck fully support this key piece of infrastructure."

Clare Guinness, Chief Executive of Warrenpoint Port said: "This is a significant investment by Seatruck Ferries and is a clear commitment to Warrenpoint Port and the wider Newry, Mourne and Down district, which will directly benefit from the increase in trade.

"We have a strong relationship with Seatruck and the port is supporting the company with the provision of additional terminal areas.

"Our recently launched Masterplan outlined our vision for the development of the port for benefit of the wider economy and community. Part of that strategy is to grow freight ferry volumes and this welcome announcement will assist the port in realising that vision."

The vessel switch follows exponential growth for Seatruck in recent years with unaccompanied trailer volumes rising by more than 250% since 2007.

Seatruck now operates 76 departures per week across three Irish Sea routes, moving around 20% of the total Irish Sea Roll on Roll off freight volumes.

In Heysham, Peel Ports has recently invested £10m in a new loading ramp to accommodate and improve the Seatruck Ferries operation.

The deployment of the two larger Flensburger-Schiffbau-Gesellschaft (FSG) series vessels which were built in Germany in 2012, will free up the current two 'P' series vessel built in 2008.

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- **Increase driver efficiency**
- **Reduce road mileage**

**Increased
capacity coming
September
2018.**

Warrenpoint

Dublin

Heysham

Liverpool

QUINN CEMENT POSITIONED FOR GROWTH IN UK MARKET

Quinn Cement, who have a long term deal with Warrenpoint port, have been transporting bulk cement to mainland Britain since 2012 from their Irish cement plant right on the border between Northern Ireland and the Republic of Ireland.

It is a location which is not only ideal for the sourcing of raw materials with minimum transport, given that most raw materials are sourced from directly outside the cement factory itself, but one which also screams export.

A position right on the border with Northern Ireland means that the Northern Irish and British markets are important elements of Quinn Cement's business. And then came Brexit.

The UK's imminent departure from the EU has presented a very real challenge to any EU country exporting to Britain, and Quinn Cement are no different. The challenge was to ensure the supply chain was strengthened to allow for stability and continued growth beyond Brexit.

Part of the solution to this challenge



was the creation of a new export terminal, dedicated initially to the export of bulk cement to mainland Britain. A two-year project came to fruition in 2017, with the opening of the new export hub at Warrenpoint in Northern Ireland.

The new terminal represents a ten-year deal with Warrenpoint Harbour Authority, a deal worth £2.5million. Quinn Cement ships to various ports across the UK from the new hub, and primarily to their cement terminal in Rochester

in the South-East of England.

The deal has certainly helped with the company's primary objective of strengthening the supply chain to Britain, and represents a firm commitment to the market post-Brexit. It has left Quinn Cement in a strong position to enhance competitiveness and sustainability in the longer term.

The supply to the South-East of England and greater London area has been fortified, a priority for Quinn Cement given the huge population-base and the volume of ongoing construction in the region. It's an area which seems to have escaped the negative effects of the recession on the construction industry.

Add to this Quinn's recent expansion of their bagged cement range from one bagged product to six, and it's clear that the company is positioned for growth in the UK market, and is prepared to overcome the challenges Brexit will undoubtedly bring.

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LARNE PORT TARGETING FURTHER GROWTH

The award winning Port of Larne, which is owned by P&O Holdings Ltd, has ambitious plans to diversify and further grow its business operations in the months ahead.

With more freight traffic than ever using what is the gateway of choice for many operators exporting to and from Ireland, facilities at the port includes more than 2,000 sq metres of warehousing and generous storage areas within its 40 acres site.

"While our ro-ro operations have been core to our business for many decades, we are currently opening up the port to a whole range of diverse cargoes," commented Harbour Master Anthony Van Damme, who joined the company just 18 months ago, having previously worked as a marine pilot in Aberdeen.

Project Cargoes

"For example, we are working to expand our project cargoes and are seeing good success in handling onshore windfarm components such as turbines, and we are now looking at the offshore energy market.

"We are also building up our bulk imports and exports, such as aggregate imports for the construction industry and waste materials which are exported to Europe for use in 'waste to energy' plants."

