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## JAN-FEB 2017 COVER STORY

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### COMMENT

It is out with the old and in with the new. The past year has been an eventful one in many ways on both the political and business fronts. What 2017 holds is anybody's guess, but one thing is for sure – we can expect more of the unexpected.



It has, though, been a very good 2016 for quite a few sectors, not least the van market. With more than 350,000 light commercials registered, it looks as if it has been a record-breaking performance; we will know for sure later in January. Meanwhile, the HGV market hasn't done so badly, either, as business confidence remains positive despite Brexit.

Freight operators have also been doing good business, a case in point being DSV Road who have experienced record highs in the handling of goods across the UK, while the runaway success of online retailing has resulted in continued growth in the door to door distribution sector.

It's a similar story out at sea, with shipping volumes on the Irish Sea experiencing year-on-year growth. Ferry operators such as Seatruck are enjoying the benefits; it has seen an increase in trade of more than 18% in 2016, consolidating its position as the fastest growing operator on the Irish Sea.

All in all, the prospects for the New Year ahead are encouraging, but as always, only time will tell whether that optimism is well founded. One dear colleague and friend who won't be with us this coming year is MAN Truck & Bus UK Managing Director Simon Elliott; he is off to pastures new having announced his resignation from the business. He will leave the company at the end of January, saying the time is now right to pass on the baton. We wish him well in the future.

So, what do we have in this New Year edition? As usual, our test drivers have been putting some new trucks and light commercials through their paces on local roads, including the new Scania S series 580, Iveco's 18 tonne Eurocargo and the Daily's 4x4, as well as testing out Mercedes-Benz's Vito Tourer people carrier.

Meanwhile, we all know that getting out of the office and away from the daily grind is good for you, so with that in mind, why not join us for what has been described as the biggest and best networking opportunity you will get all year – the inaugural Export & Freight European Golf Masters 2017. Yes, we are planning what will be an unforgettable golfing experience at the world famous exclusive 5 Star La Manga Club resort in Spain this coming spring. You will find all you need to know in this issue.

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

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# New managing director for MAN Truck & Bus UK

Bosses at MAN Truck & Bus have announced Thomas Hemmerich will succeed Simon Elliott as managing director of MAN Truck & Bus UK from February 1, 2017.

**Thomas is currently** managing director of MAN Truck & Bus Austria, and has worked for the company since 2003.

Announcing his appointment Jean-Yves Kerbrat, MAN senior vice president head of region western Europe, said: "Thomas has a wide range of experience that will stand him in good stead in the UK and, most importantly, he is looking forward to the challenge."

Prior to taking up his role in Austria Thomas has had a distinguished career with MAN Truck & Bus. He has served as CEO of MAN Truck & Bus Germany, regional head of sales for Africa, based in Johannesburg, and senior vice president sales management MAN Truck & Bus in Munich.

Thomas added: "I am looking forward to working in the UK and I relish the challenges that lie ahead."

"It is a fantastic opportunity to lead



Thomas Hemmerich, New MAN Managing Director

MAN Truck & Bus UK, there is huge potential here and I know I will be building on a strong platform.

"The launch of the van, the MAN TGE, will bring more to our range

and it is a very exciting time to be joining the company."

Simon Elliott, outgoing managing director, added: "I am delighted to be handing over to Thomas

and I know he will bring his experience and expertise to bear here in the UK. I wish him and the whole team at MAN Truck & Bus UK continued success."

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# Wrights Group Set To Acquire Substantial Site In Ballymena

Wrights Group, who already have substantial operations in their home town of Ballymena, have confirmed that they have exchanged contracts for the purchase of a major manufacturing facility in nearby Lisnafillan.

The 100 acre site – which is currently owned by JTI (Japan Tobacco International) – is set to become available in mid 2017 as JTI restructures its manufacturing operations in Europe. The transaction, details of which will remain undisclosed, is set to be completed early next year.

Commenting on the announcement, Wrights Group Chairman and CEO Mark Nodder OBE,

said: “Our current operations in Galgorm have become somewhat ‘landlocked’ in recent years, as substantial growth across the various parts of our business has progressively taken up all the land that we have owned. The imminent closure of the JTI facility has presented us with an opportunity to secure a substantial site, which will give us the additional space and operational flexibility we require to ensure that our future growth and development plans are

not hampered by real estate constraints.”

Steven Francey, Wrights Group MD, explained: “It is too early to outline specific plans for the Lisnafillan facility. However, securing the site for future use will allow us to look at a range of options, which could potentially include Advanced Engineering and R&D facilities that will help keep our products at the leading edge of, what is, a fast changing public transportation industry. We would naturally hope that in the medium to long term our investment will create additional employment opportunities within a number of our business areas.”

Wrights Group, who will this year celebrate the 70th anniversary of Robert Wright Coachworks setting up in business, has a long association with the town of Ballymena. This latest major investment is set to further strengthen the company's ties with the locality.

## DSV Announces Record Volumes In 2016

DSV Road Ltd has announced that in September 2016, Purfleet and Tamworth centres both handled over 10 million freight kilos for the first time on record, with Tamworth repeating the landmark volumes in October.

At the same time, the UK Domestic network handled over 60,000 consignments for both September and October, which is the highest on record.

Nick Trencher, Divisional General Manager for DSV UK Domestic commented on the reasons for the growth: “Volumes on our UK Domestic (GB-GB)

service are growing rapidly. We have had particular success with customers in the home improvement sector, automotive after-market sector and disposable

healthcare products. Imports from continental Europe has also increased after the summer, as there is an ever-growing demand for products from the EU.”



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EUROPEAN  
GOLF MASTERS  
2017



## Continental Pressure Check System Critical for Hanna Livestock

Specialist livestock haulier, Frank Hanna, has fitted ContiPressureCheck (CPC) systems onto his dedicated Volvo artic and drawbar trucks.

**To meet their** demanding delivery deadlines, the busy livestock rigs operate from 3.00am in the morning transporting large loads of pigs, sheep and cattle.

As Frank Hanna says, "My father, Richard, started this business in 1985, and he drummed into me that tyre condition is absolutely critical to our ability to get animals to their destination in good condition. Just one puncture saved can make a huge difference. If a load of pigs gets stuck on the road, or even left too long in a holding pen because of a collection delay, especially in hot weather conditions, you have a real problem. They can fight, or even simply die of stress, the cost to the business is often far more than the cost of the CPCs."

In the livestock business around Frank Hanna's base at Maghera, Co. Armagh, the running conditions can be rugged. "We don't do huge distances, maybe 75,000kms a year per truck, but we're along tough country lanes and in and out of tight farmyards, which can play havoc with tyres. Some yards

are so small we have no choice other than to spin round as tight as we can, regardless of tyre scrub and the almost inevitable presence of nails, screws and other bits of sharp metal that farmyards seem to attract. So we need to know as soon as possible if we are losing pressure on a tyre."

There are two motivators at work. The first is the obvious cost factor that a blow-out from an under-inflated tyre can cause. Frank is clear on the subject, saying, "I am absolutely certain soft tyres account for the majority of blow-outs. When a soft tyre blows because it hasn't been spotted early, you can be pretty sure it will take out the mud guard and eventually the tyre next to it as well."

The second is safety. "A triple deck trailer of live pigs is difficult enough to manoeuvre, but a blow-out can cause it to sway violently and become a real handful, with the potential for causing danger to other road users and the livestock itself. Over-inflation can be just as bad, because, again, it doesn't

help driver control and you get increased and unnecessary wear down the middle of the tread."

The ContiPressureCheck system uses tyre sensors mounted inside a rubber housing on the tyre inner liner that can continuously measure both pressures and temperatures.

Hanna Livestock trucks use Continental's in-cab monitor to give continuous, accurate information on each tyre. Frank Hanna has opted out of having reports fed to the office computers, because, as he puts it, "Tyre maintenance is absolutely critical to safe operation, so it's up to all of us actually driving these livestock units to know what our tyres are doing. Just recently we had an instance where a driver noticed a dropping pressure in one tyre, but, because he could monitor it in real-time, he was able to make a judgement call that it would be safe to complete the delivery and then deal with it. It's mind-blowing just how accurate this system is."

With regular demands of tough roads and tight farm-yards, Hanna Livestock clearly sees Continentals Tyres as being up for the job. The Conti Hybrid HS3, HD3 and HT3 tyres that grace their steer, drive and trailer axles are working well, but as Frank is quick to point out, "It's the pressures and their consistency that deliver best tyre wear. When I first read about ContiPressureCheck I thought to myself, 'That's a brilliant idea'. I didn't need convincing. Even before I enquired at GC Tyres, my local dealer, I knew that if it did what it claimed, this would single-handedly transform a vital part of our operations. And that is exactly what it has done."

## New Rigid Dump Truck Tyres from Goodyear

Goodyear is introducing the RM-4B+ Off The Road (OTR) tyre range for rigid dump trucks in the Europe, Middle East and Africa (EMEA) region.

**After successful performance** in the United States, the brand-new OTR range, which includes several new sizes, including a 63 inch version which was recently presented at the MINExpo in Las Vegas, is now available to customers in EMEA.

The range comprises five sizes for vehicles operating in severe conditions; including on terrain such as rock and aggregates as well as on hard improved surfaces.

The Goodyear RM-4B+ range features 170-level tread depth and optimal tread zone stiffness for excellent wear performance. The innovative CycleMax tread rubber compound ensures cool running and is enhanced by tread lug blading for additional heat resistance. Heat resistance is also a benefit of the centreline channel, which gives added lateral traction.

Other tread features include interlocking blading for high stability and angled main grooves for forward and lateral traction. Particularly important for severe operating conditions are the extra thick sidewalls, which provide excellent protection against friction and impact.

"Our new RM-4B+ OTR tyres feature our latest technologies in materials, design, construction and manufacturing. Thanks to this they provide high performance in all areas resulting in a high number of operating hours and therefore reduced costs per hour to our customers," said Octavian Velcan, Managing Director OTR tyres Goodyear Europe, Middle East and Africa.



Frank Hanna, Specialist livestock haulier.



# Join Us for Export & Freight's First Ever European Golf Masters

Described as the biggest and best networking opportunity you will get all year, it promises to be an unforgettable experience - the inaugural Export & Freight European Golf Masters 2017.

**Yes, banish those** winter golfing blues and join your colleagues at the world famous exclusive 5 Star La Manga Club resort located in 1,400 acres of opulent, golfing and entertainment luxury.

Following on from the highly successful annual Export & Freight Golf Masters at the Faldo Championship course at the Lough Erne Resort, we are now planning to replicate that with a not-to-be-missed European event.

Being staged from Tuesday 4th April to Friday 7th April, 2017, we anticipate demand for places at this four ball Masters will be brisk, so early booking is essential if you don't want to miss a glorious opportunity to put your golfing skills to the test on what has been Europe's best golf resort for the third year running.

La Manga Club is a sporting paradise nestled between the Murcian Hills and the Mediterranean sea in the beautiful region of Murcia, south-eastern Spain. Just 20 minutes from Murcia airport and less than an hour from Alicante airport, the resort enjoys over 300 days of uninterrupted sunshine each year.

La Manga has hosted no less than five National Spanish Golfing Opens in addition

to many national and charity fundraising events. It is a regular host to the Spanish Open, Ladies' Spanish Open, PGA Spanish Championships, Spanish Junior Championships, and Senior Spanish Open for men.

Accommodation at La Manga can be chosen from one of the many private La Manga villas and La Manga apartments –or you can stay at the stunning 5 Star Prince Felipe La Manga Hotel which has 192 beautifully designed guest rooms.

La Manga Club Resort also has a state of the art fitness and wellbeing centre. The Spa contains a 25-metre indoor pool, steam rooms, saunas, and 13 treatment rooms, so why not spoil yourself after a day on the golf course.

As we said, it all tees off on Tuesday 4th April with an Export & Freight Welcome Reception ahead of the following day's first round on the La Manga North Course.

That evening, there will be an informal Golf Academy hosted by the La Manga Professional, followed by a BBQ and drinks.

After a second day of golf there will be Gala Dinner where guests can enjoy celebrity hosts, video footage of the previous two days golf and a prize giving ceremony to recognise

## EXPORT & FREIGHT ★★★★★ EUROPEAN GOLF MASTERS 2017

those who may have excelled on the course!

It all wraps up on the Friday with a hearty breakfast to set you up for the journey home; alternatively, of course, you can extend your stay, with special accommodation rates available.

**You will find more details of this exciting new Masters event elsewhere in this magazine – or call Helen, Garfield, Mags or Phil on 028 9268 8888 for more information.**



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# FORS and Transport Exchange Group work together

The UK's leading freight carrier collaboration service, Transport Exchange Group, (TEG) and FORS, the Fleet Operator Recognition Scheme, will be working together to offer their range of products and services to their respective members to help improve collaboration levels in the transport sector.

**The initiative will** combine the considerable risk reduction, safety and quality advantages of FORS with the profitability and business agility results of TEG, the UK's busiest freight exchanges, Courier Exchange and Haulage Exchange.

In the last 12 months, TEG members have been able to cut CO2 emissions by more

than 9,000 tonnes thanks to reduced empty running. At the same time, members carried in excess of £100m of extra paid work. Similarly FORS has helped dramatically improve road safety and reduce the wider environmental and traffic impacts of freight and fleet operations.

By working together, third party logistics companies with FORS

membership can significantly reduce their empty running by around 60%, extend their real-time capacity networks and get lower cost access to TEG services, such as Haulage Exchange, Courier Exchange and CX Euro. They will also get the Exchanges' multi-vendor telematics integration as standard.

TEG members who are not already FORS accredited are encouraged to

join in order to benefit from being able to offer and/or access FORS specific work and added FORS membership benefits with its fully audited fleet quality standard. All parties, including FORS Champions, will benefit from the Exchanges' extensive feedback, complaints and performance monitoring system.

"This latest development further strengthens the financial and environmental benefits of being FORS accredited" said Paul Wilkes, FORS Business Services Manager. He added "We have recently launched the new FORS Standard, which is our greenest yet. With more emphasis on NOX and particulate matter, noise, alternative drives, tyre and fuel management, FORS Standard 4.0 represents these ever growing issues in the industry."

