

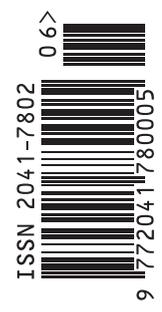
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* The TÜV Rheinland, an independent certification body has certified a 10.9% reduction in the fuel consumption of a Renault Trucks T Optifuel vehicle compared with a standard vehicle. The two vehicles compared were 2 Renault Trucks T 4x2 tractors, Renault Trucks T Optifuel and Renault Trucks T standard, both fitted with a 430 hp Euro 6 DTI 11 engine with the same drive axle ratio (2.64). The 2 vehicles each had a 32 t load. The test was carried out over a 200 km route, typical of long-distance inter-regional operations. Both drivers benefited from Optifuel Training in economic driving.



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SEP-OCT 2016

COVER STORY

the NEXT GENERATION SCANIA
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COMMENT

As summer (what summer?) stumbles into autumn, the transport industry continues to face challenges on quite a few fronts; on others, it is experiencing some remarkable successes. It's always been that way, though, and somehow it all turns out well in the end. Or will it? Today we are living in uncertain times.

The migrant crisis at Calais slipped from the headlines for a while, but it's back, and even uglier still, with the situation having escalated to unprecedented levels of violence and intimidation to the point, says the RHA, where the safety of UK-bound drivers and the UK economy is at grave risk. Surely something has to be done and soon!

Brexit, of course, remains very much in the headlines, with the long term implications still unfolding. We have been hearing from Fred Osborn, National Chairman of the British International Freight Association, and Chris Southworth, Secretary General of the International Chamber of Commerce UK, to find out more. Their take on it makes for vital reading.

As the Freight Transport Association says, one of the biggest issues for operators in Northern Ireland is the border and how any enforcement will be carried out. The other big issue for vehicle operators, importers and exporters in Northern Ireland revolves around what will happen to the UK's custom tariffs and trade procedures for the new trade deals, including the one with the EU Single Market. Make sure you read Seamus Leheny's column in this issue.

Another concern that hasn't gone away is that of driver and logistics skills shortages. Funding is being made available in England to bring more apprentices into the industry, but not Northern Ireland or Scotland, so we have to ask why? Again, Martin Reid's regular column makes interesting reading.

Changing gear, our test drivers have been busy in recent weeks and we have reports from behind the wheels of the new Iveco Stralis, the Volvo FH, the DAF XF and LDV's V80 van. We also have a preview of what to expect at the forthcoming IAA show in Germany - and the latest from the world of shipping.

Well, that's it for now - but remember, you can keep up to date with what's happening across our industry 24/7 by logging on to our website at www.exportandfreight.com but you may have to be patient, as it is currently being revamped!

Helen Beggs, Editor-in-Chief/Publisher
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Compensation Sought After Truck Price Fixing Fines

The Road Haulage Association has vowed to help operators pursue a case for compensation from truck manufacturers who have been identified as being involved in a coordinated price fixing cartel.

Four major truck manufacturers have been fined by the European Commission a total of £2.44 billion for fixing the price of medium and heavy trucks between 1997 and 2011.

RHA chief executive Richard Burnett said: "As the representative body with sole responsibility for UK road freight operators, we consider ourselves duty-bound to acknowledge and act upon our members' wishes. They have made it clear that they feel aggrieved at the news of a truck pricing cartel and are looking to us to represent them."

And RHA National Chairman Jim French commented: "This is a serious issue for the haulage industry. The road transport sector works to extremely

tight margins and the truck itself is the largest capital investment our members make. Therefore they are looking for compensation from the manufacturers.

"The process for such a large number of interested parties is complex but we have been in discussions with our legal advisors so that we can progress the matter further."

However, he added: "We are keen to maintain the amicable and close working relationship we have always enjoyed with the truck manufacturers, as they have with their customers. We would seek to act in a way which resolves the interests of our members as swiftly and as appropriately as possible."