It's a strategy that is already bearing fruit, because in recent times the port has attracted a number of bulk ships, general and project cargo ships new to the harbour, and an application for a Waste Management License has also been made to further expand its operations.



The European Highlander which makes seven daily crossing between Larne and Scotland.

With easy access to the rest of Northern Ireland and beyond, thanks in some measure to the upgraded A8 dual carriageway, the Port of Larne, with its highly competitive rates and safe working environment, clearly makes a great choice for project cargoes, bulk cargoes and, of course, passenger traffic.

The variety of heavy and outsized cargoes handled at Larne is already impressive and ranges from piling rigs and construction plants to excavators, wind

turbines and even railway carriages.

With P&O Ferries' extensive parking available, the port, which is just 30 minutes from Belfast and two and a half hours from Dublin, handles around a quarter of a million commercial vehicles each year – and it is also fully equipped to accept unaccompanied traffic, which is a growing area of activity on the Irish Sea. Dockside staff are fully trained to load all types of trailers ensuring a safe and secure passage.

The port, of course, is also well established



A heavy lift ship delivering wind turbines to the Port.

“ THE PORT OF LARNE IS FULLY GEARED TO HANDLE BOTH ACCOMPANIED AND UNACCOMPANIED FREIGHT ”

in handling driver accompanied traffic, with fast and efficient check-in facilities dedicated to serve freight drivers.

Short Crossing

The port is nine miles closer than Belfast to Scotland and with a crossing of just two hours, it means that lorry drivers can spend less time on the ships and more time on the road, and with seven daily sailings from Larne to Cairnryan, starting at 4 am, scheduling freight movements at times to suit you will not be a problem.

With much improved infrastructure in recent years, the port has become even more easily accessible for local companies who may not have considered using the facilities in the past and indeed that is proving to be the case.

Last year saw the highest volume of freight traffic on the Larne-Cairnryan service in six years with 210,533 lorries and trailers on using the port; the figure represented the best result since 2011. These outstanding volumes clearly illustrate the vital importance of the service to the thousands of businesses and millions of



Discharging aggregates from Norway.

consumers who rely on the efficient and reliable transportation of goods across the Irish Sea.

Driver Facilities

P&O Ferries' sister ships, the 22,000 tonne European Causeway and European Highlander, sailing between Larne and Scotland, can each carry up to 107 trucks (as well as 410 passengers) and once on board, truck drivers can switch off, relax and enjoy the many amenities the vessels provide. Whether they be the dedicated drivers' restaurants, showers, lounges or the myriad of passenger facilities

on-board, their journey will be an easy one. All driver restaurants offer a modern and varied selection of foods - from snacks and light salads to vegetarian options and hearty classics; and drivers can be sure their needs will be catered for regardless of the time of day. The Port of Larne, too, continues to play a big part in promoting the tourist industry in Northern Ireland, handling as it does, cruise vessels up to 205m, and that is an area of business that the port – a gateway to the picturesque Antrim Coast - wants to grow in the years ahead.

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 email: info@portoflarne.co.uk, to discuss how we can help you.

£10m Investment At Heysham Port Complete With Opening Of New Link-Span

A new link-span bridge at Heysham Port, built to increase throughput at the Lancashire port, has been officially opened as part of a £10m investment by its owner-operator Peel Ports.

The investment is a direct response to the economic potential facilitated by the Bay Gateway link road that connects Heysham directly with the M6.

The port is already a key gateway for Irish Sea trade with numerous daily sailings operated by Seatruck, Stena Line and the Isle of Man Steam Packet Company.

As well as the new link-span, which provides a third berth for freight and passenger traffic, the investment also includes a new port entrance and a pontoon for offshore crew transfer vessels, which is currently under construction and is set to open later this year.

A new terminal operating system supplied by Hogia has also been introduced to digitise the management of freight transport through the terminal, helping to improve operational efficiency.

The investments by Peel Ports have been made within 18 months of the opening of the new £140m link road which bypasses congestion in Lancaster. The 4.8km route cuts the journey time for goods traded between the UK and Ireland by 30 minutes, offering a significant cost saving



Left to right (front row) Alistair Eagles, CEO of Seatruck, David Morris MP, Warren Marshall, Group Planning Director at Peel Ports Group and Adrian Colquitt, Head of RoRo at Peel Ports Group.

to cargo owners and hauliers.