# Five-Axle Renault Trucks Move More Earth For McGuire Haulage

The largest tipper operator in the Republic of Ireland, McGuire Haulage Ltd, has taken delivery of five new Renault Trucks' Range Cs.



Ireland's largest tipper operator, McGuire Haulage Ltd, is moving more earth with five 39-tonne Renault Trucks Range C460 10x4s supplied by Setanta Vehicle Sales Ltd.

**The 39-tonne Range** C460 10x4s have a specially fitted fifth axle, allowing the trucks to handle 5-tonnes more payload than the standard 32-tonne 8x4s, for improved productivity and operational efficiency.

Supplied by Renault Trucks' approved distributor, Setanta Vehicle Sales Ltd, the Range Cs are additional vehicles for McGuire's 105-strong fleet and join five 32-tonne Range K430 8x4 tippers also purchased this year.

Managing Director Martin McGuire says: "We've been running Range Ks and Renault Trucks' tractor units for a while and they've worked extremely well in our operation. I felt that the Range C was the best option for the axle configuration. The chassis is very strong and it allows us the crucial extra

weight that helps to make our business both more efficient and profitable."

Used to deliver aggregates to sites across Ireland, the new Range C460s with sleeper cabs are fitted with Voith hydraulic brake retarders, Gleeson half pipe Hardox bodies and hydraulic rear tail doors as well as top-of-the-range optional extras including night heaters, air conditioning and fridges.

The new additions bring Renault Trucks' share of McGuire Haulage's fleet to 30% and, with six further Range Ks on order for January delivery, the company is increasing its commitment to using the brand in its operation.

Harry Nash, Setanta Vehicle Sales, comments on the deal: "Martin runs the biggest bulk excavation operation in Ireland and is very influential in this tipper market, so purchasing volumes of Renault Trucks is a fantastic endorsement of our brand."

Renault Trucks' five-axle combinations, with complete vehicle type approval, meet the demand for heavier duty applications and come with full warranty and aftermarket support to deliver lower operating costs.

# UK & Ireland's First FL 4x4 Rigid For NIE Networks

NIE Networks is responsible for managing 47,000 kilometres of overhead and underground cables that deliver electricity to 850,000 homes and businesses across Northern Ireland. As part of its regular replacement vehicle programme, the fleet - which currently comprises over 400 vehicles - has taken on the first five Volvo FL 4x4 trucks to go into service in the UK and Ireland.

**The company opted** for the FL 4x4 due to its four-wheel drive functionality to help access remote areas and suitability for bespoke bodywork conversion. Each of the 250hp trucks is equipped with a Palfinger 12001-EH crane to help with the delivery of electricity poles to site.

The new vehicles are being used within the Lines Delivery side of

the NIE Networks business, to help maintain the electricity network for the benefit of homes and businesses across Northern Ireland.

NIE Networks is a business that puts its customers first and, as part of this commitment, a number of the new FL 4x4 trucks will be used as 24/7 emergency response vehicles. To help reduce costly vehicle downtime, Dennison

Commercials' award-winning aftercare support will keep NIE Networks' engineers on the road.

David Corry, Supply Chain & Fleet Manager, NIE Networks, commented: "As the network company, we have a responsibility to ensure homes and businesses across Northern Ireland have a reliable electricity supply."

He adds, "It was the reliability and the first-rate aftersales service offered by Dennison Commercials which helped to make it an easy decision when it came to replacing vehicles on the fleet. We were aware of the excellent reliability of Volvo's FL range and are looking forward to working in partnership with Volvo and Dennison into the future."



# Mercedes-Benz Trucks UK is honoured by HRH The Princess Royal

Mercedes-Benz Trucks UK is celebrating after being commended for its commitment to training and skills development by Her Royal Highness The Princess Royal, at a ceremony at St James's Palace in London.

**The Milton Keynes-based** business was one of 34 organisations honoured with a Princess Royal Training Award for creating lasting impact by successfully linking their skills development needs to business performance. The winners, including prestige car manufacturers, healthcare organisations and charities, all demonstrated that training can make a significant contribution to productivity and business success. The judges were particularly impressed by Mercedes-Benz Trucks' initiative to recruit a new sales force, to address a skills gap caused by the increasing age of its truck sales network.

The company's 26-week training programme – which includes teaching trainees to drive a truck – has doubled its number of female trainees and achieved a 78% retention rate since 2011. Commenting on the award, Vincente Connolly, Director National Sales Mercedes-Benz and FUSO Trucks UK, said: "I am delighted that our dedication to training and development has been recognised in this way. At Mercedes-Benz Trucks we place a premium on ensuring that our employees have the chance to learn and grow in their roles. We understand that this is not only good for them, but is also vital to the success of the business."



Vincente Connolly, Director National Sales Mercedes-Benz and FUSO Trucks UK, receives the Princess Royal Training Award from Her Royal Highness The Princess Royal

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# Goodyear's FUELMAX T High Load Size for Greater Payloads

Goodyear is introducing a High Load version to its fuel-frugal FUELMAX T range of trailer tyres with EU tyre label 'A'-grading in fuel efficiency.

**The new Goodyear FUELMAX T HL**

385/65R22.5 tyre is engineered for axle loads of up to 10 tonnes, to meet the increasing demand for such tyres as more and more European

countries adopt higher vehicle weights.

Almost 80% of European countries have now extended regulations to permit axle weights in excess of the so far standard 40 tonnes on

five-axle articulated vehicles. There are now 32 countries in the region that allow total weights in excess of 44 tonnes even. The new tyre has been developed to meet fleets operators' demands for high load trailer tyres capable of enabling total weights in excess of 40 tonnes.

The new High Load version of the 385/65R22.5 FUELMAX T trailer tyre features FUELMAX Technology, which gives the tyre the most economical 'A' EU tyre label grade in fuel consumption. The tyre's launch follows the successful introduction of the High Load version of the KMAX T trailer tyre, which is optimised to deliver high mileage.



Pictured here are Paul May (Managing Director of PM Commercials [sponsor], John Marks (Managing Director Road Trucks Limited), Colin Marks (General Manager Road Trucks Limited) and Will Shiers, representing the event organisers.

## Another Top Award for Road Trucks

Scania dealer Road Trucks of Larne have picked up their second award in recent months.

**They have been** voted the winner of the UK's Franchised Dealer of the Year category in a major Dealer Awards event held at the Crowne Plaza Hotel at Enthorpe Park in Oxfordshire.

Earlier this year Road Trucks secured the Irish Fleet Truck of the Year award at the Export & Freight Awards.

The judges felt that Road Trucks excelled in offering an exceptional standard of customer service and product knowledge.

Commented Road Trucks General Manager Colin Marks: "Well done to the whole Road Trucks team for a fantastic achievement which reflects consistent hard work and high standards."





# DAF Predict Market Will Remain Strong in 2017

With a market share year-to-date of 30%, DAF is predicting truck sales will continue to be strong in 2017, despite the uncertainty caused by Brexit.

## Addressing journalists

**including** Export & Freight's Helen Beggs at a pre-Christmas gathering in London, DAF Managing Director Ray Ashworth said so far Brexit has had a minimal impact on operators in terms of orders and enquiries, and he expects that trend to continue in the months ahead.

He forecasts the over 6t market for the whole of 2016 (exact figures are not yet available) will come in somewhere between 45,500 to 46,000 units, making it the highest since 2008. His forecast for 2017 is slightly less at 42,000 in the over 6t sector. Much of his address, however, was given over to air quality in London, where, he said, there were some 9,400 deaths per year because of air pollution.

"The latest figures from Transport for London for vehicles entering the city's congestion zone per day suggests it includes 7,000 cars, 2,000 vans and 400 HGVs," he said. Consultations are already under way



Ray Ashworth, DAF Managing Director

to introduce an Ultra Low Emission Zone (ULEZ) around London by 2020; it's an area within which all cars, motorcycles, vans, minibuses, buses, coaches and heavy goods vehicles will need to meet exhaust emission standards (ULEZ standards) or pay a daily charge to travel.

Ray said it appeared that London was focusing on lowering emissions rather than reducing the numbers of vehicles entering the zone, although he expressed concern that there was a particular focus

on HGVs with proposals to extend the ULEZ zone for trucks to the current LEZ zone by 2019.

Also highlighted in his address was the debate over proposals to introduce Direct Vision Standards for HGVs operating in London.

The Mayor of London recently announced plans to bring in a 'star rating' (0-5) for construction and other heavy goods vehicles based on the level of vision the driver has directly from the cab. Under the current proposal, those

lorries with the lowest level of visibility (0 stars) will be completely banned from the capital's roads by 2020 to help improve safety for vulnerable road users. Additionally by 2024 only HGVs meeting 3 stars or above would be allowed on London's roads; there are around 35,000 of the zero star-rated 'off-road' HGVs currently operating on London's roads.

It is an issue that DAF and other truck manufacturers are already addressing, and said, Ray, looking to the long term, new cab dimensions proposed for 2021 should give manufacturers an opportunity to incorporate direct vision standards into their designs. However, the more immediate concerns for the industry, he said, were concentrated on Brexit and Article 50.

"While this will give rise to a certain amount of uncertainty, the truck market is becoming increasingly resilient to major changes and announcements and it is my belief that it will continue to be strong."



## "WHEN YOU'RE RUNNING A BIG FLEET, A LITTLE GOES A LONG WAY."

"Scania's are absolutely superb on fuel. Depending on use, they're anything from 1 to 1.5 mpg better. May not sound like much but, on average, that makes them around £7,000 a year cheaper to operate. That, along with the outstanding residual values, is why Scania is our top choice."

Jamie Cartwright, Director  
Cartwright Bros

**YOU  
SCANIA  
HAVE  
THE BEST**

# MAXOL LAUNCH NEW SMART PLUS SYSTEM - THE SMART CHOICE FOR ADBLUE

Maxol Lubricants have been the sole distributor of GreenChem AdBlue on the island of Ireland since 2005. As one of Europe's leading producers of AdBlue, GreenChem are fully certified and well recognised across the continent. Like Maxol, GreenChem are keeping abreast of the industry and bringing new and innovative solutions to the market.

**The AdBlue Smart Plus** by GreenChem is a new and improved system designed to streamline your AdBlue management. Supplied, fitted and managed by Maxol Lubricants the Smart Plus is the ideal solution for any fleet. This unit is installed on-site and has optional storage capacity of 3,350 litres or 5,000 litres. Maxol Lubricants offer an all-inclusive solution with a fully integrated telemetry system so we can monitor the levels on your behalf and refill your tank to ensure it doesn't run dry.

Maxol Lubricants long standing customer, Elsatrans operate 18 AdBlue vehicles from their base in Naas Co. Kildare. They have been using GreenChem Smart Systems for over 8 years and have found it most beneficial in terms of preventing vehicle downtime whilst giving them peace of mind knowing their AdBlue will never run out. Elsatrans Ltd offers a 24 hour, 7 day week, road transport service to Retail, Manufacturing and Logistics Industries throughout Ireland.

"The automatic replenishment feature ensures we never run out of stock. Maxol are prompt and on time with all deliveries ensuring our fleet is always ready for the road. I would have no hesitation in recommending the AdBlue Smart

System to any potential user."

Another customer of Maxol Lubricants, Derry Refrigerated Transport, is a leading service provider for chilled and frozen distribution throughout Ireland, the UK and Europe. Maintaining a large fleet of temperature controlled vehicles demands that the quality of service remains at the highest levels, at all times. As a specialist provider Derry Refrigerated Transport understand the needs of their customers and they are determined to protect their business by investing in the most up to date technology available to do so.

"I would have no hesitation in recommending Maxol AdBlue Storage Tanks and pumping system, it's perfect for Derry Refrigerated Transport and with Maxol monitoring our AdBlue levels we can focus on our customers, knowing Maxol will never let our tanks run out. A truly great company to work with, no hassle, no fuss, just good service and premium quality AdBlue."

## QUALITY

The use of good quality AdBlue is vital in maintaining your vehicle and this quality should only be sourced from a recognised VDA licensed partner. There are some brands of AdBlue on the market that are not approved and do not meet the required specification, not all urea solutions are considered AdBlue and these brands can cause damage to your vehicle. If you choose to use an inferior quality AdBlue, the initial costs that you might save will be wiped out by future maintenance costs and downtime of your fleet. If you choose to purchase AdBlue from Maxol Lubricants you can rest assured that your AdBlue is premium quality, GreenChem AdBlue is produced according to the international standard ISO 22241.

Commenting on the new Smart Plus System, Chris Haynes, Managing Director, GreenChem said: "With 11 years of experience in manufacturing and supplying AdBlue behind us, we have developed a new AdBlue storage and delivery system. This makes us the first



AdBlue supplier in Europe to design and build their own in-house tank. The system will be more reliable and robust than anything else in the AdBlue market with optional capacities of 3350 litres and 5000 litres respectively and a width of just 112 cm, they are found to be operationally suitable for the country's leading hauliers across Europe."

Maxol Lubricants General Manager, Owen O'Neill believes the new AdBlue Smart Plus is a must for any company operating a fleet of vehicles.

"The new Smart Plus removes the hassle of constantly checking the levels of AdBlue in your tank and removes the risk of contamination from constantly filling vehicles from barrels or IBC's. You can be guaranteed and assured of the quality of AdBlue supplied by Maxol Lubricants, it is produced to the highest standards and it really is AdBlue you can trust."



# Launching our brand NEW Smart Plus System



*Be smart in 2017*

Get your **NEW Smart System**  
from Maxol Lubricants for **FREE!**\*

Maxol Lubricants and GreenChem are delighted to launch the latest and smartest solution to storing and filling your AdBlue.

- FREE Smart System and installation
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- Fully integrated telemetry system
- Quality assured AdBlue
- Your complete AdBlue solution

Enquire now, call +353 (0) 1 806 0300

Maxol Lubricants Ltd., Unit D, Airport Business Campus, Santry, Dublin 9.

Images are for illustrative purposes only. \*Free supply and installation based on minimum annual order quantity and fleet size.



Lubricants

[www.maxol.ie](http://www.maxol.ie)

Maxol TheMaxolGroup TheMaxolGroup

# Volvo's Spectacular Live Test Featuring a Truck & a Paraglider

In Volvo Trucks' new Live Test - 'The Flying Passenger' - a paraglider and a Volvo FH recently embarked on a breath-taking journey.

