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COMMENT

It's been a long and winding road to Brexit, and the journey is far from finished, which is worrying for all of us in the transport & logistics sector. By the time you are reading this, maybe good sense will have prevailed, and maybe not. But whatever the situation, life goes on, and so does business.



However, Brexit concerns aside, there are other pressing matters to be dealt with, not least the growing skills shortage in our industry. There are still more than 52,000 vacancies for HGV drivers across the UK, and that's compounded by severe shortages of skilled workers in other areas of the industry. It's been described as 'a ticking timebomb.' The FTA fear that with the prospect of losing access to vital EU workers, the shortage could reach catastrophic levels. Government clearly needs to look at ways of addressing the problem.

But enough doom and gloom! On a more positive note, it's good to see that local businesses are continuing to invest and expand. DFDS Belfast, for example, has seen its turn-over and employee numbers steadily grow over the past year. Another is Motis, which provides a "one stop shop" for hauliers' day-to-day operational needs, while SDC Truck & Trailer Parts has opened its first branch in England, and on the shipping front, Irish Ferries has invested €4m in upgrading its vessel the MV Ulysses. These are just some of the 'success' stories you can read about in this issue of Export & Freight; there are many more.

We also have an interesting read on how the Logistics & Warehousing Sector can manage the impact of Brexit, and we take a look at the benefits of becoming a Corporate Member of The Chartered Institute of Logistics and Transport (CILT), plus, we report in words and pictures on another successful and well attended annual Northern Ireland Logistics and Transport Annual Gala Dinner.

And it's a big congratulations to our very own Phil Eaglestone who has recently acquired in HGV Class 1 Category C+E driving licence, having passed his test at TTS at Nutts Corner.

Well, that's it for now. Remember, you can keep up to date with what's happening across our industry 24/7 throughout 2019 by logging on to our website at www.exportandfreight.com

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APR-MAY 2019

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DERRY BROS SHIPPING CONTINUES TO MAKE WAVES FOR FUTURE GENERATIONS

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AVAILABLE FROM YOUR
LOCAL NEWSAGENT

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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.



Thermo King's TTP Recognised in 2018 Dealer Awards

Thermo King has honoured leading dealerships at its annual dealer conference held in Abu Dhabi, United Arab Emirates. The company recognised its top dealers from the Europe, Middle East and Africa (EMEA) region for their significant achievements in 2018.



Donal Cox (Regional Director UK, Ireland & Benelux), TTP's Kathryn & Tracey Martin and Pauli Johannesen (VP & GM Transport Solutions EMEA, Truck Trailer, Bus).

Among them was Ballymena based Technical Transport Products (TTP), who picked up the award for Connectivity Dealer of the Year for the second successive year.

The highest recognition, the 2018 EMEA Dealer of the Year title, was awarded to Servo King of Austria, which also received the 2018 Aftermarket/Service Dealer of the Year award.

"At Thermo King and Frigoblock we take pride from aiming at 'future-proofing' our products and thus our customers' investments. By designing our solutions to meet and exceed all regulatory requirements we give our customers the peace of mind to focus on their business operations," said Pauli Johannesen, vice president and general manager of Thermo King's EMEA Truck, Trailer and Bus business.

"Our dealers accompany us on this journey, working closely with the customers and making sure they receive the highest quality also in service and support. Together we are creating a future, where our customers save money by running their operations more efficiently, consume less fuel and reduce exhaust emissions, CO2 emissions, and noise."

All 2018 Dealer Award winners were selected for excellence and leadership in all aspects of performance, while also providing a superior customer experience.

With more than 500 service locations in 75 countries throughout EMEA, Thermo King offers peace of mind to transporters of temperature sensitive products through a growing network of certified dealers.

Sporting Legend to Speak at FTA Northern Ireland Logistics Lunch

Guests will have an opportunity to dine with the logistics industry's finest and celebrate another successful year for the sector by attending FTA's Northern Ireland Logistics Lunch, at the Merchant Hotel in Belfast on 10 May 2019.

Guest speaker John Hartson, the renowned ex-professional footballer and respected BBC and BT Sport pundit, will be sharing an inspirational account of his

struggles and victories on and off the pitch, from becoming one of Wales' most prolific goal scorers to overcoming an aggressive form of testicular cancer.

Sponsored by Denn-Part, the event is an opportunity to recognise industry achievements, network with peers, enjoy a delicious three course lunch,

and informally debate the key issues and opportunities facing the logistics sector.

Seamus Leheny, Policy Manager for Northern Ireland at FTA, commented: "I am thrilled John Hartson is joining us to share highlights from his inspirational, exhilarating life. While there is no doubt the logistics sector is facing challenging and uncertain times, I am looking forward to getting together with some of the industry's finest and taking the time to celebrate our successes, both past and present."

DiPerk appointed Ireland distributor for Perkins engines

DiPerk has been appointed as the distributor for Perkins engines in Northern Ireland and the Republic of Ireland.

Having been a distributor of Perkins products for Great Britain since 2004, Perkins Engines Company Limited recently made the decision to appoint DiPerk as the sole distributor for Perkins engines in Ireland, too.

DiPerk will specialise in the supply, service and support of the complete range of

Perkins products. These solutions are used in a variety of markets and applications, and DiPerk will now work with existing providers to deliver sales, parts, service and support to Perkins customers across Ireland.

DiPerk's headquarters will remain in Peterborough, with Irish customers

being serviced by local branches.

Emma Jenkins, distributor principal at DiPerk, said: "This appointment reflects our wealth of experience and expertise, and ensures that Perkins customers have a trusted partner to meet any equipment service or parts requirements. We will endeavour to make sure the brand maintains its exceptionally high standards."

Jaz Gill, Vice President of global sales, marketing, service and parts at Perkins, adds: "This appointment allows DiPerk to expand its Perkins distribution network across Northern Ireland and the Republic of Ireland. DiPerk has a proven reputation for quality, service and customer focus, which aligns with Perkins key objective of delivering distribution excellence to our customers."

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Introducing the Benefits of CILT Corporate Membership

The Chartered Institute of Logistics and Transport (CILT) is the leading professional body for organisations involved in the movement of goods, people and the supply chain in the UK, and the only organisation for all logistics and transport professionals on land, sea and in the air, across the professional sectors – from Bus and Coach to Ports and Maritime.



Pamela Dennison, National Officer – Northern Ireland, CILT, presents James Darragh of Ballyvesy Holdings and Joe Hanna of Montracon Trailers a Corporate presentation plaque in 2018, thanking them for three years of CILT Corporate Membership.

By joining Corporate Membership of CILT, businesses can immediately benefit from preferential rates on our globally renowned training courses, including over 70 UK accredited courses. Choose between public courses, or an In Company Training programme, or perhaps something bespoke developed just for you. Whatever your

choice, your course can be delivered at any location and a time convenient to you.

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their own time and at their own pace.

With preferential rates for everyone, CILT can help you to empower your people to power your business - and to help further, as a Corporate Member, you can access the largest hardcopy library devoted to logistics and transport, in Europe, which, for your ease is also available online, 24/7/365.

The CILT Knowledge Centre also provides a number of vital databases to help your business grow. As a Corporate Member, you could find the companies who are most likely to buy from you and use the information to create accurate and targeted sales and marketing plans.

With intelligence constantly updated from Companies House, you can enjoy the very latest view of your market to see how your own company compares to others, be alerted to companies that pose a threat and get early warning of companies heading for failure, as well as spot the exceptional performers in your market.

On the other hand, perhaps you're looking for information, training materials or compliance information for Road Haulage, International Trade and Health and Safety. Whatever you need, CILT will have you covered.

Perhaps most importantly of all, CILT Corporate Members can benefit from superb networking opportunities, such as the Northern Ireland Gala Dinner, the premier dinner for the logistics and transport profession in Northern Ireland.

CILT events provide the perfect platform to entertain your clients, staff, suppliers and/or other guests, as well as socialise amongst senior figures and decision makers from across the professions.

We know people do business with people, so why not make the most of the unrivalled opportunities available as a Corporate Member of CILT and boost your business by creating stronger networks.

Renault Trucks Records A 10% Increase

Renault Trucks has ended 2018 with a total volume of 54,868 vehicles invoiced, up 10% on the previous year. In a buoyant European market, the French manufacturer has strengthened its positions and increased its over 16-tonne market share by 0.2 points.

In 2018, Renault Trucks recorded its fourth consecutive year of sales growth. The manufacturer has announced a rise of 7.6% in MHDV, and 15% in LCV.

In a dynamic European market for vehicles over 6 tons (up 4.2%),

deliveries of Renault Trucks vehicles are up 7.6%. This has led to a slight increase in the French manufacturer's market share, up 0.1 point to 8.5%.

In the over 16-ton segment, Renault Trucks' market share in Europe is up 0.2 points, at 8.9%.

For vehicles between 6 and 16 tons, market share is down 0.3 points (6.2%). Registrations are down 3.8% due to the stoppage of the Renault Trucks D cab 2m model. On a like-for-like basis however, penetration remains identical.

Renault Trucks has strengthened its position as leader in its home

market, with a 28.1% market share.

In 2018, Renault Trucks recorded a record increase in sales of used trucks, with 8,500 invoiced vehicles, up 23%. Used trucks service offers are also performing well, notably due to the Selection structure warranty, with a penetration rate of 18%, up 6 points.



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Bridgestone Agree Fleet Management Deal with RiverRidge

Bridgestone Ireland has recently agreed to supply and manage the tyres used by RiverRidge. Bridgestone's solution includes Bridgestone brand tyres and Bandag retreads, providing a cost effective and environmentally efficient solution.

Bridgestone has also incorporated digital tyre pressure monitoring systems in its service to RiverRidge, the largest independent

waste management company in Northern Ireland operating a fleet of over 150 vehicles from facilities at Belfast, Coleraine,

Portadown and Derry-Londonderry. Bridgestone will fit new Bridgestone regional tyres to the front axle of the vehicles and will use Bandag

BDU2 retreads, which have been manufactured in Northern Ireland, on the rear. Bridgestone believe this will provide the optimum solution both economically and environmentally for the work carried out by RiverRidge.

Bridgestone will use TPMS sensors and depot receivers to monitor the fleets' tyre pressures making the appropriate interventions quickly. Monitoring tyre pressures will reduce punctures and down time for their vehicles but will also save fuel as underinflated tyres have a higher rolling-resistance. An added bonus is that correct tyre pressures generally lead to longer tyre life for both new and retreaded tyres.

Andrew Frizzel, Commercial Fleet Manager, Bridgestone Ireland, said: "We are very happy to be working with RiverRidge and to supply and manage their tyres. We believe Bridgestone tyres and fleet management will make a positive contribution to the efficient operation of their vehicles."

Tony Kirkpatrick, Transport and Logistics Director of RiverRidge, commented: "We know from experience that Bridgestone provide quality tyres, and to now have the assistance of their fleet management system will enable us to reduce vehicle down time as well as increase fuel efficiency, both of which will produce real savings across our 150-strong fleet."

"For RiverRidge, keeping our vehicles on the road and ensuring we maintain a high-quality service to our customers is our main priority, and this deal will help us do that."



Tony Kirkpatrick, Transport & Logistics Director at RiverRidge

Research Highlights Unseen Impact of Rising Fuel Costs

Escalating fuel costs are forcing logistics businesses to freeze recruitment, lay-off staff and delay vehicle upgrades to stay afloat, according to a new study by FairFuelUK, supported by FTA.

Speaking in reaction to the Shadow Chancellor's support for an increase in fuel duty, the organisations are calling for the Labour Party to reconsider its approach on the issue; according to the research findings, rising fuel costs are already damaging Britain's future business prospects and a rise in fuel

duty would only exasperate this issue.

Christopher Snelling, Head of UK Policy at FTA, the organisation representing the interests of the logistics sector, commented: "FTA has campaigned relentlessly over the past few years to prevent an increase in fuel duty and so far, the

government has listened: it has understood the impact a fuel duty rise would have not just on logistics businesses, but the wider UK economy.

"It is of vital importance that Andy McDonald, the Shadow Chancellor, understands how linked the rate of fuel duty is to the performance of the economy – increasing fuel duty directly adds to the cost of doing business in the UK. Escalating fuel costs are already forcing logistics businesses to freeze recruitment, lay-off staff and delay vehicle upgrades, as illustrated in FairFuelUK's study; a rise in fuel duty would only exasperate this issue.

"Furthermore, a rise in fuel duty would provide little additional revenue to the government – each rise reduces receipts from VAT, income tax and many other sources because of its wider economic impact."



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Mark Nodder Retires From Wrights Group as Sir William Pays Tribute

Chairman and CEO of Wrights Group Ltd, Mark Nodder OBE, has retired. Mark joined the Group in 1998, when it was called Robert Wright & Son (Coachworks) Ltd, head of aftersales service to customers, known as Customcare.

His natural abilities in successfully managing customer relationships and identifying new opportunities for the business led to his rapid promotion to eventually take full responsibility for all Group sales worldwide and for the strategic direction of the business.

Mark helped the business open up new markets in America and the Far East as well as growing the UK business and became Group Managing Director in 2006, later

progressing to Chairman and CEO for the Wrights Group.

When Mark joined the business, its customers were all UK based and annual turnover was £30m. Under his guidance by 2017 the business had significant customers in many overseas markets and established market leading position in the UK, as evidenced by the contract to design and build the New Routemaster bus for London, and turnover in excess of £200m.

Commented Sir William Wright CBE: "The board of Wrights Group will always be grateful to Mark for his long and dedicated service to Wrights Group. The regard in which he is held in the bus industry speaks for itself and his wider services to the Northern Irish economy were rightly recognised in 2015 when he received an OBE in the Queen's Birthday Honours List. I, together with the whole board of Wrights Group, wish Mark every success



Mark Nodder

in his plans for the future."

Wright's Group will announce the appointment of a new CEO in the very near future.

Large Transaid donation from DAF Trucks and TA

DAF Trucks and the Transport Association (TA) have together presented a cheque for £10,000 as a donation to transport industry charity, Transaid.

The significant financial contribution comes after DAF Trucks supplied, free of charge, a CF 370 rear-steer 26-tonne 6x2 rigid for use by TA members in regular

service in return for donations to Transaid.

The Don-Bur bodied curtain-sider had been liveried by DAF Trucks to promote Transaid's work in access to healthcare, using bicycle

ambulances to ensure pregnant mothers can reach medical care during childbirth, in countries with developing transport infrastructures.

A similar tripartite fundraising initiative in 2014 saw DAF Trucks loan three XF tractor units to the TA in support of Oxford-based charity, Helen & Douglas House.

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Freight Transport Association Reacts To Government Consultation On 10 Year Tyre Ban

The government says it will consult on options to ban 10-year-old tyres from use on buses, coaches, heavy goods vehicles and mini-buses to help keep road users safe.

In response, Christopher Snelling, Head of UK Policy at FTA (Freight Transport Association), commented: "Given the amount of mileage covered by a typical commercial driver, FTA finds it unlikely that many of our members have tyres that are 10 years old.

"FTA is committed to ensuring the highest safety standards are met across the logistics industry, and as such, is happy to work with the Department for Transport (DfT) on this consultation. If tyres are undertaking particularly low mileage, there may be a case for exemption, but this needs to be considered further.

"FTA is dismayed, however, that DfT has embarked upon this consultation without publishing the results of the tyre analysis completed by the Transport Research Laboratory. The results of this research would help determine the correct policy position in this area, so issuing a consultation without this information seems a less than ideal way to get an informed response."



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SDC Truck & Trailer Parts open first branch in England

A market leader of truck and trailer parts in Ireland, SDC Truck & Trailer Parts has opened its first branch in England.

The branch, which is located at Langford Way, Appleton, in Warrington, signals a very exciting period for the company as it now has a physical hub in England for its customers there. The latest branch opening follows the opening of branches in Omagh, Cork and New Ross last year.

The expansion of SDC Truck & Trailer Parts from 2010 can be attributed to a number of factors, not least its professional team, many of whom have over 20 years' experience in the industry.

Another factor is the significant expansion of its product portfolio due to ever growing relationships with industry leading suppliers.

The company's business model is based on having a portfolio of products suited to every requirement in the industry, underlining its commitment to be 'The One Stop Shop for ALL Truck and Trailer Parts.'

Gavin Diamond, Director of SDC Truck & Trailer Parts, is delighted with the performance of the company. "Recent years have seen very exciting periods of growth; we are currently exporting parts to customers in 18 different

countries, the most recent to New Zealand.

"The new branch opening is another first for us as it is the first branch in England.

The number of firsts we have achieved in

recent years is testament to the hard work and commitment of everyone involved with SDC Truck & Trailer Parts over the years.

"The team at our Warrington branch have accumulated years of experience in the industry and will provide customers with the expert knowledge that has become synonymous with the branches in Ireland. We look forward to this next chapter in the SDC Truck & Trailer Parts story."

SDC Truck & Trailer Parts, which has a product portfolio of over 16,000 parts, is a subsidiary of SDC Trailers.



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£45,000 delivery for NI Children's Hospice from RiverRidge

FOUR years of fundraising by RiverRidge has resulted in more than £45,000 being donated to the very worthy Northern Ireland Children's Hospice.

Northern Ireland Children's

Hospice is the only service of its type in Northern Ireland and four years after the decision to concentrate all charitable efforts in support of their much-needed work, RiverRidge is more committed than ever to supporting a charity whose services they have witnessed first-hand.

Brett Ross, CEO of RiverRidge said, "We are very proud to be able to make a significant contribution to this charity and its wonderful work for children and families throughout Northern Ireland.

"Over the years we have seen NI Children's Hospice at work first hand and were blown away by the support and advice available to people in their most difficult times. There are over 1,300 life-limited children and young people in Northern Ireland who, along with their families, require the specialist care and support that only this organisation can provide."



Chris Fillis, from RiverRidge's Charity Committee continued, "Our Charity Committee has worked hard to make a great success of our

fundraising efforts for NI Children's Hospice. As time goes on and we witness first-hand the invaluable services available through the

Hospice it cements our commitment to doing what we can for those that find themselves in need of the NI Children's Hospice services."

RiverRidge has dedicated all its charitable efforts to Northern Ireland Children's Hospice since 2015 and has successfully raised over £45,000 through organising various events, including a film premiere evening, raffles, an annual Christmas jumper office day and several charity golf days.

