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## COMMENT

**Welcome to Autumn! The seasons may be changing, but the challenges facing the transport industry, locally and nationally, remain the same.**

Attracting young people into the sector continues to be a major area of concern. Union leaders have now joined the debate, saying a failure to recruit young drivers, together with a combination of health problems and an aging workforce, is creating a crisis. And they've back up that claim with some disturbing figures.

According to Unite, the UK's largest union, the average age of LGV drivers has increased to 48, with 13 per cent of drivers aged over 60 and just one per cent aged under 25. Couple that with the fact that many UK firms rely on foreign nationals, the crisis can only deepen on the other side of Brexit unless some radical action is taken.

Locally, efforts are being made to address the situation, a case in point being the launch of a new HGV Apprenticeship programme - a first of its kind in Northern Ireland - by AGRO Merchants Group who are offering individuals the opportunity to make driving a rewarding career. You can read all about that in this issue.

Meanwhile, to keep up to date with all the latest issues affecting the industry, why not pop along to the forthcoming Road Haulage Association's annual Northern Ireland Conference on October 18th at the Ross Park Hotel in Ballymena, County Antrim.

So, what else have we got in this edition? A first glimpse at the new Mercedes-Benz Actros, is all! We have a report on the brand's new flagship which has just been introduced to the world's press. As you will read, the most important and most spectacular innovation of the new Actros is Active Drive Assist, with which Mercedes-Benz Trucks puts partially automated driving into series production; it can brake, accelerate and steer independently.

On the test drive front, we have been putting Renault's new Range T High through its paces and getting up close and personal with Scania's new S650; in vans, we take to the road in an LDV80, Vauxhall reveals its all-new Combo Van and we hear of a great future for Renault's all-electric Kangoo.

Meanwhile, our annual Transport & Logistics Awards is already upon us and in the next issue we will have a comprehensive report on who won what and why, so don't miss it!

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

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FOR MAN EFFICIENCY IS MORE  
THAN JUST A TRADEMARK.

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RENAULT RANGE T HIGH  
TICKS ALL THE BOXES

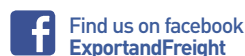
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**CIRCULATION:** Ireland's specialist magazine for the transport industry. Export & Freight is packed with news, information, developments and trends dedicated to the local marketplace. Export & Freight is a controlled circulation journal, posted each 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.







(L-R): Cat Boyd (DFDS), Campbell McLean (DFDS), William Leader (DFDS), UK Cabinet Minister Brandon Lewis MP and Seamus Leheny (FTA).

## Delegation Meets Cabinet Minister to discuss Brexit & Logistics

UK Cabinet Minister Brandon Lewis MP was given a tour of the DFDS Distribution Centre at Belfast Port recently by the Operations Manager William Leader ahead of talks about the implications of Brexit on the logistics sector.

**The tour highlighted** the various trade flows goods are originating and destined for as well as the just in time cross docking operation.

"This clearly demonstrated to the Minister the importance of transit times to modern supply chains and the need for continued free movement of goods across Ireland and indeed the EU," commented

Seamus Leheny, the FTA's Policy Manager – Northern Ireland, who was part of the delegation.

After the tour the Minister, DFDS Management and FTA had a roundtable discussion on various Brexit matters focusing on the Irish border and Irish sea movements plus the skills shortage with concerns raised regarding the availability of EU migrant workers post Brexit.

The Minister stated that a hard border and associated infrastructure was not workable and he said he was confident a deal will be agreed with the EU to avoid any such need. The Minister also agreed that more needs to be done to address the shortage of HGV drivers, especially the ability for workers over the age of 25 to change career path to becoming commercial goods vehicle drivers.

## Cycle ride smashes £10,000 target for charity

A team of intrepid cyclists have raised over £10,000 in an epic 105 mile ride across Lancashire – all to raise money for local charities.

**One of the** team, elite cyclist and former British Hill-climb champion Jim Henderson, gave himself an even bigger challenge, completing the course twice and covering over 200 miles. To make things even harder, he did it all on a fixed-wheel bike, with no gears.

The cyclists - all colleagues at Leyland Trucks and Lancashire DAF – completed the cycling extravaganza in a bid to raise cash for Leyland Trucks' Helping Hand charity, which supports good causes in the region.

## Frigoblock Showcased at LoCITY Event

Clean and sustainable refrigerated solutions for urban distribution operations from Frigoblock were recently showcased at the LoCITY roadshow in Twickenham, London.

**Visitors to the** LoCITY's event were able to see a state-of-the-art low-emission CNG-powered truck fitted with an alternator driven, all-electric and zero-emission Frigoblock HK25 unit.

This environmentally sustainable refrigerated vehicle with three multi temperature compartments has been operated by the Waitrose supermarket chain and combines the diesel-alternative tractor engine technology with clean, zero emission transport refrigeration unit.

## DVSA answer transport managers' questions at autumn conferences

The Driver and Vehicle Standards Agency (DVSA) will be answering transport managers' most pressing questions in a 'Question time with the DVSA' session at the Freight Transport Association's Transport Manager autumn conference series, sponsored by Bridgestone Tyres, which gets under way from September.

**James Firth, FTA's** Head of Road Freight Regulation Policy, is delighted to have the DVSA on board at this year's events across England and Scotland: "For transport managers, the DVSA is a key source of information and direction, but with the compliance world changing so rapidly, it is often difficult to keep up to date with every element of such a complicated industry.

These sessions at the FTA's Transport Manager conferences will provide the perfect opportunity

to hear answers to the most pressing questions in the sector straight from those at the sharp end - they should not be missed."

Transport managers have posed a number of questions they wish to ask the DVSA via FTA's recent Transport Manager Survey, and senior members of the DVSA team will give answers via video interview to those which proved most popular, relating to vehicle testing, load security, future enforcement, Earned Recognition, use of ANPR cameras and much more.





# “WE’RE REGULARLY ACHIEVING AN AVERAGE OF OVER 11 MPG.”

“I’ve just taken two new Scania R 450s. Like for like comparison with existing R 450s, we’re seeing a 1 mpg improvement. That’s an excellent fuel return over our annual 150,000 km. Driveability and modern feel are top of my agenda because driver retention is key. Our drivers love them.”

Paul Jackson, Managing Director  
Chiltern Cold Storage Group Ltd.



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**SCANIA**



# NI Chamber hosts business round table with Chancellor of the Exchequer Philip Hammond

Northern Ireland Chamber of Commerce and Industry (NI Chamber) recently hosted a business roundtable with the Chancellor of the Exchequer Philip Hammond.

**Speaking at the** event, which took place in Limavady and attended by eight of Northern Ireland's top firms, Ellvena Graham, President of Northern Ireland Chamber of Commerce and Industry, said: "The message from businesses today was that the Government must use the Autumn Budget to prioritise ways of getting businesses investing – in these challenging times it is really important that we have a Budget that puts the economy at the centre.

"Government must do everything it can to improve the areas that are in its control, such as skills, training and infrastructure, to increase business confidence. Businesses also require incentives for investment and we urge the Chancellor to consider an increase in investment allowances.

"Our members also outlined how business costs are reducing margins significantly. For example, the Apprenticeship Levy and the cost to SMEs of administering auto enrolment.

Further increases will continue to



Gregory Campbell MP, NI Chamber President Ellvena Graham, Chancellor Philip Hammond, DUP Leader Arlene Foster and NI Chamber Vice-President Ian Henry.

reduce business confidence."

Other areas discussed at the meeting included Brexit, the lack of an Executive, addressing

NI's low productivity, City Deals and the importance of key infrastructure projects such as the North South Interconnector.

## AGRO Merchants Lurgan Launches HGV Apprenticeship Programme

AGRO Merchants Group has launched a new HGV Apprenticeship programme - a first of its kind in Northern Ireland for articulated vehicle driving.

**The programme will** offer candidates the opportunity to achieve an accredited "driving goods vehicles" certificate whilst also receiving the practical training needed to pass the vocational test to drive an HGV.

A pilot programme began on July 31<sup>st</sup>, offering a role for up to 30 candidates who meet the eligibility criteria. This initiative is under the provision of Apprenticeship NI.

AGRO has over 230 vehicles and 580 trailers in its fleet at AGRO Merchants Lurgan and upon successful completion of the apprenticeship, candidates will receive full time employment,

travelling around Ireland, the UK and mainland Europe.

Laura Casey, HR Manager at AGRO Merchants Lurgan, explains how important this step is for the business and for the industry as a whole. "It is a difficult time for all local businesses in Northern Ireland to source HGV drivers to service the current supply demanded from the industry. With the average age of an HGV driver being around 53, there will come a time in the near future when retirement will be a cause of concern.

"This apprenticeship programme is a fantastic way to open the door to the next generation of drivers. Although many hauliers and

insurance companies have typically shied away from young drivers, we have received the full backing of our insurance provider, who sees the extensive training opportunity as a benefit to our overall fleet safety.

"Our belief is that if we train our apprentices to the highest possible standard and expect the best from the beginning, they will be able to maintain this high quality throughout their careers. Our programme will also pull on the vast amounts of knowledge and experience of our current talent by providing a mentor to each apprentice along the way. This also helps to pull the team together and make

it a collective effort in bringing through the next generation."

Steven Campbell, Head of Servicing & Compliance, has been gearing his team up for the challenge. "We have added additional experienced resources to our driver training team and are excited to work in collaboration with a local training partner to make the initiative a success."

George Lee, Operations Director, said "AGRO has always had a solid base of drivers, but this new scheme builds a sustainable pool for the future and presents us with the opportunity to expand the business further and offer our customers an even better service. I am also really excited to see how the training initiative can improve the overall safety of our fleet, as this is something that is extremely important to us as a company."

**To find out more information about the programme and how to apply, contact [hr.lurgan@agromerchants.com](mailto:hr.lurgan@agromerchants.com).**



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## **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.

## **YARD SHUNTERS FOR LONG TERM HIRE**



The Hireco Group have now added a fleet of new yard shunters to their already substantial fleet of trailers and are now available for long term hire. We plan to continue this investment further over the next 12 months with several others to be purchased. These can be contract hired or directly purchased, so this is another product that Hireco can offer to its ever growing customer base.



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# Make the Most of Your Fuel, Urges NIBC

With fuel prices varying greatly across the country and an overall rise in the price per litre it is more important than ever to monitor your fuel consumption and ensure your drivers are driving efficiently as possible.

## Research commissioned

by Shell shows that 50% of fleet managers believe tackling fraud and misuse could cut their fleets costs by 5% or more and with fuel accounting for 10% of total expenditure for fleet operators, it makes sense to be using Fuel Smart from NIBC.

Fuel Smart Pro will give a live view of your vehicles performance and running costs. The technology produces accurate reports per driver and journey covering MPG & true fuel costs. With an individual's driving behaviour having the biggest effect on the output of a vehicle, managing this will produce fuel cost savings.

Producing a range of reports in an easy to use format, the statistics of all your drivers can be viewed per journey with driver league tables and scorecards also being generated.

As an existing NIBC Corcra customer, Kilkenny based global horse transporter George Mullins had the telematics fitted to his fleet of 11 transporters. Their 15 drivers then underwent driver training in 2017. As a result of the training coupled with Fuel Smart from NIBC



George Mullins saved a massive €1800 off his monthly fuel bill.

Conor Patton, NIBC Business Development Manager, explains: "Fuel price is at the forefront of our customers' minds whether they run hundreds of HGVs, fleets of vans or simply staff cars. Its price has a direct impact on their profitability.

"For our haulage customers, Fuel Smart Pro displays the KPI's (Excess RPM, Harsh Braking, Cruise Control, Engine Idling etc.) that are directly responsible for a vehicles MPG and performance. Analytics are fantastic, but unless they are delivered to the driver in a

meaningful and 'to the point' way, behaviour change and progress are unachievable. Our individual driver score cards are easily read and can be ran per journey or over a specific time period, league tables can be customised to target specific areas of improvement saving management time delivering the message to the drivers.

"The two latest additions to our range of fleet management solutions provide a suite of reports showing fuel card usage exceptions, accurate MPG's and fuel reconciliation. These new products have been developed for van and car fleets as these tend to have

less mileage and use less fuel."

Fuel Smart Lite uses the vehicle's actual location from Track Smart, reconciling fuel card usage and has already proved successful for customers by providing a centralised report for multiple Fuel Cards. By combining data sets from Track Smart, it calculates MPG from GPS mileage and fuel purchased. As both sets of data have time:date and location, exceptions are shown and have already proven misuse of fuel cards and theft of diesel.

Track Smart Pro uses an accelerometer to measure movement which enables NIBC to report on Harsh Acceleration/Braking/Left Turn/Right turn. This can be combined with idling, over speed and journey data to measure the drivers/vehicles against each other by a user friendly league table.

"NIBC now gives our customers with LCV and car fleets a complete package on the same portal as our Fuel, Tacho, Trailer and Camera Smart solutions. We are now in position to support our customers' entire fleet and the feedback and new fleets coming on board is very exciting."

## Extended Oil Change Intervals For Hyster Big Trucks

To support busy ports and terminal operations, Hyster Big Trucks now have extended hydraulic oil change intervals, helping to enhance uptime and reduce total cost of ownership.

**Hydraulic oil** is important for the upkeep and protection of the Big Truck hydraulic system including cylinders, wet brakes, valves and hydraulic components. Changing the hydraulic oil can be an expensive part of periodic maintenance, not only in costs of the oil itself, but also the parts and labour involved in the process, and the associated downtime.

Together with partner, Shell, an oil condition monitoring service called Shell LubeAnalyst is available for Hyster Big Trucks which can help to extend the hydraulic oil change interval from 3,000 to 10,000 hours (on the condition of positive oil sampling results).

This service is particularly beneficial for Big Truck operations where the hydraulic oil quantity that needs to be changed can be up to 850 litres.

## DAFcheck earns DVSA's Earned Recognition

DAFcheck, DAF Trucks' network-wide electronic vehicle maintenance record system, has been validated by the DVSA to align with its new Earned Recognition scheme.

**DAFcheck becomes one** of the first data-sharing systems to pass DVSA validation. Already, DAF Trucks has seen a spike in enquiries from operators wishing to engage in the scheme through DAFcheck.

Earned Recognition – launched at the CV Show in April – allows operators to prove that they comply with driver and vehicle standards, with the benefit of

reducing the likelihood of being subjected to roadside inspections, thus boosting productivity.

DAF Trucks formed a close working relationship with the DVSA's Earned Recognition pilot programme which ran from April 2017 and involved a number of operators.

A key component of Earned Recognition requires that

operators must supply all its vehicle compliance results via one system. While DAFcheck's robust platform is able to accommodate trucks and trailers from any manufacturer (serviced through the DAF Dealer network), the DVSA has announced a concession until April 2021 to allow mixed-fleet operators (and various IT system suppliers) immediate opportunity

to engage with the scheme.

Following the DVSA's Earned Recognition pilot programme, DAFcheck now incorporates a series of important changes to provide greater functionality for operators, including the ability to calculate KPIs – a key element of the Earned Recognition scheme – which are then sent directly to the DVSA at each scheduled reporting period.





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# SCANIA S650 PROVIDES A CONSISTENT DRIVE

Photos by  
Tom Lee



To get the most from a truck fitted with an automated manual transmission you need the added extras to increase and maintain performance. Kevin Swallow took Scania's new S650 on the road to see how easy it is to achieve consistency.



# TEST REPORT: SCANIA S650 PROVIDES A CONSISTENT DRIVE

**Last year Scania** introduced a new generation of Euro-6 V8 engines. The new addition in that line up was the 650hp, to go with the 520, 580 and 730hp. Scania duly claimed that these could help generate a '7-to-10% reduction in fuel consumption'. The V8 has proved popular in the 49 years it has been around but to get consistent results from it no longer can you simply stick the truck in auto and let it go.

To get a consistent performance you need subtlety. Things like the Scania Active Prediction (SAP), which uses GPS (global positioning system) to assess the topography of the road ahead, and quicker gearchanges when accelerating.

For the latter Scania has made the latest layshaft brake system in automated manual transmissions (AMTs) for Opticruise quicker by using synchro rings to harmonise the different speeds of the countershaft and main shaft in the gearbox when changing up the box. It shortens the actual gearshift time and lessens the dip in turbo pressure.

For Export & Freight, Scania provided a S650 6x2 with a tag axle and Highline all-new flat-floor sleeper. The driveline is the 16.3-litre DC16 V8 with Scania XPI fuel injection, and achieving Euro-6 via selective catalytic reduction (SCR). Although badged at 650, its true horsepower rating is 642hp at 1,900rpm with 3,300Nm torque levels that match the 520hp and 580hp.

Turning power into motion is the 12-speed transmission with automated change. It's an overdrive box, with 0.8-to-1 for top gear, and it has a 3.08:1 rear axle ratio. To slow momentum its fitted with full EBS and Advanced Emergency Braking to support the disc brakes. Secondary braking includes an exhaust engine brake rated at 297kW at 2,400rpm, and Scania hydraulic retarder that achieves up to 4,100Nm.

From Milton Keynes we used Scania's own test route that takes in the M1 from J14 north to J21, onto the M69 towards Coventry, then back down the A5 through Towcester into Milton Keynes; a total of 172kms.

## Driver Support

Scania's driver trainer suggested we put the truck into 'auto' and let four Scania Driver Support measurement tools assess my driving skills through hill climbing, braking, anticipation and engine revs. Anyone who's driven a Euro-6 Scania will be familiar with at least three of these. The new addition is 'braking'.



Introduction of the flat-floor puts in an exclusive club with MAN, Mercedes-Benz and Renault Trucks.

A star-rating system measures each action; five for a good piece of driving and zero for bad. That score is transferred to a rolling percentage score. Easiest to get 100% is engine revs, only a deliberate attempt to rev outside of the appropriate green zones will inflict damage. Anticipation requires taking your foot off the gas then after five seconds deploy a method of braking for top marks. The new 'braking' support system is a little more difficult. It requires the driver to use the engine brake and/or retarder to slow the vehicle as much as is possible before using the foot brake to bring the truck to a halt. Not as easy as it sounds. The driver needs to meet the anticipation requirements and have enough road space to deploy secondary braking ahead of a roundabout or traffic lights. Jumping on the foot brake to predominately slow the truck leads to a lower score. However, the toughest remains hill climbing. In cruise SAP does all the work, switch to the accelerator it's down to you and judging the terrain. The truck still reads the road ahead; accelerate to the brow of the hill it'll advise you to take your foot off the gas. Failure to comply leads to a lower score. With so much power and torque available the aptitude of the S650 is not in doubt. For the most part that impressive oomph is latent as the truck uses SAP to roll over the undulating terrain. If it's not a contradiction

in terms, we selected 'economy' mode on this route that meant the use of power was moderated, with Scania claiming this helps to reduce fuel use by up to 2%.

When called upon the truck likes to use torque rather than power to cope with most hill climbs. The engine will happily lug down to the bottom end of its torque plateau, which covers 950-to-1,350rpm. When a gearchange is required, the action is smooth, quick and responsive. It being a V8, it is in these situations that the traditional growl from the driveline, thanks to its V8 firing sequence, penetrates the cabs improved noise insulation.

## Spacious Cab

Inside the Highline cab, the vast amount of space is the most obvious thing. The introduction of a flat floor to the Scania brings the whole design up a notch. The driver has 2,070mm internal height, plus 1,460mm above the only bunk fitted. With storage lockers above the windscreen, and on the backwall and underneath the bunk, it'll keep any tramper happy. A plush finish with leather seats and trim make it more penthouse than bedsit.

This truck oozes power and comfort. The benefits of running a modern-day commercial vehicle with AMT supported active prediction and live driver support function is more consistency by the driver, which in turn reduces the running costs like prolonged service life of brake pads and improved fuel consumption.



The Scania V8 cylinder firing sequence is 1-5-4-2-6-3-7-8, giving it a distinctive growl.



Kerbweight for the S650 6x2 tag, with 930-litres of diesel and 76-litres of AdBlue, is 9,470kg.





## £7m Investment Creates New Jobs for UK & Ireland's Leading Trailer Manufacturer

SDC Trailers, the UK and Ireland's market leading trailer manufacturer, have completed a £7m expansion to their manufacturing headquarters in Toomebridge creating 50 new skilled jobs, improving production capability and output.

**Officially opened in** August, the project has created employment opportunities for trainee and experienced painters, welders, engineers and material handlers and will bring the team at SDC to over 900 people making SDC one of Northern Ireland's largest private sector employers.

Enda Cushnahan, CEO of SDC Trailers said: "The opening of the new facility at Plant 1 in Toomebridge is an example of SDC's proactive strategy to meet the growing demand for innovative trailers as required by customers in markets at home and abroad. The expansion will revolutionize our manufacturing process and gives us the ability to increase output of trailers by 50% on a weekly basis." He continued: "SDC trailers are now demanded in international markets, where they previously had a limited presence.

The demand in those markets is for tailored transport solutions which have been the cornerstone of the SDC success story. The new

facility has the systems installed to meet the additional demand of trailers in the new markets, whilst shortening delivery times. In an era where there is uncertainty, this news will be very much welcomed by the surrounding community, cements the firm as market leader in the UK and Ireland and positions it to challenge in markets overseas."

### Work Environment

Achieving an effective ergonomics process was one of the most important objectives for Cal Carmichael, Operations Officer at SDC. "Our main objective was to create the best manufacturing working environment in Northern Ireland, enhancing job satisfaction and increasing output of trailers by improving ergonomics. The new working environment now utilises 50% natural light in large open spaces and introducing technology in a new semi-automatic paint line. There is also spacious changing rooms and a subsidised canteen.

"We completed a lengthy planning process, including visiting manufacturing plants in Ireland, the UK and Europe, to ensure that SDC is now one of the best manufacturing environments to work in Northern Ireland.

The 60,000 sq ft expansion also means that Toomebridge is now one of the largest manufacturing production sites in Northern Ireland."

The expansion is to facilitate piping and wiring operations and the paint process.

The new semi-automated paint facility has been equipped with top of the range equipment, including a robust conveyor system, two bespoke paint bays for priming and top coat fitted with 6 'Wall Man' units and high spec curing ovens.