**The performance of** Volvo Trucks' unique powertrain with I-Shift Dual Clutch was put to the test by connecting the paraglider to a Volvo FH in what was believed to be the world's first stunt of its kind to involve a truck and a paraglider. "Any truck driver knows how difficult it is to maintain cruising speed in hilly terrain. In order

to do that, you need an engine and gearbox that enable extraordinary driveability," explains Claes Nilsson, President of Volvo Trucks. "'The Flying Passenger' was a test that demonstrated both the outstanding performance and efficiency of our enhanced powertrain." The Volvo FH used in this Live Test was equipped with Volvo's unique powertrain, consisting of

the enhanced D13 Euro-6 engine and I-Shift automated Dual Clutch gearbox. The dual clutch technology provides power shift gear changes that ensure the truck loses no momentum while changing gears under tough conditions.

"Driving in high gears and securing seamless gear shifting is an important factor for fuel efficiency. The I-Shift Dual Clutch enables smooth driving while staying in high gears and low revs," says Staffan Wendeberg, Product Manager FH and Long haul.

The challenge was the latest instalment in Volvo Trucks' extraordinary Live Test series, where the truck's features and capabilities are put through extraordinary tests. Previous global successes include 'The Epic Split', 'Look Who's Driving' and 'The Hamster Stunt'.

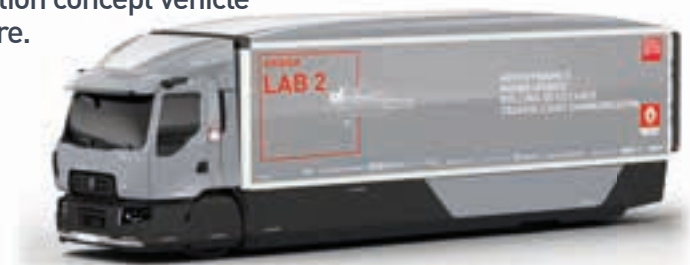
# Renault Trucks Premieres Its Urban Concept Vehicle

Renault Trucks has introduced Urban Lab 2 - its distribution concept vehicle - at this year's Pollutec at Lyon's Eurexpo exhibition centre.

**Developed with six** partners under the collaborative Efficient Distribution Truck (EDIT) project, the vehicle combines innovative technology in aerodynamics, hybridisation of the engine, tyres and vehicle-infrastructure communication to achieve potential fuel savings of up to 13%.

Whereas Optifuel Lab 1 and 2 were experimental vehicles dedicated

to Research and Development for Long Distance transport, Urban Lab 2, designed using a 19-tonne Renault Trucks D WIDE Euro-6, targets the urban and regional distribution sector. The vehicle features a range of technologies developed with six partners (Valeo, Lamberet, Michelin, BeNomad, INSA Lyon (LamCoS) and IFSTTAR (LICIT) and



was originally shown in model form at IAA 2014 in Hannover. The aim is to offer accessible

innovation by 2020, focusing on four key areas: aerodynamics, driveline, connectivity and tyres.





# Hyster's "Breakthrough" Electric Forklift

Hyster Company has previewed its forthcoming J8.0XN forklift truck, claiming it is the first time an 8 tonne electric truck can deliver 'near ICE performance'. Achieving 100% charge in just two hours, it has the endurance to support three shift operations.

**"The new electric** J8.0XN provides similar performance to the Hyster® LPG equivalent in most normal paper, timber and steel applications, giving businesses the option for zero emissions and quieter operations," says Phil Ireland, Senior Product Strategy Manager.

"It is an 8 tonne capacity forklift that will suit companies with large fleets and will be particularly interesting for timber firms that produce their own electricity," he says. "The truck combines Lithium ION with high voltage systems and superior motor technology."

The Li ION battery is large enough to ensure long endurance, giving a stable performance over a full shift before recharge. From flat, the battery can be fully charged in two hours and will sustain high endurance levels during its operational life.

The J8.0XN was previewed at the Hyster® HUB event held in Weeze, Germany in October where international press and VIPs witnessed a comparison between the J8.0XN and an equivalent ICE (internal combustion engine) truck.

"The new J8.0XN is faster to accelerate over the first 15 metres and lifts at the same speed as the Hyster® ICE model," he says. There is a top speed of 21.4km/h (unladen) and 18km/h

(laden) which Hyster claims is a full 4km/hr more than the nearest competitor, while noise levels at the operator's is just 73 dB(A).

The initial cost of the truck, battery and charger

is higher, but in the right applications, the overall cost of operation over the life of the truck is reported to be significantly less.



## "OUR LIGHTEST TRUCK IS ALSO OUR TOUGHEST."

"We get paid by the tonne, so payload is critical to our business. But so is durability – we don't get paid at all if they're off the road. We rely entirely on Scania to maintain our vehicles, and the consistency and quality of their staff and dealer responses are the best in the market."

Chris Cooling, Group Transport Manager  
Day Aggregates

**YOU  
SCANIA  
HAVE  
THE BEST**

# IVECO EUROCARGO: A DRIVER - AND CITY - FRIENDLY WORKHORSE

Not long after its launch in 2015, Iveco's new Eurocargo was voted International Truck of the Year, with the jury chairman declaring, "Iveco has delivered a new medium duty truck that, once again, raises the bar in a highly-competitive segment in which Eurocargo has set the market benchmark in the last 25 years."



## SPECIFICATION

**MODEL:** Iveco Eurocargo ML180E25P

**ENGINE:** 6.7-litre Euro 6 Tector 7

**MAX POWER:** 250hp@2500 rpm

**MAX TORQUE:** 850Nm@1250 – 2050 rpm

**GEARBOX:** ZF automated

**BODY:** JC Payne curtain side / DEL tail lift



**So, with that** in mind, writes Export & Freight's Garfield Harrison, we were delighted to get the chance to put an 18 tonne Eurocargo ML180E25p to the test on Northern Ireland's roads, picking up our truck at Iveco dealers NI Trucks at Mallusk.

Our test Eurocargo was fitted with a JC Payne curtain side with a DEL tuckaway tail lift, a perfect combination for intensive town and city distribution work. Fully loaded and powered by a 6.7-litre Euro 6 Tector 7 engine coupled with a ZF automated gearbox, we were soon out on the busy roads of County Antrim and beyond.

While the new Eurocargo looks a little different than its predecessor, the essentials remain the same. There have been noted improvements in safety and functionality, with the comfortable cab offering an excellent working environment for the hard pressed distribution driver; Iveco describes it as 'an office on the move,' and that's essentially what it is.

There are plenty of storage compartments – all within easy reach from the driver's seat - for paperwork and other items; there are even special compartments for cards and a hanging rail on the back wall of the cab, as well as two bottle holders and a 12v power socket, with space for a laptop or tablet, and two USB connectors for charging them. Oh yes, and a handy reading light.

The steering wheel

controls enable the driver to use the radio and phone in complete safety. The vehicle also features new, more ergonomic controls for the climate control, lights and automatic gearbox, while visibility from the driver's perspective cannot be faulted.

Needless to say, we felt very at home throughout our journey which took us through a number of congested town streets before returning to the even busier environment of Belfast. With its narrow cab width and excellent turning circle, the Eurocargo is ideal for this type of work. And getting in and out of the cab is also made easy, thanks to the low position of the steps, while the linear dashboard and the compact dimensions of the engine tunnel also make it easy to exit from either side of the cab.

### SAFE & SOUND

Short days and dark evenings of the winter months only add to the challenges that face distribution drivers, so we were happy to find plenty of safety features in our Eurocargo to protect both the driver and the load.

Eurocargo now comes with a steering wheel airbag. Active safety is also improved, due to new electronic devices installed as standard as part of the driver assistance system.

The Lane Departure Warning System warns the driver if the vehicle makes an unwanted departure from the lane. The camera mounted on the windscreen means the system can recognise the road markings and will sound an alarm if the vehicle changes lane without the driver signalling.

In addition to the Electronic Vehicle Stability Control, the Advanced Emergency Braking System helps to avoid accidents caused if the driver is distracted. The system measures the distance from the vehicle in front, and calculates the time of a potential collision; a double warning system is then triggered before the brakes are actuated.

In the event of a moving obstacle, the system intervenes automatically, reducing the speed to 32 km/h to avoid impact. In the case of a fixed obstacle, the system can prevent and moderate the impact by reducing the speed by 10 km/h.

Then there's Adaptive Cruise Control which adjusts the speed by maintaining the distance from the vehicle in front.

To do this, it uses the same AEBS radar (with a range of 120 metres) to intervene automatically, first by reducing torque, then by actuating the engine brake and, finally, the service brake.

To further improve driving safety and visibility, Eurocargo is equipped with LED Daytime Running Lights as standard.

### ENVIRO FRIENDLY

Incidentally, Eurocargo has adopted a single after-treatment device for exhaust gases: the HI-SCR system with passive DPF (exclusive to Iveco); it's an



innovative solution which reduces consumption, overheating and technical stoppages.

HI-SCR is a simple system, lightweight, efficient and environment-friendly because it works through fresh air intake rather than exhaust gas recirculation. This means that the combustion temperature remains high and the percentage of particulate is reduced, without the need for an active DPF.

This is significant because not only does it increase reliability, but also because it enables unrestricted access to sensitive places like tunnels, airports, ships and underground car parks, where the high temperatures caused by active regeneration pose a risk.

### VERDICT

Having spent a couple of hours behind the wheel of the Eurocargo, we returned to Mallusk feeling just as refreshed as when we began our journey, testament to the fact that this is a driver friendly truck in every sense.

It performs and handles as you would expect a truck of this calibre. It offers an excellent working environment and it is highly manoeuvrable, with superb visibility, essential when operating in busy and congested areas; a true workhorse.

Yes, we can see why Eurocargo has a dominant position on our roads. As Iveco proclaim, towns and cities love Eurocargo, and it loves them too!





# A Head for Heights

As I considered the subject for this edition’s column, the decision came to me with a bang. In a matter of 48 hours, we had three bridge strikes involving HGVs in Northern Ireland - one in Bangor and the other two involving the bridge known as ‘The Cut’ on Newry Street in Banbridge.

**The double incident** in Banbridge received significant local media interest, which is not the kind of publicity our industry needs or deserves.

The worrying trend here in Northern Ireland is that these incidents are not isolated - in fact, bridge strikes are actually on the increase. Over the last five years the number has risen significantly:

These figures are based on the financial year and it is particularly worrying that in the past financial year alone we have seen a 75% increase in bridge strikes.

2011-12	2012-13	2013-14	2014-15	2015-16
12	16	12	16	29

**So what are the penalties specific to Northern Ireland for goods vehicles that are involved in bridge strikes?**

This offence falls under ‘Contravention of traffic signs’, contrary to Article 50 of the Road Traffic (NI) Order 1995. The minimum police can give is a fixed penalty of £60 fine plus three penalty points. Thereafter, the maximum fine in court proceedings is a level 3 offence which is a fine of up to £1000.

A bridge strike can result in delays to train services and passengers. Once reported, Translink NI Railways engineers have to ensure that the bridge is safe for trains to operate over. If a line needs to close while structural repairs are carried out, bus substitutions are put in place at significant cost to the company and inconvenience to their passengers, so they will always pursue offenders. In 2015 Translink NI Railways prosecuted 36 individuals for incidents including trespass, failure to observe a warning system (flashing lights at level crossings) and bridge strikes, at a cost to offenders of £7,500.

In the Republic of Ireland, offences are more severe. The penalty for striking a bridge is a direct summons to court with a fine up to €5000 and/or 6 months in prison!

In addition to prosecution, when you consider the damage to the vehicle, damage to cargo, vehicle downtime, insurance

costs and company reputation, the total cost of a bridge strike can be vast and can cause long-term damage to a business.

**COMMON REASONS**

The most common reasons for HGV bridge strikes are drivers not being aware of the height of their trailer or load, unfamiliarity with rural routes that have low bridges and using a sat nav that does not take into consideration low bridges. All bridges with a clearance of less than 16ft 6in should be indicated with the ‘low bridge’ warning sign - if not, the issue should be reported to TransportNI and/or NI Railways. Alternatively, contact the Freight Transport Association and we will raise the matter with the relevant authority.

As a transport manager or driver, before your journey you must ensure you know the height of vehicle and load, display the vehicle height in the cab and plan routes to avoid height restricted bridges. While on the road, remember your vehicle height can change if you adjust the fifth wheel or unload or reload your trailer. Drivers should also be instructed to check the height of their vehicle and load is less than the dimension shown on signs approaching low bridges, if the vehicle height is higher than the dimensions on the sign then do not pass that sign as suitable diversions may be available before you reach the low bridge. If the vehicle

Thankfully a record is kept of all bridge strikes in Northern Ireland and we can easily find those bridges that are the most problematic. The top five bridges involved in these incidents are outlined below and are recorded since August 1998 and up to September 2016:

Antrim ub73	53
Lisburn ub282	43
Carrickfergus ub424	38
Derriaghy ub296	15
Coleraine ub189a	13

height is higher than the dimensions on the sign, drivers should seek a suitable diversion.

Another point of which drivers should to aware is when road diversions may be in place for maintenance, an accident or weather conditions. The driver must check if the signed alternative route is obstructed by any bridges lower than the vehicle before taking that route. With proper planning, using in-cab height indicators and only using sat nav systems which use low bridges as points of interest, a driver’s chances of being involved in a bridge strike will be dramatically reduced.

**FTA has compliance guides as well as in-cab height indicators and vehicle height measuring poles which are available from <http://www.shop.fta.co.uk/c-37-cab.aspx?ssc=234>**

Proper planning and preventative measures help operators avoid being involved in bridge strike incidents. This is what is needed to reduce future bridge strikes in Northern Ireland.





2017  
**Sustainable  
VILLAGE**

# SUSTAINABLE VILLAGE RETURNS TO EXTENDED BALMORAL SHOW

**Our Sustainable Village returns for the third year in succession to the Balmoral Show which has been extended to four days, so if you are interested in sustainability and the environment, it's the only place to be between May 10th and May 13th 2017.**

The Village, which is housed in a huge marquee, brings together the very best of what our industry has to offer; it's an innovative and informative walk-through showcase of all the very latest renewable technologies and energy efficiency products and services.