HGV market continues to grow

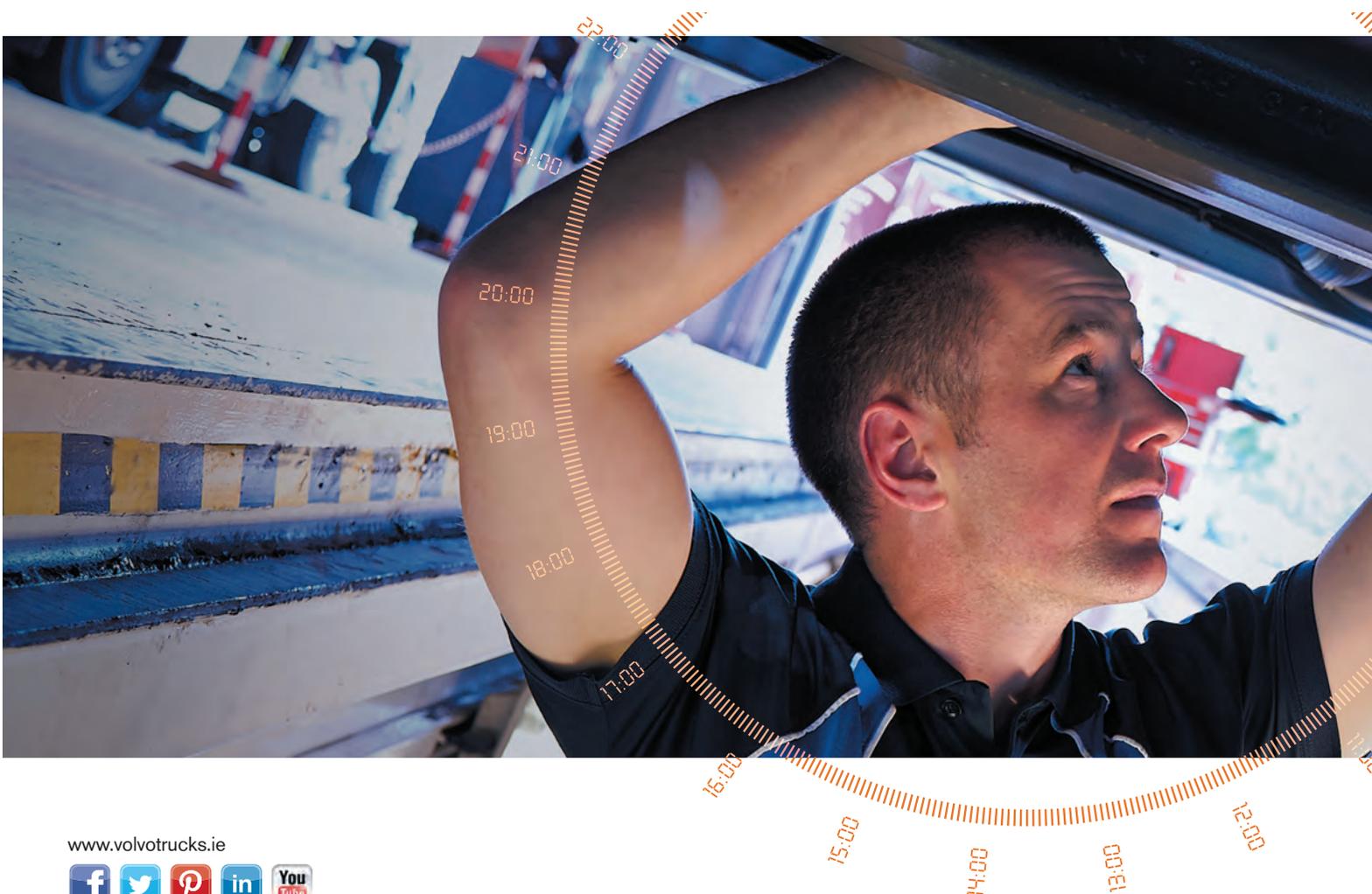
The heavy goods vehicle market achieved steady growth in the second quarter of 2016 – up 7.6%, with more than 11,000 new vehicles registered, according to figures released by the Society of Motor Manufacturers and Traders.

The performance marks the fifth quarter of consecutive growth for the sector, boosting year-to-date registrations by 12.9% to 21,434 – the highest volume for the period since 2008.

Continuing a trend set in Q1, rigids drove growth for the second quarter, with registrations of vehicles in the 6-16T segment and those weighing in at more than 16T experiencing significant growth, up 25.5% and 20.5% respectively. The rise offset

declining demand for 3-axle artics – down 11.4% – while tractor units were the most popular body type, accounting for 39% of the HGVs that hit British roads in Q2.

Mike Hawes, SMMT Chief Executive, said, "It's encouraging to see HGV operators continuing to invest following the growth seen last year – the result of pent-up demand created by regulatory upheaval in 2014. We're now seeing fleet renewal patterns return to normal and all the signs point towards further growth, albeit at a steadier rate. Maintaining business confidence must now be a priority to ensure this crucial sector's ongoing success."



Goodyear FleetOnlineSolutions Vehicle Numbers Head for Milestone

The number of commercial vehicles serviced using Goodyear's FleetOnlineSolutions (FOS) internet-based tyre management program is about to hit 350,000 a 75% increase in just three years and a new milestone.

This remarkable increase is testament to the value European fleet operators place on FOS, which helps to reduce Total Cost of Ownership thanks to less paperwork and reduced administration, supported by Goodyear's premium products and the pan European TruckForce service provider network. "The growth in the popularity of FleetOnlineSolutions continues

among European fleet operators, more and more of whom are discovering the importance and value of this comprehensive program. It is the second string to our bow; our premium truck tyres reduce costs thanks to their fuel efficiency and long life, and FleetOnlineSolutions together with our pan European TruckForce service network ensures fast, cost effective, quality service,"

said Waldek Jarosz, Director Fleet Solutions Truck at Goodyear Europe, Middle East and Africa. "Our FleetFirst services and solutions, of which FleetOnlineSolutions is a part, provide a complete package for commercial vehicle operators, not only saving them money but also giving peace of mind and reduced administration resulting in lower Total Cost of Ownership

and higher profitability." The advantages for fleet operators that FOS offers include reduced administration and paperwork, central billing and a central point of contact for all truck tyre-related matters and invoicing. Pricing conditions and guarantees of payment to tyre exchanges can also be included.