Brett added, "This significant donation to NI Children's Hospice would not be possible without the support from our corporate partners, suppliers and the many businesses of Northern Ireland associated with RiverRidge. We are blown away by the generosity shown from the business community here."

Jonathan Lamberton, Corporate Engagement Executive at Northern Ireland Children's Hospice, commented, "I want to say a huge thank you to the team at RiverRidge for their continued support over the last number of years. This amazing donation will help the Hospice to continue to provide specialist palliative care to children across Northern Ireland living with life-limiting and terminal illnesses.

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Volvo Trucks. Driving Progress

BREXIT FOR THE LOGISTICS & WAREHOUSING SECTOR: MANAGING THE IMPACT

At the time of writing this article, whether it would be a 'deal' or 'no deal' scenario, Brexit extension or otherwise was still not known.

When you read this, the 29th March deadline will have been and gone, and we will now have either left the European Union with or without a deal, or will have an extended deadline to reach an agreement.

Either way, what has been clear over the past two years is that post-Brexit, the logistics, transport and distribution sector will be one of the most affected industries – not least for those businesses with a presence in Ireland which have been able to trade 'freely' both cross-border in Ireland and with Great Britain.

Notwithstanding Brexit uncertainty, businesses in the logistics sector have had no option but to contingency plan, to try to reduce the impact on their business and workers.

A&L Goodbody have a dedicated, cross disciplinary team advising businesses in this sector with practical recommendations as how to best prepare for Brexit:

1. APPLY FOR AN EORI NUMBER

In the event of a hard Brexit, international operators will require an Export Operator Registration Identification (EORI) number – the VAT registration number with three additional digits. Having an EORI number will mean that customs declarations can be submitted retrospectively, rather than being required at the port of arrival. The application process is relatively simple and is available online at www.gov.uk/eori.

2. INTERNATIONAL DRIVING PERMITS & TRAILER REGISTRATION

Drivers holding UK licences will require International Driving Permits to drive in the EU and the European Economic Area in the event of a 'no deal'. These can be obtained from the Post Office.

In the meantime, depending on the nature of their activities, some logistics businesses are encouraging their workers to obtain an Irish passport and others are seeking to obtain



The Logistics & Warehousing Team at A&L Goodbody (L-R): Gareth Walls (Partner), Nikki Stewart, Jonathan Simpson, Orla Kelly, Jill Gracey and Tomás McLaughlin

international driving permits (IDPs) for workers involved in driving cross-border.

From 28 March 2019, all commercial trailers over 750kg must be registered to travel from the UK to the EU. Registration can be done on the DVLA website.

All fleet insurances should be upgraded, as well as for drivers, loaders, existing and new starter employees.

3. EMPLOYEES & IMMIGRATION

From an employment law perspective, the good news is that we do not expect much to change in the immediate aftermath of Brexit. This is because the majority of EU employment law applicable in the UK is enshrined in domestic legislation and assurances have been given that these laws will not be rolled back in the near future.

It is, however, well known that the logistics sector is currently suffering from a shortage of drivers and the uncertainty of Brexit is already discouraging EU migrant staff from coming to, or staying in the UK.

For future workforce planning purposes, businesses should be aware that staff from the EU will

not have to leave post-Brexit. Under the EU Settlement Scheme, EU citizens and their families who have been living in the UK for at least five years by the end of 2020 will be able to apply for "settled status" giving them the right to remain and work in the UK indefinitely. Those who have been in the UK less than five years by the cut-off date can apply for "pre-settled status" wait and then apply for settled status when they reach five years.

In a 'no deal' situation EU migrants who are here before Brexit takes place can (and should) apply under the EU settlement scheme. EU migrants arriving after Brexit will have the right to come to the UK for up to three months and can apply for EU Temporary Leave to Remain for up to three years.

From January 2021 however, the government has made it clear that a new UK immigration regime will end preferential access for EU citizens to the UK labour market. The government has outlined that the post-Brexit immigration system will require that all migrants planning to live and work in Britain would have to demonstrate they are sufficiently skilled by meeting a minimum salary threshold. The current system for immigration from

outside the EU will be simplified and the new regime will apply to both EU and non-EU citizens.

Businesses must consider any immigration implications on your workforce as a result of Brexit and factor this in to your workforce planning going forward.

4. COMMERCIAL CONTRACTS

Businesses must review all commercial contracts, whether these are your own standard terms of sale and purchase or those commercial agreements where you have accepted a supplier/customer's 'standard' terms and conditions, to ensure that they are "Brexit proof".

For example, check that they now include express provisions that limit or exclude liability for delay arising from Brexit. It is also imperative to review key business critical customer contracts to ensure that they are similarly fit for purpose.

You may also consider amending any International Terms and Conditions of Service to reflect an 'exporter' of goods to the EU status following Brexit.

HERE TO HELP

As an 'all-Island' Irish law firm with offices in Dublin, Belfast, London and further afield, A&L Goodbody understands the difficulties facing businesses whose operations are embedded in GB, NI, ROI and are reliant on unrestricted movement of goods, services and workers.

Its specialist Logistics and Warehousing legal team has been established on a cross-departmental basis, with experts from its Employment, Immigration, Corporate, Property and Banking teams to assist clients with all legal aspects of their Brexit contingency planning.

To hear more about upcoming articles and seminars affecting the Logistics and Warehousing industry, or to speak to a member of the A&L Goodbody team, contact ALG on 028 9031 4466.

Proud to support Northern Ireland's Logistics and Warehousing Sector

As a leading law firm in Northern Ireland, A&L Goodbody provides clients with the highest quality legal service through award-winning innovation and market leadership.

We look forward to playing our part in the continued growth of Northern Ireland's best performing companies.

To find out how we can assist your business, please contact:

Gareth Walls

+44 28 9072 7402

gwalls@algoodbody.com

AMET INSURANCE: PROVIDING A LOCAL SERVICE THAT IS ACCESSIBLE, FLEXIBLE AND FRIENDLY

Almost two years since it first appeared on the local market, Amet Insurance has achieved all its initial goals to provide those operating in the transport and logistics sector – and in other fields of business – a service that offers both local expertise and flexibility.

Now well established in modern and spacious offices at Chichester Street in Belfast city centre, staffing levels have been increased to provide an even better and more efficient, cost effective service in a marketplace that is competitive and at times complex.

Amet Insurance write a variety of products covering 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.

Vital to Amet's growing success has been the invaluable contribution of its network of brokers across Northern Ireland in cementing solid and sustainable working relationships with new and established policyholders.

Underwriting and handling claims on behalf of Liberty Insurance, part of the highly respected and well trusted global insurer, the

Liberty Mutual Group, Amet Insurance has certainly added value to the local market, introducing products that policyholders would not normally have had access to.

Of course, it is only when something goes wrong, resulting in a claim having to be made, that a policyholder discovers just how good their Insurer's are – and from what we hear, Amet Insurance hasn't disappointed.

"At the outset our goal was to provide clients with local underwriting decisions and prompt, local handling of claims and looking back we can hopefully say that we have achieved that aim in offering the best proactive claims service in the market," says Managing Director Vincent McIvor who is supported by a highly professional management team that has more than a century of experience in working and trading in the Northern Ireland insurance market. Indeed, Amet Insurance has at its disposal an

experienced technical local claims handling team with strong relationships built up across the market, and an experienced panel of solicitors, engineers and loss adjusters.

It also enjoys full delegated claims handling authority and takes a proactive approach to ensure fair settlement of claims for all parties involved, as well as actively monitoring, identifying and investigating potential fraud.

The team at Amet Insurance, being fully conversant with the workings and requirements of fleet owners and others active in the industry, take pride in their professionalism, pay meticulous attention to detail and constantly strive to better themselves and the service they provide.

"We are all still willing and hungry to learn, we stay on top of new developments, innovations and opportunities and while we are serious about what we do, we don't take



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ourselves too seriously. At all times we want to be approachable, flexible and friendly. Developing, growing and maintaining a close and personal relationship with brokers and policyholders is our priority," says Vincent.

He adds: "Although the broker is always a customer's first point of contact, we are always willing to accompany the broker when going to meet clients to ensure their individual requirements are fully satisfied in the most suitable and cost-effective manner," says Vincent. "It helps to build up trust and confidence between client and insurer, especially when it comes to handling claims; having decision-makers on the ground can make a huge difference."






Amet Insurance underwrites everything from a single vehicle up to a large fleet, and while there can be many challenges in the transport industry, one of the most pressing remains the continuing shortage of drivers which can impact on insurance cover, not least accessing suitable cover for drivers with little or no experience. From the beginning, Amet Insurance has always been happy to help hauliers that have put new drivers through the

relevant training and try to keep costs down by applying excesses or restricting terms.

As to the future, Amet Insurance plans to expand its product portfolio, additional products that will complement the Commercial Motor and Liability products that they currently offer. Amet remain very focused on industry sectors such as Transport & Logistics, Passenger Transport and Construction and the ability to offer their clients a full suite of products suitable to their sectors remains the ambition.

The potential to expand into the Republic of Ireland and Great Britain remains, although that move could well be influenced by what eventually develops on the Brexit front.

"There's no doubt the uncertainty over Brexit has held us back from exploring new areas of business, but we do not intend to stand still; there are other avenues and markets that we can and will consider," says Vincent. "Whatever the future brings, we at Amet Insurance will adapt, embrace change and remain agile as individuals and as a team as we continue to build lasting relationships with our partners and policyholders."

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Amet Insurance Solutions Ltd is authorised and regulated by the Financial Conduct Authority (763348)

Phil Eaglestone Joins the 'Heavy' Team

Our very own Phil Eaglestone will soon be joining our team of HGV test drivers after he recently acquired his Class 1 Category C+E driving licence.

Phil took time out of the office to be put through a rigorous training programme by instructor Colin Hamill at Transport Training Services (TTS) at Nutts Corner in County Antrim.

A big congratulations, Phil, from all of us here at Export & Freight! We can't wait to read your first HGV test report.



Phil Eaglestone, Export & Freight & Colin Hamill, TTS Instructor.

FORS Security and Counter Terrorism training wins national award

The FORS Security and Counter Terrorism eLearning module has gained national recognition for its contribution to education in road transport, winning the Counter Terrorism Education Project Award at the Counter Terrorism Awards 2019.

At a ceremony in London, the FORS Security and Counter

Terrorism eLearning module, which was commissioned by Transport

for London (TfL) in 2017, won the Counter Terrorism Education

Project Award for its role in raising awareness of security and terrorist threats, specifically in terms of theft of vehicles or loads and the use of vehicles as weapons.

The Awards seek to acknowledge excellence in the global fight against terrorism, with organisations and individuals from the UK and overseas recognised across 20 categories.



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ActionPoint Again Named One of Ireland's Best Managed Companies

ActionPoint, the award-winning IT Services and software firm based in Lisburn, has been named as one of Ireland's Best Managed companies in the Deloitte Best Managed Companies Awards 2019. The company, which demonstrated superior business performance for the 3rd consecutive year, was recognised at a gala awards dinner in Dublin.

This year, 12 new companies join a network of 136 companies that were awarded the status of Best Managed.

The Best Managed Companies network this year has total revenues of almost €11 billion, export sales of almost €3 billion and total employment of approximately 44,000 people.

Commenting on the award, ActionPoint's CEO David Jeffreys said, "Achieving this award for the third consecutive year is fantastic recognition for the wider ActionPoint team. The capabilities and dedication of the team, as well as the structures and processes in place within the company, have enabled our UK expansion and allowed us to take on high-profile projects such as our recent announcement with Dubai-based motorsports organisation, The ATCUAE."

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THE CV SHOW 2019

30 APRIL - 2 MAY • NEC • BIRMINGHAM
THE UK'S LARGEST COMMERCIAL VEHICLE SHOW



The showroom for excellence

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The Commercial Vehicle Show 2019 is the showroom for excellence, providing an ideal opportunity to network and engage.

Visit us at the NEC Birmingham, Tuesday 30th April – Thursday 2nd May 2019.

MAJOR MANUFACTURERS & SUPPLIERS RETURN TO THE COMMERCIAL VEHICLE SHOW

Being staged at the NEC from the 30 April-2 May, the 2019 CV Show is once again hosting many of the UK's largest players in the commercial vehicle industry, with exhibitors and visitors gearing up for what's likely to be one of the liveliest CV Shows yet, as the 2019 event is taking place at a critical time for the road transport and automotive industries.

More than 400 exhibitors are ready to showcase their latest products and services at what continues to be the premier UK commercial vehicle event for global manufacturers, distributors and companies supplying and supporting the commercial vehicle industry.

Whilst much of the talk on the show floor is bound to be about the political and economic climate, the show itself has once again seen all of its exhibitor space sold out, with visitor registrations already looking strong.

"The efforts of the organisers to innovate and improve our offering year on year have paid off yet again in attracting a wide and exciting range of manufacturers and supporting businesses," said Rob Skelton, CV Show Director. "It cements the show's status as a truly world-class event."

VW Commercial Vehicles has taken its largest ever display area at the event, exhibiting the latest all-electric versions of the Caddy, Transporter and eCrafter, alongside its latest innovative delivery solution, the eCrafter bike.

The VW Commercial Vehicles stand in Hall 4 is once again based around the concept of 'Home', offering a relaxed and calm space in the heart of the event from which to explore and discover VW's commercial offerings.

DAF Trucks is returning with a broad line-up of its product range, as well as its



latest aftersales initiatives and support services and is located in Hall 5.

Phillip Moon, Marketing Manager of DAF Trucks, said, "We are delighted to be exhibiting at the CV Show again this year in line with our intention to attend the show on a two-yearly cycle. The CV Show always provides us with a great opportunity to network with customers, both existing and new, plus a chance to exhibit our LF, CF and XF product range."

MAN Truck & Bus is set to premiere four key product updates. The MAN XLION 6x2 Tractor, the TGE Flatframe Chassis Cowl, the TGE Minibus and the MAN D15 engines will all be making their first UK appearances

at the event, alongside several other key product displays for MAN, including a feature on its alternative fuels expertise.

Taking a large stand in Hall 5 as well as two external exhibits, MAN will be showcasing its expanded product portfolio as a full-range supplier to the industry.

Added Rob Skelton: "For truck, van and trailer manufacturers, the CV Show continues to be the premier destination at which to unveil new product and engage with the market at the same time."

Other exhibitors include FIAT Professional, LDV, Isuzu, Mitsubishi, SsangYong, Peugeot, Citroen and Toyota, alongside many other business involved in the CV Sector, from telematics firms and tyre producers, to commercial training providers and supply chain specialists.

Trailer and body manufacturers will also play a major part, and are often some of the busiest exhibitors at the show.

There are also two dedicated zones within the CV Show purposely designed to make it easy for visitors to find sector suppliers.

WORKSHOP is an all-encompassing shop window displaying hundreds of exhibitors spanning the whole automotive aftermarket and CV maintenance sector, while COOL satisfies the special requirements of the temperature-controlled operator with a vast display of refrigerated transport and cold chain equipment to choose from.

The Export & Freight team will be at the show to bring you all the very latest launches and developments in the next issue; in the meantime, here's a flavour of what visitors can expect to see...



BRIGADE - A ONE STOP SHOP FOR NEW PRODUCTS, COMPLIANCE AND TECHNICAL ISSUES

Brigade Electronics will

be launching the Quiet Vehicle Sounder (QVS) ahead of legislation for the mandatory fitment of Acoustic Vehicle Alerting Systems (AVAS), which comes into force for all new quiet (electric, hybrid and hydrogen fuel cell) vehicle models registered after 1st September 2019 and all new vehicle registrations after 1st September 2021.

Brigade's QVS is designed for quiet vehicles that are difficult to hear and therefore not easily recognised by vulnerable road users including; the visually and hearing impaired, people with restricted mobility and young children. The system operates up to 20mph at which point tyre and wind noise would normally mask the sound of a conventional combustion engine vehicle. Studies by the Guide Dogs charity have concluded that electric vehicles pose a danger to vulnerable road users and increase the risk of incidents by up to 40%.

QVS changes pitch according to the speed of the vehicle, mimicking a combustion engine characteristics when accelerating

and slowing down. The award winning innovation incorporates bbs-tek® white sound technology to provide directional and instantly locatable sound.

Also new to the range at the CV show is an extension to Brigade's digital recording services. Operators can now choose bolt on options to set up email or text message notifications for triggered events. Examples include HDD error, to notify a manager if there is a fault with the hard disc drive, video loss if a camera is not working and overspeed if the vehicle exceeds a pre-set speed.

Operators can also set up geographical boundaries and choose to receive an alert if a vehicle enters or leaves a specified area, for instance if a driver leaves the M25 area. Finally fleet managers can receive an alert in the event of an impact via a G-force notification such as a collision.

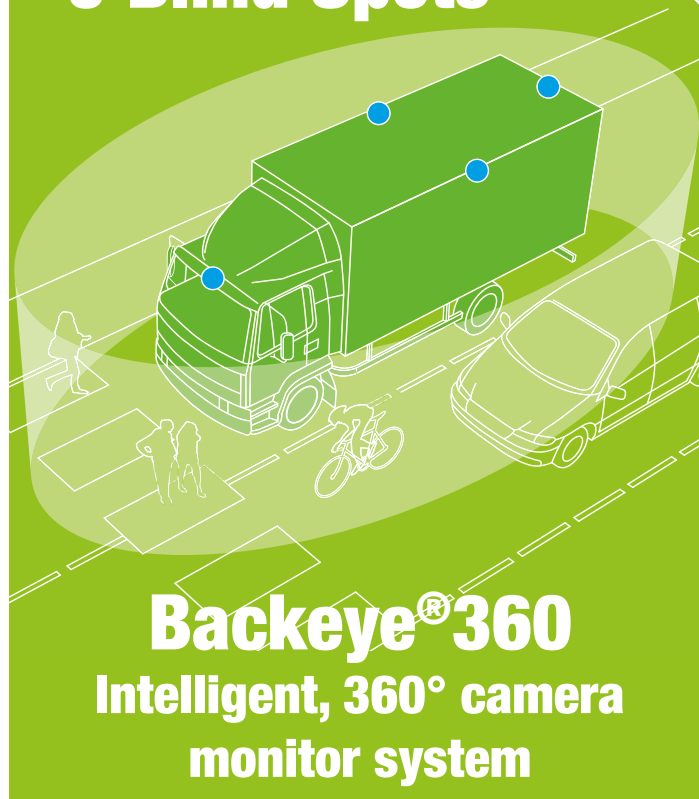
The new service options reduce admin time and help fleet managers to improve efficiency by receiving instant notifications when action is required.