SDC are confident that their new paint process is the most sophisticated in the industry, the Two Pack Epoxy paint will achieve a high gloss, high quality and durable finish that will enhance the residual value of the trailer.

### Training Academies

The new facility will complement SDC's award winning training academies which were opened in 2017. The training academies, specialising in piping and wiring and welding, allow apprentices to receive full training in the new facility during their paid apprenticeship. Upon completion of their training, a fulltime permanent job is offered.

Jane Millar, Human Resources Manager, said: "The Welding and Piping and Wiring Academies have been a great success with people of all ages in Toomebridge and surrounding areas now enjoying careers at SDC. Since opening in 2017 we have had 100 apprentices graduate. The Academies have also provided current employees the opportunity to receive training in a new field, the benefit of this is that it further enhances job satisfaction, one of SDC's most important values."

SDC Trailers, celebrating its 40th anniversary this year, is the number one trailer manufacturer in the UK and Ireland with four production plants including Toomebridge and Mansfield, Nottinghamshire.

All production plants are certified to ISO 9001 standards.





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# SAF Holland

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# New Renault Trucks Master 6-Tonne Rigid 6x2 Optimises Loadspace

Renault Trucks has launched its new Master 6-tonne rigid 6x2 low deck chassis cab, featuring both low cab and cargo entry, increased internal load dimensions and high payloads, as a cost-effective and eco-friendly alternative to the traditional 7.5 tonne 4x2 vehicle most used for urban and haulage operations.

**Built in association** with a leading European chassis expert, the new Renault Trucks Master 6x2 is a tailored design available on either steel or four-bag rear air suspension. Featuring a low chassis height, it is ideal for a wide variety of custom-built applications such as dry freight logistics, road traffic / cone management, equine transportation, car transporters and mini coaches looking for increased productivity and cost-effective solutions.

Plated at 6 tonnes GVW and offering payloads in excess of 3 tonnes (depending on body) the Master 6x2 is powered by Renault Trucks highly fuel-efficient and emissions-friendly 165ps EVI Heavy Duty engine, with a 6-speed Synchronmesh gearbox.

"The Renault Trucks Master 6-tonne 6x2 chassis cab is one of our most exciting LCV product launches yet, taking the traditional 7.5 tonne sector head-on and broadening our appeal within the UK market for those seeking a more effective and environmentally-friendly



solution," says Grahame Neagus, Head of LCV at Renault Trucks UK.

"In a world that is focused on productivity, fuel efficiency and environmental impact, it gives us a strong and unique proposition across a number of industry sectors, delivering real savings on fuel spend by over 30% whilst reducing carbon footprint by around 12 tonnes based on 50,000kms per annum and compared to a traditional

7.5 tonne box-bodied truck."

Featuring Renault Trucks' award-winning Optilogistics pack, the wide track Master 6x2 is purpose-designed for the operational challenges of urban distribution. Designed in conjunction with approved bodybuilder P.D Stevens & Sons of Market Drayton, the vehicle is equipped with a host of safety, compliance and efficiency enhancements to minimise

on-road risk for operatives and vulnerable road users whilst driving down repair and maintenance costs for operators.

Tailored to suit a wide variety of body styles, the FWD 6x2 low deck can be built with various rear overhangs to suit the application and offers deck heights akin to the 3.5t platform chassis. For box bodies, a 5,500mm internal body length is offered with either traditional full height barn doors, a ramp or a one-piece tail-lift design available whilst the optional side load doors offer easier access into the body not normally seen on traditional 7.5-tonne vehicles.

Easy operator access and egress both from the cab and the body were of paramount importance, especially in multi-drop operations. The speed of unloading from the rear due to its low deck height also saves valuable time on every delivery when compared to more traditional vehicles.

Added Grahame Neagus: "The 6x2 Renault Trucks Master Chassis offers operators a real alternative to a 7.5-tonne HGV with all the environmental, fiscal and efficiency benefits of an LCV, whilst its improved cab access and low cargo deck improves driver efficiencies at every level. It really is a 'game changer' for so many industry sectors with the first two vehicles going into both the Equine Transportation sector and with a major Home Delivery company."

## Delay in York Street Interchange project detrimental to Northern Ireland economy

News that the £130 million improvement scheme to Belfast's York Street is facing delays due to errors in its procurement strategy has been met with frustration by the Freight Transport Association.

**When the scheme** was first announced around nine years ago, local business involved in transport of goods greeted the project with a sign of relief. The junctions around Belfast's M1, M2 and M3 experience very high levels of traffic which can cause long delays to all road users whether they are commercial vehicle operators, public transport or private car drivers and it wasn't a sustainable system.

By improving journey time reliability, traffic flow and lowering emissions, the project was set to help commercial vehicle operators move goods across Northern Ireland more swiftly and efficiently boosting the Northern Ireland economy in the process.

Comments Seamus Leheny, FTA's Northern Ireland Manager: "But yet again the scheme

faces another delay, with the High Court ruling there were mistakes in the way the Department for Infrastructure appointed a contractor.

"Every day the project is delayed, Belfast's roads become more congested and difficult to navigate. As commercial vehicle operators continue to face unnecessarily long journey times, the industry's ability to move goods across the North efficiently becomes compromised. As a region, in terms of connectivity and infrastructure we also continue to fall behind the Republic of Ireland and Great Britain which is a significant influencing factor for inward investment."

Adds Seamus: "Despite facing several setbacks since its inception, most prominently in recent years because of a lack of funding, the project is now fully viable with funding secured via

the DUP and Conservative Party Confidence and Supply agreement of June 2017. Our concern now is that in the interim period of another delay, the project could suffer even more severe setbacks if that political agreement were to be compromised.

"The High Court ruling is the sole obstacle it now faces. If the scheme collapses due to this procurement error, it would be a serious setback to the prosperity of the logistics sector, and in turn, the wider Northern Ireland economy.

"Whatever the outcome of the hearing, FTA hopes the plans for the scheme will stay in place, and its members along with the wider public will have the chance to benefit from a much-improved York Street Interchange."





# “WE’RE SAVING £200 A WEEK WITH EACH S 450, SO WE’RE QUIDS IN.”

“We’ve found other trucks susceptible to fuel consumption variations depending on driver/weather etc, so we’ve recently taken eight new S 450s. The savings are remarkable – approximately £200 a week. We’re finding that our Scania fleet performs well in all circumstances. As a result, we now have another three on order.”

Arran Courton, Transport Manager  
CPT Distribution Ltd.



**PERFORMANCE  
REDEFINED**

**SCANIA**

# A TELLING TALE OF TWO TRUCKS

Driving a DAF 3300 ATi brought back fond memories of when piloting a truck was a proper job, as Kevin Swallow reports for Export & Freight.

**Waiting at the** Redmoss Truckstop just off the M74 in Lanarkshire, Scotland were two trucks; a DAF 3300 ATi and XF530.

The only truck anyone was interested in was the 3300. Its origins stem from 1973 when the 2800 range (with F241/2.41m wide cab) replaced the 2600 range. In 1982 the 3300 arrived and production of F241 models continued in some form until 1995.

With the 95 still some way off DAF needed

to maintain operators' interest and bridge an inevitable price-technology-image gap through to 95's eventual launch in 1987. In 1984 SpaceCab was DAF's initial response. Volvo already had Globetrotter, which set new standards as the largest cab on the market. SpaceCab heralded a wave of 'standing height' long-haul cabs from other competitors.

DAF's ATi (Advanced Turbo intercooling) range arrived in 1985 incorporating many

of the driveline upgrades scheduled for 95, taking the 3300 to 354hp and launching another new flagship, the 3600, at 373hp.

The 1987 launch of 95 coincided with the merger of DAF with Leyland Trucks/Freight Rover to create Leyland DAF UK branding with 95 and 80 Series (a DAF-engined Leyland Roadtrain) models taking over from 28/33/3600 to spearhead the new company's heavy truck range.

DAF's F241 cab lived on as a cheap export to non-mainstream export markets in Asia, Africa and the Middle East. It got a new 'slatted grille' face and revised blue/grey interior materials carried down from the 95. New models were added too; the 2900 and 3200.

And it's here where this truck enters the fray. Built in 1990, it is an export-only model most likely for Singapore or Thailand, and had little in common with the pre-1987 3300. Things like a hub reduction drive axle with over-drive 16-speed transmission instead of single-reduction direct-top gearbox; air-conditioning; a fixed driver's seat; and electric-powered driver's window make it different.



Annual mileage in the Irish Army was 2,600 miles for this 3300 ATi military truck.



The revamp: Lothian DAF overhaul the 3300 ATi after demob returning it to its former glory.



Irish Army

Yet this truck never made it out to the Far East and was first-registered in 1993 for the Irish Army (Republic of Ireland was deemed an export market for DAF). After 22 years of active service, it clocked just 58,500 miles. On demob, the 3300 ATi was acquired by dealer group Lothian DAF who spent 18 months restoring it to its former glory.

I last drove one in the 1997. Much of what I could remember returned in flashbacks; narrow windscreen, offset 16-speed transmission, poorly positioned convex mirrors, and exhaust brake button on the floor. Needless to say, I loved it.

The engine growled as it responded to my heavy right foot when setting off. Early changes were tentative because the amount of play in the gear selection meant I wasn't sure I had the right gear. I soon rediscovered that the lane departure warning system, which is the sound of leaves and branches brushing the nearside mirrors.

Starting in 2L, up into 4L, slap across from low to high range, let the gearstick find its resting point, then up into 5L. It took a while to get up to, and trundle along at, 30mph before



Much of the interior was taken from the 95 once it was launched in 1987.

gaining enough confidence to open it up, just a little. Down to 6L then up into 7L, from where split changes were introduced going up to 8H. I cannot remember the last time I used a splitter let alone wrote sentences about it.

Block Changes

Suddenly block changes were introduced as we slowed, then we confidently accelerated up to 40mph in a timely fashion to suggest I had an urgent appointment with an RDC.

Using the engine brake for descents required

a four-gear block-change to force up the revs, and there were times that lugging down to 1,000rpm on the climbs felt like it was too much. It's easy to forget that yesterday's engines focused on power more than torque.

By the time I'd finished driving the DAF 3300, part of me was glad it wasn't mine five days a week. It required effort, forethought and concentration to drive it. Yet, in its day with its SpaceCab it was one of the best money could buy.

Convention meant I had to eventually let someone else have a go. I was ushered into the XF530 6x2 tractor. There is no comparison, today's truck are mechanical masterpieces that allow the driver to work in a safe environment with all the modern conveniences at the touch of a finger. It has adaptive cruise control, EBS and ABS to name just three. It's effortless to drive.

As the day drew to a close, and a realisation sunk in that I'll probably never get another chance to drive a 3300 ATi I finally accepted that technology, like time, waits for no one.

HOW THEY COMPARE		
Truck	FT3300DKX ATi 4x2 with SpaceCab	XF530 FTG 6x2 with Super Space cab
Engine	DAF DKX 11.6-litre six-cylinder in-line	PACCAR MX-13 12.9-litre, six-cylinder Euro-6 turbocharged, intercooled Euro-6
Horsepower	348hp at 2,200rpm	523hp at 1,675rpm
Torque	1,315Nm at 1,250rpm	2,600Nm between 1,000-1,425rpm
Transmission	ZF 16S-130 OD 16-speed synchromesh with change and splitter	ZF 12TX2620DD 12-speed range TraXon automated
Plated weights	GVW, 17,000kg; front axle, 7,100kgs; drive axle, 13,000kgs	GVW, 44,000kg; front axle, 8,000kg; mid-steer axle, 7,500kg; drive axle, 11,500kg
Build date	1990	2017



Apart from both the XF530 and 3300 ATi using diesel, similarities were few and far between.

# Glenvale Waste Put First Renault Trucks' Range C Into Operation

Armagh-based Glenvale Waste has put its first Renault truck into operation, with excellent service support from local dealer Toal Truck Services sealing the deal.

**Joining Glenvale's 12-strong** fleet, the Range C480 6x2 empties tanks and desilt lines for the company which specialises in drain and sewer services.

Customer and after-sales service

were the key factors in Glenvale selecting Renault Trucks for the first time, as Director Pat Hughes explains: "One of the main reasons we chose Renault Trucks is our local service point, Toal Truck

Services, whose hard work, and 'can do' attitude together with a large parts stock means we receive high levels of after-sales service and minimal vehicle downtime."

Specified with the driver in mind,

the C480 with sleeper cab is equipped with ultimate leather steering wheel with cruise and telephone control, one touch electric windows, a 2kW cab independent night heater as well as electronically regulated comfort air conditioning.

"The C480 is well finished, very comfortable to drive and, importantly, the drivers are very happy with this new lorry," notes Pat.

Fitted with a Valley Jetvac waste tanker, the C480 comes with overhead boom for cleaning deep tanks, remote control and saddle tanks for carrying extra water.

Glenvale Waste, who operate across Northern Ireland and the Republic of Ireland, has seen an increase in the level of business recently and the Range C allows them to offer their customers a wider range of solutions to waste problems.

As Pat says: "A blocked gully can lead to serious flooding, accidents and damage to the road and paved area. With the aid of the new Range C and the high pressure Jetvac tanker we can keep our customer's drains and gullies clear from any blockages and de-silt the line promptly and efficiently."

Pat concludes: "It's the full package, a great truck that gets the job done as well as fantastic back up – we are delighted that we chose Renault Trucks for our latest fleet purchase."



Armagh-based Glenvale Waste has put its first Renault truck into service, a Range C480 6x2 with Valley Jetvac waste tanker, supplied by Toal Truck Services.

## Post-Brexit Uncertainty Over Workforce Leaving Business Stranded, Says FTA

The Freight Transport Association is urging government to act on the findings of a Home Affairs Committee report on migration, to ensure that UK business can continue to operate at full staffing levels after the UK leaves the EU.

**The logistics sector**, which represents 11% of the British economy's GVA, relies heavily on EU workers, with 14% of HGV drivers and 25% of warehouse staff coming from other EU countries. And as James Hookham, Deputy Chief Executive of FTA states, the Committee is right to raise concerns over the lack of guidance given to business over the future rights of these trained logistics staff: "Up to now, the political emphasis on Brexit has focused on trade and borders, while sidelining future immigration policy for a later date.

"EU workers represent more than 12% of the UK's logistics workforce, yet this lack of clarity on their future status has left their employers in limbo, not knowing whether they will be able to continue employing them under their current contracts after Brexit. An employee's right to work in the UK is a pre-condition of most employment contracts.

"The Migration Advisory Committee is due to publish its findings over the future of EU workers currently in the UK in the autumn, but this is too late for businesses which are already planning for 2019 and beyond. A clear and informed debate about the various policy options available needs to start now about future access to non-UK workers, so that employers can have clarity on the scale of their recruitment needs."

While permanent EU workers form a significant proportion of the workforce for logistics businesses across the sector, there is a particular need for the continued availability of seasonal workers to support fluctuations in trading requirements.

James Hookham continues: "Around a quarter of warehouse operators tell us that EU workers make up 75% or more of their agency staff, so if these people cannot be employed in the UK after Brexit, their absence would pose a real threat to

the supply chain, particularly for the e-commerce sector and other businesses relying on daily deliveries. These businesses are currently living on a knife-edge of uncertainty about the future: when will employers be able to write to their employees who hold non-UK EU citizenship and confirm their employment status after Brexit?"

The skills gap which the loss of these EU workers could leave in the UK's supply chain is made even starker by the fact that there are already significant skills shortages across the sector, with more than 52,000 vacancies for HGV drivers nationwide. And as James Hookham says, the time is running out if the logistics sector, and others which rely on European workers, is to ensure a seamless transition to a post-Brexit world.

"The decision to commission the Migration Advisory Committee to look into the role of EU workers in the UK took over a year to make, which means the whole process of confirming the options for business has already been delayed. Now is the time for swift action from government, to provide clarity for the workforce and their employers, and ensure that Britain can keep trading efficiently in a post-Brexit world."



# Motis Ireland Director qualifies for the GB Triathlon team



Chris Polwart, Motis Ireland Commercial Director.

Motis Ireland's Commercial Director Chris Polwart will be heading to Australia's Gold Coast to compete in the ITU Triathlon (Age Group) World Championship's representing team GB in September this year.

**Chris has completed** triathlons from the shorter "sprint" distance all the way to full distance "Ironman" over the last 6 years and managed to secure a spot on the GB squad at a qualifying race in Chester in July where he finished 2nd in the Age Group category.

This gave him the opportunity to compete in the same arena with the likes of Jonny Brownlee, Mario Mola and many of the current greats of the sport. Chris will be racing in the "Olympic Distance" race which comprises a 1500mtr sea swim, 40km bike and 10km run.

As Motis is very much a Pan European business, Chris spends a significant amount of time visiting customers, suppliers, partners and staff throughout Europe. It is not unusual for Chris to be out running / swimming / cycling at sunrise (and before!) to keep fit (and hopefully fast) whilst managing a busy schedule and you are unlikely to find him travelling without at least a pair of trainers in his suitcase!

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# RENAULT RANGE T HIGH TICKS ALL THE BOXES FOR LONG HAUL DRIVING



When Renault Trucks announced earlier this year that it was making available for test driving a limited number of demonstration models of the new long haul Renault Range T High, we quickly got our name on the list, as Export & Freight's Garfield Harrison writes.



## TEST REPORT: TICKS ALL THE BOXES FOR LONG HAUL DRIVING

**We were among** those first in the queue to get behind the wheel when the 44 tonne, 480hp, 6x2 model arrived at dealers Diamond Trucks in Mallusk.

Accompanied by Dealer Principal Iain Latimer, we headed up the M2 motorway to journey along our traditional test route, circling Lough Neagh through Magherafelt, down into Cookstown and on to the M1 motorway at Dungannon to head back to Belfast.

We are great believers in first impressions, and they began when we climbed into the high spec, luxury high roof cab that offers a quite amazing and relaxed working environment for the long distance driver.

As the manufacturer says, and deservedly so, this flagship right hand drive Range T High with its flat floor cab takes pride of place in the robust, efficient Renault Trucks line-up with engine choices including 440hp, 480hp and 520hp.

Specifications on our 480hp unit included full leather seats, performance lower and ultimate upper bunk, deep 40 litre capacity 'silent' fridge, compact dashboard, Alcoa alloy wheels, aluminium suzie support and additional catwalk, plus backrest, laminated side windows and three ambient lighting modes: active, night driving and rest time. Yes, it is a real 'home from home' that is spacious and comfortable, with well appointed working and living areas. What more could a driver want?

But there is more! Luxury curtains separate the driving position from the rest area, while storage space is abundant, including five above the console, one of which is lockable. The upper bunk can also be transformed into a storage space, complete with access ladder and luggage net; there's also a drawer under the lower bunk – and outside the cab there are four side compartments, one of which is accessible from the inside, making it ideal for packing away heavy overnight baggage, for example.

In addition, there is all the usual infotainment features including CD player, MP3/WMA format-compatible double tuner, with steering column-mounted radio controls and USB inputs for an MP3 player, as well as a hands-free interface for a mobile phone.

### Top Performer

So what's the truck like to drive? It is powered by the already proven and highly regarded Range T High's latest generation Step C 13-litre engine, offering maximum power of 353kW from 1404 to 1800 rpm, and maximum torque of 2400Nm from 950 rpm to 1404 rpm.



So, yes, this six cylinder in-line diesel Euro 6 engine packs more than enough punch, though we weren't fully loaded – but coupled with the 12-speed Optidriver automated gearbox, its performance cannot be faulted.

Further contributing to the driving pleasure are a host of safety features on our test vehicle, perhaps chief among them for us being Adaptive Cruise Control which enabled us to keep a safe distance from any vehicles in front, and not just on the M1 and M2 motorways.

Other features include Lane Departure, Advanced Emergency Braking, Electronic Stability Control, Hill Start Assist, and Automatic Electric Parking Brake – there's even a tyre pressure monitor which issues a visual warning in the event of a fault.

As you would expect, visibility from the driver's seat is also excellent, thanks to the provision of wide angle and main rear view mirrors which are electrically adjusted and heated. Night time driving or low light conditions are well catered for, with LED daytime running and main beam headlights, directional LED indicators, and fog lights.

We found it easy to find the most comfortable driving position on our fully adjustable seat from which all the controls on the panoramic dashboard were within easy and safe reach, and together with with the 7" HD colour information display we felt always in control no matter

what the road ahead threw at us.

### Strong Demand

Back in February, Renault told us that exceptionally strong demand and customer orders for this right hand drive Range T High in the UK and Ireland prompted them to expand their offer for the new vehicle with an extended range of options enabling operators to specify individual requirements.

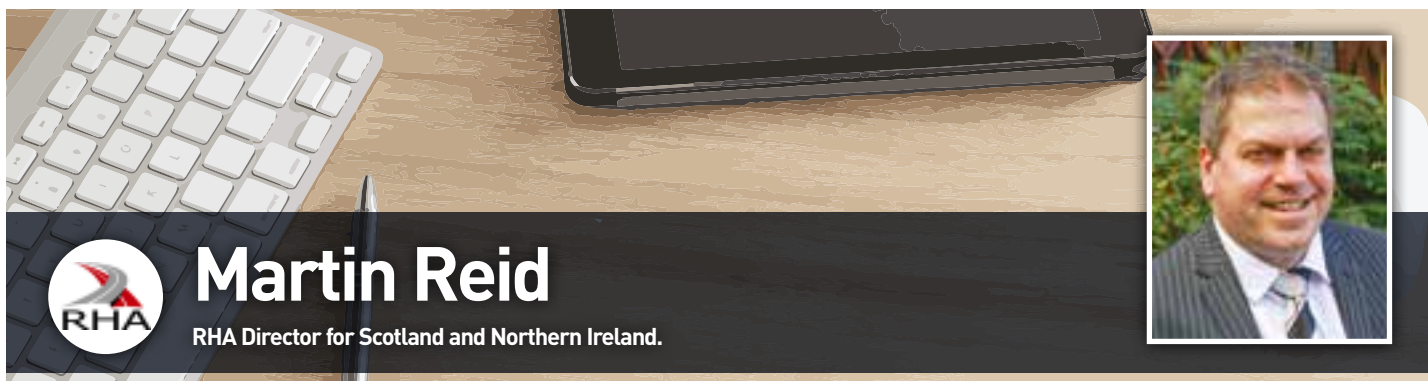
Nigel Butler, Commercial Director, Renault Trucks, commented at the time: "We have been delighted by the number of enquiries we have had since announcing the right hand drive Range T High, and our initial production run has already been taken up. As we prepare to deliver our first customer vehicles it has become clear that each operator has a very specific job in mind for their Range T High."