It's the place for exhibitors to meet new and established customers, and for visitors to find out how they and their businesses can become more energy efficient, environmentally friendly and sustainable.

As one exhibitor from the 2016 event commented: "We had some great feedback and experienced good visitor numbers to our stand. The organisation of the event was first class and we have been busy following up the many leads we gained over the three days. It was a very worthwhile exercise for us."

Added another: "It proved invaluable for us as a business. It enabled us to connect with existing customers and put a face to the name, whilst providing a base to build relationships with potential customers. Sustainable Ireland made the application process for the Village swift and straightforward and the team also maintained a presence throughout the three days to assist with any queries that may have arisen."

The Balmoral Show last year attracted 90,000 visitors, with the Sustainable Village being one of the highlights of the event, and 2017 promises to be even bigger and better.

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*"Many exhibitors are already making plans to return to the Village in the New Year, while others are hoping to make their first appearance. Space is limited, so we would urge anyone interested in taking part to book their place as soon as possible."*

**Golda Burrows**

Sustainable Ireland General Manager



2017  
**Sustainable  
VILLAGE**

For more information, call Golda or Mags on 028 9268 8888



[www.sustainableireland.co.uk](http://www.sustainableireland.co.uk)



## Had No Road User Levy

A Republic of Ireland driver was convicted at Armagh Magistrates' Court and fined a total of £1,200 plus a £30 offender levy.

**The conviction arose** when DVA Vehicle Examiners stopped and directed a 3 axle Volvo goods vehicle to the Department's weighbridge facility at Sprucefield.

A weight check of the vehicle revealed that it was overweight on its maximum authorised gross train weight by 2,270kgs (5.7%), overweight on its maximum gross

weight by 1,800kgs (10.3%) and overweight on the plated 2nd axle by 800kgs (6.9%).

Overloading causes damage to the road and bridge network through wear and tear, it may negate any insurance cover if the vehicle is involved in an accident and it contributes to unfair competition.

The vehicle was also found to have no Road User Levy in place. All non-UK HGVs with a

maximum design weight exceeding 12,000 kgs are required to pay an HGV levy or 'charge' for using the UK road network.

Levy amounts vary according to the vehicle's weight, axle configuration and levy duration. The aim of the levy is to ensure that these vehicles make a contribution to the wear and tear of the UK road network. The driver was interviewed and admitted driving under the operator's instructions.

## Tachograph Offences

A County Antrim operator was convicted at Ballymena Magistrates Court and fined a total of £3,000 plus a £15 offender levy.

**The conviction arose** when a Volvo 2+2 axle articulated Heavy Goods Vehicle was stopped at Larne harbour.

During an examination of the vehicle a download of the recording equipment installed in the vehicle was taken, revealing a list of warnings over a seven month period for driving without the proper driver card.

A request to produce additional drivers' hours information was issued to the operator with a total of 10 offences identified in respect of exceeding 9 or 10 hours daily driving and driving whilst failing to use the recording equipment.

The operator was invited to attend for interview but declined to appear.

## NEWS

# Goodyear Proactive Solutions enables real-time monitoring

The Goodyear Tyre & Rubber Company has launched a new pan-European business called Goodyear Proactive Solutions. It offers a suite of demonstrated Vehicle-To-Fleet operations management solutions featuring advanced telematics and predictive analytics technology.

**Using intelligent computer** algorithms, a wealth of data derived from Goodyear's extensive commercial tyre and service business, and clear, accurate reporting, the solutions allow fleet operators to precisely identify and resolve tyre-related and potential safety issues before they happen.

It enables fleets to monitor their vehicles and tyres in real time, affording them a competitive advantage whilst helping to increase their profitability and operate more sustainably

in a rapidly changing environment.

"We are witnessing a transformational shift that is reshaping commercial trucking. In a digital economy, consumers and businesses expect deliveries to be faster, cheaper and more flexible, and in response the industry is becoming increasingly connected and automated. Goodyear Proactive Solutions offers fleet managers a one-stop, user-friendly solution to help reduce their total cost of operations and improve the uptime, efficiency

and sustainability of their fleets," said Michel Rzonczef, Vice-President, Commercial Business, Goodyear Europe, Middle-East and Africa.

"Goodyear Proactive Solutions enhances our role as a key commercial fleet partner by combining the latest digital technologies and data services with our existing fleet support systems and industry-leading TruckForce service network, which serve the largest pool of commercial vehicles in Europe (more than 350,000 registered vehicles) through over 2,000 service partners across the continent. Our innovative solutions are fully compatible with all commercial truck tyres, allowing every fleet owner the opportunity to benefit from these new connected fleet management solutions," added André Weisz, Managing Director, Goodyear Proactive Solutions.

Goodyear Proactive Solutions is now available in the UK, Austria, Belgium, France, Germany, Italy, Luxembourg, Netherlands, Poland, Portugal, Spain, and Switzerland. Further additions to the portfolio of applications are in development for introduction in 2017.



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## Ingersoll Rand Celebrates Two-Year Anniversary

In the second year of its global Climate Commitment, Ingersoll Rand continues to significantly reduce the greenhouse gas (GHG) emissions of its products and operations, while also convening industry leaders to develop long-term solutions aimed at solving global climate challenges.

Since announcing the commitment in 2014, it has led to the avoidance of approximately 2 million metric tons of CO<sub>2</sub>e globally, which is the equivalent of avoiding annual CO<sub>2</sub> emissions from energy used in more than 270,000 homes or more than 2.1 billion pounds of coal burned. "Announcing our commitment to increase energy efficiency and reduce the GHG emissions related to our operations and products was a major milestone for Ingersoll Rand," said Paul Camuti, senior vice president of innovation and chief technology officer of Ingersoll Rand. "Our

progress to date proves we have the expertise to meet our targets while simultaneously providing innovative and sustainable products to our customers and helping them achieve their own sustainability goals."

As part of the Climate Commitment Ingersoll Rand launched EcoWise™, a portfolio of products designed to lower environmental impact with next generation, low-global warming potential refrigerants and high-efficiency operation. The company has introduced six products under the EcoWise label, including the Series R RTWD chiller in – launched

in November – used for commercial buildings and industrial applications.

Other successful commitment-led initiatives include the design and implementation of a proprietary tool to measure emissions reductions against GHG-related targets across its product portfolio and employee-led programs to identify facility upgrades and integrate sustainability modules within the product design process.



## Michelin Says Low Claim Rate Demonstrates Reliability

Michelin say it's accidental damage guarantee for its regional & construction tyre ranges is delivering on its promise of first class reliability and uptime for commercial vehicle fleets.

Michelin has received just 98 claims for damage in the six months from 1 May to 31 October 2016, of which 92 were accepted as valid – from more than 54,000 eligible tyres sold on the replacement market.

The accidental damage guarantee – believed to be unique amongst bus, coach and truck tyre manufacturers in UK and Irish markets – offers customers the ultimate protection against the financial costs of accidental damage, and reinforces the benefits of investing in premium tyres.

The guarantee promises to refund operators for any accidental damage suffered before a tyre is 50 per cent worn, provided it has been registered on the Michelin MyAccount web portal within one month of purchase. The refund payable is calculated against the remaining tread depth of the tyre.

Chris Smith, Head of Truck Marketing at Michelin, says: "The claim rate of less than 0.2 per cent is the ultimate proof that our tyres will deliver a long and reliable life in service. It demonstrates the confidence we have in our tyres, and gives fleets the reassurance that in the rare event of suffering accidental damage before a tyre is 50 per cent worn, their investment is protected."

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# SCANIA: TAKING ITS TRUCKS TO THE NEXT LEVEL

Ten years in development resulting in the biggest ever investment in the manufacturer's history and with more than 10 million kilometres of test driving carried out, what does Scania's new truck range deliver?

Export & Freight's Garfield Harrison has been finding out.





When the opportunity came up to join our Press colleagues for a day of driving impressions behind the wheel of several models in Scania's much heralded range of next generation trucks, we just couldn't turn it down. And what better place to be introduced to the new range than at the Bedford Autodrome. Designed from scratch by former F1 driver Jonathan Palmer, there is nowhere else in the world like the venue which has been purpose built for test driving, with four entirely distinct circuits and over five miles of track laid out across a 384 acre site.

That, of course, was only our starting point; the open roads of Bedfordshire beckoned as we climbed on board our Scania S series 580 6x2 Highline, the truck we placed the most focus on during the day, bearing in mind the specific needs and preferences of the majority of our Northern Ireland operators.

Before that, though, we took a good look around the exterior. While it remains distinctively a Scania, there have been some subtle refinements, with priority having been given to aspects relating to aerodynamics and, consequently, fuel consumption.

Every surface, at the front as well as along the sides and even below the vehicle, has been optimised for minimum drag.

Even components like wipers, rear-view mirrors and all the various lights have been designed with this in mind. Equipment like air deflectors and side skirts have also been carefully integrated into the overall design.

All of this had the aim of further reducing drag by about 2% which, of course, has a positive impact on fuel consumption; Scania tell us the new truck range will deliver a fuel saving of up to 5% on average compared to previous models.

## CAB COMFORTS

Our top of the range high roof S cab was certainly roomier than we had anticipated; indeed, there is a height difference of 16 cm which will, of course, be especially appreciated by those who both work and live in their vehicle. The biggest cab ever built by Scania, it has a completely flat floor, enabling the driver to stand up and easily move around; the bunk bed with its high quality mattress will clearly guarantee a good night's sleep.

The new cab also offers vastly improved visibility thanks to a larger glass surface area, a lower instrument panel, slimmer door panels and optimised A-pillars. Of course, the front and rear-view mirrors play a crucial role in this respect; the mirrors on the S

cab have a wide-angle function, and are electrically adjustable as well as heated, and they come with effective vibration damping. Slipping behind the wheel ready to pull away from the autodrome in our fully loaded 44 tonner, we immediately noticed just how much room there was for our knees and feet as we got ourselves into a comfortable position for the journey ahead; clearly, the cab has been designed around the driver - everything from chilled drinks to mobile phones are close to hand in easily accessible storage spaces.

And when it comes to the infotainment system, there are a number of options and functions to choose from. It basically boils down to two well-integrated systems with 5" or 7" screens. Integrated steering wheel controls are standard, as is voice activation via a hidden microphone in the roof.

## SUPERB PERFORMANCE

A joy to drive, we found the steering super responsive and accurate, and we loved the new shaped steering wheel. Gear changing virtually went unnoticed and the suspension gave us probably the smoothest ride we have ever experienced in a truck; it simply flattened out all the bumps during the journey, while the performance of the retarder virtually made the foot brake redundant!

The 13-litre engine packed terrific pulling power and ticked over as quiet as a mouse – and not being a professional, it was a surprise to learn that our driver performance came in at 100%. That's how driver friendly this new Scania is.

## SAFE & SOUND

Safety, clearly, was high on Scania's agenda when designing the new range. This is probably one of the safest trucks on the road.

We all know that the most serious types of accident for truck drivers are when the vehicle overturns during an evasive manoeuvre, when taking a bend too fast, or when the truck doesn't stop quickly enough, for example in a sudden traffic queue, so Scania has enhanced both active and the passive safety in the new truck range with a number of features to protect both those inside the cab and other road users. By introducing rollover side curtain airbags, for example, Scania estimates that the number of drivers killed in rollover accidents could potentially be reduced by 25%. That's good to know!

## SUSTAINABILITY

During our visit to Bedford, Scania also took the opportunity to highlight its



sustainability credentials, not least because many fleet operators are now focusing their attention on reducing CO2 emissions.

Development towards sustainable transportation is now being driven by a number of factors, with greater awareness of climate challenges being perhaps the single biggest driving force.

With that in mind, the initial launch phase of Scania's new truck range includes conventional diesel engines that comply with Euro 6, but with one important addition: they can all be run on HVO (Hydro-treated Vegetable Oil). Engines for alternative and/or renewable fuels will be introduced within the next year. Until then, Scania's entire range of powertrains for alternative fuels is available in the current generation of trucks, which are being manufactured simultaneously.

## VERDICT

Scania is planning for at least 40,000 customers and prospective customers to test drive the new vehicles; we have got there before them and our verdict is: they will not be disappointed!

At the outset, Scania declared they wanted to re-define the market's view of the term 'premium,' and they have certainly done that!



Garfield Harrison, Export & Freight





## DFDS 'Pink Trailer' carries campaign message to 'drive out breast cancer'

International freight forwarder and multi-modal specialist DFDS has selected a Krone trailer from its European fleet to play centre stage in a new initiative supporting breast cancer awareness.

In its striking pink livery, the Krone Profi Liner will be seen throughout the UK and Europe as it

is put to work on the road and rail over coming years and according to DFDS, the farther it travels the

more will be donated to the charity.

DFDS Logistics Asset Manager Louise Connor explains: "DFDS will donate €1 for every 10km the trailer is driven and we will also be doing some fundraising locally in Immingham as there are several colleagues who have been affected by breast cancer. The disease is often severe, with widespread side effects on entire families and we think that with a united effort, this is an area where we can help make the biggest difference."

Designed for both road and rail, the 'Huckepack' Profi Liner is one of over 1,000 trailers supplied by Krone to DFDS over the last year. Of the 3,200 trailers in their fleet, 2,082 carry the Krone badge - of which 1,850 are Profi Liners and the remainder is a mixture of Dry Liners, Cool Liners and Mega Liner curtainsiders.

The Pink Trailer, will not only be highly visible to general onlookers as it travels throughout Europe, but will also be closely monitored by DFDS using its on-board Krone telematics control system.

"As with all our Krone equipment," adds Louise, "the Pink Trailer curtainsider is fitted with a sophisticated yet easy to operate telematics package which enables our Immingham traffic office to monitor its movements in real time."

In addition to the actual miles covered whilst in service for each

customer, DFDS can identify the trailer's exact location, payload weight, maintenance and incident status, door openings and tyre pressures. All of which is automatically downloaded onto a dedicated online management system that can be accessed from the traffic office or remotely, using Krone's bespoke-designed mobile app.

"The Krone telematics system," says Louise, "improves the performance of our fleet through accurate and robust data. It enables us to drive efficiency across the DFDS Group with a simple, standardised approach. And naturally, we will be able to keep accurate tabs on every mile covered by the Pink Trailer for our ongoing fund-raising activity."