Briggs forges new contract with specialist metal manufacturer

Briggs Equipment is helping the UK's largest specialist manufacturer of zinc alloys to improve its environmental performance by switching its materials handling fleet from diesel to electric.

The Brock Metal Company has taken delivery of three Hyster J-series counterbalanced electric forklift trucks. Briggs has supplied the machines on a

five-year rental contract incorporating full servicing and maintenance support from its national engineering team.

Neil Yates, Operations Manager at The Brock

Metal Company, said: "Briggs Equipment has provided us with a complete package that suits us perfectly. The upshot is that we have downsized our fleet without compromising on our handling capabilities, and this instils confidence as we focus on helping our customers to optimise product design and minimise costs."

The Brock Metal Company will use its new high capacity machines to unload 3,500 tonnes zinc ingots from the production line and transfer them to lorries for subsequent overland transport to customers located throughout Europe. One of the forklifts will be used as a dedicated warehouse truck.

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Truckers to get on their bikes for Road Safety: Members of the Newry and Mourne Road Safety Committee are joined by riders from the Armagh Down Cycling club and staff from Surefreight to launch an innovative road safety event which will come to Newry in September.

Newry Truckers to get on their bikes for road safety

An innovative course for truck drivers which gets them on bicycles to increase road safety awareness is coming to Newry in September thanks to the work of the Newry & Mourne Road Safety Committee.

As the popularity of cycling soars more bicycles have taken to our roads throughout the year. However cyclists are one of the most vulnerable road user groups and there are obvious dangers when bikes share the road with Lorries. The "Safe Urban Ddriving course" has been successfully held in Belfast over recent

years by the Freight Transport Association in partnership with Sustrans and the Public Health Agency. This is the first time it will be made available to HGV drivers in Newry. The Newry & Mourne Road Safety Committee has been established to highlight road safety awareness in the local area. They plan to run a series of events and programmes

each year. These will focus on vulnerable road users and major road safety issues. The one day (7 hours) CPC accredited course involves practical and theory elements. Half of the day involves theory training in a classroom with an FTA trainer with the other half of the day involving drivers getting on bikes to gain a cyclists perspective of riding on and sharing busy urban roads with commercial vehicles alongside two Sustrans trainers. The course will take place on Wednesday 28th September. The price is £70 plus VAT (there is an additional charge of £8.75 for DCPC upload to DVA if required per delegate). The price includes tuition, materials, refreshments, bike hire, helmet and Hi-Viz jacket To request more information or to obtain a booking form, please contact Tony McKeown on 07825 140160 or email info@newryandmourneroadsafetycommittee.org.uk

Senior Team Changes at Wrightbus to Drive Business Growth

Wrightbus has announced changes to its senior management team structure in response to vehicle population increase and the expansion and evolution of the business.

Damian McGarry, who most recently has led Wrightbus International, will take over the helm of the Customcare after-sales division. Ian Downie will consequently relinquish responsibility for Customcare, and will focus on sales and marketing for Wrightbus in the United Kingdom and Europe. Mark Nodder OBE, Chairman and CEO for the Wrights Group, said: "With the increase in the vehicle population of both our bodied and complete buses, we felt the time was right to further focus on our Customcare operations. The appointment of Damian to lead this division will give Ian Downie the time and space to expand our market share in the UK and Europe." Ian Downie said: "I've thoroughly enjoyed my first two years at Wrightbus and am looking forward to the challenge of further developing the sales side for the company both here and in Europe." Damian McGarry added: "I am also looking forward to picking up the mantle at Customcare, which underpins the Wrightbus promise of quality and service. My aim is to take Customcare to the next level, where we surpass the expectations of our customers."



Ian Downie



Damian McGarry

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Volvo Trucks' Enhanced Powertrain Improves Performance



With the latest generation of Euro-6 engines and the integrated intelligent Volvo I-Shift transmission, Volvo Trucks is taking yet another step on the path to efficient transportation.

“Combining good driveability with fuel-efficiency is a far greater achievement than just focusing on driveability or fuel-efficiency,” says Claes Nilsson, President and CEO of Volvo Trucks.

“Volvo Trucks decided early on to succeed in both arenas. That’s why we are in command of the whole development and production process of the entire powertrain ourselves. In this way we can ensure optimal integration and communication between engine and transmission,

and continuously fine-tune both hardware and software to achieve the best possible balance between good driveability and low fuel consumption.”

The integrated powertrain consists of an enhanced Euro-6 engine and Volvo’s unique I-Shift. The engine is a perfect example of how several small advances together can result in a big improvement. The two most significant updates are increased compression ratio on the D13 420 and 460 hp versions, and a new optimised

turbocharger on the 500 and 540 hp variants of the D13 engine.

Just how much fuel the latest improvements can save depends on the truck’s specification and application area. For a Volvo FH on long haul operations, fuel consumption can be reduced by up to 3 per cent. For heavy haulage, such as timber, the saving may be even higher if the engine is combined with Volvo Trucks’ recently-introduced I-Shift with crawler gears and Tandem Axle Lift, the unique driven liftable rear axle.

Iveco Appoint New Brand Marketing and Communications Manager

Lisa Fuller has been promoted to Brand Marketing and Communications Manager at Iveco, building on a 30 year career with the company. She takes over responsibility for the department from Nigel Emms, Director Brand and Communication, who is retiring after 27 years in the role.