And of Renault's objective when launching this new range, he added: "Attracting and retaining good drivers is a real priority for operators facing the critical shortage of trained professionals in the industry. The generous working, living and sleeping environment of the righthand drive Range T High will help enhance driver satisfaction and productivity as the flat floor delivers the comfort levels needed for international or long distance transport."

### Verdict

Having spent a couple of enjoyable, stress free and relaxing hours behind the wheel, we can honestly declare: 'Mission Accomplished.'





# Martin Reid

RHA Director for Scotland and Northern Ireland.



# BREXIT – THE WATERS ARE NO CLEARER

As we hurtle relentlessly toward the deadline date of 29th March 2019 it is clear that the Government are a million miles away from a place where they can confidently predict a seamless exit. Only this week former Bank of England governor Lord King told the BBC the UK's preparations are "incompetent" and lacks a "credible bargaining position" with Brussels. That, coming from a Brexit supporter!

**He also acknowledges** that the EU members have been far more united in their response to Britain invoking Article 50. After decades of building up a unified system of rules they are not going to make it easy for the UK to dismantle it and cherry pick the bits the Government want to keep, and they do not want to set a precedent.

EU chief negotiator, Michel Barnier is clear in his thoughts. "We have a coherent market for goods, services, capital and people - our own ecosystem that has grown over decades," he said. "You cannot play with it by picking pieces. There is another reason why I strongly oppose the British proposal." He was quoted as saying this 2 days ago (at the time of writing) and on the same day that Theresa May announced in the Sunday telegraph that she was "confident" that a "good deal" could be reached. The reality is that the two sides are miles apart and the negotiations on behalf of the UK are being conducted by a party divided on which approach to take and with little support for the Chequers plan.

May did continue to say that it was right that we prepared for a "no deal" Brexit even though such an eventuality would create "real challenges for both the UK and the EU" in some sectors. Given the startling lack of knowledge of how our sector operates from those in Westminster coupled with the lack of leadership from

Stormont I think we can say with reasonable confidence that road haulage will be one of the sectors that faces "real challenges".

## Lack of Understanding

Our CEO Richard Burnett took representation of RHA members to meet with Transport Secretary Chris Grayling recently. By the time the meeting was over, they were astounded at the lack of basic understanding of how permits work and what hauliers go through at customs.

There is a genuine concern that the government do not have any kind of handle on the chaos our industry could be thrown into. In the Government 'Trading with the EU if there's no Brexit deal' technical notice, it states that would be responsible for their own Safety and Security Declarations – a new move for the industry.

*Operators would be required to submit two types of Safety and Security Declarations:*

- Exit Summary Declaration (EXS) to the customs authority from which the consignment is being exported, and
- Entry Summary Declaration (ENS) to the customs authority that the consignment is entering.

Shouldn't lead to many delays then? I guess that won't matter much anyway if we have to go down the permit route, subject

to quotas, there won't be much going in and out of Europe anyway (another issue that politicians seem to have difficulty understanding! 1200 permits in total for UK).

Still, there will always be opportunities somewhere within the inevitable changes and hopefully when the government publish the document which covers how transport and logistics will go about business in the event of a "No Deal" scenario, these opportunities will be evident. Even if they are marked in red pen and highlighted I still feel that the 21-month implementation period following on from March 2019 is becoming more and more important. Through my dealings with Government across the UK I get no sense that they will be ready for deadline day in March.

## Did you know?

The RHA will be holding a conference open to members and not members covering issues such as Brexit, ports, clean air, compliance and diversity and have guest speakers to guide us through these topics. The conference will take place on the 18th October at the Rosspark Hotel, Doagh Road, Kells, Ballymena, Co Antrim, BT42 3LZ.

If you would like to join us please drop an email to [events@rha.uk.net](mailto:events@rha.uk.net) or call 01932 838903 to book a place.

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## Amet Insurance Celebrating A Year of Growing Success

The first 12 months in business – any business – is always the most challenging, but when Amet Insurance began trading from July last year, the closely-knit team hit the ground running, and they haven't looked back.

**Over that time**, the Belfast headquartered company has moved into more permanent and larger offices – at 65 Chichester Street – and has grown its staffing levels, its network of brokers and its client base. So what has been the secret of that success?

Comments Managing Director Vincent McIvor: "When we first opened for business our strategic and primary goal was to provide a local, professional and friendly customer focused service, with competitively priced policies tailored to individual requirements – and we stuck to that, we achieved that, and we will continue to develop and build on that into the future."

Amet Insurance is headed up by directors and a management team who between them have more than 100 years' experience in working and trading in the Northern Ireland insurance market; the company is writing on behalf of Liberty Insurance, part of the highly respected and well trusted global insurer, the Liberty Mutual Group.

Amet Insurance write a variety of products covering private & commercial fleets, own goods/light commercial fleets, coaches and heavy goods vehicles, taxis, and special type vehicles, in addition to employers, public and products liability – and the past year has seen growth in all those areas.

That's thanks in no small measure to the fact that their highly experienced team have long standing relationships with many sectors and organisations and they work closely with their broker partners across Northern Ireland to ensure they meet the differing needs of their customers, who, says Vincent, "will always be at the heart of our business."




Other members of the management team include Claims Manager Iain McKeown, Finance Manager Des Doherty, Director Simon Rotherham who is responsible for Motor Underwriting, Director Mark Price, Liability Underwriting, and Director David Boyle who looks after the company's IT needs.

All are local, working in close partnership with an eight-strong panel of Northern Ireland brokers to provide customers with local underwriting decisions and prompt, local handling of claims.

"Clients appreciate the fact that we provide a service that is competitive, professional and personal," says Vincent. "We have worked hard over the last 12 months to get the Amet name out into the marketplace, a name that customers can trust and have confidence in, and we are looking forward to building on that in the years to come."

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# WORLD PREMIERE OF THE NEW MERCEDES-BENZ TRUCKS FLAGSHIP IN BERLIN

Mercedes-Benz Trucks has presented the brand's new flagship to the world press ahead of the IAA Commercial Vehicles Show in Hannover.

**The new Actros** increases safety for all road users, efficiency for operators and comfort for drivers to unprecedented levels. The most important and most spectacular innovation is Active Drive Assist, with which Mercedes-Benz Trucks puts partially automated driving into series production.

The new Active Drive Assist can brake, accelerate and steer independently. Unlike systems that only work at certain speeds, Active Drive Assist offers the driver partially automated driving in all speed ranges for the first time in a series-produced truck. New elements are the active latitudinal control and the combination of longitudinal and lateral control in all speed ranges through the fusion of radar and camera information.

Active Drive Assist builds upon the tried-and-tested adaptive cruise control with stop-and-go function and the lane-keeping assistant from Mercedes-Benz. While responsibility for monitoring the traffic situation remains with the driver, the system provides significant support and makes an important contribution to increased road safety.

"With more than 60 innovations, the new Actros already puts the future of heavy-duty trucks on the road today. Just four years after the presentation of the Mercedes-Benz Future Truck 2025 driving in automated mode, we are launching the new Actros with the world's first partially automated assistance system in a series-produced truck," stated Stefan Buchner, Member of the Daimler Trucks Divisional Board of Management and Head of Mercedes-Benz Trucks. "We at Daimler Trucks are thus further extending our leading role for automated driving. When fitted with

Active Drive Assist, our new Actros makes the logistics business significantly safer for all road users and more efficient for our customers."

Since the launch of Active Brake Assist 1 in 2006, nearly 230,000 trucks from Mercedes-Benz have been sold with the emergency braking assistant on board. Active Brake Assist 5 supports the driver when there is a danger of a rear-end collision or a collision with person crossing, oncoming or walking in the truck's lane – also with an automatic full application of the brakes



if necessary. A new aspect is that Active Brake Assist 5 now works with a combination of radar and a camera system. This allows it to monitor the space ahead of the vehicle even better and to react to persons in the road even better.

The new Actros differs from its predecessor also visually: its main mirrors and wide-angle mirrors have been replaced by mirror-cams as standard equipment. The mirror-cam is an enormous improvement in terms of aerodynamics, safety and vehicle handling. The system offers greatly improved all-round visibility and consists of two cameras mounted on the outside of the vehicle and two 15-inch

displays on the A-pillars inside the driver's cab.

The new Actros with its completely revised HMI offers the driver unique operating and display comfort. Two interactive screens are standard equipment and serve as a central source of information in the driver's digital workplace of the future. In addition to all driver-relevant basic information, the assistance systems are also visualized here. Smartphones are of course integrated via Apple CarPlay™ and Android Auto. The Truck Data Centre permanently connects the truck with the Cloud and is the basis for all connectivity solutions, such as apps that help the driver to perform his transport tasks. This means that connectivity becomes reality in the new Actros.

Real-time control of the truck through the connected services provided by Fleetboard and the preventive service product Mercedes-Benz Uptime offer truck operators further added value. That includes predictive maintenance and shorter stand times.

The fuel consumption of the new Actros is once again lower than that of its predecessor with savings of up to three percent on highways and up to five percent on country roads. Aerodynamic improvements have been achieved thanks to mirror-cams and new rear-edge flaps. The intelligent Predictive Powertrain Control (PPC) for cruise-control and gear shifting operates even more efficiently and can now also be used on country roads thanks to its expanded map material. In addition, a new, fuel-saving rear-axle ratio is in use.

The new Actros can be ordered now, with the first vehicles being delivered to customers next spring.



New Mercedes-Benz Actros.





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# What is the oldest DAF truck still in operation?

DAF Trucks is looking for the oldest truck still in transport operation. The search focuses on typical DAF vehicles from past decades that continue to run day-to-day.

**Operators and drivers** are being invited to share their truck on DAF Trucks N.V.'s Facebook page. DAF Trucks celebrates its 90th anniversary this year. The company initially focused on the construction of lightweight semi-trailers and commenced truck production in 1949.

Ever since, DAF vehicles have earned a reputation for their class leading fuel efficiency and driver comfort, as well as for their outstanding reliability and durability.

Regularly, DAF receives images from operators and drivers around the world, proudly showing trucks that left the production line many decades ago, and are still in daily use.

This has triggered DAF Trucks' interest – what is the oldest DAF truck still in operation, and where is it?

DAF Trucks has launched a Facebook campaign to find the answer to this question. Irishman John Tarrent has already shared his classic DAF 2100 from 1984, still working hard today: "She has 34 years of work done, never let us down and she always comes back to base, whether it's night or day."

DAF is looking for images and stories from its trucks from the early nineties, the eighties, the



Irishman John Tarrent in front of his DAF 2100 which he purchased back in 1984 and which is still in operation.

seventies or even earlier that are still in operation.

Photos or video can be posted on the DAF Facebook page: [https://](https://www.facebook.com/dafrucksnv/)

[www.facebook.com/dafrucksnv/](https://www.facebook.com/dafrucksnv/).

At the end of November the oldest in-service DAF truck will be announced.

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## How To Protect Cyclists and Pedestrians In City Traffic

Road fatalities from accidents with heavy goods vehicles are decreasing, but Volvo Truck's research shows that the same reduction is not being seen in accidents involving cyclists and pedestrians. Actions are needed to reduce these accidents.

**New technology combined** with updated legislation, better infrastructure, higher safety awareness and improved visibility can make our city traffic safer. "Cities bring people together, but with so many people and vehicles sharing the same space, pedestrians and cyclists suffer a large number of the serious traffic injuries and fatalities. This issue needs to be tackled on a wide front through both technology and collaboration," says Carl Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks.

Volvo Trucks has made safety one of its core values during its 90-year history and takes a multi-faceted approach to traffic safety. It extends from traffic safety research, to developing safety technologies for the vehicles, such as Lane Keeping Support and Forward Collision Warning with Emergency Brake, to driver training and designing safer vehicles. Traffic safety awareness programmes such as Volvo Trucks' 'See and Be Seen' initiative, targeted to children and cyclists, is another important part of the work.

"As a vehicle manufacturer we can do a lot to make sure that no one is injured in an accident with any of our vehicles and to increase the general level of road safety awareness. We have a zero-accident vision," says Carl Johan Almqvist.

Transport for London (TfL), for example, aims to have zero serious injuries and fatalities on its roads and that 80 per cent of all Londoners' trips be made by foot, by cycle or using public transport by 2041.

TfL has put reducing road danger at the centre of its decision-making and it is working closely with vulnerable road user groups and vehicle manufacturers,

including Volvo Trucks, to find solutions.

"We need haulage companies to improve the safety of their fleet," says Will Norman, Walking and Cycling Commissioner at Transport for London. "Direct vision from the cab of a lorry has been shown to have a substantial impact on reducing danger for people walking and cycling, as blind spots are a key factor in collisions."

Ensuring excellent vision from the vehicle is an important part of Volvo Trucks' safety philosophy. It is especially important when designing vehicles for urban environments, such as in the updated Volvo FE Low-Entry Cab, which has an extra low chassis and the option of enlarged windows that cover much of the cab doors. The extra windows offer the driver direct visibility along the side of the vehicle.

Trucks operating in cities are also set to get safer through better technology to detect vulnerable road users around the vehicle. In the EU-funded Xcycle project, Volvo Trucks is co-operating with tech companies and research institutes and one of the technologies involves a detection system for cyclists.

"Almost 40 per cent of accidents between trucks and cyclist are on the passenger-side of the vehicle. It is the most critical area during a passenger-side turn. In the Xcycle project we want to find out how we can reduce these types of accidents by combining in-vehicle detection systems and the intelligent traffic system in the city using wifi. Both the truck driver and the cyclist would receive a warning to alert them of hazardous situations," says Xcycle Project Manager, Jerome Vigneron at Volvo Trucks.

The results of the project will be presented in November 2018 and, as Jerome Vigneron says, "This project is a perfect opportunity for us to contribute to our goal of zero accidents."



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# RENAULT TRUCKS UNVEILS ITS ELECTRIC RANGE

Renault Trucks is taking a comprehensive approach to the challenge of electromobility with the announcement of its second generation range of fully electric trucks.

**With models at** weights from 3.1 to 26 tonnes Renault Trucks offers a wide range of solutions for operators providing last mile, urban distribution and refuse collection services.

Over the past 10 years Renault has been working with commercial operators in a number of countries to prove the operational capability and commercial viability of a range of hybrid and fully electric vehicle technologies.

Renault Trucks' President, Bruno Blin explains: "Ten years ago we were the pioneers, promoting electric trucks to improve city air quality. Today we can offer a range of electric vehicles with proven performance and the experts in our network are ready to help our customers' transition to electromobility."

Renault Trucks is the first to offer such a wide choice of electric vehicles to operators, with the Master ZE to be available in September 2018 and added to next year with 16t D ZE and 26t D Wide ZE models. All offer zero tailpipe emissions of CO2 and other local pollutants, leaving Bruno Blin to be confident in Renault Trucks' place in the electromobility market. "Ten years ago we were pioneers, today we are experts."

Nigel Butler, Commercial Director for Renault Trucks in the UK and Ireland, has watched developments in electromobility with interest.

"Our first hands-on experience with electric vehicles in the UK was during the London Olympics in 2012. We provided a hybrid electric 26t vehicle which delivered Coca-Cola to sites during the Games – it didn't miss a beat then, or in a further four years' operating in the capital. I am delighted that we will be expanding our range of electric vehicles next year."

At a time when everyone in the transport sector needs to work to address air quality

and noise challenges as well as reducing global CO2 emissions, availability of the Renault Trucks ZE range is particularly timely and will enable operators, national and local authorities to create robust plans to improve the urban air quality environment.

## Zero emissions

The latest technological advances have made electric trucks an economically viable alternative for hauliers, leading Renault Trucks to launch a complete ZE range.

However strict the regulations may be in urban zones, the vehicles in the Renault Trucks ZE operate seamlessly in compliance. They are the perfect solution to safeguard air quality and reduce congestion as they allow noise-free out-of-hours deliveries and emit neither local pollutants nor CO2.

Some prominent names in freight haulage have already opted for electromobility, with two such companies being XPO Logistics and Suez.

"At XPO, we have led by example as the transport industry becomes increasingly aware of the need for alternative power," said Luis Gomez, managing director-transport, XPO Logistics Europe. "We commend our supplier Renault Trucks for investing in the development of electric vehicles that offer a practical way to achieve zero emissions. Renault Trucks is shaping the future of commercial transport in an evolving regulatory environment."

The Renault Master ZE, which will be released in September 2018, is ideal for those last-mile deliveries and provides access to inner-city areas even those with strict traffic restrictions. The battery of this all-electric utility vehicle takes six hours to charge.

Its loading volume is the same as a conventional

diesel Renault Master as the batteries are mounted under the front seats. The Master ZE range comes in six variants (four panel vans and two platform cabs) designed to meet all the requirements of professionals working in urban environments. Finally, to protect the driver, the load and keep city-dwellers safe, the Master ZE is fitted with a reversing camera, reversing radar system and wide-view mirror as standard features.

The specially designed 16-tonne version of the Renault Trucks D ZE is ideal for urban and temperature-controlled deliveries and the Renault Trucks D Wide ZE will come in a 26-tonne version for efficient refuse collection. Both models will be manufactured at the Renault Trucks plant in Blainville-sur-Orne, Normandy, France in the second half of 2019.

A medium-duty Renault Trucks ZE vehicle has an operating range of up to 300 km (190 mls) depending on usage and battery configuration. The battery pack is the most expensive item when buying an electric truck, but for Renault Trucks, there is no question of compromising on payload or cost-effectiveness, so different operating ranges will be available tailored to customers' exact needs.

Thanks to rapid DC charging, the Renault Trucks D ZE and Renault Trucks D Wide ZE lithium-ion batteries can be fully charged in as little as one to two hours via the 150 kW Combo CCS connector. For overnight AC charging, the time to fully charge a 300-kWh battery is 12 hours. In this case, a three-phase 380V 32A industrial power socket is perfectly sufficient.

For maximum flexibility in terms of usage and bodywork, the Renault Trucks D ZE and Renault Trucks D Wide ZE are equipped with a power take-off and a standard mechanical interface.







## Vacancy - Managing Director Gray & Adams (Ireland) Ltd

Gray & Adams are the UK's leading manufacturer of bespoke temperature-controlled and other specialist transport equipment. Gray & Adams employs circa 700 members of staff over 5 sites in the United Kingdom with a group wide turnover of £150 million.

Due to planned retirement, the Company are seeking to recruit a Managing Director to be based at Gray & Adams (Ireland) Ltd, in Newtownabbey.

The successful candidate will initially be employed in a designate position, shadowing the current Managing Director with the intention to succeed this role in late 2019.

This position will report to the Group Managing Directors, based at the Company's headquarters in Fraserburgh, Aberdeenshire, Scotland.

### Responsibilities

As a Managing Director, you will have full P & L responsibility for the Company, agreeing budgets and meeting targeted profit expectations.

You will oversee and manage all functions of Gray & Adams (Ireland) Ltd, making strategic decisions to ensure continued business success.

You will also implement Company Policies and ensure that legal guidelines are met and adhered to throughout all levels of the business.

### Essential Criteria and Attributes

- Experience in a Managing Director's role or other senior managerial position, ideally in the trailer and or commercial vehicle sector
- Self-motivated with an entrepreneurial flair and commitment to adding value to the Business
- Exceptional leadership, business and interpersonal skills
- At least five years sales experience with a proven record of managing key accounts and the ability to establish and maintain the confidence of new and existing customers
- Strong understanding of corporate finance and measures of performance
- Experience in setting business goals/strategies, time lines, plans and financial targets
- Good knowledge of Corporate Law, Employment Law and Health and Safety Regulations

### Desirable

- Experience in managing a workshop or production facility
- Degree level qualification is desirable but not essential if the candidate can demonstrate extensive and relevant experience consistent with what is required to perform the role of Managing Director

A highly competitive remuneration and benefits package will be offered to the successful candidate.

Please apply in writing, enclosing your covering letter and CV to:

Mark Grant, Group Finance Director, Gray & Adams (Fraserburgh) Ltd, South Road, Fraserburgh, Aberdeenshire, Scotland, AB43 9HU, or alternatively email [mark.grant@gray-adams.com](mailto:mark.grant@gray-adams.com)

**Closing Date: 14 December 2018**



# Seamus Leheny

Policy & Membership Manager - Northern Ireland. Freight Transport Association



# NO ROOM AT THE INN

Autumn is already upon us and as we begin to look forward to winter I hope you all had an enjoyable summer and managed to get a break away from it all.

**For a change** this year, we decided to pass on the usual family beach holiday and instead looked East and opted for a week in Denmark which is I can now say is a beautiful interesting country with lovely people.

As we have three young children, we opted to hire a car for the week for independence. Some of those road trips made me consider two important things.

First of all the Danes have a truly world class infrastructure – I counted two potholes over the entire week along with road surfaces that would be the envy of airport runways!

The second thing I noticed was the consistent and well signed rest areas for commercial vehicle drivers. I stopped at one such motorway services and immediately impressed by adequate HGV parking, clean modern toilets and wash areas plus excellent catering and refreshments.

Recently the UK watchdog for road users, Transport Focus, published its research findings into the motorway services network. It made encouraging and positive reading for car drivers looking for a convenient place to stop for a break while on a long journey.

According to the research, many of the motorway service facilities scored over 95 per cent satisfaction levels.

However we in the Transport sector may have a different opinion from car drivers.

Investment in services for commercial drivers has not kept pace and satisfaction levels in these areas are dropping. This will be especially prevalent for



any readers who either drive or manage drivers who undertake work in Great Britain.