Warren Marshall, Group Planning Director of Peel Ports said: "Heysham is vitally important for the local business community and for shippers in the north of the UK. The opening of the new link road last year has opened up a wealth of opportunities for Heysham and this investment in the port will help us to realise the shared vision we have with Lancashire County Council and Lancaster City Council for maximising trade via Heysham. That is good news for cargo owners and all businesses that rely on the movement of goods in the region."

According to some studies before the road opened, the economic growth forecast could potentially support 250 new jobs in port-related activity and hundreds more in haulage, logistics and distribution. It is estimated that for £1 invested, the link road will earn £4.40 for the local economy.

Attending the official opening, David Morris MP said: "I was delighted to officially open the Heysham link-span. This signifies a large investment from Peel Ports and a commitment to the economic growth of my constituency.

"The link road was always going

to be a game changer for my area and I am pleased that companies who have had to hold back investment in Morecambe because of poor road connectivity are now able to make that investment. This bridge not only benefits my constituency but benefits the whole North West economy facilitating greater connectivity through Heysham Port."

Alistair Eagles, CEO of Seatruck and President of Lancaster & District Chamber of Commerce said:

"This is an important investment by Peel Ports and is welcomed by Seatruck Ferries and the local business community. The new ramp will provide greater flexibility to port users and improve schedule reliability at a time when we are seeing significant increases in traffic volume. Heysham Port is an important hub for Irish Sea freight trade as operators look to reduce road mileage compared with the traditional transits through Scotland or Wales. Seatruck has invested heavily in a purpose-built fleet for Heysham. With the link road and now this fabulous port investment we are ready to maximise the future opportunity of Heysham Port, which is great news for the local economy."

Freight Association Repeats Call For End To Shipping Line Surcharges

The British International Freight Association is repeating the calls it has made previously for an end to surcharges imposed by shipping lines.

The latest call follows recent announcements by the world's leading container shipping companies almost in unison that they would be levying "emergency" bunker surcharges in response to rising fuel costs.

"Forwarders do not like shipping line surcharges of whatever nature and we have been challenging their legitimacy on behalf of our members – and their customers – for many years," says Robert Keen, BIFA Director General.

"In the past, we have seen equipment imbalance surcharges, peak season surcharges and currency surcharges, in addition to fuel surcharges.

"The number of surcharges and fees continues to grow – often with no real explanation or justification. For instance, what does an extra 'administration fee' or 'container sealing fee' cover that is not in the standard service offered?"

Shippers can also be asked to pay surcharges when there is port congestion caused by labour unrest or bad weather, or haulage surcharges when there is a shortage of HGV drivers.

Forwarders do all they can to minimise the effects of the surcharges but in the end at least some of the costs need to be passed on to the customers. "There is sometimes an unfair perception that our members are to blame," he says.

And he adds: "If a shipper enters a contract to buy goods they should know exactly what they are paying and that price should not change. If they use Incoterms they can buy ex works or FOB and control the supply chain. If they let their supplier arrange shipping, they have no control over the charges applied. But in either case, additional surcharges imposed by shipping lines should not be allowed."

Stena Line continues to deliver on its sustainability strategy

Stena Line continues to deliver on its ambitious sustainability strategy. 15% lower sulphur emissions, reduced plastic onboard and a decreased number of accidents among the seagoing staff are just some of the results highlighted in its yearly overview.

'A Sustainable Journey' analyses how Stena Line delivers on the ambitious sustainability targets it presented in 2016. It also highlights sustainability activities from across the Stena Line network in 2017.

Stena Line's sustainability strategy is based on the UN sustainable development goals which have four main focus areas. Clean Energy, Responsible Consumption, Life below Water and Health & Wellbeing.

"As one of the world's leading ferry shipping companies, with over 28 000 sailings per year across ferry routes, we have a large responsibility to do our best to perform all of our operations in a sustainable manner. We are constantly taking small and big steps towards becoming a leader in sustainable shipping and we are happy to present this year's overview which clearly shows that Stena Line is continuing to deliver on its ambitious targets," says Erik Lewenhaupt, Head of Sustainability at Stena Line.