Commenting on the campaign, Krone's UK Sales Manager Jason Chipchase is upbeat about the work being undertaken between the two companies.

"This is all about teamwork. For several years we have worked closely together, ensuring that DFDS equipment is specified exactly to match their diverse transport needs. We are delighted that a Krone trailer has been selected to promote this breast cancer awareness campaign and confident that the Krone telematics system will prove to be invaluable both in tracking every fund-raising mile and for the wider benefit of the DFDS fleet."

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# Legislation Update: Calling Emission Control

Happy with the Euro 6 Emission Control? Then you're going to love Euro 7! What did the stricter Euro 6 emission controls mean for the export and freight industry in the medium to heavy-duty vehicle market and what does Euro 7 have in store? Kirstie Henry, from Kingspan Environmental, the AdBlue® storage specialists, looks at the market and explains what is in store for logistics operators.

**The European Commission** has pursued a path to reduce emissions across all industry sectors with haulage and logistics high on its agenda. Limiting the particulate matter that diesel engines emit has resulted in new vehicles being fitted with new emission reducing technology, such as Selective Catalytic Reduction (SCR) using AdBlue®, where as in older vehicles retrofitting with SCR technology, a combination of SCR and DPF (Diesel Particulate Filter) in one single system is proving to be effective. It is clear that SCR and AdBlue® is the technology of choice and is assisting the UK to meet its requirements to reduce NOx emissions for all diesel driven vehicles.

With the UK running the third largest vehicle fleet in Europe, behind France and Spain, are we fairing well in reducing our emissions? The medium to heavy duty commercial vehicle market contracted sharply during the economic down turn, affecting the numbers of new vehicle registrations across Europe, dropping by 41% between 2008 and 2009. This resulted in the number of vehicles that comply with the new changes in Euro 1 to Euro 6 emissions controls being lower than expected, with the down turn resulting in many European countries failing to renew their fleets at the predicted pace and thus not keeping track with the various regulatory changes.

New fleets will mean new technology, so what is in store and what upcoming legislation is on the horizon that operators will have to enforce. Applying to all vehicles registered in 2015 and onwards, Euro 6 imposed significant reductions in NOx emissions from diesel engines equating to a further 67% when compared to Euro 5, meaning significant changes for operators, haulage contractors and logistics specialists.

Under the new legislation, tailpipe emissions

such as nitrogen oxide (NOx), total hydrocarbon (THC), non-methane hydrocarbons (NMHC), carbon dioxide (CO2) and particulate matter (PM) have been significantly reduced, in some cases by more than 80% since the very first Euro emission targets were brought in, with a targeted approach under each new set of legislation.

For now it is clear that SCR technology and AdBlue® will be the technology of choice and will assist the UK in meeting its requirements, until diesel engine technology alone reduces NOx emissions. Now, under Euro 6 standards, LCVs weighing 1,305kg or less can emit no more than 0.080g/km of NOx, compared with 0.180g/km under the old Euro 5 rules, a cut of over 50%. For larger vehicles the Euro 6 NOx limits are 0.105g/km (vehicles between 1306kg and 1760kg) and 0.125g/km (up to 3,500kg).

## EURO 7?

With Euro 6 done and dusted, what is the next compliance the industry will have to abide by? Will that be Euro 7? If there is a Euro 7 it may introduce a new set of targets bringing with it a new generation of requirements for heavy-duty engines which may ultimately see the industry looking towards lighter vehicles.

If Euro 7 is a reality, it is expected to focus more on CO2 reduction, in addition, specifying further reductions in NOx to probably 50% of current Euro 6 regulations. Industry intelligence anticipates that major technical innovations from engine manufacturers will be key. One way of doing this may be through the use of VECTO – a vehicle energy consumption calculation tool, which contains data on the engine's CO2 output, in addition to calculating the vehicle's air drag and rolling resistance of the tyres. As things stand it looks as though VECTO will be introduced gradually from 2017/18 to 2022.



Kirstie Henry, from Kingspan Environmental

Whilst Euro-6 remains something of a movable feast with tighter onboard diagnostics thresholds for NOx and particulates progressively being introduced between now and 2017, if the European Commission concludes Euro-6 is proving unsuccessful in controlling emission reductions, then a new Euro-7 standard might be a greater possibility.

Whilst Euro 6 reduces CO2 emissions, helping to decrease the carbon footprint of companies with large fleets will help with taxation. Similarly, should the Government ever choose to move commercial vehicles onto the same CO2-based road tax system as cars, which has been proposed, operators would also benefit from running lower emitting vehicles.

## KINGSPAN ENVIRONMENTAL

For over 40 years Kingspan Titan has provided Energy Storage Solutions for the safe and absolute containment of expensive and harmful liquids including AdBlue, Diesel and Oil. As an established global market leader, Kingspan Titan pioneered the world's first environmentally responsible bunded tank and now offers a range of innovative steel and plastic storage solutions in capacities ranging from 200 to 100,000 litres with a diverse range of dispensing and management systems. These solutions are ideal for a wide variety of industrial, agricultural, road haulage, mining, manufacturing, and construction applications.





# £1m Fleet Investment by Knights of Old

The Knights of Old Group has embarked on a further phase of expansion with the addition of 34 new trailers from SDC, worth nearly £1million. This significant investment is vital to The Knights of Old Group where the continuous renewal of trailers has implications for road safety, worker safety and efficiency.

**Commented Paul Abbott**, Knights of Old Group Director: "We work very closely with our vehicle suppliers and the significant investment in new trailers is vital to our continuous renewal programme. SDC trailers are manufactured to exacting standards, with the entire process under their direct control, residual values are strengthened.

"At request of The Knights of Old Group, the trailers were fitted with the latest Load Hog restraint system, which assists safe and efficient load securing, in line with DVSA load securing guidelines."

The extensive SDC trailer order comprises: 22 4.2m tri-axle curtainsiders, four 4m box vans and eight 4.6m step frame curtainsiders. 21 of the new trailers are branded Knights of Old: 14 curtainsiders, four box vans and three step-frames.

The remaining 13 4.2m tri-axle curtainsiders trailers are distributed between Knights of Old Group companies and branded accordingly: two curtainsiders to Derbyshire-based Nelson Distribution, one curtainsiders to Northamptonshire-based Merlin Academy, two curtainsiders to East Sussex-based AE Parker and one curtainsider to AE Parker customer, World Of Books.



A further two 4.2m tri-axle curtainsiders and five step-frames branded with the recently launched Knights of Old Ireland Express, will serve the Irish market to the UK and Europe. The 4.6m step frame curtainsiders have a fixed  $\frac{3}{4}$  length second deck for increased capacity of goods and a sloping roof to maximise trailer aerodynamics and fuel economy.

Paul Bratton, Director at SDC Trailers, said: "I am delighted that Knights of Old have chosen

SDC Trailers for their latest order of 34 box van and curtainside trailers, which is testament to the quality of products and services we provide. SDC have been supplying trailers to Knights of Old for over six years and during this time we have developed an excellent understanding of their growing logistics operations. This close relationship allows us to work together to design and engineer a trailer that is best suited to their specific requirements, while also delivering a robust and highly durable product."

## Do you recognise this man?

### Perhaps not.

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

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

**Isn't it time you were recognised, too?**



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# DENNISON TRAILERS TIES DOWN PARTNERSHIP WITH J & F TRUCKS

Dennison Trailers, Naas, have formed a new partnership with J and F Trucks, Mallusk, in order to better serve Dennison Trailers customers across Northern Ireland.

**The two companies** will combine to offer the Dennison Trailers range directly from Mallusk with skeletal and platform trailers available immediately for viewing or sale.

Albert Mc Mullan of J and F explains: "Any of the Dennison Trailers product range will be available via J and F including Trombones, Curtainsiders, Skeletals and more."

Dennison Trailers have a growing customer base in Northern Ireland and were keen on making the product range more accessible.

George Dennison commented: "I have known J and F since their establishment in 1972 and they were looking for new products to compliment their existing range and we felt that they were ideal partners based on their service levels and location."

New product enhancements available in the Dennison Trailers range include the curtainsider which is available with full ENXL certification up to a height of 4.6 metres. This has become a major requirement in the industry recently as load restraint has become more and more important.

In addition to the curtainsider, Dennison Trailers also have ENXL certification on the headboards of their platform trailers with options available for extra tie down points if necessary.

Apart from general and container haulage, Dennison Trailers also have a number of trailers geared to the construction industry including the sliding tipper and straight-frame extendable trailers.

The insulated sliding tipper has proven very popular throughout Northern Ireland especially for tarmac contactors. The extra payload and the easy manoeuvrability highlighted as key features. A sliding tipper can carry up to 50% more payload than an 8 wheel rigid and can cut fuel consumption by 19%.

The straight frame extendable can be operated as a type approved trailer for general haulage or within special types up to 21.2metres long. The trailer has the unique feature of operating at



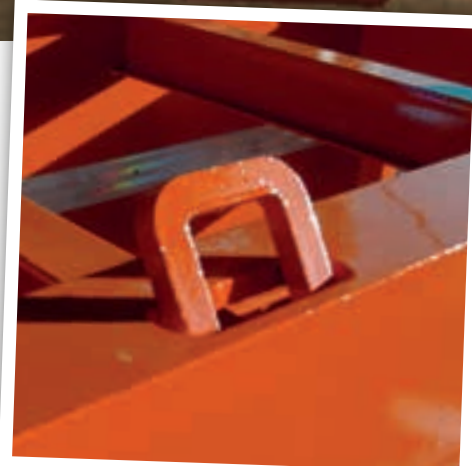
500mm interval openings so that it can be adjusted to suit the length of the load.

J and F can offer maintenance packages on any new trailer purchased as well as assisting with finance and rental options. J and F have full service and maintenance facilities at their premises in Mallusk.

For any requirements please contact Albert McMullan who will be delighted to assist.

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# EXPORT & FREIGHT

# GOLF MASTERS 2017

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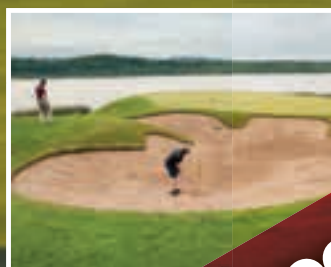
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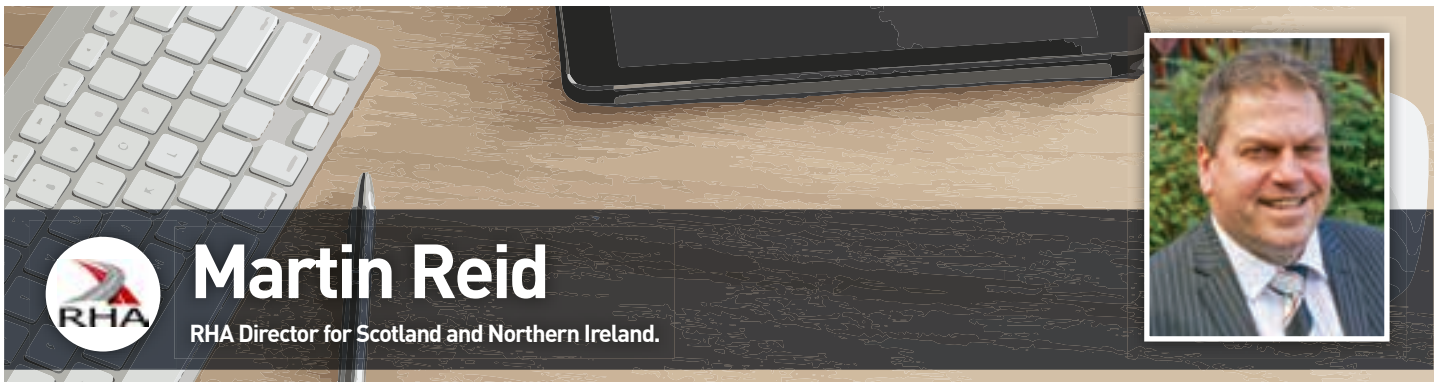
This event becomes more and more popular with each year and 2016 saw the addition of some non-golfing activities. A staple in the Transport and Logistics calendar don't miss out on the opportunity to sponsor, play golf, try your hand at some blind-fold off road driving and network with colleagues and customers at the magnificent Lough Erne Resort.



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# Putting the Case for Progressive Apprenticeships

The Department for Economy has put out an important consultation (Apprenticeship Levy consultation) related to how we develop a skilled workforce. It absolutely points in the right direction in proposing a framework for more investment in training through progressive apprenticeships.

**This is exactly** the sort of thing that we need in Northern Ireland if we are to build solid foundations for the productivity and competitiveness we need as an economy. We have just one, significant, change to propose.

Proposals are that apprenticeships should start at level three and be for at least two years.

We support the idea of level three and above – but we have one major amendment to put forward to the Belfast government: we need one-year, level two apprenticeships also.

Reasons for our position include fairness and pragmatism. To exclude level two would be to exclude the overwhelming majority of people in road haulage and logistics – a sector that is vital to the whole economy.

Let's look at what has been happening elsewhere in the industry. In England, an industry group, supported by the RHA, has designed one-year Trailblazer apprenticeships for lorry driving, traffic office staff and warehouse operatives. The HGV apprenticeship is especially important and attracts substantial government funding.

I declare an RHA interest here. The chairman of the logistics sector Trailblazer group, Colin Snape, has subsequently joined the RHA as deputy policy director. He was a highly innovative HR manager at Nagel Langdons, a large and well-respected logistics operator specialising in temperature-controlled distribution and it was during the development of the apprenticeship and dealing with government that he got to know the RHA. Colin is now taking on a key role in ensuring

the Trailblazer apprenticeship a success, by bringing its benefits alive to hauliers of all sizes in England – not just large fleets but small hauliers, right down to owner-drivers who may want to give a son or daughter a really good start in the business. (He is doing that in addition to his other Policy responsibilities, related to employment and business policy.)

To be clear, we are talking here about transformation in the way that employers in the industry recruit and train new recruits – and in some cases, existing drivers. This is no tinkering at the edges, or marginal adding of value.

## THE BENEFITS

What are the gains? For the employer, a greater stake in his employee, a more skilled individual, better able to drive his truck the right way in terms of economy and safety of himself and others, better able to deal with colleagues and customers and better acquainted the rules he has to follow.