Lisa joined the department in 2000 as Communications Co-Ordinator, before being appointed Press Relations & Events Manager in July 2012. She previously worked in Human Resources, taking her first position at Iveco Ford Truck’s Watford head office in 1986.

In her new role, she will work closely with the Truck Business Line and Light Business Line to support Iveco’s full range offering in the UK and Republic of Ireland, bringing extensive experience of the company, its product range and its dealer network. Her role includes responsibility for advertising, exhibitions, events, product launches and public relations. She will be based at Iveco’s

new UK headquarters in Basildon, Essex.

Comments Lisa: “I’m really looking forward to the opportunities ahead. We’ve had an incredibly busy first half of the year with the launch of two new products into the market, and on the back of our biggest ever CV Show commitment. Our focus is now shifting to the roll-out of the next generation Stralis XP – arguably one of the most exciting heavy trucks being launched this year.”

Nigel Emms leaves Iveco after a distinguished career leading a department responsible for public relations and events. Prior to joining Iveco in 1990, he held a number of senior positions in the commercial vehicle industry.

Close Brothers increases financial support in Ireland

Close Brothers

Commercial Finance, part of Close Brothers Group plc, has appointed four new Sales Directors and an Area Manager to provide asset finance solutions to the SME sector in the Leinster and Munster regions.

These new positions, reporting into Regional Sales Directors Gavin Smith and Robert Keane, boost the existing asset finance team which now comprises 15 Sales Directors supporting businesses across Ireland.

Pat Buckley (Sales Director), Matthew Dolan (Sales Director), Kenneth Havelin (Sales Director), Anthony Aylward (Sales Director) and Darren Robinson (Area Manager) bring a wealth of experience to Close Brothers from a wide range of industries, including motor and commercial vehicles, farming, technology and engineering. It is this extensive understanding of businesses in Ireland that will enable them to work with SMEs to create uniquely structured, bespoke finance packages.

Adrian Madden, Head of Sales at Close Brothers Commercial Finance said, “I am thrilled to welcome the lads to the Close Brothers team. Businesses in the Leinster and Munster regions will benefit hugely as we have strengthened our team. I am excited to see the difference that they will make in helping firms to invest in the future.

“We are experiencing ever-increasing demand for funding while our own research indicates that almost 60% of all Irish firms plan to invest at least €25,000 in their business over the next 12 months.

“According to the Close Brothers Business Barometer, almost a quarter (23%) of all Irish SMEs expect their business to expand in the next 12 months. At Close Brothers, we continue to demonstrate our commitment to local businesses - and their growth plans - through our award-winning alternative finance solutions.”

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Why Industry Needs an 'Uber of Trucking'

The FTA's 2016 Logistics Report revealed that over 30% of HGVs on UK roads are running empty. This has raised much concern in the industry as empty running, also known as dead mileage, has a major impact on costs for haulage operators, as Richard Newbold, founder of Returnloads.net explains.

If a haulage operator doesn't have a return load planned or a way to find one when taking on a job they may be forced to increase the price for delivery to cover the cost of returning. This has an impact across the whole supply chain and can result in consumers having to pay more for their goods as the cost is passed on. The picture is worsened when we consider that 22% of all UK surface transport emissions are produced solely by HGVs. The result of nearly a third of HGVs driving empty? More emissions damaging the environment. More fuel wasted increasing prices. Higher costs for haulage operators which get passed along to consumers. More congestion as more HGVs on the road than are needed. People are looking towards technology as a possible solution to the problem, many asking the question "Who will be the Uber of trucking?"

Uber as we know have revolutionised people transport by connecting drivers and passengers with their smartphone app. If someone needs a taxi they use the app to request one and the nearest available Uber driver will get notified.

People are now looking at Uber to see whether the same kind of technology can be used in the haulage industry.

A solution is needed now more than ever, especially in the wake of a HGV driver shortage across the country. Figures show the industry is currently 60,000 HGV drivers short and it is predicted that by 2020 there will be a shortfall of 150,000 drivers.

Even empty trucks need a driver, if the industry could work more efficiently to



Returnloads founder Richard Newbold

cut down the dead mileage there would be less HGVs on the road and the driver shortage would have less of an impact.

Key contributors in the industry have been searching for a solution, questioning why there is not an "Uber" for trucking. Something that connects haulage operators with empty vehicles to the companies that need their goods delivered, working in a similar way to how Uber works for taxis.

Isn't the solution that everyone is looking for already here? Doesn't the Uber of trucking already exist? Some would argue that the Uber of trucking does already exist and has been evolving under the radar for many years.

The modern freight exchange platform uses technology to connect haulage operators with empty vehicles to companies with goods that need delivering.

In the early years freight exchanges were

nothing more than load boards for hauliers to find extra work but as technology has advanced so has the freight exchange. In a similar way to Uber a freight exchange will automatically alert a haulage operator when a load is added that matches their requirements. It also works the other way around and alerts the supplier when a vehicle is available that could deliver their goods. Freight exchanges have come a long way and can now seamlessly integrate into transport management systems and telematic systems making the whole process of filling empty vehicles and subcontracting out delivery work quicker and easier.