Main achievements within sustainability during 2017 include:

- * 15 % lower sulphur emissions per nautical mile
- * 2.1 % lower CO2 emissions per nautical mile
- * New installation of shore side electricity on two vessels in the Port of Trelleborg
- * Reduced plastic disposables by decreasing the number of plastic bags sold onboard by 15 % and as well as change-over to a fully recyclable bio-plastic bag made from sugar cane
- * Reduced the total amount of waste by 8% as well as an increase in the amount of waste going to energy recovery and recycling instead of landfill
- * Doubled the use of gentle Ecolabel detergents onboard 38 vessels
- * Tested new anti-fouling techniques including ultra sound to reduce friction
- * Upgraded ISO14001 certification to 2015 standard with a new wider scope



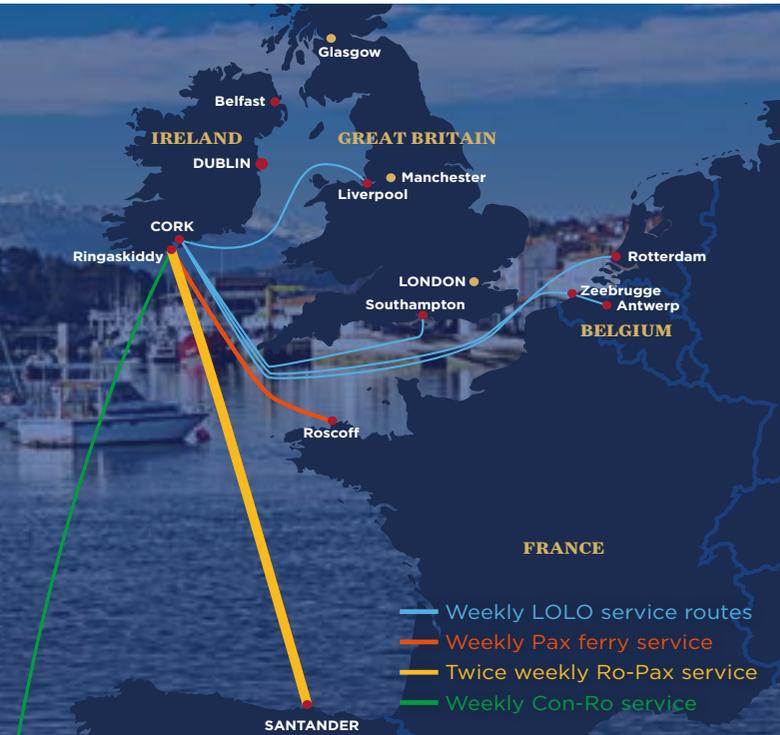
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UK Needs Channel Trade Reality Check, Says Peel Ports

Peel Ports is calling on cargo owners, hauliers and others to look at the Irish Sea model of unaccompanied freight and to use ports across the country to mitigate the worst effects of delays at Dover post-Brexit.

Stephen Carr, Commercial Director at Peel Ports, said: "The supply chain needs certainty, predictability and resilience but we all know about the acute delays and problems that already exist at Dover when there's the slightest disruption to normal operations. There's a growing realisation in the whole logistics community that we're at a tipping point that will force traffic away from the Dover Straits.

"Businesses simply can't take a huge gamble on what that post-Brexit world might look like, especially those with 'just-in-time' processes or that are shipping perishable goods. They need to take steps now to ensure they can deliver goods on time without incurring massive extra costs or compromising on quality. That is perfectly achievable by moving away from the fixation with Dover and by using unaccompanied trailers as many companies do already on the Irish Sea."

Currently, more than 75% of all roll-on roll-off (RORO) freight from ports on the near continent passes through the Dover

Straits. The market is around 4 million units, of which 99% is accompanied.

This is in contrast to Irish Sea freight, where more than 50% of the cargo is unaccompanied. In this model, goods can be held as contingency stock at the port of entry and trailers do not leave the port until up to 48 hours after their arrival in some circumstances. Such an approach would provide more time for border checks to take place without the pressure of them needing to be completed during a short sea crossing or at a congested border point.