Members of the engineering and applications teams will be on hand on the stand to discuss technical or bespoke requirements with operators.

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SDC: "HAVE IT YOUR WAY" AT THE CV SHOW

Leading trailer manufacturer SDC have announced an impressive Commercial Vehicle Show line up at the end of April with six trailers on display from their range of Curtainsider, Boxvan, Platform, Skeletal, Machine Carrier and Drawbar trailers.

SDC's theme for the 2019 show is "Have It Your Way," as the manufacturer promotes the benefits of choosing their bespoke trailer design service in line with operational requirements, boosting the vehicle's functionality and return on investment.

SDC's aftermarket subsidiary 'SDC Truck and Trailer Parts' will also be making their debut at the CV show, following the recent launch of their first Parts branch in England.

SDC Trailers CEO, Enda Cushnahan said "We are very excited to be back at the CV Show, one of the key industry events in our calendar to meet with new and existing customers. This year we want to reach out to operators and encourage them to come and speak to us, so that we can find out more about their requirements and any challenges that they are facing in the industry.

"We are showing a wide range of spec variants across our trailer range at the show, but the key thing to take away is that SDC will manufacture your trailer to suit your needs.

"Customer choice and quality engineering is what sets SDC apart and this is reinforced by our state-of-the-art manufacturing process that we have carefully constructed over the last 40 years, developing world class trailer solutions while adapting to changes in the industry.

"Our experienced engineering, sales and aftermarket parts teams will be on

hand over the three days to discuss how we can build a trailer solution to meet your specific transport operation."

SDC's main CV show stand is located in Hall 5, stand 5D85, where they will be showcasing a 10.6m Curtainsider trailer, designed for delivering products into urban environments. SDC have fitted a command steering rear axle for increased manoeuvrability where space is limited, with the added benefit of reduced tyre scrub, which in turn reduces tyre wear and fuel consumption.

Removing the need for rigid trucks, the Urban Curtainsider trailer offers a greater degree of flexibility, and greater utilisation of tractor units. The bespoke design features SDC's high quality finish with EN 12642 XL certified bodywork and curtains, a roll stability braking system, flush doors and a tuck away tail lift for un-interrupted loading / un-loading.

Another key element to trailer performance during multi-drop urban deliveries is safe and practical load restraint which SDC will showcase on their CV show stand, ensuring compliance when goods are not loaded with a positive fit.

Two 13.7m Step-frame SDC Curtainsiders will be on display on the Trailer Resources Limited stand 5B110, featuring a ¾ fixed second deck with maximum flexibility, an aerodynamic sloping roof for maximum fuel efficiency, wrap around curtains for ease of loading, EN 12642 XL certification and optional extras depending on the customers' requirements.

Outside Display

Outside the NEC exhibition grounds SDC will have two 13.6m rental / leasing spec

curtainsiders manufactured for TIP and Hireco, demonstrating their continuing support for not only bespoke design, but also the backbone of the haulage industry.

The sixth and final trailer on display will be SDC's 10.6m Urban Curtainsider trailer manufactured for Moffett, which features a rear steer axle to assist manoeuvring in restricted environments. Designed for 33 tonne operation, SDC have incorporated multi-deck rings to run in conjunction with an easy access strapping system for load restraint. The EN 12642 XL rated trailer has additional storage provided, with two toolboxes fitted to the sideguards for easy access.

SDC Truck & Trailer Parts

Meanwhile, SDC Truck and Trailers Parts, the leading supplier of OE and aftermarket parts in Ireland will be exhibiting alongside SDC on stand 5D85.

This will be SDC Truck & Trailer Parts first time exhibiting at The Commercial Vehicle Show and follows the opening of their first branch in England this month.

Operating over 20 years, SDC Truck and Trailer Parts has been the market leader of Truck & Trailer Parts in Ireland since 2010. With a portfolio that has over 16,000 products ranging from axles, suspensions, ABS and air brakes, to electrical components, landing legs, body and general parts, SDC Truck & Trailer Parts are committed to being 'The One Stop Shop for Truck & Trailer Parts.'

There are currently 9 branches, 8 of which are centrally located in Ireland and the ninth branch is located in Appleton, Warrington.



HAVE IT YOUR WAY



VISIT US AT STAND 5D85

THERMO KING & FRIGOBLOCK'S ELECTRIC, HYBRID & LOWER-EMISSION DIESEL SOLUTIONS

Thermo King and Frigoblock of Ingersoll Rand are coming to the CV Show to present electrification, LEZ and EU-regulations ready portfolio of solutions that future-proof the urban and long-haul refrigerated fleets - from truck, trailer to home delivery vans.

Products presented at the booth 3B60 will show how both brands harness the power of electricity, data and clean technology and deliver solutions that today answer customers' needs for future proof refrigerated transport.

"This CV Show, we will show our latest line-up of solutions, which meet the environmental sustainability objectives of customers and legislators determined to control exhaust emissions and limit noise in densely populated areas," said Pauli Johannesen, vice president and general manager for Truck, Trailer and Bus at Thermo King in Europe, Middle East and Africa. "We will also introduce the newest additions to our zero-emission, all electric and hybrid systems, including new, prototype technology, which we will showcase together with our customers from the retail and food service sectors."

Highlights will include:

- Truck and trailer, diesel-engine refrigerated units portfolio fully compliant with the latest European legislation including Non-Road Mobile Machinery (NRMM) Stage V regulation.
- New, intelligent E-200 all-electric units



for vans and trucks below 3,5 tonnes with performance independent from the vehicle and plug-and-play installation.

- Hybrid solutions combining the Thermo King diesel refrigeration units with Frigoblock alternator and inverter-drive technology to provide constant electric power and operation in electric mode. CV Show will see the global premiere of the UT-Series Hybrid prototype

developed for under-mount applications on trucks, drawbar trailers and highloaders.

- New Prisma S-4.2 Remote Evaporator for Thermo King SLXi multi-temperature trailer refrigeration units to maximise the volume available for the payload and facilitate access during loading/unloading operations.
- Connectivity and data driven aftermarket solutions.

FIRST SHOWING OF THE FORD RANGER RAPTOR

As soon as you see the Ford Ranger Raptor at the CV show you'll know it's not just another pick-up truck. Every detail has been precision engineered for a tough life of mountain climbing, river wading and desert driving.

The new Ranger Raptor isn't just tough. It's smart too. When you settle into the bespoke seats and grip the unique leather steering wheel, you'll instantly be in control of a range of advanced systems. This includes the powerful, new Terrain Management System. With the push of a button you can choose from six different modes, each one optimising performance for a different terrain: Normal mode, Sport mode, Grass, Gravel and Snow mode, Mud and Sand mode, Rock mode, and for unbeatable off-road performance, Baja mode.

Ford says the Ranger Raptor 'perfectly fuses Ford Performance DNA with unmatched off-road capability.' The legendary Fox Pro



performance-inspired suspension has been precision tuned to tackle the toughest terrains - soaking up big impacts, and smoothing out bumps and ruts with ease. The unique ladder frame chassis has been forged with high-

strength low-alloy steel to meet the extreme demands of off-road performance driving. In fact, every feature is designed to make sure the Raptor delivers the ultimate off-road driving experience.

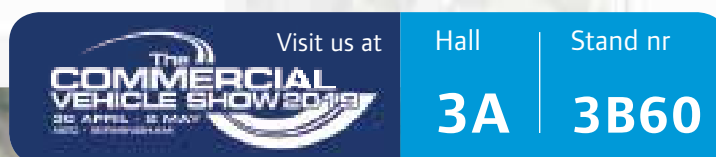
Also at the show will be Ford's

new 2-tonne Transit model which made its first appearance at the recent IAA Commercial Vehicle show in Hannover, marking the global debut of what is called 'the smartest and most productive Transit ever.'

The new 2-tonne Transit provides increased load-carrying capability and upgraded powertrains that optimises fuel efficiency by up to 7 per cent. The new Transit also is introduced with a segment-first new diesel mild hybrid (mHEV) powertrain option that delivers an additional fuel efficiency improvement of around 3 per cent, compared with the standard diesel model, with up to 8 per cent in stop-start urban applications.

On sale in Europe from mid-2019, the new Transit builds on the success of the outgoing model, which has helped to establish the Transit nameplate as the leader in its segment in both Europe and North America.

WELCOME TO Thermo —topia



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Thermotopia. A city of the future showcasing transport refrigeration innovations of today. If you've never been to Thermotopia, you'll get your chance in April by visiting Hall 3A, booth 3B60 at the CV Show. It's a place where refrigerated transport solutions help conquer the challenges of transport in the city. It's where connected units, drivers and vehicles create new efficiencies. And it's where you get a chance to step into the future.

BPW ECO AIR – NEW MODULAR AIR SUSPENSION

ECO Air is BPW's latest development in running gear technology. It has evolved from the company's proven ECO Air COMPACT HD (EAC HD) suspension introduced into the European market in 2012.

As visitors to the show will learn, ECO Air is available for drum and disc brakes and suitable for both on and limited off road operation, providing a substantial weight saving over its predecessor. When combined with the new TS2 ECO disc brake, it offers a weight reduction of up to 27 kilograms on a tri-axle suspension.

A particular feature of ECO Air is the employment of BPW's patented, high-tech laser production process that, for the first time, combines its typical clamped modular air suspension mounting with round axle beams. This three-dimensional laser profile, etched on the bottom of the casting interface, ensures a positive location

with less clamping force.

Like its predecessor EAC HD, ECO Air is of modular architecture, with standardised components, making

it possible to purchase the running gear components separately. This is of particular benefit to operators when it comes to repairs as only the damaged / worn component needs to be changed.

From the moment it is ordered, ECO Air, as with all future BPW running gears, carries a unique 'digital DNA' that stays with the running gear throughout its entire life. This not only includes the

relevant production data, but also all data relevant to servicing, such as spare parts lists or service manuals which can be called up using the QR code on the axle.

ECO Air will be available in the UK from May 2019 onwards.



DAF TRUCKS GEARS UP FOR LARGEST EVER PRESENCE

DAF Trucks heads to the CV Show in April with its largest ever vehicle display at the NEC covering its full range of new LF, CF and XF chassis across two exhibition areas. Exciting aftersales initiatives will also form a significant part of DAF Trucks' presence at the Show.

The market leader's main stand in Hall 5 will showcase models from across the range with LF and CF & XF variants on display, while an adjacent outside stand will provide visitors with a wide selection of vocational vehicles including multi-axle tractors and rigids, and a variety of

DAF First Choice quality-approved used trucks. Show vehicles include a new CF 8x4 tipper offering 250kg more payload over its predecessor model; a lightweight CF 450 FTP 6x2 tractor for the petro-chemical market complete with Safe Loading Pass and ADR compliance; a compact LF City 7.5-tonner equipped with a PACCAR boxvan body and a CF 370 FAN 6x2 rigid featuring the latest electro-hydraulic rear-steer technology. DAF Truck's Showtrekker low-deck tractor and trailer combination will also be on display decked in striking air-brushed livery

to celebrate the company's history.

DAF Trucks' main stand will also focus on the company's extensive customer support portfolio, including DAF Connect, an online Fleet Management system, and DAF Fleet Services, DAF Trucks' comprehensive maintenance support package to support major fleets operating across multiple locations to ensure whole-fleet compliance and to maximise vehicle uptime.

The CV Show will also see DAF Trucks promote its new driver training voucher scheme. Upon acquiring their new CF and XF vehicles, all retail customers' drivers will be entitled to professional driver training courtesy of 25 dedicated DAF Dealer Driver Trainers located throughout the DAF Dealer network. Approximately 2.5 hours in total, training includes in-cab and vehicle walk-round familiarisation followed by on-road coaching.

BPW ECO Air

**THERE'S A
DIFFERENCE
IN THE AIR**

BPW ECO Air is the latest development in running gear technology. Available for drum and disc brakes, ECO Air sets a new standard for on road applications.

ECO Air provides a generous weight saving over its predecessor, offering an impressive weight reduction of up to 27 kilograms when combined with a BPW TS2 disc brake.



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TOYOTA WILL UNVEIL FUTURE COMMERCIAL VEHICLE PLANS

We hear that Toyota will be showing a brand new compact van as well as outlining future plans for the brand in the commercial vehicle market. Nothing much has been revealed at this stage, but what we do know is that the manufacturer will be promoting its impressive Hilux and Proace ranges, along with its new Land Cruiser.

Much has been written about the Toyota Hilux since it was first launched 50 years ago; indeed, it is a much respected pick-up around the world, and recently it launched a limited edition, top-of-the-range Invincible X.

Since the Hilux first hit dealerships in 1968, over 18 million have been sold in more than 180 countries and regions. This eighth generation Hilux carries on that well earned success and tradition, with only 150 'limited edition' models being made available for customers in the UK.

In terms of specification, the Invincible X measures up well to the outgoing Hilux Invincible model, with an array of features that include Toyota Safety Sense, with Pre-Collision System Lane Departure Warning and Road Sign Assist, plus cruise control, Toyota Touch 2 with Go multimedia system with navigation and six-speaker audio system, Bluetooth, rear-view camera, automatic air conditioning and leather upholstery.

This new Hilux Invincible X is powered by a 148bhp 2.4-litre D-4D engine, which offers more torque and an increased towing capacity over the previous model and is equipped with a six-speed automatic transmission.

Also on the Toyota stand will be the latest Proace which is available in three different models – Compact, which is the perfect workhorse for tight spaces; and Medium and Long, both of which offer extra capacity for more intensive work tasks. There's also a choice of trim levels: Base and Comfort.

It comes with cruise control, electric windows and mirrors, air conditioning, an excellent information display on the dashboard and a host of safety features, as well as plenty of cargo space behind the steel bulkhead – 4.9m of it, with a low loading floor accessible through wide opening rear doors and sliding doors on either side, more than sufficient to take a standard euro pallet.

AQUARIUS IT PROMOTING CLOCKWATCHER

Aquarius IT will be demonstrating the latest fleet management tools that have been added to its ClockWatcher Elite software and will be giving visitors an exclusive preview of its new Document Management System.

ClockWatcher Elite offers a new generation of software for operators wanting to work smartly and efficiently across all areas of compliance and driver/vehicle management. From one source, one dashboard, one log-in ClockWatcher Elite enables operators to monitor and manage tachograph data, driver / vehicle defects, license checks, remote downloading, PODs, driver debriefs, plus lots more. There is also a new tool for monitoring employee shifts called Time and Attendance, which covers traditional time and attendance mixed with occasional drivers needing to record activity and a comprehensive expenses module.

At its core is the reliable ClockWatcher rules engine for Drivers Hours' Law and Road Transport Directive; a proven solution that has been developed from the ground-up by Aquarius's in-house team of UK software specialists over the last 15 years.

The software's latest feature is an electronic Document Management System, which has been developed in response to FORS customers wanting a quick and efficient way for broadcasting internal memos such as policy updates and training materials. The new system will also allow administrators to tailor document distribution to specific groups of employees via their smartphones, tablets or PCs.

VISIONTRACK SHOWCASES ADVANCED CAMERA SOLUTIONS

VisionTrack will be showcasing its latest enhanced advanced driver-assistance systems (ADAS) solution and an extended range of forward- and rear-facing cameras for light commercial vehicles (LCVs).

The connected ADAS solution will now combine a forward-facing camera along with an in-vehicle fatigue and distraction monitor, driver feedback device and HD mobile digital video recorder (DVR). The industry-leading technology is designed to enable road transport operators to tackle traffic incidents before they arise by detecting and warning of driver risk.

VisionTrack will also be introducing the latest additions to its LCV product range with four new camera options. The company has developed a mini version of its C20 forward-facing vehicle camera, which can be mounted directly on the windscreen to avoid any reflections or light interference. This lightweight and compact device provides full HD 1080p image quality and can be used with VisionTrack's range of mobile DVRs. In addition, three rear-facing cameras support effective roof or number plate installation, giving road transport operators added flexibility and choice.



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MITSUBISHI SHOWS OFF ITS OUTLANDER PHEV

The latest version of the UK's best-selling plug-in vehicle, the 2019 Mitsubishi Outlander PHEV, will be on show.

Now available as a commercial vehicle, it offers businesses the benefits of an ultra-low emissions vehicle for deliveries in urban ULEV zones as well as the ability to cover long distances when required and

minimise down time associated with seeking out charge points and recharging during the day.

Being classed as an Ultra-Low Emission Vehicle means the Mitsubishi Outlander PHEV Commercial is also eligible for the UK government's Plug-In Van Grant. This means business customers enjoy a saving of

£7,900 resulting in an on-the-road price of just £25,113 (excluding VAT including the PiVG, VED and First Registration Fee).

Based on the well-equipped Mitsubishi PHEV Juro 4WD SUV, the commercial version is fitted with a full, floor-to-ceiling bulkhead located behind the front seats, which is solid

at the base with the top half comprising a protective metal mesh. The flat load area measures 1,650mm in length, 1,000mm in width (measured between the wheel arches), 800mm high at the tailgate and has a maximum payload of 510kg.

The Mitsubishi Outlander PHEV Commercial offers the same unique 4WD solution as the passenger car. An electric motor on each axle means that even in EV mode, the Outlander PHEV remains a true 4WD at all times and a simple button allows the driver to select between normal, snow and lock modes to optimise the 4WD experience and staying mobile in all conditions.

The Mitsubishi Outlander PHEV Commercial also features 18" alloy wheels, a heated windscreen, heated seats, heater and air-con scheduler function, reversing camera and electronic parking brake. The standard touchscreen audio system features Apple CarPlay & Android Auto compatibility along with Bluetooth connection and DAB radio.



ALL-NEW PEUGEOT PARTNER MAKES SHOW DEBUT

Making its show debut, Peugeot's all-new Partner has been named both 'Van of the Year' at an awards ceremony in London, and 'International Van of the Year' at the IAA Show in Germany.

Two major innovations attracted the attention of the judges - the Overload Indicator

for safe loading within the maximum authorised payload and the Surround Rear Vision, which gives drivers excellent visibility of the areas around the vehicle.

Available in Standard or Long versions, this new Partner, which joins the larger Expert and Boxer in the Peugeot LVC range, is fitted with two cameras, one located at the base

of the passenger side mirror and the other at the top of the rear doors. The images are displayed on a 5" screen located where the interior rear mirror normally sits and provides a close view of the immediate environment.