If more haulage operators were to use freight exchanges we would see a huge reduction in empty running. The key is visibility, a freight exchange can show you where all the available loads are across the country in relation to your fleet.

In 2015 freight exchange [Returnloads.net](#) reduced the amount of empty miles travelled in the UK by 251 million miles, resulting in a saving of over 381,000 tonnes of CO2. These figures are from under 2,000 users and only begin to scratch the surface of the potential savings.

Imagine every haulage operator using a freight exchange where suppliers could match their loads with empty HGVs. This would reduce costs to the operator as they wouldn't be running empty, these cost savings would be passed down the supply chain to the consumer helping give the economy a boost.

The reduction in emissions would go a long way in helping the government reach their [2050 Co2 reduction targets](#).

Screw Compressor with a robust design

Selecting the right screw compressor for your fleet starts with examining the transport challenges equipment must overcome in the day-to-day grind. One of the main challenges involves the viscosity of the products being transported.

Chemicals, solvents, asphalt, food products, cosmetics and pharmaceuticals all have varying viscosities that create flow losses.

The new Mouvex B200 Flow Control Oil-Free Screw Compressor, available from sole Irish Distributors Hi-Power and which comes with a three year warranty, boasts a robust and rugged design that has been enhanced with special protectants for chemical compatibility while optimised flow rates reduce discharge times.

At the heart of the new B200 Flow Control screw compressor is an upgraded check and relief valve (CRV) that is corrosion free. This allows the compressor to handle a greater variety of chemical properties. The new screw compressors feature improved durability, which is crucial to ensuring reliable operation since they are routinely subjected to extreme environments that can cause corrosion, including salt, road debris, cold and hot climates, as well as truck washing that involves a variety of chemicals.

The B200 Flow Control screw compressor features a specially formulated black interior and exterior that has been specifically treated to prevent any corrosion due to use in harsh environments from occurring, while every critical component in the compressor is corrosion protected.

The B200 Flow Control automatically regulates flow according to need, allowing the screw compressor to achieve optimal performance regardless of viscosity type or container.



The screw compressor has a single point of operation corresponding to its maximum speed, simplifying the configuration of the truck and eliminating any risk of harmful under-speed or over-speed operation, as well as ensuring better cooling of the compressor.



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'The Iron Knight' And I-Shift Dual Clutch Beat Two World Speed Records

It is official: Volvo Trucks' 'The Iron Knight' is the world's fastest truck – twice! Driven by Boije Ovebrink, it has beaten the existing official speed record in both the 500- and 1000-metre standing-start categories on a closed-off test track in northern Sweden.



Boije Ovebrink

The custom-built record-breaker is unique in every respect apart from the engine and the series-manufactured I-Shift Dual Clutch transmission, but during their work on the truck, an expert team from Volvo Trucks found innovative ways of uniting technology with design.

"This shows that our I-Shift Dual Clutch transmission has enormous potential and that it does not let you down under extreme conditions. The fact that the world record-breaker uses the very same gearbox that is found in our series-built FH trucks is something that we're really proud of," says Claes Nilsson, President and CEO of Volvo Trucks.

With an average speed of 169 km/h (105 mph) and a time of 21.29 seconds, 'The Iron Knight' beat the international speed record for 1000 metres from a standing start and the corresponding record for the 500-metre distance, at 131.29 km/h (81.579 mph) and 13.71 seconds – both being officially recognised by the FIA, the international motor sport association.

Behind the wheel of 'The Iron Knight' was Boije Ovebrink, who has more than 30 years' experience of both car and truck racing. He has previously beaten five speed records and was European Truck Racing Champion in 1994.

The 'Iron Knight' used special tyres developed and built by Goodyear; the casings were standard latest generation Goodyear truck tyre carcasses, as used every day on European roads.

Commented Laurent Colantonio, Director Tyre Technology Commercial of Goodyear Europe, Middle East and Africa: "The ability to develop tyres to break world speed records proves our prowess in using advanced technology and innovation to produce exceptional tyres. This is true for The Iron Knight's tyres and also for our standard truck tyres that offer highest levels of performance to our customers and help them to reduce their Total Cost of Ownership."

Renault Trucks Is Concrete Favourite With F P McCann

Following a successful run of Renault Trucks in its fleet, F P McCann is adding two further Range Cs to its line-up.

The first 32-tonne Range C430 8x4, supplied by Renault Trucks' approved dealer, Diamond Trucks, is fitted with a tar specification tipping body by McErlean Trailers; the second has a McErlean Trailers demount system and tipping body, and mixer drum by Hymix. The Range C's ruggedness, driver comfort, excellent payload, pulling power and low fuel consumption were key factors in the new vehicle selection.

"We've been running Kerax since 2006, which have served us well in terms of maintenance

and fuel consumption and a couple of Range Cs for a year," explains Chris McCloy, Regional Quarry and Transport Manager.

"The obstacle clearance capacity is impressive which makes the Range C ideal for our quarry and construction site applications. The drivers are extremely happy with the handling and performance too. The C430 has plenty of power for every day work, including hauling blacktop and muck shifting, as well as the capacity to tow our full range of trailers and plant, which makes them a great all-round addition to our fleet. Fuel

efficiency is also crucial and the new Range C is performing consistently well, especially compared to the existing fleet."