Stephen Carr added: "Cargo owners and their supply chain providers typically need freight units to leave ports immediately on arrival or just 90 minutes after vessel departure from Calais. But there's no certainty in the industry that this can be achieved reliably post Brexit. Companies could look at creating stockpiles in UK warehouses that will allow them to meet business requirements in the event of any delays, but that results in long leases and increased road or rail mileage



in diverting to warehouses, increased handling costs, and increased risk of damage to goods. Also, it's not clear that such warehousing is available in sufficient supply or on flexible terms.

"The modelling that we've done shows that routing via ports such as London Medway is just as efficient as the existing options through the Dover Straits, as although the sea leg is longer road miles are reduced. Door to door cargo owners might actually save money, as well as avoiding congestion and reducing carbon emissions. Other benefits include improved productivity for hauliers as drivers do not waste any time on the sea leg."

Although not all of the UK's major ports with RORO capabilities currently have the necessary docking facilities and land, many could invest or increase capacity to accommodate goods diverted away from delays at Dover. Peel Ports operates four ports with RORO capabilities in London Medway (Kent), Liverpool, Clydeport and Heysham (Lancashire).

Stena Line's Belfast – Liverpool service in line for two new ferries

Stena Line has confirmed that it will be introducing two of its three new ships onto its Belfast – Liverpool service in 2020/21. The first of its new RoPax ferries currently under construction in China is planned to enter service on its Dublin-Holyhead route in early 2020.

Stena Line has ordered the construction of six new vessels at the AVIC Shipyard in China and the plan is to locate three of these ships on its Irish Sea routes. The other three will be chartered out to external parties by Stena Line's sister company Stena Roro.

Stena Line's CEO Niclas Mårtensson said: "Our Irish Sea routes are strategically very important to Stena Line and our customer, with the freight market between Ireland and UK experiencing significant growth over the last five years. That's why we have invested almost £200m in our ports and vessels across the region to improve and grow our capacity to offer a frequent, reliable and high-quality service for our freight and travel customers. The deployment of three new vessels is a tangible example of our strategic growth plan for the Irish Sea."

Paul Grant, Stena Line Trade Director, commented: "This is a significant boost for our popular Belfast – Liverpool service. The



two new ships will be the biggest ships ever to operate on the Belfast – Liverpool service and will increase capacity for freight and travel customers as well as raising the service standards.

"Our onboard cabin concept will be enhanced offering comfortable and relaxing day and overnight crossing options. The ships will be 'drive-through' making the loading and disembarkation processes faster and smoother for vehicles.

"This expansion programme comes on the back of the recent purchase of our Superfast ships on the Belfast – Cairnryan service which not

only enables Stena Line to deliver a high-quality product for freight and travel customers now but also lays the foundation for continued future growth in the region."

These new vessels will have capacity for 1 000 passengers, 120 cars as well as 3 100 freight lane meters.

Joe O'Neill, CEO of Belfast Harbour said: "It is fantastic to see Stena Line investing in Belfast and demonstrating its ambitions for the region. We are particularly delighted to welcome the most sustainable and digitally enhanced ships on the Irish Sea which very much fits with our own commitment

to the environment. Last year, for the first time in its history, Stena Line carried over 500,000 freight units through Belfast Harbour and we look forward to working with Stena in the years ahead to support its ongoing success."

The new vessels under construction are being built in line with Stena Line's strategic business focuses on sustainability and digitalisation. The target is that the vessels will be absolute state-of-the-art in efficiency, flexibility and customer service.

"Our new RoPax ferries will be among the most energy efficient in the world with significantly lower CO2 emissions per freight unit against comparable RoPax tonnage. Our aim is to lead the shipping industry in sustainability and digital development and set new industry standards when it comes to operational performance and emissions. The vessels will run on traditional fuel but are designed to the class notation 'gas ready' and are also prepared for catalytic scrubbers, thus giving us increased flexibility for the future. We are also placing heavy emphasis on developing a range of exciting new digital features which will provide our customers with unique additional services connected with their journey as well as developing a new, integrated digital onboard experience", said Niclas Mårtensson.

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