Meanwhile, the Overload Alert System, available as an option, is a new on-board technology to guarantee total safety. The weight 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.

Depending on the version, Partner has electric parking brake, adaptive cruise control, extended traffic sign recognition, active lane keeping assist, driver attention warning, active safety brake, a tow-bar stabiliser, automatic headlight dipping, blind spot monitoring and hands-free entry and start.

A large 8" colour touch screen to provide connectivity is located within easy reach and tilted towards the driver to give a clear view of key comfort functions such as radio, navigation, vehicle settings and telephone.

It offers a spacious and comfortable work environment with lots of versatile storage space, such as glove box, boot bin, seat pockets and even an upper glove box.



MANDATA SHOWCASES NEW MOBILE TECHNOLOGIES

Advanced integrated cloud

and mobile transport management technologies for transport and haulage operators will feature on software provider Mandata's CV Show stand.

The easy-to-use, 'out-of-the-box' subscription-based cloud TMS Go! technology will be a key attraction. The system is gaining increasing traction among smaller haulage operators looking to secure efficiencies and improvements.

Mandata's improved Manifest app, an advanced digital POD solution introducing a new UI, will also feature.

This links the traffic office to drivers, simplifying how instructions are sent and proof-of-delivery received, along with live job status updates. It gives operators better visibility and control of their operations, saving them time by digitising the proof of delivery and invoicing process.

A new Manifest App+ will also be displayed, featuring live driver messaging and turn-



by-turn Sat Nav, generating real-time ETA updates in both Mandata TMS solutions.

Keeping track of driver availability and expenses is a big issue for hauliers. Mandata's new HR App will make life simpler for

operators and their drivers, who can update shift hours, make holiday requests and report sickness and absence - even upload expenses and receipts with the new app. Traffic planners will see who's available to work, when and with costs added automatically to every job.

We help you solve your challenges

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Software that delivers.

Providing the control and visibility you need to run your transport operation more effectively. Automating your entire business process - from orders to POD and invoice.



Orders & Job Entry

- ✓ Less errors
- ✓ Less paper
- ✓ Less repetition



Planning

- ✓ Better planning
- ✓ Better communication
- ✓ Better decision-making



Operations

- ✓ More visibility
- ✓ More control
- ✓ More security



POD & Invoicing

- ✓ Quicker reconciliation
- ✓ Quicker payments
- ✓ Quicker reporting

Connect your office and drivers, and customers and sub-contractors with real-time information. See the latest integrated cloud TMS and mobile solutions for your transport operation at the CV Show (Hall 4).

www.mandata.co.uk



CITROEN'S BERLINGO TAKES CENTRE STAGE

The new Citroen Berlingo will take pride of place on the manufacturer's stand, having been voted 'International Van of the Year 2019.'

This latest addition to the Citroen LVC range features new driver assistance systems and joins the larger Dispatch and Relay models.

Launched in 1996 and produced in over 1.5 million units, the iconic Citroën Berlingo, now in its third-generation version, makes a true generational leap in terms of styling and equipment.

Robust and fully consistent with the brand's identity, it gains new features for extra comfort and modularity. Designed for all uses, and adapted to all professions, the new model is available in two sizes, M and XL, and becomes closest to customer needs with 2 versions "Worker" and "Driver" according to philosophy and use thanks to their ground clearance, equipment levels or protection components.

New Berlingo Van holds its own



against many passenger cars with exceptional ride comfort and optimal safety, through:

- Suspension settings that benefit from Citroën's know-how for peerless comfort.
- The use of the EMP2 platform at the front of the vehicle, for improved handling and the latest-generation technologies.

- 20 driver assistance systems that make everyday life easier. Features include an Overload Indicator and a Surround Rear Vision system, both are firsts in the LCV segment. Colour Head-up Display, Automatic Electronic Parking Brake, Adaptive Cruise Control with Stop Function and Active Safety Brake are available,

along with four connectivity technologies, including Citroën Connect Nav and Wireless Smartphone Charging.

- Latest-generation engines that are strong on performance and efficiency: BlueHDi 1.5 diesel, PureTech 1.2 petrol, and the introduction of the EAT8 automatic gearbox.

ALL-NEW VAUXHALL COMBO IN THE SPOTLIGHT

Taking pride of place on the Vauxhall stand will be its all-new award winning Combo, which is fitted with technologies and driver assistance systems that are more commonly seen in high-tech passenger cars.

Offered in a selection of variants, including short wheelbase, long wheelbase and crew van, the new Combo can carry a load volume of up to 4.4m³ and a payload of up to a tonne.

The highly versatile seating configuration

options are further proof of just how flexible and comfortable the new Vauxhall Combo is. These range from a four-way adjustable seat for both driver and front passenger, to a six-way adjustable driver seat with adjustable lumbar support, integrated armrest and practical under seat storage compartment.

Alternatively, three occupants can also sit abreast in the front of the Combo, thanks to the two-seater bench – which is optionally available with a moveable table, so the driver

can catch up on work when stationary.

The driver and front seat passenger can also enjoy heated seats on cold days, while the optional heated steering wheel brings luxury and technology to the LCV market, usually only found in higher segments.

The cargo area's standard configuration includes wide-spanned rear swing doors and a nearside sliding door. Both nearside and offside sliding doors access is standard on long wheelbase and Crew Van models.

Another major advantage to the Combo is being able to easily load bulky items through the rear doors, with a low loading edge of just 548mm.

Even in the standard Combo variant, there is enough space between the wheel arches for a forklift to load two Euro pallets. This saves time when loading and unloading and in turn money, as work can be turned around more quickly.

The new Combo comes with an impressive list of driver assistance features, including a sensor-based load indicator that warns you if the van is overloaded. Other innovations include a rear-view camera that acts as a digital rear-view mirror, and a second camera in the passenger-side door mirror which gives the driver an additional blind-spot detection aid.



ELECTRIFYING DISPLAY BY VW

Volkswagen Commercial Vehicles will be electrifying the show with its range of all-electric versions of the brand's panel vans.

These include the e-Transporter, e-Caddy and the Crafter HyMotion which is equipped with a hydrogen fuel cell drive system, all of which will appear alongside VW's conventionally-fuelled models.

The e-Caddy, available from mid-year, will also be available as a taxi, and for good reason: it is based on the extended Caddy Maxi and therefore offers ample space for

five people plus luggage. With a range of up to 220 km (forecast NEDC figures), the zero-emission vehicle has been ideally tailored for urban use in the environmental restriction zones of European cities.

An 82-kW electric motor operates in the e-Caddy, supplied with power from a lithium-ion battery. With a top speed of 120 km/h, it will be one of the most spacious electric vehicles in its class with a cargo compartment volume of 4.2 m³ and will be the first all-electric VW



van to be sold with right-hand drive.

VW's e-Transporter, which will also be powered with a lithium-ion battery, will be available in 2020 and will offer driving ranges of between 208 and 400 km, depending on chosen version.

MAN WILL PREMIERE KEY PRODUCT UPDATES

MAN Truck & Bus is set to premiere four key product updates, with the MAN XLION 6x2 Tractor, the TGE Flatframe Chassis Cowl, the TGE Minibus and the MAN D15 engines all making their first UK appearances at the event, alongside several other key product displays for MAN, including a feature on its alternative fuels expertise.

The MAN TGE Minibus is the ideal vehicle for passenger transport – for excursions, hotel transfers or shuttle service.

A track system integrated in the floor of the TGE Intercity means that the seats can be easily moved and rearranged. A generously sized electric sliding door and an electrically extendable step guarantee convenient boarding and a grand entrance.

In the interior, passengers will find high-quality, comfortable seats with three-point safety belts and adjustable backrests. You can, of course, adapt the interior design to suit your requirements – from the seats through to the floor coverings. The air-conditioning system on the roof ensures additional travel comfort for the passengers. The luggage is securely and easily stowed in the rear of the vehicle via two wing doors.

The TGE is powered by latest technology Turbo Diesel engines, these powerful and efficient engines can be married to a standard six-speed manual



transmission or an optional eight-speed automatic transmission.

Safety comes first with the MAN TGE as Emergency Brake Assist is installed as standard. EBA will issue a visual and audible warning if the driver doesn't react to an approaching hazard and if necessary activate the brakes. Park Steering Assist, Side Assist and Active Lane Assist can all be optionally specified.

Making its first appearance here will be the new 9-litre D15 engine for MAN trucks; it will be

replacing the tried and proven D20 engine in the MAN TGS and TGX truck series in 2019.

The straight-six engine achieves higher power, lighter weight and better fuel efficiency, despite a smaller cubic capacity. The engine's light weight is a major benefit for sector-specific applications. The payload is increased by about 230 kilograms. The new engine design is a particular boon to transporters of bulk cargo, such as fuels, mineral oils and concrete.

On show, too, will be a MAN

XLION 6x2 tractor unit. MAN XLION equipment packages set new standards with digital innovations: Every MAN XLION truck includes the manufacturer's digital services MAN Essentials, MAN ServiceCare and MAN Advance ex works. As an additional service, also included is MAN Perform with every MAN XLION TGX. And for all MAN TGS, TGM & TGL vehicles, the MAN XLION equipment includes the additional digital service MAN Compliant.



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THE MOTIS GROUP: MOVING WITH MOTIS...

For 16 years, Motis has been providing the European Transport Community with a “one stop shop” for many of its day-to-day operational needs; it is continuously striving to understand the needs and demands of its customer base to provide cost effective and innovative solutions.

Motis started in 2002 in a small office above a shop in Newry High Street with two employees, one of whom is still with the company today. It quickly outgrew the office and moved HQ to a large converted period building in Downshire Place where 40 staff are employed today.

Additional offices/facilities have since been opened in Stoke-on-Trent, Folkestone, Dover, Poznan, Brugge, Prague, Bucharest and Vilnius with the business currently employing over 150 people and growing! So, what do Motis offer?

Freight Ferry Services

Motis' original roots lie in Freight Ferry bookings. Today it makes over 350,000 ferry bookings per year over more than 500 routes. 24 hour a day operational (multilingual) support, knowledgeable, great space availability and competitive pricing, coupled with an easy-to-use route planner and multiple booking methods (online/Mobile/Automated/EDI/Email) ensures that Motis customers receive the very best service on the market for all their ferry booking requirements.

Motorway Toll Management

Thousands of kilometres of European roads charge vehicles to use them, so it is important that a transport operator has a robust process to manage the payment.

Motis offers the most flexible and cost-effective system to ensure that operators have a single, reliable, partner for toll payment. It consolidates all toll fees into a single monthly invoice presented in a clear, transparent manner.

Using the latest technology, Motis is one



of the few providers that can provide a single on-board unit (OBU) which covers 11 countries within Europe (Portugal, Spain, France, Belgium, Italy, Germany, Austria, Poland, Denmark, Sweden & Norway).

Having a single box simplifies the complications of paying for different countries with different OBU's/Cards/Cash and consolidates in one central point, and that's even before the cost savings have been highlighted

A simple order process, swift delivery backed up with first class customer support, will ensure that Motis toll customers can manage their motorway toll payments with ease.

Rolling Highways and Alpine Tunnels

Since day one, Motis has been a pioneer in providing innovative solutions for transport

operators travelling through the Alpine region. It was the first company in Northern Europe to promote the driver-accompanied “Rolling Highway” rail services (Freiburg > Novara, Worgl > Brenner, Worgl > Trento) to the transport industry, something that previously was the exclusive domain of German and Italian operators.

Today, Motis as one of the leading users of the services, continue to offer significant cost-saving and operational benefits, allowing drivers to take their rest periods while the cargo is still travelling.

Dover Freight Services

In 2014, Motis purchased the Freight Services Agency, based in the Western docks at Dover. The principle activity of this business was to provide a Customs clearance centre for vehicles





arriving with cargo from outside of the EU (and perhaps after Brexit, from within the EU too!).

Motis identified the strategic potential for the business and also the strong benefits of its geographical location and has invested heavily in developing the site to ensure its customers can utilise the full benefits.

Now, in addition to Original Customs Clearance centre, Motis offers many services to its customers. These include 380 secure and well-lit truck parking spaces on hard standing ground offering 5-star driver facilities (Toilets, Showers, Restaurant, Laundry, Shop, Cinema room & games room for their comfort).

Operationally, in addition to customs clearance services available on site, Motis provides payment for the HGV Levy, Dartford Bridge, Currency Exchange, truck wash, cargo handling, cargo consolidation & distribution, short term storage, and vehicle repair & paperwork exchange which should cover every eventuality in the unpredictable daily routine of the European transport operator!

Logistics Support / Forwarding

Motis has always had a steady flow of enquiries from its customers to assist in delivering goods into regions where they don't have available vehicles. Motis' significant customer base enables it to identify suitable "matches" for cargo and available capacity (within its customer base).

This ranges from providing UK/Ireland distribution or consolidation, using Dover as the central hub, for smaller consignments (i.e. below 7-8 Pallets).

Customers can deliver cargo into Motis' Dover hub (24/7) and Motis can arrange next day delivery throughout the UK and Ireland through a sophisticated network of sub contractors (made up in the main by their own customer base!); in reverse customers can ask Motis to arrange collection of cargo from anywhere in the UK/Ireland to be available for consolidation the next day in Dover so they can collect when leaving the UK and fully utilise empty space without having to waste too many empty miles!

This network has also linked with other country networks creating a "door to door" service for groupage, currently to Morocco, Malta, Turkey, Greece and Cyprus (but growing!).

VAT & TIPP Reclamation

In 2015 Motis made a further investment in a Belgium company, Eneman Brugge NV. Eneman provide VAT & Fuel Rebate reclaim services specialising in the requirements for companies purchasing Fuel and Toll services in continental Europe.

Years of expertise and competitive management fees provide further value-added services to Motis' traditional customer base.



Motis Estates & Motis Business Centre

Within the last two years, Motis took its first steps in areas outside of its traditional area of business with the purchase of a large building in Folkestone (near to the Channel Tunnel exit) which has been converted into serviced office suites rented to local business.

It also purchased a local estate agent, H Wald, based in the centre of Folkestone. The initial plan was to utilise the estate agency to help manage the lettings within the Motis Business Centre, but this has also allowed the business to diversify a little in the world of Property Sales and Lettings,

currently focused in the Folkestone, Kent area.

Value Added Innovations

Motis is constantly striving to identify new, innovative, value added products and services that its customers can benefit from.

Plug-In Services – In recent months, Motis has teamed up with a Pan European utilities provider to provide Electrical plug in services specifically designed to power Refrigerated Trailers whilst drivers are taking their overnight breaks. Not only does this provide cost savings but it also ensures a quieter night's sleep for the driver, not to mention the environmental benefits by not running a fridge trailer.

Parking Network – To compliment its own facility in Dover, Motis has partnered up with a number of secure truck parks in Europe to create a small, high quality network of likeminded truck parking facilities that its customer base can access. Good secure facilities and geographically advantageous locations are the key.

With such a wide array of services targeted to the niche market of European transport operators, Motis has been able to provide thousands of its customers with operationally beneficial and cost-effective packages.

If you would like to discover how you could benefit from them too, please visit the website www.motis.com, email sales@motis.com or telephone 0044(0)2830 252500.





Seamus Leheny

Policy & Membership Manager - Northern Ireland. Freight Transport Association

A LONG AND WINDING ROAD TO BREXIT

The original Brexit leave date of 29th March at 11pm has come and gone. As I write this column, the situation remains unpredictable with several different scenarios that could be played out, something that is truly worrying for businesses across the UK but even more the case in Northern Ireland where the pitfalls of a No Deal would be most severely felt.

FTA on a national level has been campaigning for a sensible outcome for Brexit and locally we have been working with all levels of Government including all local parties, the Northern Ireland Office, the Cabinet Office, UK and NI civil service, Dublin, the US Government and Brussels. Hopefully by the time you are reading this we will either have made that sensible decision in Parliament or the clock is ticking down to the new extension date. All bets are off while I write this. Speaking of something that has been long drawn out and burdened by objections, financial woes and legal challenges, the

proposed A5 dual carriageway may finally be showing some signs of life with work planned to commence later this year on Phase 1 (fingers crossed). The A5 dualling project will see a 58.2 mile high quality dual-carriageway between L'Derry and Aughnacloy. The A5 is Northern Ireland's most dangerous road with over 45 deaths since 2006 and that trend is getting worse with 15 deaths in the 4 years between January 2015 and January 2019. The planned upgrade will also deliver real economic benefits to the West of the Province improving connectivity and journey times thus making the region more attractive to investment as the

ability to get goods to and from there more reliable and cheaper. Currently on the A5, Goods Vehicles are restricted to a speed limit of 40mph which hinders efficiencies and road safety caused by tailbacks. When the A5 is upgraded to dual carriageway then Goods Vehicles can travel at a more consistent

50mph resulting in improved fuel efficiency, more reliable journey times and safer driving conditions for all road users. The planned upgrade has been beset by legal challenges that has led to the long delay as the below timeframe illustrates:

July 2007	NI Executive agreed to proceed with scheme
July 2009	Preferred route announced
May 2011	Public Inquiries held
October 2012	Work was due to commence
September 2012	First legal challenge
August 2016	Second legal challenge
December 2017	Third legal challenge
December 2018	Department for Infrastructure concedes to legal challenge

At the end of 2018 the Department for Infrastructure decided to concede to the most recent legal challenge but I was quick to point out that this was simply a procedural matter for the Department in order to get the project back online, consider it in simple terms as switching the computer off and back on again to fix an IT problem. Back in the autumn of 2018 the NI Secretary of State passed the Northern Ireland (Executive Formation and Exercise of Functions) Act 2018, giving civil servants powers to take major decisions in the absence of ministers. In order for this new legislation to apply to the A5 scheme, the Department had to withdraw the original application and submit a new one under the terms of the new legislative power given to the Permanent Secretary in the absence of a devolved Minister. The Department has also confirmed that it will seek to re-approve the scheme during 2019 and intends to make further changes to the Environmental Statement with a

six-week public consultation that opened to the public on 25th March 2019. The purpose of these tweaks is probably to ensure that this aspect of the scheme is watertight in terms of opportunities for further legal challenges. The A5 when complete will not just improve connectivity for the West and North West but when completed it will give us a high quality road network comprising motorway and dual-carriageway that will in essence be a ring road around Northern Ireland comprising the new A5 and working in tandem with the A6 upgrade that is currently progressing well. The end goal for our industry is the ability to get goods to customers everywhere more efficiently and as a result improve economic growth and investment throughout the region. If you support the A5 upgrade like we do at FTA, then you and your business can also support the scheme by submitting a response to the consultation via <https://www.infrastructure-ni.gov.uk/consultations>

While the current Brexit journey is unclear at the time of writing this, the way ahead for the A5 upgrade is slightly clearer, we just need the judicial system to finally give it the green light, you could call it, taking back control.