## Secure Parking

In recent years locally we have seen improvements with the development of our first Motorway services that have excellent parking, catering and toilet facilities for commercial drivers with more planned. However we still lack adequate safe secure parking areas on some of our primary A roads which is something I continue to raise with the Department for Infrastructure.

In GB, the primary concerns of commercial drivers are on the quality and quantity of rest facilities. Commercial drivers are expected to undertake a physically and mentally demanding job on the nation's motorways, operating to tight deadlines therefore it's only fair for our industry to expect a consistent standard of rest areas across the UK.

Among the key concerns expressed by commercial drivers in the

survey was the lack of overnight security provision alongside the overall value of money, or lack of it, in overnight parking fees.

FTA members have raised concerns over the availability of HGV parking, particularly during the day which subsequently makes the use of toilet and refreshment facilities near impossible for hardworking drivers during the day.

Commercial drivers as we know are covered by a multitude of regulatory requirements including rest so they deserve to have decent parking and facilities in order to help remain compliant.

## Drivers Wanted

Our industry is struggling to recruit new drivers and unless work is done in improving driver facilities we will find it even harder to attract new talent. I often raise the matter that we must be one of the few remaining industries left that still ignores 50% of the potential workforce. In Northern Ireland around 1%

of HGV drivers are female with similar figures across the UK and Ireland. How likely are we to ever to attract more female drivers into our industry if we don't have safe high quality rest areas.

No HGV driver wants to park alongside the road but in many parts of the UK there are simply not enough parking spaces off road. This is especially prevalent in areas such as the Midlands, East of England and the South East where spaces are currently at critical level and forecast to get worse post Brexit.

If a driver is parking up at a service area whether it's in Aberdeen, Birmingham or Southampton and they know that it will have certain facilities and standards then it not only makes their job better, but it helps retain and even recruit drivers into the industry.

After promising improved facilities for commercial drivers nationwide more than a year ago, the Department for Transport must now step up and fulfil its commitments to the logistics industry.

Investment in rest areas for commercial drivers has failed to keep pace and this is a matter that FTA is now lobbying the Department for Transport and Government on otherwise our roads infrastructure will come under even more pressure and constraints.

Thinking back to my travels in Denmark, commercial vehicle facilities are seen as vital on the strategic road network and not an inconvenience or after thought by planners - is that the change in thinking we need here? As the Danes would say, probably.



## Stay informed with Fleetboard Driver



All truck drivers whose vehicles are equipped with the permanently installed Fleetboard onboard computer can take advantage of an app that makes their working day considerably easier – the newly-developed Fleetboard Driver is now available for downloading, free of charge, from the Apple App Store and the Google Play Store.

**Fleetboard Driver keeps** drivers constantly abreast of relevant data relating to their vehicle in real time. Drivers receive direct access to their personal data registered by the Fleetboard operational analysis and Fleetboard time management functions. This means they remain informed about their current driving and resting times, including weekly driving times and the remaining driving time until the next break.

As an extra bonus, drivers also receive the driving style scores from their last seven journeys, the corresponding detailed scores and useful tips on optimising their score and driving style. The new app is available in 25 languages, and in all EU countries, as well as Switzerland, Norway and Russia.

## DAF Genuine Parts – it pays to ‘go genuine’

DAF Trucks is underlining the importance of its DAF Genuine Parts programme as the market leader launches its new complete hub kit for the popular CF and XF ranges. The company says its hub kit assembly offers long-term financial benefits thanks to its durability and reliability.

**Hub kits, as** with all DAF Genuine Parts, are produced with a ‘quality guarantee’ from DAF Trucks to deliver maximum reliability. All DAF Genuine Parts comprise the highest quality, essential components to ensure an optimum lifespan while benefitting from a full manufacturer-backed warranty available throughout the DAF Dealer network.

DAF’s new hub kit assembly includes hub, brake disc, ABS ring, wheel bolts and associated fittings – all available under a single part number to simplify ordering.

“Where our customers demand superior replacement parts, DAF Genuine Parts provide the peace-of-mind of a quality guarantee,”

says DAF Trucks’ newly appointed Parts Marketing Manager, Glen Crompton. “Over the longer term, DAF Genuine Parts offer improved durability and reliability to deliver maximum uptime. Quite simply,” he says, “it pays to go genuine.”

“Our new complete wheel end hub kit for the CF and XF contains all the essential parts necessary for an effective and reliable hub replacement,” adds Crompton, “now catalogued under a single part number.

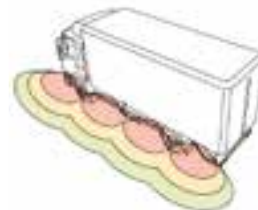
The assembly comprises only new DAF Genuine Parts, ensuring optimum fit and performance. Of course, DAF Genuine Parts benefit from a full DAF warranty and available throughout our 136-strong UK DAF Dealer network.”

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## £1000 Fine On Series of Offences

A County Tyrone driver has been convicted at Lisburn Magistrates' Court and fined a total of £1,000 plus £15 offender levy.

**The conviction arose** when DVA Vehicle Examiners stopped a 2 + 3 axle articulated goods vehicle in the vicinity of Belfast and directed the driver to take the vehicle to the Department's Weighbridge facility at Sprucefield for the purposes of an inspection and weight check.

The driver indicated that he was going to take a break and refused a request to produce his current tachograph card.

The vehicle was subsequently taken to Sprucefield Weighbridge and the vehicle was found to be overweight on its gross train weight by 5,930 kgs (14.82%). A number of additional offences were also identified in relation the driver and these included obstruction of an authorised officer by initially failing to proceed to the weighbridge as directed, no CPC qualification and failure to produce analogue record sheets when requested.

Despite numerous requests the driver did not make himself available for interview.

## Failed to Take Daily Rest

A County Tyrone driver was convicted at Belfast magistrates' court and fined a total of £600 plus a £15 offender levy after DVA Vehicle Examiners stopped and inspected a 3 axle articulated unit in combination with a 3 axle trailer in Belfast.

**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 six occasions whilst driving.

The minimum Daily Rest period required in a 24 hour period is 11 hours which can be reduced to 9 hours on three occasions each week. The driver was subsequently cautioned and interviewed.

## Tachograph Offences

A County Antrim Driver was convicted at Lisburn Magistrates Court and fined a total of £550 plus £15 offender levy.

**The charges related** to a 3 + 3 axle articulated HGV being stopped during an operation in Belfast and directed to the Department's Weighbridge facility at Garmoye Street, Belfast for the purposes of an inspection. The driver was cautioned and the interview suspended pending further analysis of the data downloaded from the vehicle unit.

Further analysis revealed a number of offences relating to failing to make proper use of Records Sheets or Driver Card (failing to use recording equipment) and failure to take a break after 4 ½ hours driving. The driver was subsequently cautioned and interviewed.

## Exceeded Daily Driving Hours

A Republic of Ireland driver has been convicted at Ballymena Magistrates' Court and fined a total of £500 plus £15 offender levy.

**The conviction arose** when DVA Vehicle Examiners stopped and inspected a 3 + 3 axle articulated goods vehicle in the vicinity of Larne. 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 a daily rest on one occasion and had exceeded the daily driving period on two occasions.

The driver was subsequently cautioned and interviewed. The alleged offences were highlighted to the driver and as the offences warranted a court hearing and as he was unable to provide a satisfactory UK address the driver was required to pay three Court Deposits (totalling £900) at the roadside.

The Court Deposits were held pending attendance at court.

## Dangerous Vehicle

A County Antrim driver received a fine of £500 plus a £15 offender levy and had his driving licence endorsed with 3 penalty points following a conviction at Belfast Magistrates' Court.

**The conviction arose** when DVA Vehicle Examiners were on duty in the Belfast area when a 2 axle rigid goods vehicle towing a 2 axle trailer was observed and directed to the Department's Weighbridge facility at Sprucefield for the purposes of an inspection and weight check. The vehicle was found to be overloaded on its 2nd axle by 2,254kgs (40.2%), by 3,529kgs (47%) on its gross vehicle weight and 2,458kgs (22.3%) on its gross train weight. 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.

The driver was subsequently cautioned and interviewed. The driver when asked to comment on the dangerous overload of the vehicle replied, 'I wasn't aware that it was overweight by as much as it is. If I was to have known I wouldn't have taken it on the road. I would never knowingly take a dangerous vehicle on the road'.

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**Peter Morrow**

FORS Manager – Northern Ireland.



# FORS GOLD – THE MARK OF DISTINCTION

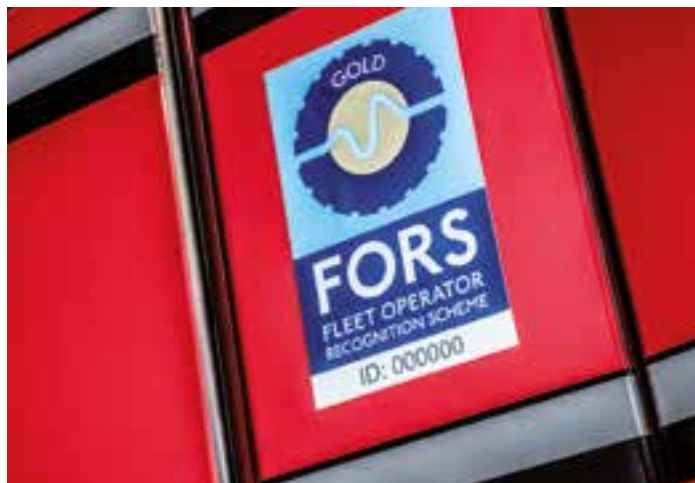
With more and more operators from Northern Ireland realising the benefits of FORS membership, so too is their increasing visibility out on the road.

**FORS, the Fleet** Operator Recognition Scheme, has a growing list of accredited members in Northern Ireland and, while there is no mandatory requirement to display FORS ID on their vehicles, operators are evidently very happy to show their affiliation.

Look more closely at the rear of a FORS-accredited van or truck, and you will notice an accreditation level – Bronze, Silver or Gold. If it's Gold, you know that that operator has achieved exemplary levels of best practice; for its vehicles, its drivers and throughout the business. For this select number of operators, it's a true mark of distinction. But, what does it mean to be a FORS Gold member? What separates them from the rest?

For all FORS Gold members, an exemplary level of best practice has been achieved after attaining ever increasing levels of safety, efficiency and environmental protection. Vehicles will have been fitted with prerequisite safety equipment over and above the legal minimum – a mandatory requirement even at FORS Silver. Achieving FORS Gold will have been a tough though ultimately rewarding journey, including regular audits, comprehensive training for drivers and managers, and an unwavering commitment from everyone within the transport operation.

We're good, and we can prove it! Not only must FORS Gold members demonstrate the requirements of the FORS Standard, they must also evidence fuel savings, reductions in Penalty Charge Notices and reductions in collisions. Further, an appointed FORS representative within the operation is charged



with promoting FORS best practice throughout the supply chain.

Best practice procedures include demonstrating meaningful improvements against baseline data gathered while attaining FORS Silver status. Variations in approach to individual FORS Gold applications due to the type of operation are acceptable provided that they meet the ethos of FORS. FORS Gold is accredited on an annual basis and is renewed by uploading an annual application of data to the certification body for review by remote audit to ensure continued improvement.

## Recruitment drive

A specific and, indeed, currently very topical responsibility for FORS Gold members includes the FORS Standard's 'G7' requirement for a 'Strategy for Recruiting New Drivers'. This is one of the biggest issues facing the industry, and FORS Gold members must demonstrate a commitment

to industry-led initiatives for recruitment, through evidencing an internal apprenticeship plan or active recruitment programme within schools, colleges or the armed forces, or through joining an existing industry scheme.

This requirement is in addition to any obligation as part of the Apprenticeship Levy introduced in April 2017 (for businesses with an annual wage bill of over £3 million). G7 is evidenced by way of an internal or external recruitment programme, or through evidencing the development of workers who become drivers for the company. Fleet operators must have a plan in place to engage in industry initiatives to encourage new drivers into the industry.

## Keep it down

Increasingly for urban operators, noise, and the reduction of it, is becoming a fundamental factor written into contracts. For FORS Gold members, measures

against the FORS Standard's 'G8 Noise assessment' are required to regularly evaluate the options available for reducing overall noise levels, particularly when specifying equipment fitted to a new vehicle. Site evaluation reports should include regular customer locations and long-term operational sites, and details of potential and predicted noise pollution. The company should explore the options for timed deliveries to take place outside of night-time or early hours.

Noise reduction can include the silencing of radios and refrigeration units, limiting the use of a vehicle's horn while on the road, the use of quiet flooring and the fitment of white noise alarms. The assessment should be carried out at the company's own premises as well as other areas and must include noise produced by vehicles, equipment, staff / drivers and the general site, i.e. gates, bays, shutters etc.

## Help is at hand

To help a member's progression to FORS Gold, FORS has produced spreadsheet templates to assist in demonstrating the requirements of G8 as detailed above. The templates are not mandatory to use, but the applicant is encouraged to use them to ensure that all aspects of the requirements are covered.

For FORS Gold members, the rewards can be great, with an ultra-efficient operation going a long way to maximising productivity. Out on the road, the FORS Gold ID sticker provides evidence that the vehicle in question – and its driver – belong to a select group of operators who have achieved the ultimate mark of distinction.

# TALKING TYRES WITH MICHELIN'S CHRIS SMITH: ROLLING OUT THE CHANGES

With fuel costs rising and increasing pressure on fleets to reduce their running costs, one senior figure in the industry says operators are missing a key opportunity to drive better value from the very assets their trucks and trailers roll on.

**We're talking tyres** – or more precisely, Chris Smith, Michelin's new B2B Sales Director is giving Export & Freight the low-down on how fleets could make a few tweaks to their tyre policies to deliver a healthy contribution to the bottom line.

"Too few operators are retreading or regrooving their tyres," says Smith. "It's crazy when you think about it – nearly all premium or mid-range tyres are designed to have multiple lives – and fleets should be reusing this huge lump of raw materials far more effectively.

"Take a Michelin truck tyre, for example – it's manufactured with an additional layer of base rubber to enable it to be regrooved. And once the regrooved tyre has worn, the casing can be retreaded.

"We've got professional service providers like A One Tyres managing customers' tyres through as many as five or six different lives, to ensure they extract the maximum performance out of each Michelin casing. We'd like to see many more fleets benefiting from this – it's just a case of fleet managers and company bosses realising the potential that's sitting there in the tyres they already own."

Explaining the wasted potential, Smith says: "Removing a worn first-life tyre and replacing it with a brand new one is akin to handing back your pint before you've finished it. Our managed solutions team look after tyres for some of the UK's biggest fleets on a pence per kilometre basis, so we see the results for ourselves – regrooving and retreading really does reduce operating costs and make a fleet more efficient."

Michelin points to market data which shows approximately 80 per cent of the truck tyres sold domestically are new, with the



Chris Smith, Sales Director B2B-Michelin.

remaining 20 per cent being retreads.

So, what happens to the huge quantities of tyres not being retreaded in the UK? Smith suggests that they must either be going into landfill prematurely, scrapped, recycled or sent abroad – adding that it's UK and Irish operators which are the ones missing out.

He says with confidence that there's not a single haulage operation he can think of where Michelin wouldn't recommend fitting retreads – even citing fuel tanker fleets, car transporter

firms and fire brigades amongst those getting great performance from Michelin Remix tyres.

"Of course, it needs to be a good quality retread where the casing is rigorously inspected and the manufacturing is to the same high standards as premium new tyres," he points out, adding that a Michelin Remix gives virtually the same levels of performance as a new Michelin tyre, whilst costing around 40 per cent less.

The statistics are similar so far as regrooving is concerned, with Michelin



BFGoodrich truck and bus tyre range.



Michelin X Multi Energy D.





data suggesting that only 15 per cent of truck tyres are currently being recut.

Asked if regrooving is suitable for all medium and heavy truck applications, Smith says: "There are a few situations where with technical insight we might advise not fitting a regroove – such as on the rear axle of a tri-axle trailer, because of the extra scrubbing force it suffers. But we would simply advise the customer to save those regrooved tyres for the middle axle instead.

"Pretty much every truck fleet in the UK and Ireland would improve efficiency if they introduced a regroove policy. You can't argue with up to 25 per cent extra mileage and the lower fuel bills you get through regrooving – thanks to extending a tyre's life in its most fuel-efficient state."

### All spec'd up

Another area where fleets should focus their attention is on tyre choice when specifying new vehicles, Smith suggests.

"The feedback we get from truck dealers is that most customers don't specify a brand of tyre at the time of placing their order, meaning the rubber they end up with might not match their policy nor have a tread pattern best suited to their business.

"Our message to customers is that if you operate a Michelin tyre policy, or aspire to running on our tyres, then paying the manufacturer's small additional charge to secure a set of Michelin tyres will be the cheapest set of Michels you're going to buy. And when you factor in the additional benefits in terms of fuel efficiency, increased safety, longevity and access to our free accidental damage guarantee on selected products, you'll likely generate a return on your investment several times over."

Michelin points to the tyres most commonly specified on manufacturer press test vehicles and dealer demonstrators as an example of what products perform best when there's no room for compromise.

"Just look at DAF dealer TBF Thompsons in Co Antrim," Smith adds. "Last year Director Alan Espie told our team he wanted his customers to experience the new XF at its very best, so he spec'd their demo unit with leather seats, a huge range of in-cab options, plus our latest generation 315/70 Michelin X-Multi tyres."

At the time Alan Espie said: "Just like Michelin,

we make a point of selling on performance over price, and we're confident our customers will experience DAF's flagship tractor at its optimum specification on Michelin tyres."

Whatever tyre brand you run across your business, Smith says if it's available at the point of ordering from the manufacturer, it makes sense to tick the box and get the boots which match your fleet policy.

### Time to reconsider

With EU tariffs now being levied on certain brands of Asian truck tyres arriving on our shores, Smith says he expects some fleets will be re-evaluating their tyre purchasing strategy and considering alternatives.

The EU's anti-dumping tariffs came into effect from 8 May 2018 and have been introduced to help protect European manufacturing jobs and the customers who choose a high quality, high value, more environmentally-friendly tyres – typically those which deliver a longer life in service and can also be retreaded.

"We appreciate it's a huge step for anyone who is buying a budget product to go straight to a premium offer, although we strongly believe that this decision long term will be the most cost-effective. From a cashflow perspective it's a big leap – and particularly before an operator sees how well the product performs.

"However, we're equally keen to demonstrate that there are other options available – including one which will deliver the standards they'd expect from a European manufacturer, but at a lower price point."

Smith is talking about the Michelin Group's decision to launch its BFGoodrich brand into the European truck tyre market at the start of this year – bringing in a completely new range of tyres which is priced similarly to some Asian brands once EU anti-dumping tariffs have been implemented.

The BFGoodrich launch is notable because it includes a tyre to fit most truck sizes, meaning operators can adopt a single brand strategy across their entire fleet. What's more, BF Goodrich is available to all tyre dealers – there's no exclusivity deals, which can often be the case with certain brands.

"As the tyre market has become more crowded, the fleets specifying a mid-range or budget policy have tended to leave the

final choice of tyre brand up to their dealer to specify, based on what's being imported at the time, and what fits their price band.

"The risk is that because there are so many brands out there – and new names arriving all the time – it's difficult to ensure you've got what you've paid for. A dealer might tell you it's a mid-range tyre, but how are you really going to know?

"That's where we see BFGoodrich generating real traction, as it's an established name within the passenger car, 4x4 and motorsport market worldwide and has a heritage dating back more than a century. We currently produce more than 1.6 million BFGoodrich truck tyres every year for other international markets, and we're confident there'll be genuine appetite for the product across Europe."

And so it would seem, with one of the first sets of BFGoodrich tyres being specified by a company working in the television and film business in Northern Ireland.

## CHRIS SMITH

**2018 saw Chris** Smith promoted to Sales Director B2B, following a 12-year career at Michelin which has seen him rise swiftly through the company.

In his new role Smith will be responsible for all sales operations across Michelin's B2B divisions, adding agriculture and earthmoving to his wide-ranging knowledge of the commercial vehicle sector.

Commenting on the changes, Smith tells us: "We understand that many customers don't just operate one type of vehicle and we wanted to look at everything from a customer perspective. In practice this means fleets with a broader profile can now enjoy a single point of contact within Michelin, rather than dealing with several different people to get the job done.

"It's part of an exciting move, not just talking to customers about products for their business, but the products and services we can offer as a combined package to ensure they can support their customers as seamlessly as possible."

# RHA CONFERENCE: WHAT YOU NEED TO KNOW ON BREXIT AND MUCH MORE...



The Road Haulage Association is holding its annual Northern Ireland Conference in October at the Ross Park Hotel in Ballymena, County Antrim.

**The event is** being staged on October 18th and in attendance will be a host of industry experts to give their views on the issues that matter most to those in the transport and logistics sector.

From Brexit, Road Investment, Clean Air, Emissions, Saving Fuel, Enforcement to Diversity as a Solution, it is set to be a really informative event and it's free for members.

Duncan Buchanan, RHA's Policy Director, will update delegates on the latest on how Brexit will affect road haulage, while Richard Ballantyne, CEO of the British Ports Association, will be speaking about Brexit and the impact on ports and international freight.

They will be joined by Stena Line for a Question & Answer session on Brexit; this is sure to be a lively discussion, as so much uncertainty lies ahead!

Duncan Price, from the Department of Transport, will speak on another hot and vitally important topic - road investment – and the

conference will also welcome Fiona Triller from Creating Inclusive Cultures who will be explaining how diversity can be a winning solution as the industry faces labour shortages.

Another key presentation will be on Carbon, Clean Air and how operators can save fuel. This will be followed by the Driver & Vehicle Agency discussing all things relating to Enforcement and road transport.

Following these presentations there will be a panel discussion and a Question & Answer session to ensure that all in attendance will have the opportunity to ask any questions.

The conference, which runs from 9.30am to 2pm, is kindly sponsored by Michelin, representatives from which will also be speaking and on hand to take any questions from delegates.

Refreshments will be provided on the day and while admission is free, advance booking is essential.