He added: "Aftersales service is such an important factor in choosing which trucks to buy. Our overall relationship with Renault Trucks has been a good one and it is something that we will continue to build on with Diamond Trucks, who have provided us with an excellent package that included a trade-in deal and four-year warranty. The fact that we have an additional Range C on order speaks volumes about the

positive relationship between FP McCann and Renault Trucks."

Iain Latimer, Diamond Trucks, commented: "F P McCann and Renault Trucks have been working in partnership for many years, so I am delighted that they have once again turned to us for their new vehicle requirements. The Range C is a fantastic work-horse and provides excellent drivability and large ground clearance for covering all terrain. It's great to see that it is working so well in F P McCann's busy operation."



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Mandata TMS helps improve efficiency at McCluskey Removals

A Cloud-hosted Mandata TMS is helping to boost productivity and encourage business growth for family-owned McCluskey Removals.

With over 40 years experience working within the logistics industry, McCluskeys has almost come full circle to get the company to where it is today. Established in 1975, McCluskeys started out in furniture distribution before expanding into home removals. Following a decline in the industry off the back of the economic recession, company directors decided to take the business back to its roots and focus on general and specialist haulage, providing

bespoke transport solutions across the UK and Ireland. McCluskeys first came across Mandata through a close working partnership with another specialist distribution company and long-time Mandata customer, Bishopsgate Specialist Installations, and decided to adopt a transport management system for themselves in 2011. Comments Director at McCluskey Removals, Richard McCluskey: "It was around the time that we made the decision to move away from house removals and concentrate on specialist transport that we started working with Bishopsgate. We do a high percentage of Bishopsgate's work in Ireland. We collect and deliver goods for them between their Manchester depot and their customers in Ireland, and vice versa.

"We had a system in place that we had been using for planning house removals, but it just didn't work for general transport, so we started to look for a replacement. Tim Bloch, Managing Director at Bishopsgate said that we couldn't go wrong with Mandata, and that it was the way forward; I trusted him, and to be honest, we haven't looked back!"

McCluskeys adopted a Mandata Cloud TMS with Accounts integration and a DIP and POD scanning solution which is helping the company to work more efficiently and increase productivity.

"Before we adopted the Mandata TMS, everything was stored in my head and scribbled down on random bits of paper, now we've got a proper system in place, we can get so much more done in a day," Richard said.

"I know we're not using the TMS to half of its potential at the moment, it's so big, so quick, so powerful, I suppose getting to know it all is a work in progress. It's got everything covered though, from job planning right through to invoicing.

"We use the different TMS Traffic Pads to divide work up into our different traffic areas (Northern Ireland, Southern Ireland and UK) and from that, we can see what vehicles are where and exactly where we need to plan more work in, it's very impressive. Equally, the accounts integration and invoicing modules are just amazing, and the POD scanning system has been a god send."

As well as helping McCluskeys to save time and improve the efficiency of its office processes, the Mandata TMS is also helping McCluskeys to grow as a business and has provided an immeasurable confidence boost.

"From 2011 onwards, I was working on my own, doing everything myself and largely working from memory. To have a system in place now which provides the level of visibility and traceability that the Mandata TMS does, is brilliant, everything is just there, you don't have to go looking for information or make 10 phonecalls to find out what you need to know. It has definitely helped boost my confidence to progress.

"We've already seen a lot of tangible benefits since we adopted the Mandata TMS, we've increased staff head count, we've replaced vehicles, updated things, certainly there's been an increase in jobs and productivity too; we're getting a bit more done every week and we're keen to continue to do so."

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A6 improvements will benefit economy & road safety, says FTA

The announcement of £160m funding for improvements to the A6 between L'Derry and Belfast will have huge economic and safety benefits for businesses and local residents, says the Freight Transport Association.

Infrastructure Minister Chris Hazzard announced his decision to proceed with the dualling of a 14.7km stretch of the road from Randalstown to Castledawson. Ground investigation is already underway and work is expected to start in October.

Seamus Leheny, Policy Manager for FTA in Northern Ireland, said: "FTA has lobbied for improvements to this route for a long time so we are delighted that the first stage of the upgrade between Randalstown

and Castledawson will soon get underway. The A6 has been a constant source of frustration to our members in Northern Ireland due to the long delays many of them suffer when transporting goods on this road.

"An improved and more efficient A6 will not only reduce costs but will open up the north west region for investment, as the ability to get goods to market efficiently and cheaply is a key criterion in attracting such investment and growth."

The improvements will also bring road safety benefits as most of the current A6 is single-carriageway, with HGVs over 7.5 tonnes restricted to a maximum speed of 40mph while cars are restricted to a maximum 60mph. This not only leads to long tailbacks but dangerous overtaking manoeuvres by some car drivers. The new dual carriageway will enable safer overtaking opportunities while goods vehicles can travel at a more efficient speed.

"We will continue to lobby



Infrastructure Minister Chris Hazzard

for further improvements to the A6, with particular emphasis on bringing forward plans for the development of a dual carriageway by-pass of Dungiven which already suffers from heavy traffic and vehicle pollution," he said.

New swap body trailer from Kögel

Kögel has expanded its range of swap body trailers with a brand new, specially designed centre axle trailer for swap bodies.