For the individual driver, deeper and more thorough training, and the acquisition of skills well beyond the bare minimum needed to get a licence to drive; and the acquisition of transferrable skills that will be of long-term benefit to him, whether he stays in the industry or follows a career path elsewhere. Read the short guide to the lorry driver apprenticeship and these attributes are as clear as the Mourne Mountains on a fine spring morning.

For Northern Ireland's economy – stitch together what apprenticeships bring firms and

individuals and you have a more productive and competitive industry, operating more safely and with a workforce that is more adaptable.

## DRIVER CRISIS

There are more prosaic imperatives for apprenticeships. The industry has landed itself with a fast-impending driver crisis due to many years of under-investment in training. We have become heavily dependent on drivers from Eastern Europe who are already starting to drift home as sterling falls in value and their net earnings reduce. Post-Brexit, we are likely to be in an entirely new era in terms of recruitment from abroad.

Firms of all sizes are unlikely to invest in new driver training to the extent that is needed – and certainly are unlikely to make the same investment in quality, without an apprenticeship.

It gets worse. Without a level two lorry driver apprenticeship, larger haulage firms will end up paying the apprenticeship levy from April 2017 with no prospect of getting it back – unlike their competitors in England and elsewhere in the UK. And SME and smaller firms will be denied the funding they so desperately need.

The Department for Economy is definitely on the right track overall – but the road haulage industry wants to join them on the journey. That is the message I and my colleagues are putting forward on behalf of RHA members and the industry in Northern Ireland as a whole.



# IS YOUR DISTRIBUTION CENTRE HIDING COSTLY UNPRODUCTIVE TIME?



BY CHRIS HESLOP, SENIOR MARKETING MANAGER, HONEYWELL

Technology may be making waves in almost every industry to boost efficiency, but the modern-day distribution centre (DC) is still some way from achieving optimum productivity.

**In fact, according** to recent Honeywell research, the average amount of unproductive time has increased from 15 minutes to 22 per working day. Using order mispicks as a benchmark - and with companies reporting approximately 134 mispicks per week - these errors can cost a distribution centre an average of USD\$400,000 annually, a figure which may surprise even those in the industry.

Realising the costs associated with errors and unproductive time, more organisations are turning to their logistics and DC managers to fix these issues. And, in turn, these managers are looking to connected worker technology - hardware and software to optimize their workers' daily tasks - to increase speed and improve accuracy.

Having interviewed DC managers from across Europe and the US, we understand that the savings DC managers are expected to make is not an easy task. Nearly eight out of 10 (79%) managers have been tasked with finding cost savings from existing operations. Most of these managers must achieve an average of 19% in cost reductions in their operations. The size of this figure may seem a tall order for a DC, but more and more distribution executives are reporting directly into their CFOs and are being asked to help drive bottom line profitability.

## CAN TIME BE UNPRODUCTIVE?

The answer is yes. It can damage not only your DC's productivity, but also, the bottom line of the entire business. Unproductive time can take on many different forms in the

distribution environment, where both direct work (handling merchandise, picking orders) and indirect work (cleaning activity along with breaks) can all impact an operation's overall productivity levels. Even seemingly minute spans of unproductive time can add up to significant financial losses for businesses.

In the DC, unproductive time can also be traced to bad processes and methodologies. Performing a specific function repeatedly, but in an inefficient way, for example, can slow down a team and hamper productivity.

Worker-focused technology is one such area in which DC managers feel can make a big difference. When surveyed, 89% of managers believe that investment in new software and hardware would enable time savings and improve worker productivity. For instance, voice-directed solutions are helping operations pick more accurately, utilise hands-free options, improve employee focus, reduce the risk of injuries and save money.

## FOLLOWING THE PAPER TRAIL

In many cases, paper normally holds the key to unproductivity. It can be a logistical nightmare! It makes every task longer to record, and from a training standpoint, it's nearly impossible to print out all materials needed in multiple languages.

An employee who is continually shuffling through paperwork and stopping mid-task to manually record data can easily be distracted due to the natures of the tasks. For someone who is navigating an 8-hour shift in areas

where automation and forklifts are in use, the consequences of that distraction can be potentially dangerous and quite frankly annoying.

Furthermore, findings from Honeywell's latest report shows that when an operation moves from a paper-based DC management approach to an automated process, businesses can expect to see productivity improvements of up to 20%. Here is where technology could add an extra layer of accuracy to a workflow.

## CUSTOMER IS ALWAYS RIGHT

With e-commerce continuing to grow, customer-driven demand for speedier delivery with later order cut off times means the omnichannel distribution environment is becoming increasingly complex. The operations that aren't taking the time to optimise their DC workflow processes now could struggle.

As the sheer velocity of orders moving through the typical fulfilment centre continues to grow, operations will either have to add more space and workers. Or a business could optimise their workflows in a way that allows them to do more in the same amount of space and with the same number of employees.

If companies can't meet customer demands, they'll fall behind the curve and be overwhelmed by their competitors. This is why technology can hold the key.

For technology to have a positive impact on productivity, it must be married with structured processes. In other words, simply layering good technology on top of bad processes doesn't work. If, for example, you implement a new system but continue to rely on paper or poor methods, then you won't see the full benefits of the technology invested. If you take the time to implement the right tools and technologies for your DC, you will reap the benefits.





## Replace Mirrors with Camera Monitor System

Mirrors on HGVs can be bulky, dangerous to pedestrians when the vehicle is moving, easily broken and expensive to replace.

**Many operators now** favour camera monitor systems over certain mirrors for indirect vision. However an operator cannot simply replace a mirror with a camera system. European Directives 2003/97/EC and 2007/38/EC require that 'devices for indirect vision' are fitted to large goods vehicles over 3.5 tonnes to observe the traffic area adjacent to the vehicle which cannot be observed by direct vision. These can be conventional mirrors, camera-monitors or other devices able to present information about the indirect field of vision to the driver. These areas are Class V (blind spot area directly beside and below the passenger door) and Class VI (blind spot immediately in front of the vehicle). To replace mirrors with a camera monitor system and achieve the directives, R46 (UN ECE Regulation No 46) approved products must be used and comply with pre-defined installation

guidelines. An R46 approved camera monitor system can be used instead of conventional mirrors for the Class V and Class VI areas. Brigade Electronics say they have achieved R46 compliance for numerous camera monitor systems including the Backeye@360 Select system, all of which can be used in place of a conventional mirror for the Class V and Class VI areas. Designed to assist low speed manoeuvrability, Brigade's Backeye@360 system works by providing the driver with an all-round view of the vehicle in a single image on the in-cab monitor. The system simultaneously blends and stitches the live images from four ultra-wide cameras together to produce a single bird's-eye-view image, eliminating blind spots. Removing mirrors and installing a camera monitor system not only eliminates blind spots, improving safety for vulnerable road users, but also reduces costs from damaged mirrors and bodywork.

## Deighan Transport announced as first FORS Gold operator in Northern Ireland

FORS, the Fleet Operator Recognition Scheme, has a number of members in Northern Ireland, with Deighan Transport now the first to achieve Gold level accreditation.

**The highest level** of accreditation that FORS offers, Gold operator status encompasses not only the demonstration of best practice but continual improvement of operations.

Peter Morrow, FORS Manager – Northern Ireland said: "This is an exciting milestone for FORS in Northern Ireland, and we congratulate Deighan Transport on such a significant achievement."

Deighan Transport was established by Seamus Deighan in May 2000, and has since developed into one of Northern Ireland's leading air freight specialists, covering the United Kingdom, Ireland and mainland Europe.

Having been a member for over three years, the company has seen significant improvements since it gained Bronze accreditation, and has been encouraged to train its drivers using FORS recommended

training. The company currently has 6 tractor units and 11 trailers, and has improved its safety and efficiency using FORS guidance.

Seamus Deighan, owner of Deighan Transport, said of the achievement: "New customers have come on-board because they recognise the value of the FORS accreditation, and we know that as a Northern Ireland operator, we can travel around the UK and be at a nationwide

high standard. FORS is more than a route to compliance, it shows dedication to best practice."

FORS, designed to encourage safer, more efficient and more environmentally friendly fleet operations, has over 4000 members across the UK and Europe. It recently launched its FORS Standard v4.0, ensuring that the Standard remains up to date with legislation and continues to promote best practice.

## Michelin Expands X Line Energy Truck Tyre Range

Michelin has expanded its X Line Energy tyre range with the launch of six new fitments, which, according to the company 'enables more truck fleets to benefit from its most fuel-efficient truck tyre generation'.

**Designed primarily for** mega-volume trailers, car transporters and low height tractor units, the new additions are said to offer improved mileage, increased fuel efficiency and a lower rolling resistance compared to the previous generation of Michelin fuel-saving tyres in these sizes.

The launch sees Michelin X Line Energy multi-position tyres now available in 315/60 R 22.5, 295/60 R 22.5, and an all-new 355/50 R 22.5 size. Drive variants are offered in 315/60 R 22.5 and 295/60 R 22.5, while the trailer range has been expanded with 445/45 R 19.5 fitments. All new sizes are said to offer improved

mileage potential over their predecessors, with the 315/60 R 22.5 and 295/60 R 22.5 all-position tyres projected by Michelin to offer 30 per cent and 17 per cent improved mileage potential, respectively.

Michelin says the new fitments will offer a fuel saving of 1.25 litres per 100km during the tyres' first life – and up to 2.5 litres of fuel saved per 100km when the tyres are new.

Guy Heywood, Commercial Director UK and Republic of Ireland at Michelin, says: "With fuel prices rising steadily, fleets are placing renewed focus on ensuring their vehicles are operating as efficiently as possible. The expansion of

our X Line Energy range opens up a wealth of fuel-saving potential to more operators."

The new tyres' efficiency is highlighted by their fuel efficiency rating under EU tyre labelling legislation. The new 315/60 R 22.5 all-position and 295/60 R 22.5 all-position tyres improve from a 'C' to a 'B' rating versus their predecessor, whilst the 315/60 R 22.5 drive and 295/60 R 22.5 drive tyres have improved from 'D' to 'B'. The 445/45 R 19.5 trailer tyre has jumped from 'C' to 'A', whilst the all-new 355/50 R 22.5 all-position tyre has a 'B' rating.

The new tyres are available on both the original equipment and replacement markets.





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# STRATUM: TRANSFORMING TRANSPORT IN THE 21<sup>ST</sup> CENTURY

The right transport management software will help reduce your costs, but the wrong software will simply create more paper for you. That's the message from Stratum who provides innovative and technologically advanced operations and financial management software solutions to the logistics and international haulage sectors.

**Today, the Dublin** headquartered company is leading the way in helping operators achieve better fleet utilisation, less empty running, improved cash flow, better customer service and, vitally, increased profitability.

Users of Stratum's ever evolving software solutions across the UK and Ireland are experiencing just that, among them the well established and highly successful County Armagh based Hannon Transport, one of the very first companies to recognise the benefits when Stratum entered the marketplace with its unique software package.

The company, which operates a significant fleet of trucks and refrigerated trailers, specialises in the delivery of cut flowers, plants, fruit and vegetables, and meat and dairy produce across Ireland and Britain and into the Benelux countries.

"We simply couldn't imagine life now without Stratum," says Hannon Transport's Head of Operations Johnny Boyle. "When we first adopted the software some years back it was still in its infancy; as it evolved and developed, so did our business. Essentially, we have grown together."

"Indeed, we were the first groupage company to use the Stratum software, the functionality of which has grown around our specific requirements and since then we have established an excellent working relationship with the team at Stratum."

## RANGE OF BENEFITS

There is a wide range of elements to the software covering every aspect of fleet and driver management, and the benefits are many,



some of which we have already mentioned.

It replaces spreadsheets and paper based systems to provide time savings in administration and management. It offers all up-to-date information on one platform so that planners and managers can make better decisions, quicker. It reduces operating costs and it improves cash flow by generating sales invoices quicker. It is also indispensable when it comes to driver compliance issues.

"We use most functions offered by the software including the main transport management elements, as well as fleet maintenance and workshop scheduling, deliveries, invoicing and returns, real-time PoDs, and the in-cab system for driver communications, and walk around checks – it is integral and invaluable to our business, and has made

our operations that much more effective and efficient," says Johnny, who points out that the software is also user-friendly; you don't have to be computer literate to master it.

## VERSATILE & EFFECTIVE

Stratum's software can be effectively employed across the whole spectrum of the transport and logistics industry, and today it increasingly is - from temperature controlled haulage, chemicals and pharmaceuticals to specialist tanker operations, groupage and container haulage. And there is much more to come from Stratum.

Comments company founder and Chief Executive Officer Greg Kelly, whose background is in the financial services sector: "We are totally focused on margins, revenue and costs. The logistics industry is demanding and fast moving and more and more there is a pressing need for 'live' planning; businesses require 'real time' transactions, so we at Stratum have taken a very different approach from what has been traditionally available."

"For example, with Stratum, the customer, within seconds, is able to raise an order on an already 'saved' template on the system; they don't have to waste valuable time inputting fresh data when a new order is received."

The software is also exceptionally versatile, as Greg explains: "It is very intuitive and easy to use and, importantly, it can be configured to suit the needs of individual users. Take the case where individuals in a company need to view different aspects of the same data - with Stratum they can simply drag and drop on to the same screen whatever information they need to see, saving both time and effort."







Team members at Stratum.

Significantly, Stratum users have much in common. Adds Greg: "They have all seen phenomenal growth. Why is that? Because they can put the time saved by using Stratum to better use. They can handle more work without increasing staff numbers, and they can become more productive and more efficient."

Not surprisingly perhaps, Stratum continues to win over customers who were previously using other more established fleet management software solutions. "We may be a relative newcomer to the market, but we are taking a much more modern approach with our software which is designed with the ever changing and more demanding and complex needs of today's customer in mind," says Greg.

Stratum has also direct integrations with some of our leading ferry companies and is also integrated into around 25 of the top telemetry systems in the marketplace, bringing 'live'

telemetry data into the heart of its software.

## NEW DEVELOPMENTS

All of this hasn't been accomplished without the services of a highly experienced team of professionals who have contributed to making Stratum the leading company of its kind in Ireland.