Duncan Buchanan, RHA's Policy Director





# Northern Ireland Conference

**Thursday 18th October 2018**

Ross Park, Doagh Road, Kells, Ballymena, County Antrim, BT42 3LZ

**Free for all to attend**

Booking is required

Hear from industry experts on:


- Brexit - Richard Ballantyne, CEO, British Ports Association  
& Duncan Buchanan, Policy Director, RHA
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# NI Chamber welcomes Government's new Export Strategy

The Chief Executive of Northern Ireland Chamber of Commerce and Industry has welcomed the government's recently launched Export Strategy.

**Ann McGregor** says the government's pledge to work hand-in-hand with business to unlock opportunities for UK firms all across the globe is a positive move.

"Businesses here in Northern Ireland have products and services that are second to none, making the importance of a 'team UK' approach throughout the execution of the strategy extremely important. It is essential that our local firms can fully benefit from any UK-wide strategy," she says.

And she adds: "At a time of immense change for the UK economy, it is also absolutely critical that

the Government gets its national approach to trade and export right. However, to be successful on an international stage, businesses here also require the best possible business environment at home.

"We therefore need airports with capacity for direct flights to link businesspeople and goods to customers around the world, clear immigration and training policies that let firms secure talent from around the world, top-class digital connectivity and most importantly no hard border between Northern Ireland and the Republic of Ireland post-Brexit in order to ensure that firms here can still serve our number one export market."



NI Chamber Chief Executive Ann McGregor.

# Positive Reception For Brexit White Paper From Logistics Industry

The Freight Transport Association has reacted positively to the content of the recent White Paper outlining the government's intended future relationship between the UK and European Union after Brexit.

**As James Hookham**, FTA's Deputy Chief Executive says, the solutions outlined in the paper offer encouragement for those tasked with keeping the nation's complex supply chain moving freely, but will require a similar level of imagination and optimism from the UK's European trading partners.

"The White Paper includes positive proposals for many areas which have caused concern for the logistics industry, and should give businesses, which have been worried about a lack of clarity

over future trading arrangements, some level of reassurance. It is now Europe's turn to step up and deliver a similarly supportive, encouraging plan which will minimise the barriers to continued frictionless trading arrangements as the UK leaves the EU."

However, as Mr Hookham continues, there are still areas of concern which will need urgent attention if trading between the UK and the EU is to continue to operate with minimal disruption.

"The White Paper gives

encouragement to those of us charged with keeping the UK's shops, schools, businesses and manufacturers stocked with the products and raw materials they need on a day by day basis. However, the devil is always in the detail, and while FTA recognises the efforts made by the government to address the needs of the logistics industry in the document, there is still much we need to understand on the practicalities for future trade.

"Of most concern is a lack of clarity over how road transport will

be able to operate in the future - a permits system is mentioned in passing, but is really not an option if the thousands of vehicle movements which currently happen to and from the Continent and Ireland are to continue with minimal delays. There is no point in having the most facilitated customs agreement in the world if a permits quota means that trucks cannot move goods freely across borders.

"The paper needs to provide more clarity on the status of skilled EU workers after Brexit - with more than 45,000 HGV drivers from Europe currently working in the UK, loss of their working status would leave the industry severely exposed. The framework for the mobility of workers between the UK and EU needs more detailed explanation, to provide reassurance to employers and those relying on continuity of deliveries for the resilience of their own businesses."

## JOST Introduce Modul E-Drive Landing Gear

With its Modul B range of modular trailer support legs, JOST defined a new paradigm for landing gear which could be precisely tailored to individual requirements. Now the company has introduced a further innovation, with the option of electric actuation.

**The Modul E-Drive** electric landing gear eliminates annoying and strenuous manual cranking and makes coupling and decoupling the semi-trailer easier.

Easy to operate at the touch of a button, the Modul E-Drive also shuts down automatically in the event of ground contact or when the landing gear is fully retracted. If needed, manual cranking of the landing gear is still

possible, using the supplied crank handle.

For example, manual cranking in low gear also enables differences in height between the truck and trailer to be compensated for, as an alternative to using the vehicle's pneumatic suspension. It also gives the operator an assured backup, as well as providing the optimum in flexibility.

The electrical landing gear operates

effortlessly at outside temperatures as low as -20 °C. It incorporates the highly-reliable Modul components and is available in the same mounting heights, feet and bolting heights as Modul B. The Modul E-Drive's internal drive requires no maintenance. Thanks to the long-term lubrication applied in the factory and the wear-resistant design, life-cycle costs are very low.



# CLOSE BROTHERS CAN HELP KEEP YOUR BUSINESS MOVING

Close Brothers Commercial Finance has been providing asset finance, invoice finance and asset based lending solutions in Ireland for 11 years. Their team of specialists have experience working in a wide range of sectors, including the transport and logistics industries. They know how important it is to offer local, quick decision making and a personalised service to keep your business moving.

**According to recent** research by Close Brothers, over a quarter of transport and haulage firms across Ireland and the UK are expecting to see their business grow over the next 12 months. This optimistic outlook in the face of Brexit and rapid technological change is encouraging and bodes well for this resilient sector's future.

However, it goes without saying that future-proofing your business and the need for up-to-date equipment is often costly. It can be challenging to realise ambitions when most of your funds are tied up in day-to-day running costs.

Close Brothers' solutions are designed to create liquidity when you need it most. They can help unlock working capital from your existing assets without interrupting workflow or limiting access to much needed vehicles.

## Refinancing

In the transport and logistics sector, asset finance frequently feels particularly relevant to business owners, offering a way to unlock value and enable projects to succeed. Initial interest often originates because firms are highly dependent on the equipment they use daily, and solutions such as these are less restrictive than other funding options. For example, a refinancing package can provide a haulage company access to equity tied up in lorry mounted cranes or trucks, without preventing staff from using them as usual.

Refinancing is flexible and straight-forward. Close Brothers value the asset, 'purchase' it from you, and finance it back over an agreed period. Whether you originally own the



equipment, or need to restructure another finance agreement, you will own the asset at the end of the repayment period.

A tailored hire purchase, lease or refinance package gives businesses working in export and good transportation a way to spread the cost of new vehicles. Unlike traditional bank loans and overdrafts, lending is secured against the value of the borrower's assets, giving companies the opportunity to raise working capital quickly at a competitive business finance rate.

## Supporting Growth

The company's team's expertise in supporting businesses in transport and haulage is demonstrated by a partnership they forged with a hire and sales company recently. The business, which specialises in sourcing high quality vehicles and providing long and short term hiring solutions, was welcoming a period of intense growth. They needed a sustainable way to fund lucrative equipment purchases

so that they could meet customer demand.

Close Brothers began by arranging a meeting with the company to evaluate their needs and goals. Unlike many traditional banks, Close Brothers take more factors into account, such as business ambitions, when considering lending strategies. Using their experience in funding specialised equipment, they could share helpful advice about different finance options and pinpoint most suitable funding solution.

After discussing the firm's needs, Close Brothers designed a bespoke asset finance package, adding on a Hire Purchase facility. Together, these solutions helped them to improve cash flow, advance orders for new vehicles, and spread the cost of existing assets.

Using asset finance and refinancing has allowed the business to feel confident during a period of rapid growth. They have found these solutions more flexible than traditional loans and feel able to invest in equipment without impeding working capital. This means they can meet customer demand and continue to provide the high quality, flexible service they have become known for.

## Help at Hand

"We're here to help. We'll work with you to understand your business needs and find a finance solution which works for you.

"There's no minimum entry level for our asset finance solutions and we offer a tailored service which can fund all types of assets. Whether you need access to additional capital, or you want to change an existing agreement, our finance solutions can help you."



Close Brothers has offices in Belfast, Dublin, Cork and Galway.

You can contact them on 028 9099 9550 or visit <https://www.closecommercialfinance.ie/>



Ireland North Centre collecting the prize for SOE region of the year. L-R: SOE President Howard Seymour, Centre Chair Sam Patterson, Past Chair Trevor Hassin, Hon Secretary Gary Greer.



Transport Training Services, where the lectures / presentations are held.

# TRANSPORT INSTITUTION IRTE PROVIDES VITAL SUPPORT IN NORTHERN IRELAND

People have come to rely on The Institute of Road Transport Engineers (IRTE) since its inception in 1944. As an independent, impartial voice of the industry, it has guided and supported many transport technicians, workshop managers and fleet technicians through their careers into senior positions in the transport industry. It continues to assist and advise those associated with transport to this day.

**The Ireland North** region of the IRTE was awarded Region of the Year in 2017 for its exceptional technical lectures, student awards, contacts with further education colleges and networking events.

Regional Chair of the centre, Sam Patterson, believes that with the economy dependent on road transport in virtually every industry in the province, and the demand for transport technicians high, now is the time to join the sector and become a member of IRTE.

"There's never been a better time to be in the industry," said Sam. "There's a network at IRTE regional level that can help you if you are involved in the road transport sector. The network can connect you with many prominent people in industry, both in the transport and dealership divisions."

No longer can a transport technician be found working in poor conditions, using old equipment, earning low wages. Now, roles are varied and challenging, and the pay increasingly reflects the critical role they carry out to support the sector and wider economy.

Northern Ireland continues to rely heavily on road transport for moving goods across the country – this is unlikely to change – but the role of the transport technician will. And so, as the industry adapts to new technology, working practices change too, and for the better.

## Technical Advances

"Workshop conditions have improved dramatically – major fleets now have facilities that challenge many of the truck manufacturer's main dealerships. This has been the case for many years. Why? Because

of the need for transport. Many of the top dealerships in Northern Ireland have been highly rated by their manufacturers in the UK for the last 25 years. Northern Ireland is always at the top, and it's simply because of a need for transport," said Sam.

"Technological advances in commercial vehicles have never been greater, so the need for quality training is of major importance," continued Sam. "Northern Ireland is solely dependent on road transport – every nut, bolt and screw, all the food that we eat will have moved about within or come into the province in or on a commercial vehicle. And considering the passenger transport services sector, 15 years ago there would not have been any tour buses in Northern Ireland; now there are numerous tour bus operators."

The centre hosts regular presentations and lectures throughout the year at Transport Training Services (TTS) in Dundrod. Ireland North region celebrated a 50-year anniversary last year, and while Sam and his centre colleagues know the value of experience, they also recognise the need to engage with a new generation.

## Further Education

"Today, as a centre we are no different than many organisations in dealing with the change on the social side of life. But how we go forward from here is important," said Sam. "Because of the involvement of the truck, technicians of today require the ongoing training and technical support. What IRTE can give to people is of paramount importance because we are connected with employers, training institutions and colleges."

Close ties in the further education sector allows

Sam and the team to visit colleges to present to students on the value of joining IRTE. He explains in these visits how membership of IRTE can help students gain a competitive advantage in the employment market.

"We can now see the change in the training for truck manufacturers – more and more the training for the dealer staff will be sourced from outside training organisations. The cost of sending staff across to England to stay for two to five days is substantial for any organisation. Whether it be a transport company or commercial vehicle dealership, it can be cost prohibitive. Here, the training is on our own doorstep – students are being trained in the practical skills that they will need in employment. From that base, students will be able to choose their career path."

If the sector is to fill the positions of employment it needs, training institutions need vehicles fitted with the latest technology, and that means greater collaboration with dealerships. But, said Sam, training and further education colleges are now better equipped than ever to train students on commercial vehicles.

"TTS was set up to give support to commercial vehicle dealers and transport organisations. Companies looking for apprentices will now approach TTS and ask them who they have on their books. Dealerships now go to organisations like TTS and draw their staff from there," said Sam.

The centre has come a long way in 50 years, but what remains is an unwavering support for the road transport industry, through the commercial vehicle repair and maintenance sector, and commercial dealers.



# IRTE

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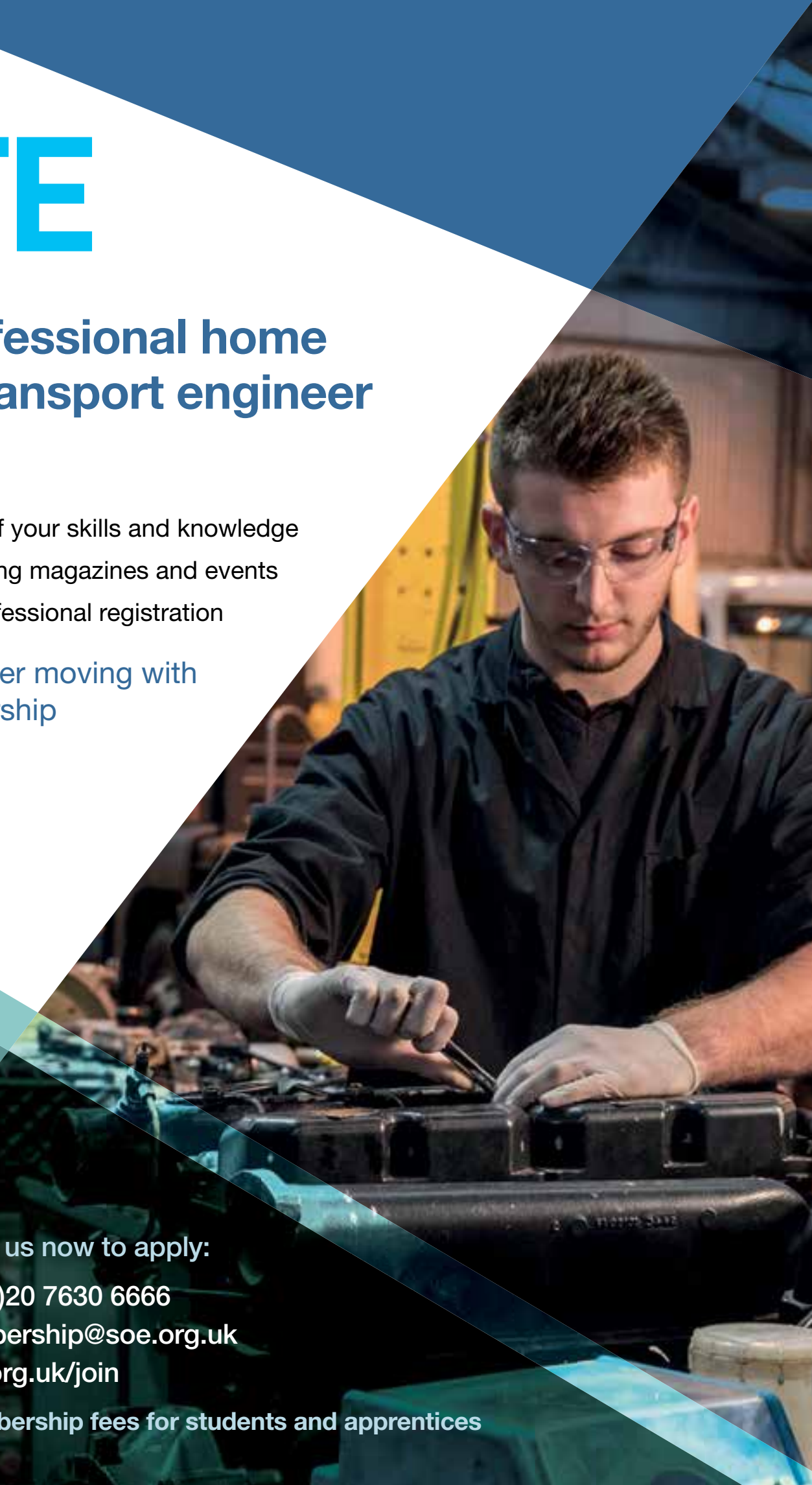
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# Central Chemical Supplies Limited Create Positive Reaction with Two New Volvos

As Ireland’s premier independent chemical trader, Co Armagh based Central Chemical Supplies Ltd. (CCS) has recently expanded its existing Volvo fleet with two new trucks – an FH and an FM - Dennison Commercials Ltd.

As a long-established chemical manufacturing and distribution company operating throughout Ireland and the U.K with a strong Volvo fleet, CCS has been distributing chemicals to customers for over thirty years and is fully committed to providing a rapid, efficient and comprehensive service.

To help provide this service the new additions include a Volvo FH-500 6x2 Globetrotter with blowing equipment. The 13-litre tractor unit comes fully spec’ed with leather seats, a touch-screen media pack and a fuel economy pack reducing fuel consumption and increasing efficiency.

CCS has also purchased a Volvo FM-370 6x2 rigid curtainsider, a truck that is perfect for their regional and long-haul operations with its economic 11-litre 370hp engine.

Commenting on the purchase, Desmond Savage, Managing Director of CCS stated, “Over recent years Central Chemical Supplies Ltd. has been continually growing. We are hoping that our investment of the new Volvos will help us meet the increasing needs of the business and allow us to maintain our reputation of being an excellent service provider.”



Damian Kerin, (Sales Executive, Dennison Commercials) seal the deal with Evan Evans (CCS) and Desmond Savage (Managing Director, CCS).

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# Lorry driving in crisis due to health problems and recruitment crisis, warns Unite

A combination of health problems, an aging workforce and a failure to recruit younger workers, is creating a crisis in HGV drivers creating severe skills shortages, which will damage the overall health of the economy warns Unite, the UK's largest union.

**Unite says the** industry is failing to attract younger workers and the average age of large good vehicle (LGV) drivers has increased from 45.3 years in 2001 to 48 in 2016. Thirteen per cent of LGV drivers are aged over 60 with just one per cent aged under 25.

The skills shortage is made more severe as many UK firms have become reliant on eastern European workers to fill gaps, a recruitment strategy that is likely to prove more difficult in future, once the UK leaves the European Union.

It is estimated that out of the UK's 250,000 drivers, between 43,000 - 60,000 are from the European Union. Earlier this year the Freight Transport Association warned that the availability of migrant drivers was declining.

Levels of injury and ill-health are incredibly high for the transportation and storage sector (which includes lorry drivers). The latest figures from the HSE record that 52,000 workers

suffered from a work related illness and 39,000 had reported a non-fatal injury.

The most common form of workplace injury was musculoskeletal accounting for 53 per cent of cases, this was followed by cases of stress, depression and anxiety which are 29 per cent of cases.

Research has found that LGV driving; particularly long-haul (over 250 miles from base) is recognised as an occupational detriment due to excessive anti-social working hours and unhealthy lifestyles.

The risk factors include: obesity, high blood pressure, unhealthy diets, lack of exercise, lack of sleep and disturbed sleep and stress. This leads to diabetes, sleep apnoea and cardiovascular disorders. These disorders are also linked to an increased risk of accidents.

The health problems associated with driving could be a contributory factor in drivers

falling asleep at the wheel. In April this year a confidential survey by Unite of its HGV drivers found that 29 per cent admitted having fallen asleep at the wheel of a lorry.

The problems facing drivers are set to increase due to European Union which will see maximum driving times increased and minimum rest times cut.

Unite national officer Adrian Jones, said: "The UK is sleep walking into a driving crisis and we face the genuine prospect of being unable to move goods around the UK, just at the time when Brexit means it is essential that our transport network is operating efficiently in order to keep the economy afloat.

"In order to both recruit new drivers and retain the existing workforce, the industry needs to have a long hard look at itself and end the race to the bottom attitude that currently exists on pay and conditions.

Many drivers are forced to operate on a casualised basis, often operating via employment agencies.

"The way drivers are treated is making workers ill and forcing highly dedicated drivers to leave the industry years before their normal retirement date.

"Working conditions will only improve across the board by introducing national collective bargaining so that pay, conditions and driver welfare become standardised. Currently even if one company tries to look after the health and welfare of their workforce they face the prospect of being undercut by rivals."

## Regrooving Helps Galway Coach Operator Drive Down Tyre Costs

Galway-based Callinan Coaches is driving down running costs by switching to Michelin tyres and introducing 'regrooving' – an option made possible by the French tyre maker with the provision of an additional layer of base rubber built into every new tyre as standard at manufacture.

**Designed to extend** tyre replacement intervals by an average of two months, delivering the equivalent of an additional 60,000km of life per tyre, the move is welcomed by company owner, Tommy Callinan as one that

"significantly increases" tyre life.

"We cover big distances on our intercity journeys, routinely covering around 360,000km before a tyre needs replacement. Thanks to the added layer of base rubber built into every

new Michelin, our in-house technicians can regroove each tyre once it reaches 3-4mm of remaining tread."

Established in 1995, Callinan Coaches operates from bases in Galway, Dublin, Cork, Limerick and Perivale in the UK, providing scheduled services locally and nationally alongside private, corporate and international tour services.



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# SDC TRAILERS RETURNING TO THE IAA

SDC Trailers, the U.K. and Ireland's leading trailer manufacturer, will once again be returning to exhibit their innovative semi-trailers at The IAA, taking place in Hannover, Germany later this month.

**This exhibition is** the largest global commercial vehicle exhibition with nearly 250,000 visitors and over 2000 exhibitors in attendance at the 2016 exhibition. This will be SDC's third consecutive time exhibiting at the show which occurs every two years.

The trailers on display are SDC models which have proven to be in demand in international markets.

First up on Stand B61 is SDC's recently redesigned GRP Boxvan which is ENXL approved to carry 29 tonne payload and is suitable for 34 Euro pallet operations. The design process involved lengthy discussions with stakeholders and it was first introduced to the industry at the CV Show in April 2018.

It has been met with great applause from SDC's customers, particular reference has been made to components fitted, including BPW 9-ton axles and Haldex EBS braking system. Extending the longevity of the trailer and improving aesthetics were some of the main objectives of SDC's engineering team.

To achieve these objectives the rear frame and cross-member are galvanised helping to prevent corrosion and enhance residual value. Furthermore, a notable aesthetic improvement is the flush side rails and corner cappings; these fittings also enhance corrosion resistance. SDC's new boxvan has been designed to allow the fitment of an optional full width compression buffer.

The second trailer on display is arguably one of the most in demand SDC Trailers in international markets. It is the robust, flexible and extremely durable extendable platform which has been fitted with four axles and has the option to fit a 500mm floating deck to support the load when extended. The platform which extends out to 21.2metres has been fitted with an ENXL approved headboard and rear steer and dual lift axles to reduce tyre wear.