World's most advanced and lightest axle just got even more toned

SAF-Holland's INTRADISC plus INTEGRAL suspension system, widely lauded for its lightweight yet extremely rugged build, is benefitting from important refinement.



In pursuit of increasing performance levels, service life and at the same time being ever-mindful sustainability and resource conservation, SAF has redesigned the wheel end to significantly reduce its weight.

The result is a weight-optimised wheel end for the 9t disc brake application with offset ET120. Weight reduction of approximately 4 kg per axle equates to a 12kg saving on a typical tri-axle trailer, reducing fuel consumption sustainably and subsequently CO₂ emissions.

The new, even lighter SAF INTRADISC plus INTEGRAL features the tried, tested and unique, high-stability two-piece brake disc, delivering extended service life of pads and discs, all of which contributes to greater reliability and operational efficiency.

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to offer a special guarantee against continuous cracks in its INTEGRAL brake discs.

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Haulage company fined £40,000 and director disqualified

A waste haulage company has been fined a total of £40,000 at Antrim Magistrates' Court for a series of waste offences.

Its director was also disqualified from being a company director for five years. In addition, one of its drivers was fined £300.

On 7 June 2017, officers from the Northern Ireland Environment Agency (NIEA) stopped the driver transporting excavation waste to an unauthorised waste site adjacent in Carrickfergus. The driver did not possess any of the required paperwork for the waste.

On 7 August 2017, officers from the PSNI observed another waste-laden lorry registered to the company depositing excavation waste at a site in Glenavy. The site did not have a licence or exemption to keep waste.

Tachograph Info Hadn't Been Downloaded in Time

A County Armagh haulage operator was convicted at Belfast magistrates' court and fined a total of £500 plus a £15 offender levy after DVA Enforcement Officers examined a 3 axle Volvo articulated lorry in combination with a 3 axle trailer at the DVA weigh bridge at Garmoye Street.

During the examination the Enforcement Officers found that vehicle data had not been downloaded for a period of 551 days which was 461 days outside the 90 day requirement.

In addition, officers found that the driver's digital smartcard had never been downloaded within the stipulated 28 day requirement.

Fined For Series of Bus Offences

A County Londonderry bus operator has been fined at Dungannon Magistrates Court a total of £650 plus a £15 levy and had his driving licence endorsed with 3 penalty points.

The conviction arose when DVA Enforcement Officers stopped a 51 seater Iveco omnibus in the Cookstown area.

An examination of the vehicle identified that the vehicle did not have school children signage or warning lights fitted, the nearside front tyre had inner cords and wire belting exposed, the front windscreen was cracked and the number plate lights were defective.

In addition, the driving licence category allowing the driver to drive the bus had expired.

Didn't Have Card Into Tachograph

A County Tyrone driver has been found guilty at Ballymena magistrates' court and fined a total of £600 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers stopped and examined a Mercedes articulated goods vehicle at the Department's weighbridge facility at the Harbour Highway in Larne.

Analysis of the tachograph data from the vehicle identified multiple infringements in relation to breaks and daily rest and driving the vehicle with no card inserted into the tachograph.

Convicted On Overweight & Tacho Charges

A County Tyrone haulage driver has been convicted at Lisburn Magistrates Court and fined a total of £450 plus a £15 levy on overweight and tachograph charges.

The conviction arose when DVA Enforcement Officers examined a 3 axle Scania Articulated goods vehicle in combination with a Fruehauf bulk tipper at the Department's weighbridge facility at Sprucefield.

Analysis of the drivers digital tachograph card identified infringements pertaining to daily driving and daily rest requirements.

A weight check of the vehicle found that the vehicle was overweight on its 1st axle by 1040 kgs (13.86%) overweight on trailer axle one by 310kgs (3.8%), axle two by 300 kgs (3.75%), axle three by 210 kgs (2.62%) and its gross train weight by 5320kgs (12.09%).



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The Export & Freight Transport & Logistics Awards 2019 returns home...

.....

The Export & Freight Awards have enjoyed two years at the Waterfront Hall but due to popular demand, we are moving home to the Crowne Plaza.

Due to the difference in size of the two venues, tables will be limited and will be on a first come first served basis.

Guests will enjoy accommodation at the venue with no travelling distance; no car park closure problems and familiar hotel surroundings to meet and greet colleagues and network with customers.

.....

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Safety Award



Driver of the Year



Technician of the Year



Excellence in Customer Service Award



PickUp of the Year

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Innovation Excellence Award



Transport Manager of the Year



Trailer Fleet of the Year



Top Fleet of the Year



Fleet Truck of the Year



Apprentice of the Year

tbc

Top Team of the Year



Top Training Operator of the Year



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Van of the Year

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- **Transport Manager of the Year**
- **Pickup of the Year**
- **Van of the Year**
- **Truck of the Year**
- **Top Training Operator of the Year**

The rest of the awards require short entries stating why you believe your company should win. Any factual information such as operational services, financial or personal details expressed in your entry will be treated with the strictest confidence.

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- You can also submit supporting material including customer testimonies, brochures etc
- You can enter any number of categories but the judges reserve the right to reallocate any entry which may be more suitable to another category or an additional category. The judges decision is final and no correspondence will be entered into.
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Adrian Madden
Head of Asset Finance sales, Ireland



ACHIEVING GROWTH IS THE MAIN PRIORITY OVER THE NEXT YEAR

With construction activity in Ireland reaching a new high at the beginning of the year, many firms have been encouraged by signs of continuing growth. But, with uncertainty around Brexit lingering, how can businesses find a sustainable way to plan for expansion?

Adrian Madden, Head of Sales at Close Brothers Commercial Finance, explains how asset finance can help.

The most common reason SMEs give for not applying for finance is that they are keen to avoid additional debt. At first, this seems like a sensible stance, however, this approach can often sit at odds with wider business aims.

According to our most recent research, 55% of businesses in Northern Ireland say achieving growth is their main priority over the next year. To achieve this, many companies will need funding. Additional cash flow is key to moving beyond day-to-day trading and harnessing new opportunities. It is therefore important not to discount all forms of finance, but to find the most suitable type of funding.

For construction firms, refinancing can often be an option. This type of loan allows you to release capital from existing assets which can be reinvested to acquire new equipment or simply to improve cash flow.

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FTA publishes new edition of its guide to road transport law

The 2019 edition of the Freight Transport Association's much respected Yearbook of Road Transport Law, an essential reference guide containing in-depth information on road transport legislation, has now been published.

Compiled by FTA's team of transport legislation experts and fully updated for 2019, the Yearbook is easy to use and designed to keep transport operators fully compliant and up to date with legal changes.

The 2019 edition contains comprehensive sections on general operations, specialised operations, special vehicles, overseas operations, employment

law, health and safety legislation and key addresses and contacts, as well as a section on insurance, risk management and loss control.

Ian Gallagher, FTA's Head of Compliance Information, said: "It's essential that operators of all commercial vehicle fleets, both large and small, are kept fully aware of all aspects of road transport and other related legislation, such as health and

safety. In a fast-moving regulatory environment, it is imperative that businesses stay abreast of legislative changes and ensure that their transport operation is as compliant as it can possibly be."

FTA keeps members up to date on legislative changes via its regular FTA e-news, the monthly magazine 'Freight & Logistics' and the FTA website at www.fta.co.uk, as well as providing legal and operational



advice via its team of advisors at the Member Advice Centre.

Renault Trucks Renews Commitment To World Food Programme

Renault Trucks has renewed its five year partnership with the World Food Programme (WFP) for a further three years.

The vehicle manufacturer is committed to working alongside the WFP, the leading humanitarian organisation delivering food assistance in emergencies and working with communities to improve nutrition and build resilience.

Since 2012, the manufacturer has deployed a mobile training unit and sent volunteer staff to several WFP offices in Africa to share their skills and train local teams.

This has resulted in fifteen training sessions being held in twelve African countries, training a total of 200 mechanics, workshop supervisors and fleet managers.

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RiverRidge Continues to Invest in New Fleet

RIVERRIDGE has recently taken delivery of seven new Mercedes-Benz Boughton Hook Loaders from MBNI Truck & Van.

RIVERRIDGE, Northern Ireland's leading waste management specialist, has recently taken delivery of seven new Mercedes-Benz Boughton Hook Loaders from MBNI Truck & Van. The deal was facilitated through Mercedes-Benz Financial

Services and is part of an ongoing multimillion-pound deal to develop the RiverRidge fleet.

With a fleet of 150 vehicles and trailers across four sites in Derry-Londonderry, Belfast, Coleraine and Portadown, RiverRidge will use the latest

arrivals to replace some of the older fleet which was acquired during previous acquisitions.

The seven Mercedes Benz Arocs 3240k have been fitted with Boughton Hook Loader equipment through Stewart Commercials.

Tony Kirkpatrick, Transport and Logistics Director of RiverRidge comments, "This latest delivery of vehicles from MBNI Truck & Van and Stewart Commercials adds real value to our current fleet, ensuring that our excellent operational ability continues to be sustained.

"Having been awarded the Export and Freight's Excellence in Compliance award for a second year running shows that we know exactly what is required to ensure RiverRidge maintains a high quality, compliant service.

"These new vehicles offer reduced downtime, improved safety features, improved fuel consumption, reduced engine emissions and importantly increased driver comfort, helping us keep quality at the centre of our business."

Paul McCrory, Sales Director at MBNI Truck and Van adds "The Arocs is fitted with our new 320mm tunnel cab, offering one less step into the cab whilst keeping excellent overall visibility. High functionality and lots of new and practical details help make a difficult job much easier.

With the additional benefit of an all-inclusive vehicle maintenance package from MBNI Truck and Van, these RiverRidge vehicles have as little down time as possible."



One of the new RiverRidge Mercedes-Benz Arocs 3240k.

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SECURITY IN ROAD TRANSPORT

As operators are all too aware, fleets are susceptible to a range of security threats which put drivers, and indeed businesses, at risk. Not only theft of valuable load or fuel, but more acutely the possibility that the vehicles themselves could be used as a weapon in a terror attack.

With the national threat level in the UK currently set at 'Severe' and heightened in a number of countries across Europe, fleet security should always be at the forefront of an operator's mind.

One particular threat is that the commercial vans and trucks themselves could be used as a ramming device, in what is referred to as a 'Vehicle as Weapon Attack'. For this reason, it is vital that operators travelling throughout the UK, Ireland and Europe understand how to tackle such threats and learn how to keep their fleet safe.

The revised edition of the FORS Standard, which came into effect at the start of this year, reflects this increased emphasis on vigilance and vehicle security. It mandates driver training on personal and vehicle security and the potential threat of terrorism and includes a requirement for a detailed policy and supporting procedures designed to help keep staff, vehicles and the community safe.

Members wishing to achieve FORS Bronze must have a counter terrorism policy in place which should include recognising the elements that the operation considers may be at risk from potential security threats, and must be supported by clear procedures, setting out consistent steps which employees should follow to mitigate such risk.

FORS members are encouraged to consider how vulnerable their vehicles are to theft and think about non-physical threats when they consider such risks. This could include understanding if any sensitive digital company information - including route plans - may be available in the public domain, and therefore if it could be used to help facilitate an attack.

A Security and Counter Terrorism Champion must also be nominated at FORS Bronze to (among other things) implement emergency response plans, complete risk assessments and ensure all staff are confident in their duties as set out in the policy.

Nowadays, there is a wide range of technology available that can be used to help support such policies. Remote door locks and ignition locks can help prevent vehicles from being



stolen and used as transport or as a weapon and telematics systems are useful for tracking vehicles and letting operators know exactly where their vehicles are during an emergency.

It is also really important that such policies are kept up to date. They should be updated at least every 12 months, if not more frequently, for example, in reaction to an increase in a nation's threat level or to reflect changes to the fleet itself.

Training

As part of the counter terrorism requirement introduced at FORS Bronze, drivers must complete the FORS Professional Security and Counter Terrorism eLearning module every 24 months.

This eLearning module has now been completed by more than 44,000 individuals since it was launched in January 2018 and recently gained national recognition for its contribution to educating drivers, winning the Counter Terrorism Education Project Award at the Counter Terrorism Awards 2019.

The 20-minute module is designed to help

drivers identify threats around vehicle security and focuses on measures which can be put in place to protect drivers and vehicles against hijack, theft and physical attack, with advice on how to report suspicious behaviour or activity.

Though primarily aimed at drivers, managers are also encouraged to take the free-of-charge module, which was produced in collaboration with a variety of UK stakeholders, including Transport for London, the Department for Transport, Metropolitan Police, High Speed 2 and the Driver and Vehicle Standards Agency.

Thanks to FORS, operators can access the guidance and education they need to put robust policies in place to minimise the risk of security threats, which will help keep their drivers, vehicles and the communities in which they operate, safe.

More Details

For more information about getting onboard with FORS, visit our website, or register to join one of our free Introduction to FORS webinars, held each month: <https://www.fors-online.org.uk/cms/introduction-fors-webinar-2/>



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Nick McCullough,
DFDS Managing Director

AWARD WINNING DFDS BELFAST AIMS FOR FURTHER GROWTH

Since DFDS' logistics activities based in Belfast were restructured in 2017 to focus primarily on dry cargo, specialised cargo and contract distribution for major blue-chip companies, the company hasn't looked back.

Over the past year and a half, DFDS has been busy successfully building its Belfast based operation which covers all Ireland, England/Scotland, mainland Europe and the Nordics. Its turn-over and employee numbers have been steadily growing.

"In the past year we have been able to double our turn-over and improve our profitability," says Managing Director Nick McCullough. "We will be targeting further expansion and diversification in the year ahead."

Strategically located within Belfast Port on the West Bank Road, and convenient to the Stena Line terminals, DFDS operates out of two state-of-the-art equipped warehouses covering a total of 110,000 sq ft, which offers chilled & ambient storage with over 4000 pallet spaces, order picking, assembly and cross docking facilities. The warehouse uses modern and industry leading STILL mechanical handling equipment in partnership with Ballymoney based Northern Materials Handling.

The site, which operates on a 24/7 basis, is accredited by the British Retail Consortium (BRC), the Dairy Transport Assurance Scheme (DTAS) and by the Freight Transport Association (FTA) and is currently applying for Authorised Economic Operator (AEO) status.

Team Effort

The growing success of the Belfast operation over the past year hasn't gone unnoticed, picking up Sainsbury's 'Depot of the Year 2018' award, beating off stiff competition from 20 other Sainsbury's depots across the UK.

DFDS Belfast has an ongoing contract with Sainsbury's and Argos to handle their end to end logistics needs, including distribution to Sainsbury's and Argos stores in Northern Ireland and comments Nick McCullough:

"This is an amazing achievement for Belfast. It has been a team effort at all levels, so well done to everybody. It has been a challenging year but our commitment to deliver first-class customer service has paid off."

The award was recently presented to Nick at a special ceremony in London by Mike Coupe, Sainsbury's CEO, who said at the time: "DFDS Belfast have had an outstanding year in all our key measurable areas – customer satisfaction, cost control, Health & Safety and colleague engagement. It is thoroughly deserved."

DFDS Belfast offers similar solutions to other major UK retailers. They have also had significant growth in its import and export customers and are now proud to work with some of the largest blue-chip companies across the world.





Campbell McLean, General Manager, Nick McCullough, Managing Director and Andrew Mackenzie, Health, Safety & Environmental Manager.

Investment Key

Apart from providing a high level of customer service, investment, of course, has also been key to returning DFDS Belfast to good health.

Its modern, high spec fleet of vehicles has been specifically tailored to its operations, and ongoing diversification, in the wake of the restructuring to meet its changing needs. It has, for example, introduced trailers to handle concrete, and tankers for other specialised cargoes.

DFDS Belfast has an expanding team of highly trained drivers and sub-contractors who work closely with all its customers to ensure they are happy with the services they provide. Using modern IT solutions drivers can upload proof of deliveries instantly. DFDS also offers a 'My Logistics' portal for all its new and existing customers. This allows customers to make instant bookings on line and track their consignment instantly from point of booking to delivery.

DFDS recently acquired Rotterdam based Alphas (renamed DFDS Special Cargo) which provides transport solutions for customers with general and exceptional cargo using flatbed trailers and other specialised equipment; with a fleet of 720 flatbed trailers and 125 trucks, Special Cargo is one of the largest flatbed trailer operators serving

continental Europe, UK and Ireland.

"Our partnership with Special Cargo has enabled us here in Belfast to offer our customers the ability to deliver specialist products, such as prefabricated concrete, into London. DFDS Special Cargo are Fleet Operator Recognition Scheme (FORS) accredited and we are currently working on some major building contracts in the Capital"

DFDS Belfast has continued to win new contracts in recent months and it has aims to diversify into other areas of activity such as pharmaceuticals and other markets that it hasn't been involved with in the past.

Staff Recruitment

DFDS Belfast has required more staff to cope with the increase in business. However, this has been a challenge as it is widely known there is a significant skills shortage within the sector. To that end, it has recruited graduates from the University of Ulster, as well as people from sectors outside the transport field, such as accountancy, finance and marketing.

"It's a strategy that is beginning to work well for us. Introducing people from other areas and with zero transport experience into our operation has been a good move for us as we look to grow and expand in the future."

Despite the challenges of Brexit, DFDS Belfast has seen an increase in the volume of goods it handles, with many of its mainland UK customers stockpiling into the south of Ireland ahead of any agreement to leave the EU.

"It has resulted in extra transport and warehouse storage activity for us," says Nick, "but more importantly, it should open up other opportunities for us as a business, such as being able to offer clients storage solutions and customs clearance in the Republic, so the future is looking very positive for DFDS in Belfast."

DFDS AT A GLANCE:

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'Sainsbury's Depot of the Year' Award: Ryan Long, Warehouse Admin, Jonathan Bunting, Shift Manager and Brian McCormick, Warehouse Operative.