The standard version of the centre axle trailer has a low tare weight, starting at 2,950 kilograms, whilst still having a strong frame construction, a technical total weight of 19,000 kilograms and a technically possible vertical load of 1,000 kilograms.

It is suitable for the standard transport of swap bodies having a total length of up to 7.82 metres, as well as 20-foot ISO containers. The Kögel Combi centre axle trailer also benefits from a drawbar adjustable in height and length.

As with all Kögel Combi models, the entire vehicle frame of the Combi centre axle trailer is given long-lasting protection from corrosion by nano ceramic technology and cathodic dip-paint coating, supplemented with UV lacquering. The drawbar is hot-dip galvanised for corrosion protection.

Calais – lives, livelihoods and the UK economy at risk warns RHA

One year on and the migrant crisis at Calais has escalated to unprecedented levels of violence and intimidation to the point where the safety of UK-bound drivers and the UK economy is at grave risk. That's the stark warning from the Road Haulage Association.

"This is a totally unacceptable situation," said RHA chief executive Richard Burnett. "In July last year we called for the deployment of the French military to assist the authorities in their efforts to secure the Port area but now the latest reports from Calais claim that the Police just can't cope. Despite the partial dismantling of the camp earlier this year, current estimates claim that the number of migrants in the area has doubled in the past 12 months to 9,000.

"These people have travelled vast distances, from mainland Europe and much further afield. But regardless of their country of origin, they all have the same goal – to reach the UK by whatever means possible. And in the vast majority of cases, that means on the back of a truck. Such is their desperation to reach our shores that many fall victim to unscrupulous people-smugglers, and pay them vast sums of money for what they are told will be a 'guaranteed' passage across the Channel. They are told that as a result of the UK's Brexit decision, now is the time to make the crossing. If they wait, the crossing will become impossible. The people-smugglers have no interest in the safety or welfare of those who pay for their services – they are just in it for the money."

He added: "We have seen other serious changes in the past twelve months. When I visited Calais, most migrant action was confined to the hours of darkness. But drivers now face attacks 24/7. We are seeing migrants, in broad daylight, setting fire to



Richard Burnett, RHA chief executive

trees in the middle of the road, using the flames as protection as they throw missiles – rocks, bricks, even petrol bombs – at innocent drivers, drivers who are just trying to do their job.

"The time for talking has run out. If the situation reached the stage where the police and other security personnel can't cope, surely the obvious, short-term solution must be the deployment of the French military to secure

the Port area. Thousands of HGV drivers use the Calais crossing each day. How much longer can lives and livelihoods be put at such risk? HGV drivers, especially those using this particular route home, appear to be forgotten. But they're not just drivers; they're mothers, fathers, sons and daughters. They are absolute heroes.

"What other occupation includes running the risk of being threatened with a chainsaw, having a chain tied around your neck, or worse, by increasingly violent migrant hordes? It has now reached the unacceptable stage where these drivers are, quite literally risking their lives each time they approach the Port on the last leg home.

"We are calling on the major Dover/Calais route stakeholders to stand together and demand urgent action to address what has become an untenable situation for all Port users; HGV drivers and motorists. The lives and livelihoods of the citizens of Calais are now also at extreme risk."

GRAND UNVEILING FOR SCANIA'S EAGERLY AWAITED NEXT TRUCK GENERATION

As official launches go, it simply couldn't have been on grander scale, with Scania unveiling its next truck generation at the Grand Palais in Paris in front of an excited gathering of around 1,500 special guests.

Reporting from Paris - Export
& Freight's Phil Eaglestone.



GRAND UNVEILING FOR SCANIA'S EAGERLY AWAITED NEXT TRUCK GENERATION

The much anticipated event sparked a frenzy of activity on the internet and social media sites such as Twitter right across the globe – and understandably so, because Scania really have taken its R- and S-series premium trucks to a completely new level.

The man who had the task of field testing the new R-series, Steve Pope, told us: "Even compared to the Scania R-series I previously had, everything I have experienced represents a big boost.

"All the new technology makes life so much simpler for me. I don't need to do much; the truck does it all for me. Sometimes it feels like all I need to do is push a button and point it in the right direction!"

The result of ten years of development work and investments in the region of SEK 20 billion, it is undoubtedly the biggest investment in Scania's 125 year history.

The most noticeable features are the completely re-designed cabs, but they will still be immediately recognisable as a Scania – and there will eventually be a choice of 24 different models.

Regardless of which cab the customers choose, they will be getting even more generous interior space than before. It is partly about more efficient packaging and the fact that internally the cab has grown 2" in length, but also about a general roof height increase in the new generation.

"Our new standard roof is 10 cm higher than the current standard one," says Kristofer Hansén, Scania's Head Designer. "And even the higher roof models are slightly roomier than before, we are talking about a height difference of 16 cm which will, of course, be particularly appreciated by those who both work and live in their vehicle."

At the top of the range is, of course, the new S cab that, with its completely flat floor and maximum interior space, will be an obvious choice for customers with the highest demands on living comfort, prestige and usability.