## Safety First

Safety is paramount to the SDC design, indicative of this is the 18-ton rated kingpin and 36 tonne bogie, heavy duty siderails and beams, 8 pairs of 5 tonne lashing rings and 7 pairs of deck sockets which are fitted on this trailer.

SDC Trailers are not only renowned for being tailored to customers requirements, they are also renowned for their creativity in engineering trailers that allows customers flexibility in their operations. A perfect example of this creativity is the locking positions which are separated every 500mm ensuring the operator can transport multiple container fitting options and load length options, therefore increasing flexibility of customer operations.

## Heavy Duty

The final trailer on display is a customised heavy duty Stepframe platform with tri deck rear steering; it is one of the most recent innovations in the SDC portfolio.

A lengthy research and design process has guaranteed that the safety and flexibility features of this trailer are exceptional. Fitted with industry leading components including BPW eco plus 10 ton axles, Tridac steering and Wabco EBS braking system this trailer can operate in any terrain.

It has been fitted with a low rear deck to carry high loads and a multi-use LAXO socket system that can transport various container from 10ft to 40ft. It also has a removable drop side system fitted which further epitomises SDC's promise of flexibility to their customers.

## Increasing Demand

Enda Cushnahan,  
CEO of SDC

Trailers, is delighted to be attending the IAA in September. He comments, "In recent years, we have seen a significant increase in demand for our trailers outside the U.K. and Ireland. This is testament to the team at SDC and the strength of our brand in The U.K. and Ireland, where we are the leading trailer manufacturer.

"We have recently opened our new expansion at our Headquarters in Toomebridge, which will increase our output of trailers by up to 50% on a weekly basis. Our vision for the future is to further increase our presence in international markets and with our team and our facilities, including the expansion, we have the operations in place to achieve this.

"This is our third year exhibiting at The IAA and we are delighted to be back. We look forward to welcoming new and current customers and we will have our Sales and Engineering team on hand to answer all questions."

The 67th IAA Commercial Vehicles Exhibition in Hannover Germany will take place from 20th September to 27th September and is the World's leading trade show for transport, logistics and mobility. SDC Trailers will be co-exhibiting on Stand B61 in Hall 25.







**IAA 2018**

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# Mercedes-Benz Trucks bucks the national trend with 4.0% growth in new truck registrations

Following a good start to the year, Mercedes-Benz Trucks UK has continued its successful development in the second quarter.



Mike Belk, Managing Director, Mercedes-Benz Trucks.

In Q2 2018, the company registered 2,157 new Mercedes-Benz trucks above 6 tonnes GVW – gaining a market share of 20.22%. Coupled with the strong performance in Q1, this takes the total number of new Mercedes-Benz Trucks registered in 2018 to 3,623 – 4% more than in the first six months of the previous year.

According to the Society of Motor Manufacturers and Traders, which publishes the statistics, the total market for new HGVs above 6.0-tonnes was 10,670 in Q2 2018, a fall of 9% year-on-year. So far this year, some 20,455 new trucks have been registered – 7.8% fewer than in the first six months of 2017.

Commenting on the latest statistics, Mike Belk,

Managing Director, Mercedes-Benz Trucks, said: “By putting 3,623 new Mercedes-Benz trucks on the road in the first six months of the year, we continue to buck the downward trend. In pure volume terms, we’re 4% up on our performance over the same period last year, against a market that shrank by 7.8%.

“It’s also a record high for our market share – both for Q2 and for H1. Clearly operators are trusting our brand, and being rewarded with low total costs, increased safety and maximised uptime. Obviously, it’s only half-time, but all our colleagues and our Dealer network are working hard to build on this momentum and ensure that we finish the year as strongly as we have started it.”

## New Audio, Navigation & Entertainment System From Renault Trucks

Renault Trucks is offering a new, audio, navigation and entertainment system on its Range T, C and K trucks. Called Roadpad, it is an on-board assistant for the driver, enabling them to listen to music, use their telephones hands-free and obtain navigation assistance.

Available through a secondary 7-inch high-resolution ‘drag-and-drop’ touch-screen, Roadpad gives access to several key services in the one device. Driving safety is also enhanced by Roadpad’s ability to display images from compatible camera systems.

Comments Andrew Scott, Head of Product Management for Renault Trucks UK and Ireland: “At a time when drivers receive information from so many different sources, it’s great that Roadpad enables them to manage so much of it through this single, easy-to-use screen.”

## Leyland Trucks training develops workforce for the future

Leyland Trucks is reaping the benefits of a unique employee training scheme designed to harness the talents and enthusiasm of existing employees and encourage them into engineering.

### The Career Pathway

scheme was first introduced at the company’s Lancashire manufacturing facility in 2015, offering employees full-time training across a broad range of roles, to improve their skillset and widen career options. The scheme initially focussed on engineering but is now expanding to provide opportunities in other business areas.

The two-year scheme allows employees to dedicate 100% of their time to learning, leaving their current role, and embarking on structured rotations in assembly engineering, supplier quality assurance and design engineering.

In addition, participants are encouraged to complete further education in engineering related courses, to expand the applied learning gained on each rotation.

Leyland Trucks created the programme to make sure the talent fostered in its apprentice scheme was fully nurtured, and to give its locally-based work force additional opportunities to further their professional education.

Now in its fourth year, there are currently five employees on rotation in engineering, with a new Finance Career Pathway set up in 2017, on the strength of the engineering route.



# Genie Insights Appointed as Exclusive Irish Partner for Freeway Fleet Systems

Freeway Fleet Systems has appointed Genie Insights Ltd as its exclusive sales and implementation partner for the Island of Ireland. The company, which provides asset management and compliance software designed specifically for the transport industry, has expanded globally and has a strong customer base within the UK and a rapidly growing presence in Ireland.

**Genie Insights, which** is run by Matt and Laura Reeve, offers business support and outsourced marketing for the logistics supply chain. Typical customers include those whose primary function is moving goods (road transport / logistics providers) and those involved in supplying equipment and services to transport companies.

Matt Reeve of Genie Insights and Patrick Tandy, Managing Director at Freeway Fleet Systems, met a year ago when Matt was working on a long-term project with Agro Merchants Lurgan Transport Ltd (previously Sawyers Transport).

Patrick Tandy explained: "We initially developed a close working relationship with Genie Insights having met Matt through a mutual customer. Matt provided a combination of project management, fleet management and people skills to the implementation of our Freeway fleet management solution. The result was a rapid increase in the use of our software solution and significant benefits for our customer in both cost savings and compliance management. Building on this success by appointing Genie Insights as



L-R: Patrick Tandy, Freeway Fleet Systems and Matt Reeve, Genie Insights.

our official sales and implementation partner for the Island of Ireland was the obvious next step".

Matt has 15 years' experience within the Transport & Logistics industry, including time spent with a leading truck manufacturer in the UK, as well as having fleet and workshop management experience for a transport company in Northern Ireland with a fleet of 650 trailers. For Freeway, this experience combined with Matt's in-depth understanding of the Freeway system made him an obvious choice to head

up this partnership for the Irish market.

Genie Insights' implementation now provides the link between Freeway's development and Freeway customers. This valuable step in the set-up process includes helping to identify how the system will best suit each individual operation, right through set up and 'go live'. This includes an initial departmental audit to assess user modules required, customisation and system set up, as well as mentoring and training staff in the use of the system. Genie Insights also provides technical troubleshooting in conjunction with the Freeway development team and is on-site for the system launch to ensure a seamless and stress-free integration.

Matt Reeve added: "In the few months that I have been involved with Freeway, we have already seen a notable uptake in the system with the benefits of this new approach to implementation being an attraction for local fleet operators. We are currently supporting existing Irish users and are in the early stages of implementation for one of the largest fleets in Northern Ireland, amongst others".

## FLEET MAINTENANCE AND ASSET MANAGEMENT SOFTWARE FOR THE TRANSPORT INDUSTRY

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



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**FOR FREEWAY SALES OR IMPLEMENTATION SUPPORT CONTACT MATT REEVE:**

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# New Renault Trucks Limited Edition

Renault Trucks and Renault Sport Racing have combined their expertise to produce the Range T High Renault Sport Racing - a new special limited edition series of trucks.

**Boasting an elegant, sporty look,** featuring Sirius yellow paint – the iconic colour of the F1 Renault Sport Racing team – together with the yellow and black check that forms the striking livery of all Renault Sport models, production

is being restricted to just 100 vehicles.

However, operators in the UK and Ireland will be pleased to know that ten 6x2 versions of this highly sought-after model will be available to purchase.

Different textures and shades of black contrast with the yellow: the wing mirrors of the Range T High Renault Sport Racing have been given a coat of shiny black paint, as have the diamond and the radiator grill. To highlight the sporting design of the vehicle, the yellow and black check features again on the side deflectors. Last but not least, each vehicle of this limited series has a numbered black ID plate.

The cab has also been specially designed, featuring top-of-the-range equipment and yellow and black colours to match the exterior.



The Recaro® seats and steering wheel are both covered in black leather with yellow stitching. The bunk and floor mat also have yellow stitching, whilst the panoramic dashboard has a carbon finish, the air vents are circled in yellow and, to complete the sporting look, the seat belt is fitted with a yellow sleeve.

The new Range T High Renault Sport Racing edition has a completely flat floor, is fitted with a 13-litre 520hp engine and an Optidriver automated gearbox that combines on-board comfort, driving pleasure and performance.



## HGVs are motorway-safe, says FTA

The FTA has spoken out to reassure drivers that HGVs have never been more motorway-safe. The move follows the publication of a Brake survey, which revealed increased HGV motorway traffic prompted anxiety about safety among other drivers.

**“The driver perceptions** Brake has focused on are not reflective of reality. In fact in the last six years the number of people killed or seriously injured in incidents

with HGVs on motorways in Britain has reduced by over 15%,” commented Christopher Snelling, Head of UK Policy at FTA. The study by the road safety

charity found more than three-quarters of drivers believe too much freight is being transported on our motorways, citing concerns around safety.

However, other independent research shows HGV motorway traffic has only increased by 2.6 per cent in 11 years, and motorway accidents involving these vehicles has fallen significantly

## DAF Truck Configurator

DAF Trucks has set a new standard in creating the ideal truck online. The new 3D DAF Truck Configurator displays all available axle configurations and cab variants, while at the same time including all possible factory options – all in 3D.

**The configured truck** can be shared directly with the dealer and the bodybuilder, thus reducing lead times and providing maximum efficiency. The data used by the 3D DAF Truck Configurator is retrieved online directly from the original design source files at DAF. This means they are 100% accurate. That is unique in the automotive industry.

The 3D DAF Truck Configurator allows online configuration of the optimal truck for every application.

Two, three or four-axes, single or double drive, steered or non-steered trailing axle, day, sleeper or extra spacious Space or Super Space Cab – any conceivable truck and chassis variant can be configured online. Furthermore, all factory



options are configurable. In addition, the 3D DAF Truck Configurator allows for the exact positioning and review of components such as fuel tanks, after-treatment and battery boxes.



# Fuel Savings of 12.8% Enable Urban Lab 2 to Meet Its Targets

After eight months of development and seven months of testing its Urban Lab 2 vehicle, Renault Trucks has recorded a 12.8% reduction in fuel consumption and CO2 emissions in urban and suburban environments, compared to a standard vehicle.



**This result was** obtained by optimising aerodynamics, the drive-train, tyres and vehicle-infrastructure communication.

Reducing the fuel consumption and CO2 emissions of its vehicles remains a core concern for Renault Trucks.

The aim of the project was to achieve a 13% reduction in fuel consumption in urban and regional use for temperature-controlled trucks.

The project produced the laboratory vehicle, Urban Lab 2, which, after seven months of testing and 4,500 km of driving on open roads or a rolling road, achieved the initial targets.

Urban Lab 2 uses 12.8% less fuel than the reference vehicle, a Renault Trucks Range D Wide, giving a total reduction of 3.5 litres of fuel and 9kgs of CO2 per 100 kilometres.

Urban Lab 2 is fitted with Michelin prototype tyres, developed to reduce rolling resistance without negatively impacting other performance criteria, such as safety, grip or longevity.

Although Urban Lab 2 was not designed to be marketed in its current form, the most effective technologies in terms of performance may well be integrated in production vehicles.

## Brakes sees major NOX reduction with Shell GTL Fuel-powered DAF fleet

An intensive nine-month trial with 50 DAF New LF 230 fridge trucks fuelled with Shell Gas-to-Liquid (GTL) Fuel, Brakes, a leading supplier to the foodservice sector, has delivered significant air quality improvements including a 47% reduction in NOX emissions.

**The company also** reports quieter running and odour-free refuelling of the Shell GTL Fuel product at the pump. Importantly for Brakes' urban operations, the use of Shell GTL Fuel means the requirement for periodic static regeneration of the Diesel Particulate Filter (DPF) has been virtually eliminated, which also has a beneficial effect on fuel efficiency.

The Shell GTL Fuel, exclusively supplied to the UK from Certas Energy, was introduced in October 2017 at Brakes' Premier Park

operation in Park Royal, London, in a bid to cut vehicle emissions across the capital. Figures obtained on the pilot programme have now been confirmed in independent, third-party tests by analysts at the Millbrook vehicle testing facility in Bedfordshire.

Crucially for Brakes – indeed, for any DAF operator – Shell GTL Fuel requires no vehicle modifications or changes to service intervals.

DAF Trucks' entire range of new LF, new CF and new XF vehicles, powered by the PACCAR PX and MX family of engines, is certified

for use of GTL fuels.

"We're very pleased with these in-service results," said DAF Trucks Marketing Manager, Phil Moon. "Heavy-duty Euro VI compliant diesel engines emit very low levels of NOX and particulates, and by operating on clean-burning Shell GTL Fuel, combustion is cleaner and emissions are further reduced. The engine and its exhaust after-treatment system can spend more time operating



in their more efficient modes," he said, "potentially delivering improved fuel economy.

"If the improvements are significant – as clearly demonstrated by Brakes – we expect other operators to move to GTL and HVO to take advantage of the benefits."

## Michelin Reports Low Accidental Damage Claims

Two years after launching its accidental tyre damage guarantee for its bus, coach and truck tyre ranges, Michelin has reported just 1,391 eligible claims for damage from nearly 250,000 tyres sold in Ireland and the UK – a claim rate of just 0.59 per cent, which it says highlights its product quality.

**Under the scheme** – believed to be unique amongst bus, coach and truck tyre manufacturers in Irish and UK markets – operators are refunded for any accidental damage suffered before a tyre is 50 per cent worn, with the refund calculated

against the remaining tread depth of the tyre.

The Michelin X Multi guarantee for regional tread patterns covers 51 bus, coach and truck tyre sizes, including all X Multi and X

MultiWay regional tyres, in all available sizes. An X Works and X Works HD guarantee is also available for truck tyres used in on/off-road applications, covering 24 sizes, plus three sizes of Michelin Remix retread tyres.

# BUOYANT BPW REACHES ANOTHER MILESTONE DESPITE BREXIT UNCERTAINTIES

Europe's leading axle and suspension manufacturer, BPW Ltd, say that despite the forecasted economic doom around Brexit, the UK market has remained buoyant in 2018, with the company reaching another impressive milestone recently when its 200,000th axle rolled off the production line.

**The company has** also added a second shift at its facility in Leicester allowing it to further expand its assembly production, as Export & Freight has learned in an exclusive Question & Answer session with BPW's Sales & Marketing Director Neill Groves.

"Due to this increase in our assembly capacity, we are now able to assemble the vast majority of our market needs locally, giving us flexibility and agility in supplying a wide range of axle modules to our customers," says Neil.

And he adds: "By being able to offer our customers bespoke solutions according to their specific requirements, we have been able to keep their total cost of ownership to a minimum. Working in partnership with our customers to ensure they receive the right axle to suit their operational requirements, ultimately helps to keep their downtime to a minimum."

## So, how successful have the ECO Plus 3 hub and ECO Air COMPACT suspension systems been?

"The ECO hub system has been really well received. It is a robust system designed for high duty cycles and a long service-life and has sold over two million models world-wide. Since entering production in 2015, the latest generation of the ECO Hub, ECO Plus 3 has low maintenance features such as the hub puller unit, which follows the Formula 1 principle, enabling simple removal of the entire wheel and hub, including brake drum and bearings. Together with an integrated torque limiting hub puller nut, which emits a distinctive noise to let you know when you have reached the right torque, maintenance and servicing times are considerably reduced. "ECO Air COMPACT has been very successful since launching in the UK over three years ago. Suitable for both disc and drum, this suspension system has fewer components and the bolted modular design enables the replacement of individual running gear components for easy maintenance. A steel-rubber pivot bush helps even force absorption and stress distribution, for a smooth operation contributing to load stability, reduced tyre wear and driving comfort. This suspension, with its forged trailing arm, has now become a strong work horse for standard on-road applications."

## We understand you are developing two new electrical concepts. Tell us a little about those.

"BPW's ePower and eTransport are two new electrical concepts for economical and low-emission transport developments. The electrification of axles offers a practical solution for electric power generation in the trailer. For



Neil Groves (Sales & Marketing Director).

companies looking for a sustainable approach to their transport solutions or who operate in low emission zones and congested city areas, these quiet, clean and low maintenance axles offer an ideal solution and address the needs of the 5.5 - 26 tonne segment.

"eTransport, which heralds BPW's re-entry into drive axle applications, was developed for distribution vehicles and can be integrated in a wide variety of vehicle models or retro-fitted to existing fleets. With its' capability for torque vectoring capability it enables greater manoeuvrability in an inner city environment with a drive which emission free and recovers braking energy. Charging takes a few hours and is sufficient for at least 1 day's driving in an inner city goods distribution environment. "ePower is a system for energy recovery through trailer wheel hub generators, which are particularly suitable for supplying power to refrigerated vehicles. Just 1 axle equipped with 2 ePower wheel hubs generates enough energy during the braking process to operate the refrigerated box and reduces diesel consumption by @ 2,500 litres p/yr ePower is self-sufficient and can be mounted on existing axle designs.

## What's the take up been on your telematics system, Cargofleet 3?

"Idem Telematics, a member of the BPW group, leads the way with their ability to monitor a wide range of key vehicle operating criteria, such as tyre pressures, brake performance, loading times,

temperature and load status and many more.

This has given transport managers the ability to remotely monitor both the health of the fleet as well as the status of the logistics process, and trailer telematics is fast becoming a core tool for the management of transport logistics efficiency.

"We have on our website customer testimonial from Gist who operate a predominantly temp controlled fleet of 2,580+ trailers. Gist's engineering manager has incorporated our telematics system into their daily maintenance checks.

"He tells us: 'It has greatly improved the management and efficiency of Gist's fleet maintenance. The system gives access to real-time data for an overview of the fleet's status. Through the notification alerts, we have been able to capture problems both en route and prior to dispatch from the Gist sites, which has saved us breakdowns. The system has helped maintain Gist's reputation as an extremely reliable supply chain operator, delivering goods not only in pristine condition, but in the smallest delivery windows in the industry. It has also reduced vehicle downtime and the risk of DVSA infringements for the business.'"

## What importance do you place on Customer Service?

Customer service is an extremely important part of the customer journey and one which we strive to ensure is a wholly positive experience for our customers, whom we hope will become





Mark Pepper (Fleet Support &amp; Training).

advocates for BPW. Our commitment to upholding the highest levels of quality across our brand extends to the technical support and training provided by our Customer Services department. This is a further testament to the long-term reliability of our products and sets us apart from the competition. We happily provide advice and work together to develop the best solution for our customers. As part of a fully integrated service, our experienced specialists provide a broad range of engineering services to support customers manufacturing operations. From application consultation to brake calculations, a total installation package can be delivered directly to the workshop floor.

**We understand you regularly offer training for your customers, across the UK, including Ireland. Tell us what happens at such training events?**

"To ensure that all BPW customers have access to this invaluable service, BPW's prestigious mobile training and exhibition facility, Infomobil, tours Scotland, Northern England and Ireland to host a series of 1 day courses. These

courses provide invaluable instruction in the maintenance and repair procedures for BPW running gear systems. During the day five modules are covered: ECO Hubs; ECO Drum Brake; ECO Disc Brake; Self Steer Axle; and Suspension Systems - Airlight 2 and SL."

**Still with customer service, tells us about 'BPW ASSIST'**

"Due to the large number of operators specifying BPW running gear, 'BPW ASSIST' was launched to offer a comprehensive and rapid breakdown service anywhere in Europe. Available around the clock operators can simply call the free 24 hour BPW Assist hotline for European wide breakdown recovery. To take advantage of this service operators can register with BPW for free membership to this scheme."

Recently you joined forces with Hidromas, one of the world's leading manufacturers of hydraulic tipper components; how has that partnership been progressing?

"The unique design of the Hidromas Gold Series makes their hydraulic cylinders one of the lightest and strongest in the world. Hidromas

are also unique in hard chrome plating all stages as standard; this provides not only enhanced corrosion and scratch protection but also a superior smooth surface finish therefore allowing the use of harder seals which in turn wipe the stages of both oil on the exit stroke and most importantly prevent contamination of the oil, slipper rings and the seals by dirt and dust entering the cylinder on the return stroke.

"The BPW product range offers premium products which focus on quality and reliability, and Hidromas is no exception. By nature, the tipper market is a very mature market with an established number of hydraulic suppliers offering the individual components. This is where Hidromas has an advantage, as not only is it a premium product which offers many operational benefits to fleets, but with Hidromas we are able to offer a complete package. The Hidromas package offers hydraulic cylinders, gear and piston pumps, control valves, PTOs and complete wet kits, such as corrosion resistant aluminium oil tanks, all of which can be applied to truck and trailers for side or 3-way tipping."



# SUSTAINABLE ALTERNATIVES TO DIESEL POWERED TRANSPORT REFRIGERATION UNITS

With the world's first Ultra-Low Emissions Zone (ULEZ) coming into operation in central London in the spring of next year the need for diesel alternatives to refrigerated transport has never been more pressing.

**While Euro 6** diesel trucks may be clean enough to be exempt from any hefty charges being levied, those with a secondary diesel engine needed to power a delivery truck's refrigeration unit may not be so fortunate sometime in the not too distant future.