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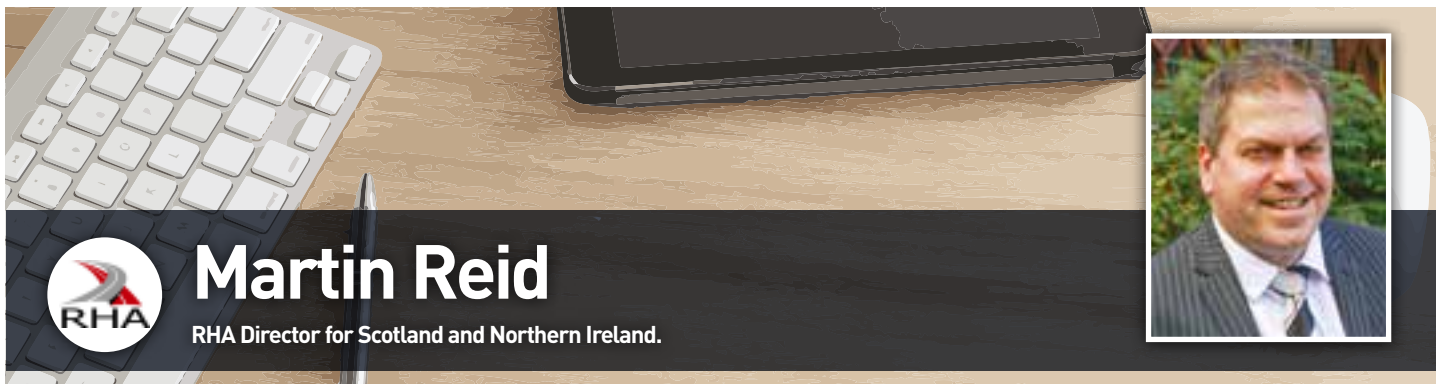
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WORRYING TIMES FOR BUSINESSES ACROSS THE UK

There is little doubt that we are living in difficult times for the industry. We seem to be under attack from all sides at the minute, whether it is from dealing with the detritus and fallout from the actions of a self-serving Westminster administration who for over two years have paid little or no heed to warnings from the logistics sector, or edicts from local authorities who seem hell bent on stopping goods being delivered to city centres.

The chaos we are witnessing from the political classes does not help businesses who are trying to plan for the future or indeed, just to carry out their day to day business.

Recently while on a call with business leaders our CEO was informed by officials from HM Treasury that in the event of no deal, there will be a rise in vehicle import tariffs. A planned 10% tariff on LCV's and 22% on HGV's will hit businesses hard in our sector. If we take the typical cost of an HGV tractor unit to be around £85,000 then this tariff will increase that cost to £103,700.

RHA CEO Richard Burnett has written to The Rt Hon Greg Clark, Secretary of State for Business, Energy and Industrial Strategy urging him to reconsider this tariff and pointing out that for an industry where margins are low this will necessitate large rates rises for those who can, and for those who can't, well, it may just be the final straw.

This hike is set up against a backdrop where it seems every city is now bringing in Low Emission Zones where only Euro VI vehicles can enter and yet there is an ever-increasing gap between the trade in value of a Euro V (and older) and the Euro VI that hauliers are being pushed towards.

This tariff will do nothing to encourage anyone to trade up, particularly the small businesses they are trying to target. That is before anyone considers the Government's 2050 carbon targets and no doubt a further purge on diesel vehicles.

It is a worrying time for businesses across the UK but especially within the devolved nations. There is either a lack of understanding from Westminster of how this will affect Northern Irish, Scottish and Welsh businesses or a wilful

disregard of them. Industry bodies from all sectors are coming together for the greater good as deadlines draw ever nearer and bodies such as FTA, BIFA, BPA (and many others) deserve a lot of credit for the work they too are putting in to find solutions for their members. It also has to be said that there are a number of really good civil servants in NI, Scotland and Wales who are propping up the processes and working hard to help us find ways to make sure our goods get from A to B, wherever B is. It's an ever-changing environment and there has never been a better time to be a member of a trade association to fight your corner, regardless of what sector you are from.

Other Issues

Aside from Brexit there are still other issues the industry face and we will continue to be there to ensure our members' voices are heard. The All-Party Parliamentary Group (APPG) for Road Freight and Logistics held its first meeting in Parliament last month. Chaired by The Rt Hon Sir Mike Penning MP who himself is a previous Transport Minister, the group is the first in parliament to be totally dedicated to the sector.

The first meeting focussed on one of the biggest issues affecting operators – the shortage of drivers and the failing apprenticeship levy that simply isn't working for our industry. Since the levy launched in April 2017 the sector has paid over £140m, and only drawn just £10m despite the skills crisis, so it effectively operates as a tax in its current form.

Increasing pressure on Government to support initiatives such as the RHA's Road to Logistics will be a key focus of the group in the short term but a number of other medium to long



term issues such as facilities and better working conditions for drivers must also be addressed so we can attract more people to come and work in our industry. The group has already gained the cross-party support of many parliamentarians including another previous Transport Minister, Sir John Hayes MP, who also attended the meeting, demonstrating an appetite to help the sector from those who most understand the issues.

Air Quality

Over the coming months the APPG will also ramp up efforts to deter local authorities from penalising trucks as they look to tackle air quality. Trucks are all too often an easy target, but we must convince cities and towns across the UK to take a more sensible and pragmatic approach like Southampton who have recently scrapped their plans to charge HGV's up to £100 per day, and the welcome news that Cardiff are following suit in reconsidering their LEZ.

The group has already helped secure a long-awaited meeting with a DEFRA Minister to discuss concerns. The Road Haulage Association is providing the resource and administrative support to run the group and so the APPG will become a platform to add further weight to the associations existing work in lobbying Government on a vast number of issues that affect our members. You can contact the group by emailing info@roadfreightappg.org

BIG TURN OUT FOR NI'S PREMIER LOGISTICS DINNER

The annual Northern Ireland Logistics and Transport Annual Gala Dinner, hosted by the Chartered Institute of Logistics and Transport (CILT), took place recently at Titanic Belfast; it is widely regarded as the premier dinner for the transport and logistics profession in Northern Ireland.

Over 300 representatives from all sectors of the industry attended the event and this year's guest speaker was Caspar Berry, a world leading authority on the topic of 'uncertainty', a subject under much scrutiny with the ongoing Brexit negotiations and the event was compared by local comedian Tim McGarry.

Stena Line was once again the principal sponsor and commented Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North): "We were delighted to see a number of new guests as well as many of our established local company representatives in attendance.

"This is our 5th year of support for the dinner as principal sponsor and I'm pleased to say that once again a sell-out event provided a

unique opportunity for senior representatives of the industry to come together and exchanges views, opinions and experiences on what is a very dynamic and innovative industry.

"Despite the challenges which 2019 will undoubtedly pose for the industry it's encouraging to see such a positive response to one of our main showcase industry events and it was particularly interesting to hear the views of Caspar on the topic of the moment: uncertainty!"

The evening was rounded off with music from Rory Nellis and a charity casino. All monies collected were in aid of Leukaemia and Lymphoma NI and the Mission to Seafarers.

The gala event also included the presentation



of the 'CILT / RSA Insurance Outstanding Contribution to the Industry Award', which was presented to Rodney Ferguson.

The CILT Regional Committee recorded its thanks and appreciation for sponsorship support received from Stena Line, as well as Belfast Harbour, Bluestones Staffing, Circle K, RSA, FORS and Tughans.



Representatives from Belfast Harbour with Jamie Shaw, Chairman, CILT NI.



Pamela Dennison (National Officer CILT NI), Jamie Shaw (current Chairman CILT NI) along with drinks reception sponsor, Peter Morrow, AECOM.



Guests from Bluestones Staffing enjoying the drinks reception with Jamie Shaw, Chairman, CILT NI.



Garfield Harrison, Export & Freight, Maurece Harrison, Jamie Shaw (current Chairman CILT NI) pictured along with CILT Chief Executive Kevin Richardson.



Circle K guests with Jamie Shaw, Chairman, CILT NI.



Guests from RSA NI enjoying the drinks reception.



Tughans guests with Jamie Shaw, Chairman, CILT NI.



Guest Speaker Caspar Berry, one of the world's leading authorities on the topic of 'uncertainty' delivering the after-dinner address.



Michael Cafolla speaks on behalf of charity beneficiary, Leukaemia and Lymphoma NI.



Jamie Shaw, Chairman, CILT NI, welcomes all the guests



Nick McCullough, (former Chairman CILT NI), and Gavin Mitchell, RSA NI presenting Rodney Ferguson with the annual award for Outstanding Contribution to the Industry



Tim McGarry, Comedian, Joanne Harkin, Stena Line, presenting the star raffle prize to Alan Abraham.



Guests from Principal Sponsor Stena Line pictured with Jamie Shaw, Chairman, CILT NI.



Nick McCullough (former Chairman CILT NI) pictured along with the 2018 recipient of the Outstanding Contribution Award, Ross Reed OBE.



Jamie Shaw (current Chairman CILT NI), event host, Tim McGarry and Nick McCullough (former Chairman CILT NI).



CILT Chief Executive Kevin Richardson pictured along with Jamie Shaw (current Chairman CILT NI) and Pamela Dennison (National Officer CILT NI).

TIPPING TRAILER IMPORTS MAY BE BREAKING THE LAW HERE!

It's been revealed that some hauliers in both the north and south of Ireland may be operating tipping trailers that fail to meet legal UK standards with regard to weight limits.

UK hauliers are allowed to operate a tractor and trailer six axle combination at a higher weight limit - 44 tonnes - than is generally the case in the rest of Europe; in the Republic the weight limit for a similar combination is 46 tonnes.

The problem arises with trailers brought in from Europe by some Irish and UK importers that fall far short of those weight limits, essentially because of overall length.

To operate at 44 tonnes both the tractor and trailer must each have three axles. The distance between the kingpin and the centre of the rearmost axle of the semi-trailer must be at least 8m. Anything shorter than that will have a maximum gvw of 40 tonnes.

Imported trailers from Europe, where the maximum gvw is generally 38 tonnes for most roads, have a length shorter than 8m (usually 6.7m or 7.2m) and are being used by operators in Northern Ireland and the Republic - albeit probably unwittingly in some cases - to carry weights exceeding that 40 tonne maximum.



We are told shorter length tipping trailers are particularly attractive to the Irish haulier as they tend to need them for multi-purpose operations, especially in the construction sector where the trailers could be used for carrying stone one day and muck the next. (This has meant, for example, that instead of muck contracts being priced by rigid tippers, which tend to have a max payload of 20t, they are priced with artics that do 29t.)

Hauliers use these shorter trailers and carry 44 tonne; this is illegal. To carry the 44 tonne the trailer needs to be the right length. However, the longer trailers can sometimes be unstable when tipping with muck as they have to tip so high. Stabilising systems, of course, can be deployed to mitigate this.

Some hauliers, according to our sources, suggest they are knowingly flouting the regulations - and getting away with it because the authorities, it is claimed, are not clamping down on the practice as rigorously as they should, not least because there appears to be a lack of trained personnel to police the issue.

That could all change, though, with extra manpower being deployed, as police and RSA and DVSA become increasingly aware of the practice, so hauliers using these short imports to carry more than 40 tonne may soon be facing prosecution and fines.

The only way to avoid being on the wrong side of the law is to ensure whatever you buy in from Europe is fit for purpose here, in every which way.



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W.S. Dennison Appointed JYSK Distribution Partner for Ireland

Leading furniture logistics company, W.S. Dennison, has been awarded Irish logistics partner for international retail chain, JYSK, ahead of its launch in Ireland.

The Danish homeware retailer is set to launch 15 stores across Ireland, with the first opening in Naas, Co Kildare, in April this year. Further stores in Drogheda, Navan and Portlaoise are also confirmed to be operational before the end of summer.

W.S. Dennison will provide a combination of warehousing and logistics. Goods will be delivered directly from JYSK's 700,000 sqft Danish distribution centre to one of W.S.

Dennison's strategically-located warehouses in Antrim or Limerick for onward delivery throughout Ireland serving all Irish JYSK customers that choose to order online.

W.S. Dennison will be providing its "two-man, white glove" home delivery service to JYSK.ie customers, which includes delivery to room of choice, unpacking and positioning the item in the room. All packaging will be removed and disposed of in line with Irish waste regulations.

The company's dedicated teams will handle all consolidation, home deliveries and reverse logistics on behalf of JYSK, including pre-arranged delivery slots, timed delivery windows and continuous customer communication throughout by its delivery agents. W.S. Dennison's impressive first-time delivery success rate of 99.25% is an obvious attraction for JYSK.

W.S. Dennison, which celebrates 40 years in business this year, has established a reputation for reliability in the Irish marketplace and is also one of the few companies that can accommodate deliveries throughout the whole Island of Ireland.

In particular, the company is widely regarded as the 'Final Mile' specialist in Ireland by offering full traceability and accountability from manufacturer/retailer to the end-user because it manages everything in-house, with no part of the supply chain sub-contracted.

W.S. Dennison's track record in competently servicing the Irish region, as well as its robust Brexit strategy, made the operator a strong candidate when tendering for the contract.

Head of Retail for JYSK in Ireland Roni Tuominen said, "We're delighted to be able to offer a full suite of delivery options for Irish customers and our partnership with W.S. Dennison for all online orders is an exciting one. As a company they have a lot of experience in this area which gives us great confidence in their ability to deliver an exceptionally high service".

W.S. Dennison's MD, William Dennison, added, "We're proud to be selected to support a brand that has become synonymous within the furniture sector on a global scale. We are delighted to welcome JYSK to Ireland and are looking forward to growing and developing this relationship".

Because W.S. Dennison handles only furniture, its entire supply chain is designed solely to facilitate the transportation and storage of delicate and high value items. The new JYSK contract will add to the haulier's existing volumes of moving 3,700 pieces of furniture and completing 500 home deliveries throughout Ireland per week.



FORS launches Fuel Expert

FORS has launched FORS Fuel Expert, offering members exclusive access to a range of discounted fixed-price fuel cards, and is open to all FORS members irrespective of fleet size or vehicle type.

The scheme offers FORS members savings of up to 4 pence per litre (ppl) off the national average pump price and up to 10ppl off motorway pump prices, along with the chance to reduce overall fuel consumption.

FORS Fuel Expert fixed-price fuel card scheme has been designed to meet the diverse needs of all FORS members' fleets and is launched in partnership with Fuel Card Services (FCS) one of the largest independent fuel card agents in the UK. FCS is the latest organisation to become a FORS

Affinity Partner – one of a select group of appointed companies offering discounted, FORS-branded products and services specifically for FORS members.

FORS Fuel Expert provides members with access to up to 16 different fuel cards, including fixed price cards, from a range of major brands, offering up to a 4ppl saving, and up to 10ppl on fuel purchased on motorway forecourts.

FORS members taking advantage of the offer will be able to unlock savings when they use

the fuel cards across the FORS Fuel Expert network of more than 7,000 UK forecourts, including Shell BP, Texaco and Esso.

The inclusion of FORS Fuel Reporting means FORS members can access robust fuel consumption and MPG reports to help understand how to reduce the amount of fuel used, saving more money and helping the environment. The reports can be downloaded or exported via the FORS Fleet Management System provided by FleetCheck,

another FORS Affinity Partner.

FORS Fuel Expert also includes CO2 certificates, which offer statistics on greenhouse gases generated by the company vehicles – essential evidence to help members achieve emission reduction goals, a key requirement at FORS Silver, and a guiding principal throughout FORS new Standard Version 5.



Mandata Appoints News Sales Manager To Drive Ireland Business

Transport management system specialist Mandata Ltd has strengthened its operations in Northern Ireland and the Republic of Ireland with the appointment of a new regional sales manager.

Phil Newton, based in Belfast, joins in a move that will see him provide dedicated sales support to local transport and haulage companies investing in technology to drive improvements and secure operational efficiencies.

He brings extensive experience of the haulage industry having worked in the telecommunications and telematics sector and is now planning to develop sales of Mandata technologies in the region, which include the Mandata TMS and tracking and app integrated solutions.

Phil's hoping his understanding of the challenges operators face will help businesses get ahead with technology that brings all systems together under one roof to manage everything from job orders to invoicing.

"I'm very excited about the opportunities available at Mandata for me and for haulage business. It's plain to see how Mandata systems will really help local businesses. The way they join up will make it so much simpler to manage multiple elements of an operator's business with one system.



Phil Newton, Mandata, Regional Sales Manager

"Mandata has an extremely robust, growing business, with an excellent range of sector leading products. I'm looking forward

to showing Irish and Northern Irish customers how they too can use our technology to streamline their operations, to secure cost

savings and other benefits."

Mandata, which employs approximately 80 people across the UK and Ireland, will grow its presence in Ireland, Northern Ireland and Scotland further, as it expands its national customer base. Chief Revenue officer Steve Spark said: "We are investing in Phil's expertise and experience to deliver a first class, dedicated and responsive sales and support service across the island of Ireland. It's exciting times for Mandata as we're launching more integrated innovations. It's not all about technology though."

He added: "We have a number of customers here and we're looking to build on this success, to help other like-minded business owners who can see the benefit of implementing systems that make a real difference to their business in challenging times."

Customers include Dublin-based Lucey Transport, AOR international Transport and refrigerated transport specialist Chilled Out Couriers in County Mayo. Customers in North Ireland include Agro Merchants, Derry Refrigerated and McCulla Ireland Ltd.

Mandata's transport management systems, where information is centralised on one common platform, allow collaboration between departments and end-customers, and streamlining the order, planning and invoicing process; enabling hauliers to grow without the reliance on manual paper-based processes.

Invest Drivers Hours' Windfall into Road Safety, says FTA

A £3 million Treasury windfall, achieved by collecting fines from historical drivers' hours offences, should be invested into the stricter enforcement of road safety standards, according to FTA.

The call came after the Driver and Vehicle Standards Agency announced an increase of penalty revenues of greater than 700% after the first year of new enforcement powers had come into force.

James Firth, Head of Road Freight Regulation Policy at FTA, commented: "This £3 million windfall must not disappear into a Treasury black hole: instead, it should be invested immediately into the stricter enforcement of road safety standards, particularly for van drivers and non-GB operators, where road safety standards are much

lower. This initiative has handed the Chancellor a gift of a magnitude that no one expected, and which could make a significant impact to improve the overall safety of the UK's roads.