"We are not a company that stands still. We have a lot of new developments in the pipeline – including the launch of a brand new, easy to navigate and use App platform - and we also expect to double our staff within the next two years as we continue to develop and expand our presence, particularly in the UK market where we see real potential for further growth."

## STRATUM AT-A-GLANCE

- Founded in 2008 by Greg Kelly and Brian Kelly, Stratum began life as a company developing software to manage "planning, scheduling and dispatch" for the transport sector and companies with fleets of vehicles.
- Stratum's initial R&D period allowed it to research and understand the "real" every day problems that plague so many companies with fleets of vehicles.
- Stratum began launching its products into the market in 2010 and it has achieved strong growth and an international presence, which is testament to the products strength.
- Stratum is now used by many leading companies and it is deployed across sites in Ireland, Northern Ireland, the UK, Holland and Poland.
- Stratum was identified by Enterprise Ireland as a high potential start up company and is receiving fast track support to grow the business into a market leader.

For more information, log on to [www.stratum.ie](http://www.stratum.ie)



# Team Renault Trucks Kickstart Transaid 'Cycle South Africa' Adventure

Team Renault Trucks – Nigel Butler (Commercial Director), Pete Murray (Network Truck and LCV Director) and Tony Owen (Transport Solutions Manager) – officially launched their campaign to 'Cycle South Africa', a challenging 300 mile cycle ride in March 2017 to support industry charity, Transaid.



Left-Right) Team Renault Trucks - Tony Owen (Transport Solutions Manager), Pete Murray (Network Truck and LCV Director) and Nigel Butler (Commercial Director).

**The launch event**, a turbo trainer challenge at Renault Trucks' UK headquarters in Warwick, was timed to coincide with the company's Cycle to Work day, supported by Evans Cycles.

Cheered on by crowds of employees, Nigel, Pete and Tony – all wearing official Team Renault Trucks cycling gear – set themselves a collective target of 100 miles in 90 minutes.

Although much of the team's training is on their own road bikes to build fitness and stamina, they will be riding Transaid's 'standard issue' mountain bikes in South Africa, which are more suited to the challenging on and off-road terrain.

Travelling from Western Cape to Cape Agulhas, the Southernmost point of South Africa, the team will face steep inclines and rapid descents in often blistering temperatures as they cycle on a route that takes them through a wide range of landscape including game reserves.

Working closely with the UK's Transport & Logistics industry, Transaid aims to reduce poverty and improve lives across Africa through creating better transport. Funds raised from the Cycle South Africa 2017 challenge will contribute towards the life-saving programmes that Transaid implements.

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# Renault Trucks Celebrates The 100th Anniversary Of Its Lyon Site

During 2016 Renault Trucks has been actively engaged in paying tribute to Marius Berliet and celebrating the history of the men and women who helped spread the French truck's reputation from their bases in Vénissieux and Saint-Priest on the outskirts of Lyon.

**Today the Lyon** site houses the nerve centre of Renault Trucks and is a key component of the industrial and global engineering facilities of the Volvo Group, which the Renault Trucks brand joined in 2001.

It hosts over 4,000 people work on a 180 hectare site straddling the municipalities of Vénissieux and Saint-Priest. The site is home to an engine assembly plant, a bridge and axle assembly plant, a swaging centre and a parts logistics centre.

In addition to Renault Trucks' headquarters and global management team, the Lyon site accommodates numerous tertiary activities, including a research facility with a staff of 1,300. It is mainly devoted to developing medium-duty trucks and their engines, as well as transport solutions for urban areas. A design studio boasts a team of international designer to whom we owe the design of Renault Trucks' new range of trucks launched in 2013 and whose flagship vehicle - the Renault Trucks T - was voted 'International Truck of the Year 2015'. The high point of the celebrations was an anniversary ceremony on November 10th 2016, which was attended by all Lyon employees, together with Martin Lundstedt (CEO of the Volvo Group) and Bruno Blin (CEO of Renault Trucks).



Renault Trucks is celebrating the 100th anniversary of its Lyon site in France.



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# **VITO TOURER: A CLASS LEADING, FUEL EFFICIENT PEOPLE CARRIER**





**Described as a van that doesn't just fulfil the tasks it's set but also acts as your business card and offers flexibility, safety, economic efficiency and quality. That's what Mercedes-Benz say about the new Vito Tourer, so when the opportunity presented itself to put it to the test, we jumped at the chance, as Van Ireland's David Stokes reports.**

**Courtesy of Mercedes-Benz Truck & Van (NI)** in Mallusk, we were given a few days to spend behind the wheel of a Vito Tourer 114BlueTec, so we managed to clock up quite a few miles on the roads across Northern Ireland.

According to the manufacturer, the Vito Tourer brings to the road "the ultimate in versatility, comfort and dependable Mercedes-Benz quality." We can't argue with that statement. It is an impressive people carrier ideal for a variety of applications.

A luxury, upmarket taxi operation immediately comes to mind, but the Vito Tourer is also well suited to act as a 'works' vehicle, transporting hard grafting crew in style and comfort from job to job, or even shuttling guests to and from business functions.

Its range of configurations offers spacious seating for two to nine passengers; our test model could easily fit in seven passengers, plus the driver, and while it was a lot bigger than your average top of the range saloon car, it performed just as admirably as such.

#### SMOOTH RIDE

With electromechanical power steering and a 6-speed manual transmission as standard, the Vito Tourer offers a smooth ride in both town and country, while the electrically adjustable, heated exterior mirrors make life more convenient for the driver - and heat-insulating windows all round and practical stowage spaces in the side wall panelling enhance the comfort of everyone in the passenger compartment. Even the gear stick is conveniently located so that it does not hinder free movement between seats up front.

Getting your passengers in and out of the Vito is easy, too, thanks to wide opening sliding doors on both sides and large expansive windows running the length of the van means back seat passengers won't feel claustrophobic.

Incidentally, the adaptable seating means that it can also be transformed into a 5-seater, 4-seater or 2-seater. This flexibility is the result of the seat mounts in the passenger compartment



with their quick-release attachment system. If you have bulky items to transport, the seat benches can be removed, transforming the passenger compartment into a spacious load compartment in next to no time.

#### SAFETY FIRST

As a driver, responsibility for passenger safety weighs heavily on one's shoulders, but there should be little concern in the Vito Tourer which bristles with pioneering safety systems such as Crosswind Assist, which helps prevent lateral drift from gusting crosswinds; Lane Keeping Assist that can help to avoid accidents resulting from the vehicle unintentionally leaving its lane; and Blind Spot Assist that helps prevent accidents when changing lane, for example, on motorways.

Mercedes-Benz, too, also sets a good example when it comes to protecting all of the vehicle occupants - with six airbags as standard, including window bags and thorax/pelvis side bags for the driver and co-driver. Then there's the LED Intelligent Light System which adapts the lights variably to the light, road and weather conditions.

The instrument panels are logically arranged and easily read and keep the driver fully informed of what is happening throughout the journey; while engine and road noise are kept to a minimum to further enhance driver and passenger comfort.

Smooth gear changing, responsive steering, excellent road holding and handling, and great all round visibility (further enhanced by large electrically adjustable and heated door mounted mirrors) combine to provide a really enjoyable on the road experience.

While we didn't put it through a fuel test, we can quite believe the BlueEFFICIENCY package that comes with the 144 BlueTec - powered by a 2.1 litre 136hp diesel engine - would deliver some pleasantly surprising figures. (Indeed, we are reliability informed that figures of around 43 mpg would not be out of the question, depending, of course, on some variables)

Thanks to its solid quality and improved ease of repair, the Vito Tourer has the edge when it comes to repair costs, too. And long service intervals of up to 24,000 miles reduce maintenance costs.



## First Northern Ireland operator awarded FTA Van Excellence

Henry Brothers (Magherafelt) Ltd has become the first organisation in Northern Ireland to receive Van Excellence Operator Accreditation from the Freight Transport Association. The company was presented with a certificate at its Magherafelt-based offices.

**Henry Brothers, which** operates around 60 vans, is a leading construction and civil engineering company currently celebrating its 40th year in business.

Plant Manager Colin Lumber said: "We are delighted to have achieved Van Excellence accreditation. The company recognises

occupational road risk and has invested in implementing policies and procedures that protect the company and improve the safety of employees. The Van Excellence accreditation demonstrates the company is operating a safe and compliant fleet to an industry best standard and we are

proud to be the first company in Northern Ireland to achieve this certificate."

The certificate was presented to Colin by Jayne Currie, FTA's Member & Contract Relations Manager - Northern Ireland, who said: "FTA is delighted to award Van Excellence Operator Accreditation to Henry Brothers, who have demonstrated a high level of operating standards and compliance management and are playing their part in improving the image of the van industry."

Van Excellence promotes high standards of van operation and driving by accrediting operators against an industry code of good practice. The scheme is aimed at raising compliance levels across the sector by setting high standards and sharing best practice, professionalising the industry and moving away from the traditional 'white van man' image.

## Eakin Bros Claudy, Isuzu NI Fleet Dealer of the Year 2016



Peter Eakin pictured with a display of 12 New Isuzu D-Max Extended Cabs, recently supplied to N.I. Water



Billy Smyth & Joel Eakin, both from Eakin Bros, are pictured here receiving their Isuzu Fleet Dealer of the Year Award from Paul Hegarty and Sean Dunne from Isuzu UK.

**Paul Hegarty, UK** Operations Director, commented "Eakin Bros Ltd have received this award in recognition of their outstanding contribution in this sector.

As a Fleet Centre they have committed to excellence in Sales and After-sales, and customer feedback indicates what an excellent job they have delivered"



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# FTA Transport Manager Conference Planned for March

The Freight Transport Association's popular Transport Manager Conference takes place on Wednesday 15 March at The Culloden Hotel, Cultra, starting off with an opening address by Minister for Infrastructure, Chris Hazzard MLA.

**Other speakers include** Jeremy Logan, Head of Roadside Enforcement at the Driver & Vehicle Agency (DVA), who will discuss current enforcement and future plans and developments.

Pat Delaney, the DVA's Director of Operations, will talk about commercial vehicle testing in Northern Ireland, including pass & fail statistics, the reasons for failures and regional variations in vehicle pass rates; advice to transport managers when putting vehicles in for testing; and plans for new test centres across Northern Ireland.

Inspector Rosie Leech from the Police Service of Northern Ireland (PSNI) will cover the subject of insecure loads, the use of mobile phones while driving, breakdowns on the strategic road network and new alcohol limits for vocational drivers. Other topics will include Brexit and avoiding incidents on the highway.

Places at Transport Manager cost £225 for FTA members and £265 for non-members.

For further information or to book a place call go to [www.fta.co.uk/events](http://www.fta.co.uk/events) or call the FTA Member Services on 03717 11 22 22.



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### Why attend?

- Hear the latest from the **Minister for Infrastructure** on key areas for 2017
- Understand the enforcement priorities from the **Driver and Vehicle Agency (DVA)**
- Discover how **Brexit** could affect your business
- **Network** with industry peers
- Gain **peace-of-mind** over topical matters affecting your operation

### Date, time and venue

Wednesday 15 March

9.30am - 4.05pm

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# DAILY 4X4 PROVES ITSELF AT MILLBROOK

The tough environment of the Millbrook Proving Ground in Bedfordshire provided the perfect opportunity to put Iveco's Daily 4x4 to the test, as Export & Freight's Phil Eaglestone discovered recently.





The sprawling 665-acre site includes more than 45 miles of on and off road test tracks with a range of challenging terrain and features. Even the weather played a part – at a chilly minus three degrees!

A couple of hours behind the wheel of the Daily 4x4 certainly proved to us that the Iveco was more than up for the challenge. Thanks to its 24 gears, outstanding climbing ability and special off-road features, you can take the Daily 4x4 across any terrain.

Available in 3.5 and 5.5 tonnes, the Daily 4x4, of course, competes in a small but very important market niche of working 4x4 vehicles. It is a market that has grown over the years reflecting the importance of the market segment; that of professional all wheel drive vehicles that are able to go anywhere and are expected to do so, typically with users such as utility companies and specialist applications.

As we discovered, it rides high off the ground giving us an excellent field of view, which is essential given that 'off road' often means no roads!

This really is a 'go anywhere' vehicle, and it does so in style. Indeed, the Daily 4x4 is immediately recognisable by the cab style, with a steel 3-piece front bumper in which are mounted the fog and dipped headlights. The fuel tank is also well protected and the rear under-run protection bar folds up.

No matter how rough and rugged the terrain, interior cab comforts help smooth out the bumps. From the new high-comfort seat the driver has, as we mentioned, complete front visibility, while the intuitive ergonomic position of all controls and switches, together with a more efficient climate control system (both manual and automatic), create the perfect working environment.

Other special features include an automatic door window drop by 12 mm to ease door closing, driver and passenger assistance handles to aid entrance to and egress from the cab. Differential lock switches and transfer box controls are mounted within easy reach of the driver as are the document and other storage facilities, while DIN slots are included for radio and tachograph, if required.

Standard seating comprises a single 3



position driver's seat and a dual passenger seat. Driver and the outer passenger seating positions are equipped with 3 point lap and diagonal seat belts with a 2 point lap seat belt for the central passenger position.

Off road it may be but environmentally sound it most certainly is. The Daily 4x4 is certified to the Euro IV emission levels and comes equipped with a Diesel Particulate Filter as part of its standard equipment. Thanks to the advanced common rail fuel injection system, continuous regeneration of the filter is ensured even when the engine isn't working particularly hard, such as stationary power take off conditions.

The 180 hp engine is coupled to the ZF 6S400 overdrive transmission and the remote mounted transfer box with a third differential to provide permanent four wheel drive under

all conditions, off and on road. Yes, as we came to appreciate during our time at Millbrook, when the going gets tough, the Daily 4x4 keeps moving no matter what - and the availability of an extensive range of bodies, combined with the extreme vehicle performance, make it the perfect partner for businesses required to work off the beaten track.

### SPECIFICATION

**MODEL:** Iveco 4x4 Chassis Cab

**TRANSMISSION:**

6-speed manual

**ENGINE:** 3-litre Euro 6

**MAX TORQUE:**

400Nm@1250-3000rpm

**BRAKES:** Disc (Front),  
Drum (Rear)

**SUSPENSION:**

Parabolic leaf springs





## Port of Cork opens new automated Gate Operating System

The Port of Cork Company has introduced a new €750,000 automated gate operating system for its Tivoli Container Terminal. The new system will help support terminal efficiency and modernise the container collection and delivery process at the busy marine terminal and it is the first of its kind to be introduced in Ireland.