It is claimed that a diesel transport refrigeration unit (TRU) currently throws out six times as much nitrogen oxide and nearly 30 times as much particulate matter as a Euro 6 main engine. London's ULEZ will affect estimated 60,000 vehicles a day, although not all being refrigerated trucks, and what's more, other cities are lining up to follow London's lead, including Leeds, Birmingham, Nottingham, Derby, Sheffield, Middlesbrough, Bath and Bristol. Closer to home, Belfast and Dublin could also be affected in the longer term.

While Euro 6 trucks are the cleanest in the world and have greatly contributed to better air quality in major cities, the EU's Non-Road Mobile Machinery Regulations has caused the spotlight to be turned on to TRUs which are regarded by some as being another source of pollution.

Under the regulations, primarily aimed at cutting emissions from machinery used on construction sites and in the agricultural sector, a Transport Refrigeration Unit is also classed as 'non-road' even though it spends its time on the road while food deliveries are being made; the vast majority of these TRUs are powered by a diesel motor.

So, what's the solution to diesel? Many refrigerated transport operators are still of the opinion that none yet exist. The fact is Thermo King and its sister company Frigoblock have a range of options to cover all eventualities, as we have been finding out from Joe Grealy of Thermo King and Frigoblock.

## Hybrid

Diesel and electric power, of course, each have their own advantages. By combining them, Thermo King and Frigoblock came up with the SLXi Hybrid to give operators the best of both worlds.



"For example, operators with a regional distribution centre outside London but who need to deliver into the city every day can run the TRU on diesel power before the truck reaches a low- or ultra-low emission zone when it can then be simply switched over to electric drive; indeed, thanks to geofencing, this happens automatically, with no driver action required," explains Joe.

The company also offers an alternator driven, all-electric, zero-emission system. "These are massively powerful compared to a standard TRU and are ideal for multi drop distribution. They have probably twice the cooling capacity, use 50% less energy and need significantly lower maintenance – and they are also much quieter."

Interestingly, this is not a new technology. Frigoblock have been offering it to customers for almost 30 years! Many blue-chip companies are already using it, so it is well tried and tested. It may be more expensive, but when you take into consideration Whole Life Costs, this all electric unit becomes more attractive. Savings on diesel alone can be quite substantial.

With the introduction of ULEZs and the drive towards zero emission transport rapidly moving up a gear, we can see that this is a solution that will only gain in popularity.

## CryoTech

Another sustainable solution from Thermo King is its CryoTech refrigeration units. "This is a tried and tested technology," says Joe, "and it offers many benefits in existing markets such as Scandinavia and The Netherlands."

Thermo King's cryogenic refrigeration units use liquid carbon dioxide to power a high-performance system that is ideally suited to urban distribution.

Liquid CO<sub>2</sub>, which is recycled from industrial processes, is held in a refillable tank mounted under the vehicle chassis. When cooling is demanded by the microprocessor controller, valves open to allow the liquid to flow from the tank into the evaporator coils inside the cargo space. Electric fans circulate air through the coils. As the liquid evaporates, it cools the coil and the air passing over it. Cool air is thus circulated through the cargo maintaining the temperature set-point.

Having cooled the coil and the air, the gas is directed outside the vehicle body into the atmosphere - it never enters the cargo space, unlike some other cryogenic systems which inject refrigerant gas into the load space creating potential safety hazards.

"While you need an infrastructure to store and distribute the CO<sub>2</sub>, we do believe cryogenics has a potentially great future in the UK, not least because of its environmentally-friendly credentials and its silent operation."

## R-452A

Meanwhile, with HFC refrigerants being phased out, Thermo King were quick to develop a more sustainable alternative, R-452A.

It has significant benefits over R-404A, which is one of the most widely used refrigerants, but has a high global warming potential. R-452A offers a 45% lower environmental impact and a lower operating cost; it also complies with upcoming 2020 F-GAS regulations and today is standard on all vans, trucks and trailer refrigeration units from Thermo King.





# Extra seminars planned to keep up with demand for UK Customs roadshow

Businesses up and down the UK have been benefitting from a Customs roadshow, currently touring the country ahead of the introduction of the new Customs Declaration Service coming into force next month.

By Peter MacSwiney,  
Chairman, ASM

**CDS will replace** the current system, HM Revenue and Customs (HMRC)'s Customs Handling of Import and Export Freight (CHIEF), which has been in place since 1994.

Hundreds of companies representing all trades have been attending the series, which are being run jointly by ASM, the British International Freight Association (BIFA), and HM Revenue and Customs (HMRC).

The three organisations are offering businesses the support and guidance they need ahead of the phased introduction of CDS, which marks the biggest change to impact the processes by which Customs declarations are managed since the introduction of CHIEF.

The roadshow has proven so popular that more seminars are now being planned for Heathrow, Southampton, and Felixstowe in the near future.

CDS is an essential upgrade to cope with an expected increase in declarations post-Brexit, which will benefit the freight forwarding sector as it continues to modernise.

The first phase of CDS is set to be implemented in August, followed by the second phase in November and it will be fully functioning by January 2019.

The new system will allow HMRC to replace old technology and create a modern and more flexible service that will enable the better handling of both future changes and the increasing volumes of international trade.

Alignment with the Union Customs Code (UCC) will enable the trade facilitations required by UK business today.



Rob Grayson (ASM (UK) Ltd), Ian Fraser (ASM (UK) Ltd), Shauneen McConville (TR Logistics Group), Simon Adams (ASM (UK) Ltd), Sharon Greer (ASM (UK) Ltd) & Carson McMullan (BIFA Northern Ireland Consultant).

With Brexit taking place next year the changes are well timed for a UK logistics sector in a stage of significant transition.

CDS will allow also us to tackle any fluctuations in declarations whilst at the same time being more compatible with today's evolving trade landscape.

Our sessions allow participants to fully understand and prepare for CDS, as well as giving them the chance to ask questions

and relay any potential concerns.

All the seminars that we have held to date, including Warrington, Pontefract, and Loughborough, have been oversubscribed, as are our future events in the coming weeks in Grays, London, Belfast, and Glasgow.

The popularity of the seminars and the positive feedback we are receiving reflects how the industry is seriously considering the way in which the changes will impact business processes.



Seamus Cavanagh (Irish Freight Association), Roger Barham (Quality Freight), Karen Milan (Ceva Logistics), Diane Nelson (Quay Cargo) & Derek Dunn (Manifest Ireland).



Carson McMullan (BIFA NI Consultant), Michael Woods, (Woodside Global) & Matt Ball (Woodside Global).



Joanna Campbell (G. Heyn & Sons), Declan Duncan (G. Heyn & Sons), Conor Convey (G. Heyn & Sons) & Teresa Guerin (Greenfields Ireland).

# Belfast Harbour Announces Record Results and Major Investment Programme

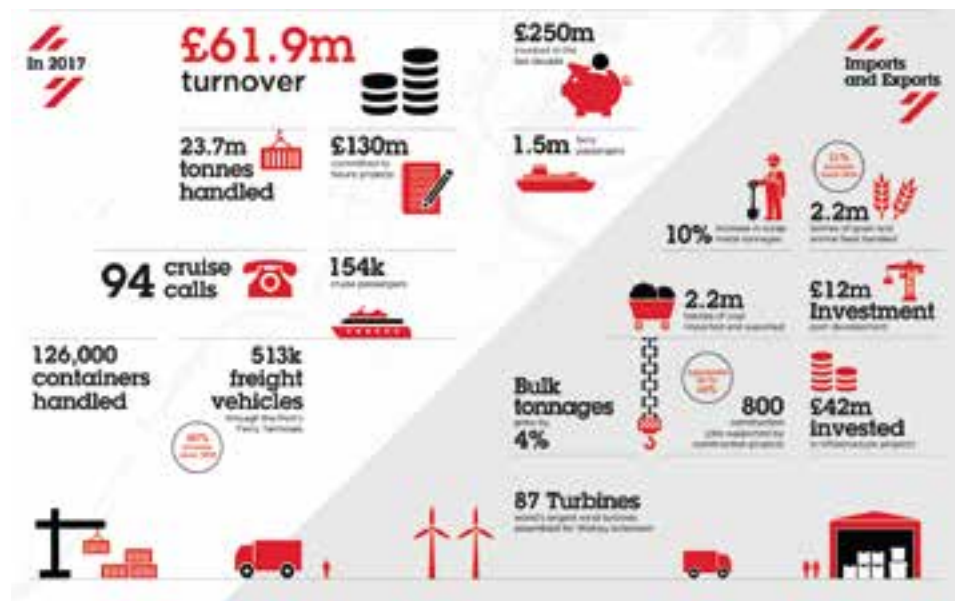
In announcing its results for 2017, Belfast Harbour has reported a record financial performance and a strong investment pipeline of £132million in port infrastructure and real estate projects targeted at improving the competitiveness of its operations and generating further growth.

**Turnover in the** year to December 31st 2017 was up 6.5% to £61.9million and operating profit up 5.6% to £34million. The growth in turnover and profits was supported by a 3% increase in port cargo handled to a record 23.7million tonnes, and additional income from the Harbour's successful property developments in its City Quays river front offices and AC Marriott Hotel, plus new Film Studios on the North Foreshore.

During 2017 Belfast Harbour invested £42million in new port facilities and regeneration developments across its 2,000 acre Estate. Future capital expenditure plans include an upgrade of the port's ferry and container handling facilities at a cost of £60million, and further investments in new logistics warehousing units. Planned developments at City Quays include a new 900-space multi story car park currently under construction and a further 250,000 square foot Grade 'A' office building which is awaiting final planning approval.

The planned upgrade of ferry terminal facilities is in support of a major investment by Stena Line in new larger Roll-On/Roll-Off ferries which are due to start operation on Belfast routes in early 2020. Belfast Harbour is also making a substantial investment in new cranes and terminal capacity improvements at the port's container terminal at VT3. This terminal handles direct shipping services between Belfast and the key European hub ports of Rotterdam and Antwerp, and provides global connectivity for Northern Ireland's exporters and importers.

Commenting on the annual report, Belfast Harbour's Chairman, David Dobbin, said: "Belfast Harbour is a key economic driver for our region. Our Trust Port status allows us to reinvest all of our earnings after tax for the benefit of port users and the wider local economy. This ongoing investment cycle has been key to our financial success and has



allowed us to support the growth in trade and passenger/visitor numbers, and the creation of quality new jobs across our estate.

"We estimate that our current investment programme will generate over 10,000 jobs. Over 2,000 jobs have already been delivered in the City Quays offices and hotel developments, and the Harbour Film Studios."

Joe O'Neill, Belfast Harbour's CEO, added: "A key factor in the success of Belfast Harbour is the ongoing growth in port throughput in sectors such as aggregates, steel, animal feeds and grains, Roll-On/Roll-Off freight, ferry passengers and cruise ship visits. Port operations account for c.80% of turnover and the continued delivery of best-in-class marine facilities remains our investment priority.

"The Harbour's real estate activities also are delivering ongoing growth. As trade in traditional sectors such as coal and refined oil reduce, we will continue to explore new trade opportunities, alongside those in real estate and tradeable services. Our ongoing partnerships with Titanic Quarter and Catalyst Inc. also continue to yield positive results."

During 2017, 5,874 ships arrived at Belfast Harbour. Over half a million freight vehicles passed through the port while passenger numbers rose by 9% to 1.5m.

The port welcomed 155,000 cruise passengers and Northern Ireland's agri-food sector also continued to perform strongly with related trades handled increasing by 10% to almost 2.3m tonnes.







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# Belfast Welcomes Stena Forerunner

Captain Marcel Schaar of the Stena Forerunner is welcomed by Belfast Harbour CEO Joe O'Neill and Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North) ahead of the ferry's first sailing from Belfast to Liverpool.

**The 3,000 lane** metre Stena Forerunner has been introduced as a result to growing market demand and the need for increased capacity and will increase weekly freight capacity on the service by almost 10%.

Paul Grant, Stena Line Trade Director commented: "We are delighted to welcome the Stena Forerunner to Belfast and the introduction and investment of this larger vessel demonstrates our ongoing commitment to the freight market. This year we're experiencing strong growth of 6% on the Belfast to Liverpool route and future plans include the introduction of two new build ferries on this service during spring 2020 and early 2021."



Joe O'Neill, Belfast Harbour CEO, Captain Marcel Schaar, Stena Forerunner and Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North).

## Stena signs order for two additional E-Flexer ships

Stena has decided to exercise its option to build a seventh and eighth E-Flexer vessel. The two vessels will be deployed within Stena Line's route network with a planned delivery in 2022.

**Additionally, Stena RoRo** has taken an option on the construction of a further four E-Flexer vessels also to be built at Avic Weihai Shipyard, China.

"We foresee increasing demand for freight capacity in Northern Europe and our new vessels fit very well in matching anticipated market developments as we prepare ourselves for further expansion. At this stage we haven't decided where within our route network these two vessels will be deployed and are currently evaluating several options,"

says Niclas Mårtensson, CEO Stena Line.

As with the previous E-Flexer vessels ordered by Stena, energy efficiency and sustainability will be key design features.

"We want to lead the development of sustainable shipping and set new industry standards when it comes to operational performance, emissions and cost competitiveness," says Niclas Mårtensson.

The two new ships on order will be larger than the three E-Flexer designs currently being built for



Stena Line. The first three E-Flexer ships will be 215 metres long with 3 100 lane meters whilst the next two ships will measure 240 metres with a freight capacity of 3 600 lane metres.

A total of eight vessels have now been ordered by Stena from Avic Weihai Shipyard in China. The first one is planned to operate on Holyhead-Dublin and the next two delivered to Stena Line are planned to operate on the Liverpool-Belfast service. Three other vessels will be chartered out to external ferry operators by Stena RoRo.

## DFDS Order New Freight Ferry to Accommodate Growth

**DFDS has ordered an additional freight ferry new build from the Chinese Jinling Shipyard.**

**The new build** is similar to the five previously ordered freight

ferries and likewise designed to carry 6,700 lane metres of freight equivalent to around 450 trailers. The large capacity decreases unit costs as well as the environmental impact per transported unit.

This, in addition to the recently ordered ferries will help DFDS customers grow their business

and increase DFDS' operational efficiency in the route networks in northern Europe and the Mediterranean. The new ferries will be deployed in the route network according to customer demand for capacity. The first two new ferries are expected to be received in the

beginning of next year, the third and fourth in the second half of 2019 and the last two in the first half of 2020.

DFDS' fleet extension and renewal programme also includes two combined freight and passenger ferries to be delivered in 2021 for deployment in the Baltic route network. In addition, two ro-ro ferries are being lengthened to increase capacity, and a chartered combined freight and passenger ferry will be delivered in 2021 for deployment on The English Channel routes.



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**Increased  
capacity coming  
September  
2018.**

**Warrenpoint**

**Dublin**

**Heysham**

**Liverpool**

# Stena Line vessels recognised for safe operations

An unprecedented eight Stena Line ferries operating on the Irish Sea have received the prestigious Jones F. Devlin Award from the Chamber of Shipping of America (CSA), acknowledging the skills and dedication of the men and women responsible for safe vessel operations.



**According to the** CSA, the Jones F. Devlin Awards publicly recognise 'outstanding achievement', exemplifying 'devotion to duty and to the principles of maritime safety, which is worthy of the highest commendation.'

This year, eight Stena Line ferries on the Irish Sea, along with a

ninth ship operating on the Gdynia to Karlskrona route have been recognised for operating between two and five consecutive years without a lost-time accident.

Bjarne Koitrand, Technical Operations Director at Stena Line, said: "Safety for our passengers and employees always comes first at Stena Line, and forms a very

important part of the Stena Line Group's strategy for a sustainable future. This achievement reaffirms the positive trend we have seen in the Lost-Time-Injury-Frequency during the last years."

Stena Line Trade Director (Irish Sea South) Ian Davies also commented on his pride at a 'remarkable' achievement.

"For a ship to operate for three consecutive years without a single lost time accident is a fantastic achievement – for eight of our Irish Sea fleet to pick up this award is truly remarkable," said Mr Davies. "We really couldn't be more proud of all our colleagues on the Irish Sea."

## Red7Marine Combats Marine Skill Shortage With New Training Academy

With Red7Marine continuing to expand, the company is now uniquely positioned to provide a tailor-made training platform for people looking to start a career in the marine industry.

**The bespoke training** course has been specifically designed to help combat the longstanding skill shortage within the Marine Construction industry.

As a value led organisation, Red7Marine has taken a proactive approach to the skills shortage, transforming its previous HQ at Wrabness in Essex into a new dedicated training centre.

The two-week Marine Recruits Foundation course combines classroom activities with a practical hands-on approach, teaching recruits valuable marine skills which will

be used throughout their careers.

The bespoke training course offers delegates the opportunity to learn a range of basic skills before joining their on-site teams. The course is not only offered to Red7Marine recruits but also to other companies working in the industry looking to provide their employees with specialist marine training.

The Marine Partner of Choice was one of the founding members of IUUBOA and maintaining high standards across the industry is incredibly important to Red7Marine as a leading provider

to the industry. Safety is deeply ingrained in the culture of Red7Marine and by the end of the two-week foundation course recruits will be able to safely join a highly skilled team to gain practical experience across one of many sites throughout the UK.

The course is a starting point in the Marine Construction and Renewables industry which could lead to a career pathway across a wide range of roles that include Bargemasters, Maintenance Engineers, Construction Operatives and many more.





# Stena Line adds extra freight capacity to its Belfast - Liverpool service

In response to growing market demand, Stena Line has increased its freight capacity on the popular Belfast – Liverpool route by initially deploying the 3,000 lane metre Stena Forerunner vessel before replacing it with a similar ship early in 2019 at which point the Stena Forerunner will return to service in the North Sea.

**Stena Line's CEO** Niclas Mårtensson said: "Demand for freight capacity from Belfast continues to increase and we believe it is vital that Stena Line provides the necessary capacity and frequency to enable that expansion to flourish. Stena Line will continue to operate seven vessels on its three routes to and from Belfast serving Cairnryan, Heysham and Liverpool and the introduction of the Stena Forerunner will provide us with greater capacity and flexibility to service market demand.



Paul Grant, Stena Line Trade Director, commented: "This latest investment by Stena Line yet again highlights our commitment to the

freight market. This year we're experiencing strong growth of 6% on our Belfast – Liverpool route. Future plans for the introduction

of two new build ferries on this service during spring 2020 and early 2021, combine to demonstrate a significant long-term commitment to the region by Stena Line.

"Belfast is now firmly established as the preferred hub for Northern Ireland freight. Stena Line's unique ability to offer reliability, frequency and choice of routes for the accompanied and unaccompanied segments from a single location is a big advantage for the freight industry."

## Second Largest Vessel Ever to Arrive at Port of Larne

The Port of Larne, one of the busiest ports on the Irish Sea capable of handling a wide range of cargoes and ships, welcomed the CPO Germany into port recently for routine maintenance.

**The vessel, which** regularly delivers products across Europe and farther afield, is understood to be the biggest single screw tanker ever with an overall length of 184 metres, nearly 20 metres longer than ships normally handled by the port.

Anthony Van Damme, Harbour Master Port of Larne said: "The Port of Larne continues to build a reputation for the versatile approach we take in accommodating ships of all sizes and in managing an increasing amount of cargo, project, maintenance and other non-ferry related work.

"The vessels arrival required some quick and thorough planning from Larne Harbour staff,

in particular the Marine and engineering departments, the ships agent, Larne Pilots, towage provider and linesmen. With just one engine, the tanker is not as easily manoeuvrable as the regular ferries that call into Larne and therefore required a considerable amount of support to enable it to come into port safely but we have a first class team here focused on providing speedy solutions to customers and the whole process went very smoothly and safely."

The Doyle Shipping Group were tasked by the owners of CPO Germany to come up with a suitable operational plan, Sean McCready, Managing Director in Belfast, said: "Through



the quick and effective response given by Larne Harbour, the owners were able to complete all their operational requirements in a timely and cost effective manner and were very happy with all aspects of the operations completed. Thanks go to Anthony and all the team for their efforts."

Larne Port has over 40 acres of storage area in and around the port and easy access to the rest of Northern Ireland and beyond thanks to the A8 dual carriageway we make a great choice for project cargoes, bulk cargoes and passenger traffic.

## Stena Line's first volunteers onboard Africa Mercy

After a year of preparation, Stena Line's first volunteer is onboard Mercy Ships' hospital ship Africa Mercy. In addition to fundraising and raising awareness for the humanitarian NGO, Stena Line aims to contribute to the organisation with its maritime knowledge and the unique technical and naval competence held by its employees.

**During the year,** a minimum of two Stena Line employees will work for Mercy Ships. The first volunteer was Third Engineer Johnny Joensuu. "It's always exciting to be the first one out and you'll get a chance like this once in your life. I really enjoy life onboard, the atmosphere is great and everyone has been very helpful. Also, we just passed

the equator which is something I've always wanted to do."

The volunteer program is part of Stena Line's sustainability work which bridges over all three dimensions of sustainability namely economic, ecologic and social.

"For us, social responsibility is about being a sustainable employer and

to contribute to a more sustainable world by helping others. Thanks to our partnership with Mercy Ships we are able to share the knowledge and experience we have after 50 years in this business, and more importantly the unique technical and naval competence held by its employees." commented Niclas Mårtensson, CEO at Stena Line.

Stena Line's volunteer program was launched in 2017 and employees from all of the shipping company's eight regions are encouraged to apply. In line with Mercy Ships' values, all volunteers work for free, however Stena Line guarantees leave of absence and provides for the journey and all required vaccinations.



# GETTING UP REAL CLOSE WITH LDV'S V80



It seems that more and more cost conscious van operators are taking a closer look at the LDV range. It may not be the most high spec van on the market, but it is regarded as really good value for money, and it's getting better, as Van Ireland has been discovering.





We recently had the opportunity to take 'ownership' of a V80 high roof model for a few days, allowing several of our 'test' drivers – namely Phil Eaglestone and David Stokes – to spend some time behind the wheel to find out about its merits or otherwise.