"While the DVSA's enforcement of commercial vehicles is almost exclusively funded by regular fees, paid for by operators when they get their vehicles tested, all fines go back to the Treasury, not the agency; FTA hopes the Treasury will unlock this revenue to provide much-needed road safety funding."

From 5 March 2018, the DVSA enforcement staff have been able to issue fines of as much as £300 each for up to five drivers' hours offences committed in the previous 28 days. DVSA's powers were changed to allow it to take tougher action against all drivers exceeding their hours.



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HANNON FLEET SALES: YOUR FIRST PORT OF CALL FOR QUALITY USED COMMERCIAL VEHICLES

Part of the HANNON Group of companies, Hannon Fleet Sales offers a new take on the supply and sale of quality used trucks, trailers and vans.

The company specialises in the direct sale of assets from the Hannon Group's own meticulously maintained transport fleet together with a wide range of externally-sourced commercial vehicles and trailers.

The Hannon Group's transport operations run a 250 plus fleet of trucks operating throughout the UK, Ireland and Europe. Managing Director Aodh Hannon comments: "A well maintained fleet means an efficient operation and we have built our success around this. We have our own in-house servicing and maintenance workshops manned by fully trained technicians - we apply the same exacting standards to our ex-fleet vehicles and trailers we sell through Hannon Fleet Sales."

Hannon Fleet Sales is headed up by Geoff Parkes and Gerald Doherty and operates from a spacious site at Halfway Road just off the A1 dual carriageway, between Dromore and Banbridge, which is ideally placed and easily accessible by customers from both the north and south of Ireland.

Aodh also explained: "It just made good business sense for us to retail our own used trucks when we regularly update our fleet rather than employ the services of a third party to do so.

"We know the full-service history of our own ex-fleet trucks and trailer units and we add



Geoff Parkes (Left) and Gerald Doherty (Right), Hannon Fleet Sales.

value to any vehicle we bring in from outside sources. Each is given a full health-check before they go on sale. This means customers

can be confident that when they buy from Hannon Fleet Sales, they are getting a quality product they can rely on," comments Aodh.





All Makes

Hannon Fleet Sales offer all truck makes, but predominately Volvo, Scania, DAF and MAN, in addition to a range of rigid, trailers and vans.

"Our customers are primarily smaller operators who run a small fleet of vehicles; we can identify with their needs as that is where we started off in business; we appreciate they want the best possible value for money, and that's what we strive to provide."

Hannon Fleet Sales, which also accept trade-ins, and can provide customers with finance, if required, have a stock of around 80 vehicles at any one time, but if a customer requires a truck, trailer or van that is not readily available, it can be quickly sourced to meet specific requests, even specialist vehicles.

Meanwhile, if you can't immediately get to the sales yard, you can always log on to the company's website at www.hannonfleetsales.com to see at a glance what's on offer at any given time.

New vehicles and trailers are regularly added to the website as and when they become available.

About the Hannon Group

Hannon Fleet Sales is just part of the Hannon Group's continuing success story. Today the group's parent company, Hannon Transport, is one of Ireland's leading refrigerated, ambient and general hauliers dealing with the daily transportation of cut flowers, plants, fruit and vegetables, meat, dairy and general goods. The company enjoys a multi-million-pound turnover and operates from bases in Aghalee, Co Antrim, Dublin and Rotterdam in Holland.

In 2016, the company also expanded into the steel stockholder sector with the launch of Hannon Steel, based at Karl Business Park, Muckamore near Antrim.

This was followed a year later, in 2017, by Hannon Coach which provides high-quality contract hire services, a range of tours and an express service operating between Belfast and Glasgow. The coach arm also has plans to invest heavily in providing an express coach network linking main towns across Northern Ireland to Belfast.



HANNON
FLEET SALES



Toga Freight Services Achieves AEO Status

Toga Freight Services Ltd, the long-established International Freight Forwarders based in Dublin, have achieved AEO Accreditation.

Toga Freight was founded in 1978 by the late Peter Toner and the current Managing Director, Martin Gately, which, together with Toga Logistics Ltd, one of Ireland's largest customs clearance agents, employs over 50 people at two sites in Dublin.

Commenting on the awarding of AEO status, Martin Gately said: "Toga are well known for their ability in high volume customs clearances, with over 180,000 processed in 2018, but AEO status had previously only accredited to

Toga Freight's sister company, Toga Logistics. But the increase in enquiries in the lead up to Brexit meant that it was a natural and obvious progression for Toga Freight to have the same accreditations in place. As with our Swords office, our procedures and practices in Dublin 12 are robust, rigorous and lean, so AEO accreditation was a straight forward process."

Toga Freight operate a customs ACP Bonded warehouse in Dublin 12, where all 110+ weekly groupage trailers from the UK arrive, so the changes in procedure after Brexit will



be managed comfortably by the growing workforce on site with added benefits and savings now available for customers thanks to the AEO Accreditation.

Truck makers react to final CO2 deal

The European Automobile Manufacturers' Association (ACEA) takes note of the final deal on the regulation setting standards for CO2 emissions from heavy-duty vehicles, reached by the European Parliament, Commission and national governments.

ACEA is most particularly concerned about the highly ambitious CO2 reduction targets which have now been set for trucks: -15% by 2025 and -30%

by 2030. These targets are highly demanding, especially as their implementation does not depend solely on the commercial vehicle industry, and the baseline for the targets is still unknown.

"We can now only call upon member states to urgently step up their efforts to roll-out the infrastructure required for charging and refuelling the alternatively-powered trucks which will need to

be sold en masse if these targets are to be met," stated ACEA Secretary General, Erik Jonnaert.

ACEA's concern stems from the total lack of such infrastructure today. Indeed, data shows that currently there is no public charging or refuelling infrastructure suitable for electric or hydrogen trucks whatsoever. Even in the case of truck-specific filling stations for natural gas (CNG and LNG), availability remains very low and patchy across Europe.

Logistics Worker Shortage Reaching Crisis Point, Says FTA

The government must urgently review the Apprenticeship Levy to prevent a severe shortage of logistics workers post-Brexit, according to the Freight Transport Association.

With the anniversary of the Apprenticeship Levy recently reached, many businesses are still unable to utilise its funding. As Sally Gilson, FTA's Head of Skills commented, this is despite the logistics sector contributing more than £100 million to the central funding pot, as well as a lack of suitable apprenticeship standards.

"The logistics industry is the lifeblood of the UK economy, employing more than 2.5 million people and contributing £121 billion to the nation's GVA (gross value added). Yet it is facing a ticking time bomb: the ever-increasing shortage of skilled workers; there are currently 52,000 vacancies for HGVs drivers alone. And with the prospect of losing access to vital EU workers, the

shortage could reach catastrophic levels. From HGV drivers to warehouse staff, the UK economy simply cannot operate without the logistics workforce – businesses would come grinding to a halt and Britain would cease trading."

Since April 2017 businesses with annual payrolls of more than £3m must pay 0.5% of their wage bill to the Apprentice Levy which is effectively an additional tax. Businesses can then use their levy funds for apprenticeship training. However, vital logistics apprenticeships are either still to be approved after over two years in development or are in desperate need of amending to make them fit for purpose.

"It has been immensely frustrating trying to secure funded training for the logistics sector. These apprenticeships would assist in promoting logistics professions and yet, over two years in, we feel like we're no closer to gaining the standards we desperately need across the industry. Our members would love to use their levy funds and bring young people into the sector, but this is being thwarted by the Institute for Apprenticeships.

"The levy also ignores the other quality vocational training that could be utilised by businesses but can't as all their training budgets are now taken up by paying the levy. Rather than forcing employers to try and make apprenticeships work for all training needs why not recognise that there is no one size fits all and amend this to a Training Levy?

"Alternatively, the money could be used as an emergency fund to assist employers facing extreme skills shortages due to the government's restriction on EU workers. Without the reallocation of funds, the UK could not cope with the loss of European workers post-Brexit."

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First Electric Volvo Trucks Delivered To Customers

Volvo Trucks has delivered its first all-electric vehicles – a refuse truck to the waste and recycling company Renova and a distribution truck to the logistics company DB Schenker and its partner haulier TGM, operating in Sweden.



The Volvo FL Electric trucks are part of a pre-series developed in collaboration with selected customers. Series production of the Volvo FL Electric and its powerful sibling, the Volvo FE Electric, will commence with a limited number of trucks for the European markets in the second half of 2019.

The absence of motor noise and exhaust emissions contributes to better working conditions for the drivers and a quieter, cleaner urban environment.

"Our close collaboration with drivers and customers has enabled us to develop, in a short space of time, electrified transport solutions that meet high requirements in terms of performance, driving distances, cargo handling and vehicle use," says Roger Alm, President Volvo Trucks.

The drivers who will operate the electric trucks have had the opportunity to test-drive them prior to delivery, as part of the operator training. "The drivers were particularly impressed with the responsive driveline, delivering fast and seamless acceleration and the low noise level."

Tiger Trailers moves to new £22 million home

Trailer and commercial vehicle body manufacturer, Tiger Trailers, has moved into its new, £22 million manufacturing facility in Cheshire.

The relocation on the Winsford Industrial Estate coincides with rapid business growth, providing scope for production capacity to double in the next 12-months and signalling the creation of 200 new jobs.

The bespoke production plant and

office complex is laid out over a 20-acre site comprising 168,000 sq.ft of state-of-the-art chassis fabrication, body assembly, paint and final finish facilities. Offices include a 3D Engineering Suite, a specialist training facility and a full

height showroom –unique among UK trailer manufacturers. Design and construction of the new facility, which incorporates a host of energy-efficient systems, was completed in just 12-months.

"We're buzzing with excitement,"

says Joint Managing Director, John Cartwright, "the last 12-months have been a whirlwind of anticipation. Tiger Trailers is building a strong brand in the industry," he says, "and our new home will allow us to take the business to the next level by developing an enhanced product portfolio and an even better customer experience."

DAF Trucks tops market again

DAF Trucks retained its dominant position in the UK truck market in 2018 ending the year with a 27.2% share of the market above 6.0 tonnes GVW – achieving an unrivalled 24th year as market leader.

Importantly, DAF Trucks enjoyed its highest order intake for its trucks since 2007, with 14,848 vehicles ordered in the 12 months to December 2018.

In an overall market slightly down on 2017, DAF Trucks registered 11,373 vehicles last year, consolidating top-spot and remaining some 10.4 percentage points ahead of its nearest competitor. Provisional figures for January 2019 suggest that DAF Trucks improved its greater-than 6.0 tonnes GVW market share, in line with the company's forecast for a strong first half-year performance in 2019.

The market leader experienced lower

registrations at the beginning of 2018, due in part to operators delaying some of their 2017 orders to await the introduction of new LF and new CF multi-wheel configurations in the autumn. This was exacerbated by a slow down across the truck market at a time when registrations are traditionally high.

However, DAF Trucks enjoyed an extremely strong order intake thereafter, predicting this high performance to continue for the first half of 2019 despite the UK's scheduled departure from the EU on 29th March.

"Along with our major competitors, we saw registrations slightly down on 2017," said



DAF Trucks Managing Director, Robin Easton, "However, our registration figures are not entirely indicative of our market performance. We received 14,848 orders for our trucks last year, more than at any time since 2007, and, despite the market experiencing a downturn in registrations for the early part of 2018, we remain market leader, a position we have secured for 24 successive years."

THE MAN TGE: A PRACTICAL, ECONOMICAL VAN FOR ALL SEASONS

A lot has been spoken and written about MAN's TGE van range, but it is only when you get behind the wheel do you really get a sense of what is really on offer in what is a highly competitive and crowded marketplace, as Van Ireland's Phil Eaglestone has been finding out.



Courtesy of RK Trucks in Carryduff and Dungannon, we have been able to spend some time in the MAN TGE panel van, testing it in congested city centres, busy towns and open country roads to find out how it handles and performs.

It's fair to say that we haven't been disappointed, living up to our expectations as it did. It's an efficient, economical and practical workhorse, offering plenty of punch, a pleasant working environment and lots of cargo space.

But our test drive doesn't tell the whole MAN TGE story; it's a range that can satisfy a lot of different needs because it comes in a number of variants. The panel van is available in a choice of two wheel bases, three lengths and three heights available with a loading compartment area ranging up to 18.4 m³.

Depending on the version, the vehicle length ranges from 5.99 to 7.39 metres and the vehicle height from 2.35 to 2.83 metres. The total permissible weight is up to 5.5 tons; an additional 3.5 tons can be transported using the trailer hitch.

The chassis also comes in two versions with a chassis cab or crew cab. The chassis with platform body is available factory-direct in four lengths with the platform length ranging up to 4.7 metres.

As a crew cab with platform body or chassis cab with platform body the MAN TGE offers a perfect platform for almost every job. With a platform length of up to 4.7 m even bulky items can be easily transported. In addition, the MAN TGE is naturally also available as a chassis with a single or a crew cab, offering lots of freedom for individual body solutions. Then there is a combi van version which has lots of space for everyone and everything: thanks to the large rear doors, items of luggage and everything else you want to take along can be conveniently loaded. From a tour group to an assembly team, the MAN TGE combi van can be equipped with seats for up to nine persons. And There's More...

By now, you should be getting a sense of what the MAN TGE is all about; it can be what you want it to be – but there's more.

The MAN TGE offers a range of class leading drive solutions - Front-Wheel Drive (FWD), Rear-Wheel Drive (RWD) and All-Wheel Drive (AWD) – and it is powered by a latest technology Turbo Diesel engine which can be married to



a standard six-speed manual transmission or an optional eight-speed automatic transmission.

Safety, of course, is paramount, and in this area, as we discovered on our journey around Northern Ireland, the MAN TGE doesn't disappoint. Emergency Brake Assist is installed as standard. EBA will issue a visual and audible warning if the driver doesn't react to an approaching hazard and, if necessary, activate the brakes. Park Steering Assist, Side Assist and Active Lane Assist can all be optionally specified.

The TGE features a spacious loading compartment with up to 18.4 m³ of volume, up to 14 lashing points and rails embedded in the floor, side walls, end wall and roof, all of which keeps everything right where it should be.

Up front, there is also loads of storage space to be utilised by the driver - from work gloves to a ruler - and includes large and deep storage areas underneath the entire length of the windshield, as well as additional storage compartments above the spacious glove compartment and in the doors.

The MAN TGE offers even more storage space under the folding bench seat. Practical compartments and holders are also available on the foldable seat back of the front seat passenger double seat bank. The dashboard includes two cup holders on both the driver and front seat passenger sides, two or optionally three 12V outlets, a mini jack and two USB ports. A fourth 12V outlet and a 230V outlet

on the driver console are also optionally available. What more could you want?

Oh yes, to make you feel even more comfortable, you can choose between manual or fully automatic climatic control; manual is a semi-automatic air-conditioning system that uses an interior sensor to keep temperatures in the driver's cab at the selected level, while automatic is a system whereby temperatures can be individually adjusted in two or three zones including the driver, front seat passenger and loading/passenger areas. It takes into account the intensity of the sunshine and the exterior temperature, and then adjusts the air-conditioning to compensate. How clever is that?

Yes, this could be said to be a van for all seasons that will hold its own against anything that is out there!

Network Support

Another thing we should mention is that all MAN TGE vans are supported by a nationwide commercial vehicle dealer network, which, of course, includes RK Trucks here in Northern Ireland, and you can also benefit from MAN's Mobile24 24-hour breakdown service, which in the unlikely event of a breakdown guarantees 24/7 emergency roadside assistance 365 days of the year.

If you want to see the MAN TGE in action from the comfort of your home or office seat, log on to our very own website link at <http://exportandfreight.com/man-tge-review/>



LDV to unveil new EV van at 2019 CV Show

LDV is gearing up for the 2019 CV Show where it will showcase its range of zero emissions vehicles, launch a brand new EV for the UK and Irish markets and give away an amazing EV80 worth more than £60,000.

The first electric vehicle launched by LDV was the EV80, which boasts a 120-mile range on a single charge and, thanks to the high-capacity lithium-ion battery, can be fully charged in less than 90 minutes. It is an outstanding vehicle for city driving and is already being used by delivery and utility companies, together with selected city councils, all over the UK.

EV80 is paving the way in the electric commercial vehicle sector and features the most advanced 'pure electric power' system in the world along with digital intelligent CVT, which adjusts the torque and output power of the motor under different conditions to create a smooth driving experience.

The EV80 is one of very few Original Equipment Manufacturers (OEM) in the UK that can currently arrange immediate delivery of a large size EV van, EV panel van, minibus, chassis cab and crew variant, regardless of order number.

LDV is manufactured by SAIC, the largest automotive company in China and distributed in the UK, Ireland, Channel Islands, Isle of Man, Malta and Cyprus by Harris Automotive Distributors



UC t/a LDV UK & Ireland.

Pure Electric

While details are still under wraps, LDV can reveal that their new van, EV80's little brother, will be the first model launched by LDV that will be specifically designed and manufactured as a pure-electric van tailored for the UK market and will go on sale in 2020. The launch will take place at 12 noon

on Tuesday, 30th April on stand number 5D110 at CV Show.

Mark Barrett, General Manager of LDV U.K. & Ireland, is fully committed to driving LDV's agenda for greener motoring and is confident that switching to electric motoring can future-proof a business: "Investing in one or indeed a fleet of EVs will cut down long-term operational costs for a

business, and there has never been a better time to make the change to emission-free fleets thanks to Government grant schemes.

"Electric powered vehicles are no longer a novelty or a green trophy on the road and will soon become the norm and this is reflected in the number of automotive brands, both in the domestic and commercial markets, that are moving their focus from fuel-dependent engines to hybrids and pure-electric models."

To celebrate the growth of the LDV brand across all markets and showcase its green credentials, LDV has launched a competition and is giving away a brand new EV80 panel van worth more than £60,000.

The lucky winner will be presented with their prize at CV Show on April 30th and, as part of the give-away, the winner and a guest will enjoy a five-star stay in Birmingham for the show.

To be in with a chance to win, interested parties simply need to check out myldv.co.uk/ldv-ev80-great-give-away and complete a short survey by April 19th.

Van Operators Need More Support Over ULEZ

More must be done to ensure the financial burden of upgrading vehicles to ensure continued working access within London's Ultra Low Emission Zone (ULEZ) does not debilitate small businesses, according to FTA, as it reacts to Transport for London's (TfL) updated van scrappage scheme.