**The Port have** implemented an integrated IT access management system that will improve transactions for hauliers at the terminal gate. The new gate operating system replaces the former gate-in and gate-out procedure, which operated for many years at the terminal, and is the culmination of a five year objective. Included in the process was a joint collaboration between the Port of Cork and Customs & Revenue to establish a customs

clearance verification system.

The new high-tech Gate Operating System will record important data for all deliveries and collections at the Terminal, including license plates, container details, container damages and security seal presence and utilises modern technologies and industry practices observed at terminals operating in mainland Europe.

In the event of any difficulty, the new Gate Operating System contains a problem resolution

area where any potential issues encountered by the haulier can be addressed prior to containers being delivered and/or collected. Only those trucks that have been processed correctly can enter the Container Terminal Gate and the Loading/Unloading area, which improves flow at the busy interface. The new Gate Check in Area is monitored by a central control station and can also assist hauliers as required.

Olan O'Keeffe, Terminal Operations

Manager, Port of Cork, says, "The introduction of the Gate Operating System at Tivoli will also contribute to the Port's plans to develop its new facility at Ringaskiddy. As part of that proposal the Port has committed to implementing a Traffic Mobility Management plan in Ringaskiddy, and a fully automated gate system and vehicle booking system will form an important part of that Plan. The new system at Tivoli will provide us with valuable hands on experience of what such a facility can contribute to traffic mobility."

The continued use of the Port's online portal ([portal.portofcork.ie](http://portal.portofcork.ie)) is recommended to hauliers to ensure containers are booked in, released and customs cleared, etc. Further developments are planned to improve information for transport operators through this portal, in order to communicate key information that will be required in relation to the availability of containers for customers.

## Irish Shipping volumes up 2%

According to the latest iShip Index published by the Irish Maritime Development Office (IMDO), shipping and port activity in the Republic of Ireland rose by 2% in the third quarter of 2016 when compared to the corresponding period of 2015.

**At 940**, the iShip index has registered its highest figure in any Q3 period since records began in 2007. The latest analysis indicates that four of the five principal freight segments grew in the third quarter of 2016.

Unitised traffic - which consists of Roll-on/Roll-off (Ro/Ro) and Lift-on/Lift-off (Lo/Lo) traffic - continued to rise steadily. Unitised traffic for this quarter grew by 6% when compared to Q3 2015.

The majority of Ro/Ro traffic moves between Ireland and Great Britain, meaning this freight

segment is a simple but reliable indicator of the level of trade between both economies.

The Ro/Ro freight sector saw volume growth of 5% in the third quarter. However, this is the fourth consecutive Q3 increase in this freight category since 2012.

As for Lo/Lo traffic, this has now seen three consecutive Q3 increases, the largest of which (6%) has come this quarter. Both Lo/Lo imports and exports performed strongly, rising by 5% and 7% respectively. Overall, Lo/Lo laden traffic in ROI increased 6% to 174,791 TEU.

When reviewing unitised traffic it is worth noting that both Lo/Lo and Ro/Ro freight move in an all-island setting. Therefore when Northern Irish ports are included, all-island Ro/Ro volume grew by 4% in Q3 2016, while all-island Lo/Lo traffic grew by 2%.

All island traffic in the Lo/Lo sector has grown 4% since January 2016, with imports rising 4% and exports 3% during that period.

The overall bulk traffic segment saw tonnage volumes decrease by 0.02%, excluding transshipments, when compared to the previous year. This was driven primarily by a 10% drop-off in liquid bulk as well as a 14% drop in coal. Break bulk, which largely consists of imports of construction and project related commodities, increased by 7%. There was a 3% rise in Dry Bulk traffic for Q3 2016 driven mainly by fertilizer. This reflects the reality that a high degree of fluctuation in traffic volume is typical in the Dry Bulk market when viewed on a quarterly basis.



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# Seatruck reports fastest growth on Irish Sea

Freight ferry company Seatruck is reporting growth of more than 18pc in 2016, consolidating its position as the fastest growing operator on the Irish Sea, as more hauliers switch to its services.



Alistair Eagles, Seatruck Chief Executive

**Seatruck chief executive** Alistair Eagles said freight levels are also up 30pc in November 2016 compared to November last year.

He further forecast winning even more business from hauliers switching ferry operators, following the opening of the new £125 million Bay Gateway relief road on October 31. The road by-passes the previous bottle neck of Lancaster, slashing journey time from the M6 to the Port of Heysham, where Seatruck is headquartered.

"The new Bay Gateway relief road is a game changer," he said. "It sends a massive message to the transport industry that the

Port of Heysham is now a hugely more competitive alternative to more remote ports like Holyhead and Cairnryan. Hauliers no longer have to wrestle with congestion around Lancaster and the Heysham peninsula.

"It is our firm belief that Seatruck will see more and more hauliers switching to take advantage of our freight only, driver free trailer model. We are seeing a real demand for this and believe that this is the future of Irish Sea freight – freeing up drivers and their time. We have listened to hauliers and the problems they are facing with a chronic shortage of HGV drivers. It makes increasing sense for hauliers to ship trailer only. Our operation offers hauliers the option of drivers dropping off their truck and then instead of being stuck on the ferry, going on to another job."

He added that Seatruck's Irish Sea tonnage growth this year is around three times the market level. The new growth figures are the latest chapter in Seatruck's success story. In the past decade Seatruck has grown its market share by more than 350 per cent. In October, in response to the opening of Bay Gateway, Seatruck added a larger vessel to its Heysham- Dublin route almost doubling capacity. The 105 units Clipper Point joined her

two sister vessels Clipper Pennant and Seatruck Panorama which already operate between Heysham and Warrenpoint in Northern Ireland. At the same time Seatruck added a fourth vessel to its busy Liverpool – Dublin service.

"A large percentage of haulage traffic transiting to Northern Island drives past the Bay Gateway on its way to Scotland on a journey from the North of England and the Midlands that can take more than three hours from Heysham alone," he said. "It really is much easier to use the Bay Gateway which takes you straight into Heysham, slashing fuel costs and mileage, saving on truck wear and tear as well as reducing the vehicle's carbon footprint. We believe this message will increasingly resonate with hauliers and their customers at a time when they are being urged to be as efficient, cost-effective and eco-friendly as possible."

The owner of Heysham Port, Peel Ports has also recently announced a further £10m investment in the facilities at Heysham including a new loading ramp which will be installed in 2017. This will further strengthen Heysham's position as a leading hub for Irish Sea freight. Further improvements in IT systems will make the process of delivering and collecting units from Heysham Port much easier for HGV drivers.

## IMDO announces two new appointments to key management positions

The Irish Maritime Development Office has made two new appointments to the organisation's management team in recent weeks. Dr Edel O'Connor joins the IMDO as Business Development Manager, and Kelli O'Malley joins as Marketing & Communications Manager.

**Edel holds a** doctorate in computer science from DCU and recently received a Diploma in Management from the Irish Management Institute.

Over the past number of years, Edel has led the strategic development

and implementation of the national marine technology programme and associated SmartOcean initiative. This programme has worked to 'marinise' Ireland's existing strengths across ICT and engineering to drive innovation in new areas of the blue economy.

In this role, Edel spearheaded a number of highly successful events promoting Ireland's digital ocean opportunity and enabling technology companies to drive new forms of innovation in marine using Ireland as a test-bed. Kelli joins the IMDO as Marketing &

Communications Manager, with responsibility for the planning and implementation of the IMDO's marketing and communications activities both in Ireland and abroad. Kelli has previously held similar roles with the Institute of Directors in Ireland, Chambers Ireland and various PR agencies

Commenting, Liam Lacey, Director, Irish Maritime Development Office, said: "The knowledge, experience and expertise that Edel and Kelli bring to the organisation further strengthens our position to provide top class support to national and international maritime businesses based in Ireland and those considering doing business here."

## Stena Line welcomes opening of M6 Link Road

The much anticipated £130m M6 Link Road in England has been officially opened. The scheme, which has been under construction since 2014, connects the Heysham peninsula directly to the M6, providing better access to Morecambe and industrial areas that include the Port of Heysham and the Heysham power stations.

**The new road,** soon to be known as the Bay Gateway, will make the area more appealing for businesses by reducing travel times and increasing connections to the regional and national road network. It will also reduce congestion and help people to get around the area as well as opening up new job opportunities. The main part of the Bay Gateway scheme involves constructing a 4.8km dual carriageway from the A589 between Morecambe and Lancaster to an upgraded junction 34 on

the M6, with additional measures to improve transport in the city, including a major new park and ride site at junction 34. Heysham Port, the third largest in the North West, is developing as a hub for services to Ireland. It is the supply base for major offshore gas fields and wind farms.

Richard Horswill, Stena Line's Head of Freight for the UK and Ireland, said: "The strategically important M6 Link Road scheme will provide fast access to and from the M6 to Heysham Port saving valuable time and fuel. With the

opening of the Bay Gateway, Heysham Port is now effectively 20 minutes closer to any destination on journeys via M6. The time saving could even be greater than a 30 minute saving during peak morning and evening rush hour traffics. "I have no doubt hauliers will see immediate benefits in transport planning and efficiency and at Stena Line we would like to congratulate all those involved in the planning and construction of this major improvement to the UK road network infrastructure."



# Dublin Port opens up Port Centre to the City with new Public Realm

Dublin Port has announced details of a new project to soften its boundaries to the City and provide public realm at Port Centre for the first time in 35 years.

**This is the** largest physical intervention by Dublin Port to reintegrate the Port with the City, as committed to in the company's Masterplan.

Recognising the potential for public realm and amenity at Port Centre through high quality architectural and landscaping design, the project will significantly soften and enliven the Port's boundaries with the City.

Enabling works to prepare the site at Port Centre have begun, with contracts having been signed with Wills Bros Civil Engineering to carry out the development.

The works involve removing a section of the existing old boundary wall to create new pedestrian entry points at Alexandra Road and East Wall Road, identifiable by tall russet coloured structures made from Cor-ten steel, the same material that is used in shipping containers.

The entrances will open out into a new public plaza north of Port



Pictured at Port Centre are Eamonn O'Reilly, Dublin Port Chief Executive and Jim Kelleher, Dublin Port Project Manager with Charles Wills, Managing Director of Wills Bros Ltd Civil Engineering Contractors.

Centre, the building designed by Scott Tallon Walker and opened in 1981. At the entrance to the building, a refurbished podium will feature a new sculptural sphere inspired by the spherical-shaped time ball that dropped daily on the top of the Ballast Office at O'Connell Bridge to signal

Greenwich Mean Time to passing ships. Made from stainless steel, its surface will mirror the surroundings of Port Centre and provide a new focal point at the precinct. From the podium, visitors will also be able to observe the Port's operations from a safe distance, as intended by the original architects.

Moving south of Port Centre, visitors will discover a landscaped maritime garden with distributed seating, accessible from a new footbridge will connect relocated car park facilities. NCAD graduate and upcoming Irish artist Eimear Murphy's new sculpture 'The Drop' will feature in the garden.

Marking the future entry point to the port will be an historic ten-ton Stothert & Pitt crane, formerly known as Crane 292 dating from 1968 and in use at the port up until the late 1990s. Reassembled and illuminated at the corner of East Wall Road, the 35 metre high structure will be taller than Port Centre when installed and is intended to become a new landmark at the port-city interface.

James Kelleher, the Project Manager for Dublin Port Company, said: "Port-city integration is a major strategic objective for Dublin Port and at the heart of our growing programme of arts, industrial heritage, sports, community and educational initiatives. As Port Centre physically changes for the first time in 35 years, we hope to move another step closer towards re-establishing the links with the City that existed so strongly centuries ago. Here's to a new chapter for Port Centre and its place within the City."

# Stena Line celebrates five successful years on Belfast to Cairnryan crossing

Stena Line has celebrated the fifth anniversary of its Belfast – Cairnryan service.

**The new service** opened in 2011 and was part of an £80m investment by Stena Line which saw a new 27-acre state-of-the-art Loch Ryan Port being built at Cairnryan in Scotland and the introduction of two Superfast ships, the largest ferries ever to sail between Northern Ireland and Scotland.

Since the opening crossing at 07.30 hrs on the 21st November 2011, Stena Line has delivered some impressive performance figures including total carryings to date of 5m passengers, 1.3m cars and coaches and almost 900 000 freight units.

A total of 20 450 trips have been made over the last five years during which time Stena Line has delivered an impressive sailing reliability statistic of 99% of crossings leaving on or ahead of schedule.

Paul Grant, Stena Line's Trade Director (Irish Sea North) commented: "Five years ago, we committed a significant investment to enhance ferry services between Northern Ireland and Scotland and I'm delighted to say that our support and vision for this route have been rewarded by year on year increases in our



Stena Line's Cpt Alistair McCartie and Onboard Sales and Service Manager Stephen Bryden celebrate five years of Stena Line's Belfast – Cairnryan ferry service.

passenger, car and freight volumes. Since 2011 we have effectively doubled our freight volumes on the service and that coupled with a 19% increase in car traffic and 18% increase in passenger volumes make for a very successful first five years of service."

He added: "With innovations such as Stena Plus

and Pure Nordic Spa providing the only onboard sauna, Jacuzzi and beauty treatment combination on the Irish Sea, we have taken service levels to a new high on the Irish Sea over the last five years and we will continue to enhance our customer experience in 2017 with our forthcoming comprehensive fleet refit programme."



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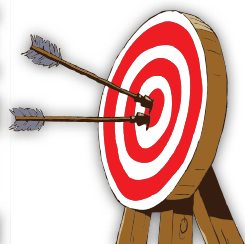
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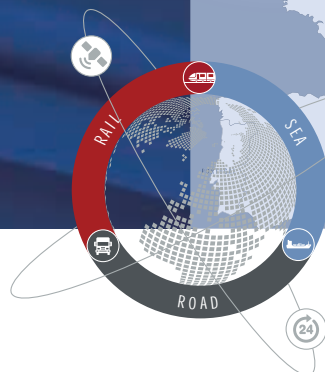


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