To be fair, the V80 panel van comes with air conditioning, cruise control, remote keyless entry, audio with radio and MP3 connectivity, bluetooth, reverse parking sensors, an 8-way adjustable driver's seat, electric windows and electric mirrors, so one wonders what else anybody would want in a workhorse.

And there is a host of safety features, to boot – including dual airbags, rear parking sensors and four wheel disc brakes with ABS (Anti-lock Braking System) and EBD (Electronic Brakeforce Distribution).

Safety hasn't been forgotten, either, when loading, with the benefit of dual sliding doors ensuring loading and unloading can occur on the safest side of the vehicle.

The instrument panel is centrally located at the top of the centre stack in the cab and to be honest it wasn't a problem until a professional van operator pointed it out to us. In his opinion, it was a downside, as drivers had to momentarily take their eyes off the road to check on speed and other performance aspects. Personally, we didn't find it a problem.

Out on the open road, the van performed well. This is a simple van to drive, offering a smooth and comfortable ride. Steering was



light and responsive, gear changing was smooth, road holding was great, acceleration was nothing to complain about, the cab was comfortable and spacious and although it wasn't the quietest, noise levels were easy to live with; maybe we are the type of people who aren't hard to please!

In terms of practicality, the load area, accessed by a rubber step to the rear or via the single side-loading door on the nearside, features nine tie-down points and adequate lighting, as well as an impressive 11.4 m3 of space.

The LDV V80 is powered by a VM Eco-D 2.5 engine which enjoys a highly regarded reputation, being

utilised in many international vehicle brands around the world.

Incidentally, the V80 van comes in three standard variants which make it ideal for any business. Apart from our test model, there is a low roof, short wheelbase version, providing 6.9 m3 of space, and a medium roof, long wheelbase model with 10.2 m3 of space – and it comes with a five-year/124,000 mile warranty, which is not to be sniffed at!

So, bearing in mind the van's past history can we have confidence in its future? The brand was re-launched several years ago, after the original manufacturers went bust, having been bought by

Chinese automotive giant SAIC, the seventh largest vehicle manufacturer in the world. This conglomerate has big plans for the marquee, which is distributed by the Harris Group, present in a total of seven territories including the UK, Ireland, Channel Islands, Isle 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. So, yes, we can have every confidence the LDV will be around for many years to come, during which time it will most certainly grow in popularity.

## ELECTRIC V80 MAKES ITS LOCAL DEBUT

**Manufacturers SAIC continue** to forge ahead, with the launch of its fully electric version of the V80 which made its first appearance in Northern Ireland recently, courtesy of dealers GUS Commercials who are already making great strides in getting the LDV V80 into the local marketplace.

We were able to get up close and personal with the LDV EV80 at the launch event at the Transport Training Services site on the Dundrod Road outside Crumlin, attended by LDV's Mark Barrett, who gave a detailed presentation about the advantages of going 'electric.'

There, too, were a number of locally interested transport operators, including some local councils, representatives of the Housing Executive and Water Service.

The model is now part of the Go Ultra Low Grant Scheme, a government initiative to encourage drivers to switch to low emissions vehicles and start enjoying the benefits of greener driving. Individual drivers and business owners can take advantage of an £8,000 grant



towards a brand new EV80 van or chassis cab. Awarded LCV Manufacturer of the Year at the 2017 GreenFleet Awards, LDV's electric vehicle range has been designed with zero emissions technology together with advanced electric power systems, providing greener power and in return, reducing environmental impacts.

There are two models from which to choose,

the 3,500Kgs GVW EV80 panel van has a payload of almost 1,000kgs and the chassis cab which offers a body and payload allowance of around 1,300kgs. Both come with a 56kWh battery, and 92kWh rated motor and CCS (combined charging system) type 2, capable of both DC and optional AC charging.

The EV80 is ideal for both city driving and short journeys and boasts a 120 – 125 mile range on a single charge.

While we did have a brief encounter with it at the event, we plan to put this wholly electric van to a fuller test in the not too distant future, but in the meantime, what did those who managed a short drive in it on roads around the TTS facilities think?

Well, feedback received from those who attended and carried out a brief test drive was very positive. The driving experience in particular scored 5 out of 5 from all except one, who rated it as 4. Impressive. So, we can't wait to get behind the wheel! (More in the next issue of Export & Freight)

# Toyota Hilux Continues its Support for Flying Legends

The Toyota Hilux returned on 14-15 July to provide ground support for the annual Flying Legends air show, one of the world's premiere aviation events.

**Visitors travelled from** across the world to see the unique collection of historic aircraft gathered at Duxford airfield, Cambridgeshire. The event also coincided with the 50th anniversary of the making of the film *The Battle of Britain*, which was shot on location at Duxford.

Loaned specially for the event, the Hilux supported ground crews tending the Spitfires, Hurricanes and Mustangs at the show, and

made light work of towing the aircraft into position. It was decorated in a special aero livery that evoked the appearance of the classic aircraft on display, including the famous Indian Head logo of The Fighter Collection.

The weekend ran smoothly and enjoyed ideal air show weather of clear blue skies. The show closed with a grand finale Balbo formation, in which a number of WWII fighters took to the skies in a mass fly-past salute.



# All-New Peugeot Partner Revealed

Peugeot has revealed the all new Partner combining practicality with a dynamic drive, a stress-free mobile office and safety for all professional clients in the LCV segment.

**All-new Peugeot Partner**, available to order from Autumn 2018, includes the Peugeot i-Cockpit® as standard, an unprecedented move in this vehicle segment.

The first impression of all-new Peugeot Partner's interior is

immediately compelling, the finish is in every aspect equal to that of a passenger vehicle. It is fitted with cutting-edge technology which creates a stimulating, instinctive and safe driving experience.

So much more than a new feature, Peugeot i-Cockpit® is becoming a must for professional users who are constantly seeking ways to improve the quality of the service they provide. An optimum ergonomic layout, tip-top comfort and exemplary safety systems make for an intuitive driving experience.

Handling is swifter and less tiring thanks to the compact, double D style steering wheel and a head-up display is available as standard to enable essential information

to be received by the driver while still keeping their eyes on the road. An 8" capacitive touch screen located in the centre of the dashboard in line with the driver's vision provides direct and permanent access to key comfort functions such as radio, navigation, vehicle settings and telephone.

All-new Peugeot Partner has a generous load capacity and payload and is also fitted with an Overload Alert System - a new on-board technology to guarantee total safety. The mass is automatically measured when the ignition is switched on and can also be measured from the load area when the vehicle is stationary. Once 90% of the total load capacity

has been reached, a white LED lights up on the control button; if the maximum authorised load is exceeded a yellow LED lights up, supplemented by a visual warning on the dashboard.

By avoiding vehicle overload, the handling is not compromised and associated dangers, such as burst tyres, loss of control of the vehicle, premature wear of components, higher fuel consumption and the risk of being fined may be avoided. Unprecedented and unique in all segments of the LCV market, this equipment is available as an option.

The standard nearside sliding side door on Standard versions makes for excellent accessibility. An additional offside sliding side door is available as an option on Standard versions and is standard equipment on Long versions.

# Frylite Celebrates 30 Years with New Sprinter Fleet

Frylite is celebrating 30 years in business and to mark the occasion, this well-known Irish cooking oil supplier has enhanced its delivery detail by adding a number of Mercedes-Benz Sprinter vans to its fleet.

**Supplied by Dublin-based** truck and van hire company Fleet Plan, the four 516 long wheelbase units have been delivered complete with a number of additional specifications that include a reversing camera, cruise control and a multifunction leather adjustable steering wheel.

Founded in 1988, Frylite employs a workforce of over 200 people. Through five depots located in Dublin, Cork, Galway, Strabane and Coleraine, supplying a tailored supply and waste collection service to a customer base that accounts for more than 60% of the food industry in Ireland.





# Fitting AEB As Standard Could Stop Almost 2,500 Crashes Per Year

Fitting autonomous emergency braking systems as standard on all commercial vehicles in the UK has the potential to stop almost 2,500 crashes per year.

**Analysis of Department** for Transport van accident statistics reveals 2,496 incidents involving vans weighing up to 3.5 tonnes could have been avoided if autonomous emergency braking systems had been fitted - preventing 348 deaths and serious injuries.

Across the car industry, autonomous emergency braking has the potential to save 1,000 lives and 120,000 casualties over the next 10 years with AEB leading to a real-world accident reduction of 38 per cent. Despite advances in technology, the number of road

deaths hit a five-year high in 2017.

Since 1 June 2017, all buyers of a new Volkswagen Caddy, Transporter or Crafter have had autonomous emergency braking systems (Front Assist with City Emergency Braking) fitted as

standard, making Volkswagen Commercial Vehicles the only manufacturer to offer the tech as standard across its van range.

The technology is regarded as 'probably the most significant development in vehicle safety since the seat belt' by Thatcham Research, the motor insurers' automotive research centre and respected experts in safety, security and crash repair.

AEB systems also have the potential to cut third party insurance claims by 45 per cent meaning lower costs and less time off the road for van drivers and fleet operators.

Vehicles fitted with autonomous emergency braking also benefit from an average insurance premium saving of 10 per cent compared to those without. The insurance rating of the all-new Crafter was reduced by four groups thanks to standard fitment of AEB.

Matthew Avery, Director of Research, Thatcham Research comments: "To date, Volkswagen is the only commercial vehicle maker offering AEB as standard across its entire van range.

With the number of accidents involving vans increasing year on year, AEB's proven ability to avoid and mitigate collisions should not be overlooked."



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#### Eglinton

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## Vauxhall Reveals All-New Combo Van

Vauxhall has released first pictures of the latest addition to its multi award-winning van range, the all-new Combo panel van.

**Available to order** in the Autumn and arriving in Vauxhall showrooms in December, the Combo is based on an all-new architecture and is available in a selection of variants, including short wheelbase, long wheelbase and crew van. It can carry a load volume of up to 4.4m<sup>3</sup> and a payload of up to a tonne.

Longer items up to 3440mm, such as pipes and ladders, can be stored safely and securely, thanks to the rear swing doors and FlexCargo load through hatch. In crew van body style, up to five occupants can be accommodated, while the load is safely stowed behind a partition wall. In addition, the rear bench can be folded

down and the partition moved behind the front seats if required.

For added peace of mind, there is a sensor-based load indicator that warns you if the van is overloaded. Once the engine is switched on, a white LED lights up if the weight exceeds 80 per cent of the permitted payload keeping the van safe. If the weight is above the limit, an orange signal with an exclamation mark lights up.

Other innovations available include a Rear View Camera that acts as a "digital" rear view mirror, while a second camera in the passenger side door mirror ensures that the driver has an additional blind spot detection aid.

The Flank Guard is sensor-based system that supports the driver while turning at low speeds, providing a warning when there is a risk that the vehicle side will collide with an obstacle. Intelligrip, an electronic traction control system, is also available.

The Permanent Rear View Camera shows the area behind the van on the infotainment screen as soon as reverse is selected, showing guidelines to assist manoeuvring. It also displays an area (4m to 30m behind the vehicle) when driving, meaning it can be used as a "digital" rear view mirror.

A second camera fitted in the exterior door mirror on the passenger side further improves the overall view. As soon as the passenger side indicator is activated, the passenger side view is shown on the monitor, resulting in an increase in safety for all road users.

A plethora of driver assistance technology is available including: Forward Collision Alert with

pedestrian detection and Automatic Emergency Braking; Lane Keep Assist; Hill Descent Control; Intelligent Speed Adaptation; Automatic Cruise Control; Driver Drowsiness Alert; and Speed Sign Recognition

### Connectivity

The new generation of infotainment systems ensures outstanding on-board connectivity. The Apple CarPlay and Android Auto compatible Multimedia Radio and Multimedia Navi Pro systems can easily be controlled via the eight-inch colour touchscreen.

The integrated navigation system of the top-of-range-line unit with European maps and 3D navigation also shows Traffic Messaging Channel updates, ensuring that drivers can always select the best route and avoid traffic.

Elsewhere, the heated front seats and steering wheel offer added comfort when the temperature drops.

"Vauxhall's all-new Combo raises the bar in the compact van segment," said Derek Wilson, Vauxhall's LCV Director. "Practical, comfortable and packed with all latest driver assistance and connectivity technology, the new Combo is the small van that meets all your business needs."

The Combo's sister vehicle, the all-new Combo Life lifestyle vehicle arrives in Vauxhall showrooms in September priced from £20,530 on-the-road. Versatile, practical and spacious, it is aimed at active families and empty nesters and is available to order now as either a five- or seven-seater passenger car.





# ALL ELECTRIC KANGOO HAS A GREAT FUTURE

Since its first appearance on the road, Renault's pure electric Kangoo Van Z.E. 33 has been winning plaudits across the board, and having spent some time behind the wheel recently, courtesy of Charles Hurst Renault, Export & Freight's Phil Eaglestone is not at all surprised.





**The fact that** its range has been extended to what Renault call 'a real-world' distance of 125 miles on a single charge, thanks to the new Z.E. 33 battery, has made the van more attractive than ever; previously the range was around 75 miles.

Our test drive model was a two-seater Kangoo Maxi which boasted a load capacity of up to 4.6m<sup>3</sup>, with a load length of just over 2 metres – and this can be extended by a further 0.8 metres if you specify the optional folding passenger seat; payload is up to 640kgs, and a roof hatch can also be added for carrying ladders, all of which makes it a practical proposition for a wide range of tradesmen who want to boost their 'green' credentials without compromising their daily work schedule.

Available in a range of body styles, including Kangoo Van Z.E.33, Kangoo Maxi Z.E.33, Kangoo Maxi Crew Van Z.E.33 and Kangoo Maxi Crew Van Cab Z.E.33, it also benefits from improved charging capabilities – charging from 0 to 100 per cent in six hours, compared to eight hours with a lower range on the previous version – all thanks to a new 32 amp charger – and you have the ability to 'top-up' the vehicle by up to 21 miles in just one hour. With a socket located above the grill at the front of the van, recharging is a simple process.

In addition, an optional permanent ECO mode is also available, increasing the range up to 10% by modifying the throttle response and applying ECO engine maps whilst allowing you to access rapid acceleration when required. The mode can now be permanently activated to ensure you are always achieving the optimum range.

Regarded by many as being at the forefront of the electric LCV market, Renault's Kangoo Z.E. performs every bit as well as its diesel equivalent, too. It is really easy to drive, it is responsive and comfortable – and it enjoys the same high spec which includes electrically operated door mirrors, electric front windows, dashboard with A4 storage, cloth upholstery, load area lighting, central storage tray between front seats, height adjustable steering wheel and driver's seat, and more than adequate anchorage points in load area.

It also comes with a comprehensive safety specification including ABS with Electronic Brake-force Distribution, driver's airbag, Electronic Stability Control with Hill Start Assist and remote central locking.



Because of its silent running, Z.E.-specific equipment available includes Voice Alert to let pedestrians know there is an electric vehicle in the vicinity. How innovative is that? There is also a pre-heating function enabling passengers to heat the vehicle up before driving it, especially helpful on winter mornings!

Motor racing fans might also appreciate the fact that the Renault Kangoo Z.E. utilises F1 Technology; its regenerative braking system helps charge the battery when decelerating, recovering energy that would otherwise be lost.

Out on the open road, it is a dream to drive, like we have already mentioned, with near-silent running, gearshift-free, tight turning circle and, of course, zero tailpipe emissions; yes, it is a very real alternative to a diesel van, and quite clearly a deserved winner of many awards, among them 'Best Electric Van', 'Best Electric/Hybrid Van', and 'Best Green Van,' underlining its usability, efficiency, instant pulling power and operating range.

It also enjoys ultra low running costs. We are told it works out at less than 3p a mile; the cost per each full charge is around £3. Beat that!

So, how do I get one, you ask? There are two routes to choose from. Firstly, you have the option of leasing the battery, which not only reduces the purchase price but also gives you peace of mind. You only pay for what you need and your payments can be personalised to suit you. Alternatively, you can buy the battery outright with the vehicle.

Owning an electric vehicle, of course, means you need to have good access to charging points at home and on the road. As more and more electric vehicles appear on our roads, the charging network grows accordingly. Currently, there are almost 400 charging points across Northern Ireland alone – and at the last count, there were over 13,000 charging points spread across 4,500 locations throughout the rest of the UK, so no worries on that front!

And something else to bear in mind: from 2019, all new homes built in the UK will have to have an electric vehicle charging point installed as standard. Yes, the future is bright, the future is electric, but don't take our word for it: discover for yourself by booking a test drive in the Renault Kangoo Z.E.







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# THE RANGE ROVER HSE SPORT



Described as the most dynamic in the Land Rover line-up, the Range Rover HSE Sport certainly lived up to our high expectations when we put it through its paces over the space of a couple of days recently, courtesy of Charles Hurst Land Rover Belfast.







**The sales blurb** claims that 'exceptional on-road performance and all-terrain capabilities elevate this vehicle into a class of its own,' so we were excited to say the least to find out exactly how it would perform in everyday use.

It looked the part sitting in our driveway, with its sporty design and 20" 5 split-spoke alloy wheels which come as standard, and it didn't disappoint when we climbed on board, with an interior that exudes sheer luxury; finding a comfortable position on the heated leather driving seat was easy, thanks to the 16-way adjustment and powered cushion tilt.

The Range Rover Sport is without doubt a driver's vehicle through and through. Every element in the signature cockpit has been meticulously designed and beautifully executed, with intuitive controls and touch-sensitive steering wheel switches.

One of these switches is programmable, so that it can be personalised to your preferences to accomplish a host of functions – and so you can complete tasks without taking your eyes off the road, Range Rover Sport also offers intelligent voice recognition. For example, 'tune to 97.9' or 'call home'. How good is that?

The sense of luxury and innovation is reinforced by the revolutionary Touch Pro Duo technology, which incorporates two 10" high definition touchscreens as standard to ensure you stay connected and entertained throughout your journey.

The touchscreens allow you to view required information whilst simultaneously being able to interact with additional features, for increased flexibility and efficiency of use. For instance, you can use the navigation system in the upper screen whilst adjusting multimedia settings on the lower.

All-round exterior LED lighting is standard. Designed to last the lifetime of the vehicle, LED lights are more energy-efficient and the quality of light produced is closer to daylight conditions, so driving at night becomes less tiring, as we quickly discovered.

#### Loadspace

Range Rover Sport has a generous 780 litres of available loadspace or up to 1.686 litres when the rear seats are stored flat. All models come with a 60:40 split second row seat as standard, with optional load through feature (ideal for long items such as skis). The

versatile seating accommodates up to seven occupants. The 5 + 2 arrangement has two seats stowed under the floor of the luggage compartment, which are split 50/50, with no loss of loadspace. The second row seats have forwards/backwards movement of 100mm allowing for better access to the third row. Incidentally, the Range Rover has a towing capacity of up to 3.500kg, together with a choice of optional towing features – including an electrically deployable tow bar and Advanced Tow Assist – which ensure it can handle the most demanding tasks.

#### Engine & Transmission

The 3.0-litre V6 diesel engine is equipped with Stop/Start technology and smart regenerative charging; this feature prioritises the charging of the battery when the vehicle is decelerating to capture wasted kinetic energy and reduce fuel consumption for maximum economy, especially during urban driving.

It is coupled with an 8-speed Automatic Transmission. With eight closely spaced ratios, the transmission ensures that you are always in the optimum gear, maximising fuel efficiency and acceleration. Gear changes are almost imperceptible and shift schedules intelligently adapt to your driving style.

#### Practicalities

Let's be honest, the Range Rover is not your average family saloon, so parking, for example at the local supermarket, could present some challenges. However, those are easily overcome thanks to the Front and Rear Parking Aid. When you select Reverse, sensors located in the front and rear bumpers are triggered. As you park, the touchscreen display and audio feedback indicate how close you are to obstacles.

Providing improved visibility when reversing, the Rear Camera also helps when hitching a trailer. Static lines representing the vehicle's outer perimeter and predicted path are superimposed on the rearward image, to make parking in tight spots as easy as possible. Cleverly, too, the exterior wing mirrors can be folded away at the simple press of a button. Upon locking your vehicle, they fold automatically.

#### Safety First

Out on the open road, you are as safe as you could possibly be. The Cruise Control and Speed Limiter features, for example, allow you to maintain the current speed of the vehicle

without the need for continued use of the accelerator pedal, helping to reduce fatigue. At 70mph in the Economy setting the rev counter is sitting at 1,650rpm with the engine barely ticking over. Impressive stress-free driving! The Speed Limiter will also allow you to pre-set a maximum specified speed which the vehicle will not exceed. Both functions can be easily turned on or off as desired.

Other safety features include Emergency Braking which can help to prevent collisions with other vehicles or pedestrians. If a potential frontal collision is detected, a warning is displayed giving you time to take action.

A camera at the front of the vehicle monitors at speeds from 5km/h to 80km/h for frontal collisions and 5km/h to 60km/h for pedestrians. If a collision is still anticipated and you have taken no action, this system will apply the brakes to help reduce the severity of the possible impact.

Lane Departure Warning can help make long journeys much safer. The system senses when your vehicle is unintentionally drifting out of your lane and notifies you with a visual alert and a gentle vibration of the steering wheel.

Dynamic Stability Control (DSC) monitors Range Rover Sport's dynamic behaviour, intervening to maximise vehicle stability. DSC reduces engine torque and applies braking to the appropriate wheels to correct the vehicle's direction of travel by counteracting understeer or oversteer.

Anti-lock Braking System (ABS) allows the vehicle to maintain traction with the road surface whilst braking and prevents wheels from locking – thereby retaining the vehicle's ability to steer. The system helps to shorten the braking distance.

Electronic Brake-force Distribution (EBD) automatically varies the braking force to each axle in order to minimise stopping distance, while still maintaining stability and the vehicle's ability to steer.

#### Summary

Priced at just under £65,000, the Range Rover Sport will not be on the radar of the budget conscious buyer, but it will definitely appeal to those who work hard, are well rewarded for their efforts and deserve a little piece of sheer luxury in their life. Everything is relative. You may not be able to afford everything in life, but this will certainly fit the bill until 'everything' comes along!

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