The ULEZ came into force on 8 April 2019 and operators of any diesel vans that do not meet Euro 6 emissions standards will have to pay £12.50 a day to drive in the Zone.

There are three main options under the pre-Euro 6 vans scrappage scheme: operators will receive £3,500 for scrappage and purchase/lease of Euro 6 replacement; £6,000 for scrappage and contribution towards running costs (including insurance) of an electric vehicle; and frequent

users of the Congestion Charging Zone will receive £3,500 for scrappage.

Denise Beedell, Policy Manager for Vans and Urban at FTA, the business organisation representing the logistics sector, commented: "While the scheme will help microbusinesses – defined as companies with fewer than 10 employees – cope with the costs of operating within the ULEZ and similar air quality schemes, more specialist operators are likely to lose out. These operators are

unlikely to be eligible for funding due to the low turnover threshold. They may also find the cost of upgrading their vans to Euro 6 is still too high, despite receiving financial support from the government.

"Nevertheless, FTA is pleased to see the van scrappage package includes a range of options – operators can receive funding to either replace a pre-Euro 6 van with a Euro 6 model or an electric vehicle – to ease the transition to the new emissions standards for operators."

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All Electric Ford Transit to Enter Production

Ford has revealed that its new all-electric Transit will enter production in 2021. It will be available in multiple body styles, with a competitive payload and built-in connectivity, delivering full Transit capability and durability.

The electric powertrain is being engineered to provide a practical daily driving range for city-based businesses, to be maintained in all weather conditions and throughout the working life of the vehicle.

Already today, through its joint project with StreetScooter, Ford is providing an all-electric

solution targeted at the last-mile delivery sector. The Transit-based StreetScooter WORK XL, assembled at the Ford plant in Germany, features an all-electric powertrain and is currently in service with Deutsche Post DHL.

Meanwhile, for operators that need to travel in and out of low-emission zones in urban

areas, Ford's Transit Custom Plug-In Hybrid van offers zero-emission driving capability with no range anxiety. Ford is the first volume manufacturer to offer plug-in hybrid technology in the one-tonne van segment, and the new model will go on sale later this year.

The advanced hybrid powertrain targets a zero-emission driving range of up to 31 miles or 310 miles using the range extender.

Tourneo Hybrid

Meanwhile, Ford has delivered the global public debut of the Tourneo Custom people-mover with an innovative new plug-in hybrid powertrain at a special "Go Further" event in Amsterdam, Netherlands.

Combining zero-emission driving capability and no range anxiety, the spacious eight-seat Tourneo Custom Plug-In Hybrid will be available to European customers from late 2019.

The first-in-class Tourneo Custom Plug-In Hybrid is among the first models unveiled as part of Ford's strategy to deliver one of the most encompassing line-ups of electrified options for European customers.



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P&O Ferrymasters Orders 600 New Box Containers

P&O Ferrymasters has ordered 600 new 45' pallet wide high-cube containers to add to its already growing fleet.

The multi-million euro investment is key to P&O Ferrymasters' strategic growth plan and will allow continued growth of new routes and services across Europe and Asia, with the containers being added to the existing fleets in the second half of 2019.

In 2018 P&O Ferrymasters announced an order for 700 new 45' pallet wide high-cube containers and 240 new 45' swap body units to add to its significant pan-European network and rapidly growing Mediterranean based businesses. This additional order will

bring P&O Ferrymasters' total capacity to 4,000 containers units and 2,000 trailers.

This infrastructure will play a crucial role supporting the company's competitive services across Europe and its new routes connecting Western Europe with Eastern Europe, Turkey and beyond. P&O Ferrymasters will continue to expand its routes from Western Europe through to Asia by developing hubs such as its own rail terminal in Oradea, Romania, and by continuing to invest in its transport assets.



Chamber hails Offshore Sector Deal

The UK Chamber of Shipping has hailed the Offshore Wind Sector Deal as an 'exciting new phase' for the offshore shipping sector.

The Sector Deal, announced in March 2019, is a collaboration between the UK Government and the offshore wind energy sector, and seeks to build on the significant advances already made in developing offshore energy capacity.

The UK has the largest installed capacity (7,899 megawatts) of offshore wind in the world and is expected to deliver 10% of the country's energy needs by 2020. There are more than 430,000 jobs in low carbon businesses and

their supply chains, employing people in locations right across the country and 7,200 are directly employed in offshore wind.

Katrina Ross, Policy Manager at the UK Chamber of Shipping said: "Ships which construct,

service and decommission offshore windfarms are a fundamental part of the supply chain, and it is clear that this Sector Deal marks an exciting new phase in the development of the UK's renewable energy capacity.

"Government has rightly committed to ensuring 60% of the supply chain for offshore wind farms will be provided by British firms, ensuring both the UK shipping industry and the UK economy will benefit from the deal.

Stena Line increases focus on Equality and Inclusion

Stena Line has launched a new sustainability focus area – Equality and Inclusion – as part of the company's increased commitment to creating a sustainable working environment and an important step on the journey towards becoming a leader in sustainable shipping.

Stena Line says it is committed to maintaining and developing a sustainable working environment, free from harassment, where everyone is given equal opportunities regardless of age, religion, gender, gender

identity, sexual orientation, ethnicity or disability. "At Stena Line we welcome everyone, whether you want to work here, travel with us or be one of our business partners. I am proud to announce that we are now increasing our

focus on this important matter by adding another focus area to our sustainability strategy," says Ian Hampton, Chief People & Communications Officer at Stena Line.

"For equality and inclusion, the long-term goals are set to a minimum of 30% female leaders by 2022 and a zero-vision in terms of harassment. The work has already started with two new company policies for anti-harassment and equal opportunities launched last year," said Margareta Jensen Dickson, Head of People at Stena Line.

During 2019 Stena Line will be focusing on anti-harassment initiatives, improving recruitment systems and procedures, promoting maritime careers for both men and women – as well as engaging in the "Women in Maritime Charter".

Irish Ferries invests €4m in Ulysses Upgrade

The MV Ulysses, the Irish Ferries freight and tourism vessel on the Dublin to Holyhead route, recently returned to Dublin following an extensive dry dock investment at Cammell Laird shipyard in Merseyside.

The four week upgrade was undertaken to complete refurbishment and maintenance work and will see the Ulysses return to service looking like new, having had new propellers, new rudder components, a full refurbishment of her stern thruster

and other underwater works. Investment didn't stop there, with engine overhauls and Vehicle Deck painting programmes. Birkenhead based shipyard and engineering service company Cammell Laird was chosen

for the MV Ulysses dry dock refurbishment due to their extensive expertise and a strong track record with this vessel.

Andrew Sheen, Irish Ferries Managing Director said: "This is a significant investment in the

Ulysses, which we know is a much-loved ship for both freight and tourism traffic. We are delighted to see her return to service to continue to provide the comfort and reliability that our customers expect from the Irish Ferries fleet."

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Artemis Technologies Chief Executive Iain Percy OBE, left, joined the firm's Head of Innovation Mark Gillan in Belfast last October to launch plans to establish a new facility in Belfast Harbour.



An impression of how the Autonomous Sailing Vessel developed by Artemis Technologies will appear.

Artemis Technologies led project moves to next stage in multi-million pounds funding bid

A Belfast-based bid led by Artemis Technologies has received funding from a major seedcorn programme that could see tens of millions of pounds pumped into its plans to decarbonise maritime transportation.

The project which was launched in Belfast last October will also return commercial shipbuilding to the city. It is the only bid from Northern Ireland to be selected for the next stage of the UK Research and Innovation's Strength in Places Fund.

It has received early-stage funding to produce a full bid. Successful projects will be awarded between £10m and £50m.

The consortium behind the bid aims to fast track the prototyping of a new class of vessels and sub-systems, including a wind/electric hybrid, named the Autonomous Sailing Vessel (ASV).

The ASV will be a zero-emissions 45m long ocean-going high-performance commercial carbon composite wind/electric catamaran, that will offer unlimited range.

Artemis Technologies is a spin-off from America's Cup team Artemis Racing. And the firm's Chief Executive, double Olympic gold medalist Iain Percy OBE, said: "This early-stage funding is a major endorsement of our plans to make Belfast the advanced maritime manufacturing capital of the world.

"The city is already home to some of the most advanced aerospace and composite engineering talent available anywhere on the planet and we want to harness that potential by combining it with Belfast's rich maritime history and our own expertise in high-speed yacht design.

"We strongly believe this project will be an economic game-changer for Northern Ireland by placing the region at the very heart of the revolution of the maritime sector."

The bid, named 'Decarbonisation of Maritime Transportation - a Return to Commercial Sailing', is one of 24 ambitious projects to receive early-stage funding to develop full-stage proposals.

The ASV will be one of a series of commercial maritime products developed by Artemis Technologies in Belfast using the wind and innovative energy recovery systems.

Initial discussions with potential customers have indicated a range of applications, from a city-city passenger ferry, to a defence reconnaissance vessel.

Each of the shortlisted projects from the first wave of the fund has been awarded up to £50,000 in early-stage funding, which will allow applicants to develop full-stage bids.

Teams behind these projects will then submit these bids to UK Research and Innovation (UKRI) in late 2019, with four to eight of the strongest set to receive between £10m and £50m each to carry out projects designed to drive substantial economic growth.

Stena Line launches second year as title sponsor of Dublin Horse Show

Stena Line has commenced preparations for its second year as title sponsor of the Dublin Horse Show including the launch of a special booking rate as Official Ferry Partner for the 2019 Stena Line Dublin Horse Show.

The Show, now in its 146th year, is not only the highlight of the equestrian calendar in Ireland but it is also one of the most iconic social events of the year

attracting over 100,000 visitors each year to the famous RDS venue; this year's event takes place from 7-11 August at the RDS.

Diane Poole, Stena Line's Travel Commercial Manager (Irish

Sea South) commented: "The 2018 Stena Line Dublin Horse Show was a great occasion for us, which also included the appointment of Bertram Allen, one of the rising stars of Irish show jumping, as a

brand ambassador for Stena Line. Our customers really engaged with the event and we are currently working on a number of exciting initiatives to ensure that the 2019 event will be an even bigger success for Stena Line."

She added: "2019 is a very important year for Stena Line in Ireland as we prepare the way for the launch of our new Stena Estrid vessel, the first of our new generation state-of-the-art E-Flexer ferries currently being built in China, which will be deployed on our Dublin - Holyhead route in early 2020."



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DAF LF Sweeper chassis now available with 12 speed AS Tronic gearbox option

DAF Trucks – in collaboration with Johnston Sweepers – has introduced ZF's 12-speed AS Tronic transmission as an option on its market-leading LF Sweeper chassis.

The wide ratio spread option bridges a gap between existing manual and fully automatic transmission options from Allison, delivering low-speed control when sweeping, and efficient, low noise cruising speeds over longer distances.

The move comes following demand from Johnston Sweepers' customers who have remained loyal to the DAF LF product – and its many class-leading features – but realised the benefits that AS Tronic's two-pedal, automated manual transmission could bring. The AS Tronic option is also available to specify with other leading UK sweeper body manufacturers.

The first two 18-tonne GVW Johnston-bodied vehicles



equipped with the AS Tronic option are now in operation with Go Plant and Sweeptech.

DAF Trucks offers a dedicated sweeper chassis at the sweeper sector's most popular 16-tonnes

weight category – fully engineered specifically for sweeper applications and to suit the full range of bodybuilders and body types. DAF Trucks also offers sweeper-suitable models at 7.5-, 12- and 18-tonnes GVW.

The AS Tronic option sits neatly between the LF Sweeper's other gearbox options, offering one solution to the different requirements of Local Authorities and contractors. The wide ratio spread (10.37:1 to 0.81:1) delivers both precise low-speed control and acceptable highway speeds.

For contractors operating at greater mileages, AS Tronic's two-pedal control maximises driveline efficiency and optimum fuel economy.

Leading plastic pallet supplier pledges to recycle ALL plastic pallets and boxes

Goplasticpallets.com has pledged to recycle every plastic pallet and plastic box it supplies to customers.

This announcement comes in the wake of the huge amount of negative media coverage on single-use plastics and the devastating impact it is having on our environment and marine life.

Last October 250 major brands vowed to eliminate all single-use plastics from their operations and invest in new technology so all packaging could be recycled by 2025 – a move described by the United Nations as the most ambitious effort yet to fight plastic pollution.

Now Goplasticpallets.com is proving that it is a step ahead of these major brands and leading the way in recycling plastic waste, by not only supplying the UK's largest range of multi-use, recyclable plastic pallets and boxes, but also committing to ensure they are ethically recycled at the end of their long use.

Jim Hardisty, Managing Director of

Goplasticpallets.com, said: "Our promise is our word – we guarantee to take full responsibility for recycling each and every plastic pallet and box we supply to our customers. And, not only that, but we intend to make it as simple as possible for customers of all sizes to recycle their plastic pallets and boxes by offering both 'drop off' and 'collection' options.

"Ultimately, our mission is to help businesses create more sustainable supply chains by providing them with long lasting, reusable plastic pallets and boxes, and ensuring they are responsibly recycled when customers no longer need them.

"Each customer that purchases plastic pallets and boxes from us will receive a certificate – our recycling commitment – this reinforces the responsible attitude we have towards recycling our products."

Currently 96% of the plastic pallets Goplasticpallets.com supplies are made from recycled materials. Just 4% are produced from virgin material which is recommended for ultra-hygienic environments, for instance some food and pharmaceutical products.



Jim Hardisty, Managing Director, Goplasticpallets.com



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London Assembly Transport Committee listens to FTA

Recommendations made by Natalie Chapman, Head of South of England and Urban Policy at the FTA have been included in a letter to the Mayor of London, Sadiq Khan, from the London Assembly Transport Committee, as it outlines its advice for freight policy.

FTA is calling for a review of the Lorry Control Scheme to enable businesses to have greater flexibility to transport freight outside of peak hours. It is also seeking a holistic and synchronised approach to freight policy to prevent London's 33 boroughs implementing schemes in slightly different ways, and wants the Mayor of London to provide more leadership on freight policy in the capital.

Comments Natalie Chapman: "FTA is pleased to see the London Assembly Transport Committee is endorsing our recommendations for freight policy in London, following my attendance at an evidence session on 5 February 2019. Most notably, the Committee has taken on board our call for the Mayor to provide more leadership on freight policy in the capital. A holistic and synchronised approach is needed to prevent London's 33 boroughs implementing schemes in slightly different ways as this would make the regulatory environment even more complex than it currently is for the logistics industry which underpins the capital's economy.

"FTA is also pleased the Committee has recognised the necessity to review the Lorry Control Scheme, and that it understands the need for businesses to have greater flexibility to transport freight outside of peak hours. Similarly, FTA is delighted that the need to acquire more logistics space, to support the uptake of cleaner vehicles such as electric vans, was noted.

"Finally, the Committee recognised that the growth in van traffic is not inextricably linked to the growth in e-commerce – less than 10% of van traffic is linked to online shopping and parcel deliveries* – and has called for further research to be undertaken to understand the nature of the growth; a move supported by FTA."

Volvo Trucks To Accelerate Development Of More Climate-Friendly Transport

Recently the EU reached a decision to regulate CO2 emissions from heavy-duty vehicles. To speed up development, Volvo Trucks continues to invest heavily in more climate-friendly transport solutions, but additional measures are needed to stimulate demand for vehicles with low CO2 emissions.



"Cutting climate emissions from heavy-duty vehicles is an incredibly important task, and it's fundamental to our initiatives in sustainable transport. At Volvo Trucks, we're well-positioned to take on this challenge. It's natural for the EU to now introduce limits on CO2 emissions. In order to speed up the transition, we would however also like to see stronger financial incentives for the customers who take the lead and choose more climate-friendly vehicles," said Roger Alm, President of Volvo Trucks.

Electric trucks can contribute to reducing CO2 emissions. Volvo Trucks launched its first truck models with electric powertrains in 2018 and will start series production this year.

"We're at the stage where the technology will soon be ready for wider applications in heavy-duty transport. If demand is stimulated and the new charging infrastructure network

is expanded, the volume will also be able to increase at a faster rate than would otherwise be possible," said Lars Mårtensson, Director of Environment and Innovation at Volvo Trucks.

Other climate solutions include natural gas and biogas. Running a Volvo FH LNG on natural gas cuts CO2 emissions by about 20 per cent compared to diesel. With biogas, the tank-to-wheel emissions can be cut by 100 per cent.

At the same time, Volvo Trucks is continuing to develop the diesel trucks that currently make up the absolute majority of its sales. Since the early 1990s, the fuel usage and CO2 emissions of a typical long-distance Volvo truck have decreased by about 20 per cent, and there is room for additional improvements with more efficient powertrains, lower rolling resistance, and better aerodynamics.

Goodyear Vector 4Seasons Cargo Tyre Cuts Costs

Goodyear has launched a new addition to its light truck portfolio. The Vector 4Seasons Cargo is a fuel-efficient, all-season tyre, offering excellent performance and extended mileage compared to the previous model.

Drivers should feel safer on both dry and wet roads, thanks to shorter stopping distances and the improved stability and handling of the new Vector 4Seasons Cargo.

Light trucks equipped with these new tyres can also benefit from reduced costs, as drivers and fleet managers no longer have the inconvenience or cost of switching tyres between seasons.

The Vector 4Seasons Cargo is the successor of the all-season Cargo Vector 2 and it records even shorter braking distances on both dry and wet roads, along with improved steering on snowy and icy surfaces. The new Vector 4Seasons Cargo is available in 16 sizes varying from 185 to 235 wide, profiles ranging from 80 to 65 and a rim diameter of 14", 15" or 16".

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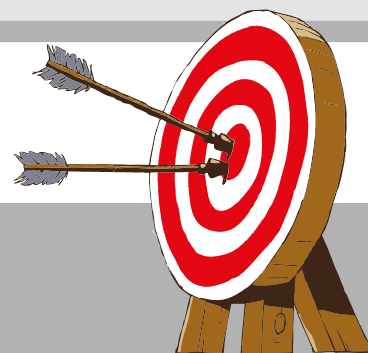
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Based in Toomebridge, Co Antrim, 121 Graphics have been providing a wide range of services for 27 years, including high quality fleet graphics, banners, exhibition displays, shop frontage, signs, digital prints and vinyl wraps.



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