The interiors of the new cabs have been designed to offer optimum driving and resting space. Driver's seat adjustment options are now even more generous – all drivers between the height of 150 cm and 200 cm should be able to find a comfortable driving position. What is more, visibility forwards as well as to the sides has been improved thanks to the driver's starting position having been moved closer to the windscreen and slightly to the left.

A lot of effort went into the design of the A-pillars in order to optimise the critical side-angle field of vision. The entire dashboard has been lowered slightly compared to previous models, which makes a big difference to forward visibility.

As Steve Pope pointed out: "You have a completely new experience when passing pedestrians, cyclists and cars, especially on roundabouts. It's a big boost for traffic safety.

Space & Comfort

Particular focus has also been placed on ensuring there is plenty of room for knees

and feet for tall drivers, even when they are wearing warm, rugged clothing and big boots. The redesigned dashboard panel also makes it easier to move sideways inside the cab when the vehicle is parked.

Important functions can be specified with built-in automation, for example rain

and tolerances are produced with the same level of finish and fit as in passenger cars.

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



sensors. Other more basic requirements are met through perfectly adapted ergonomic design where everything from chilled drinks to mobile phones are close to hand in easily accessible storage spaces. The external side storage in the larger cabs has a 410 x 570 mm opening and this space can also be reached from inside the cab.

A wide range of flexible options for storage boxes, shelves, hooks and nets can be added depending on cab type, choice of bed and other specific needs. The bed options in particular are especially generous. The lower bed as well as a possible upper bed can be specified in a variety of designs and performance steps, based on individual needs and comfort requirements.

Even the instrument panel is modular in the new cabs, making it is easy to customise according to customer needs as regards ergonomic design, buttons, controls and storage in various performance stages. It is also worth noting that all materials, clearances

controls are standard, as is voice activation via a hidden microphone in the roof.

Both units naturally have inputs for AUX and USB, as well as the ability to hold two external units, for example the driver's private and the haulier's mobile phones, simultaneously connected via Bluetooth..

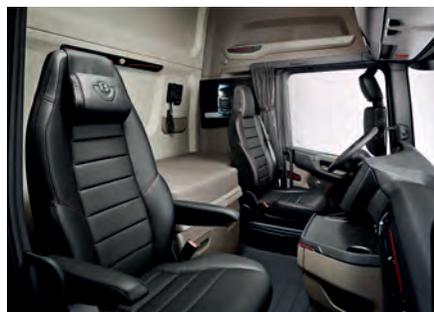
The larger model has two camera inputs. Both are supplied with four loudspeakers as standard, with the option to later add a central loudspeaker and a sub-woofer. It will also be possible to specify the sleeper cabs so they are set up for subsequent installation of things like television, straight from the factory.

Engine Upgrades

All Euro 6 engines have received new engine management systems and the installations have been completely overhauled. Scania say the improved cooling capacity with the new cabs provides the opportunity for further fuel savings of 3% on average.

Scania is also introducing a new version of its 13-litre engine with 500 hp. Furthermore, a new gearshift function is being introduced, allowing Scania Opticruise to shift faster and deliver almost constant momentum.

The new range will be launched in phases, with production starting immediately at Scania's final assembly plant in Södertälje. Initially the focus will be on vehicles and services for long-haul transportation, but additional options will be continually introduced as more Scania plants readjust and additional options emerge.



IRHA Concerned Over Weight Reduction for Artics

The Irish Road Haulage Association (IRHA) recently called for an urgent meeting with the Minister for Transport Shane Ross TD to discuss the impact of a weight reduction on articulated vehicles that the Minister has failed to renew.

For in excess of twelve years, the road haulage sector in Ireland has been permitted to operate, via a derogation, providing for a maximum gross weight of 42 tonne on a five axle articulated vehicle. Such a provision was introduced in order to cater for the unusual dynamics within the haulage industry in Ireland such as milk collection from farm yards and related agricultural produce collection.

When operating at 42 tonne, the vehicles utilised to make these

various collections and deliveries tend to be of a shorter overall length and therefore make access to tight farm yards accessible. In addition, a large quantity of such vehicles are utilised in the import / export sector where higher weight limits on a five axle articulated vehicle can be availed of within Europe.

The Department's failure to continue the derogation at 42 tonne has been met with disbelief by haulage operators utilising such a limit within the sector. As

a result, the association is seeking the implementation of legislation to protect the five axle articulated vehicle weight at a minimum of 42 tonne but preferably an increase to 44 tonne in-line with a number of other Member States.

Speaking following the Ministers decision, President of the IRHA Ms Verona Murphy stated: "Transport Infrastructure Ireland (TII) were asked by the Department of Transport to carry out a study on the impact of road wear by a five axle articulated vehicle

versus a six axle articulated vehicle which does not represent a like-for-like comparison".

Ms Murphy continued:

"Furthermore, during the course of our recent meeting, Minister Ross asked TII what quantifiable saving would be made by reverting back to a 40 tonne weight limit and TII were unable to provide a figure. Our anger and disappointment has been compounded by the fact that the IRHA was not directly informed of this change by the Department, rather we learned of this change via a press release that was issued."

The IRHA has stated that it is a farcical situation where five axle rigid vehicles have been operating in Ireland at 39 tonne based on a grey area within the existing weights legislation, while a five axle articulated vehicle, which is much more road-friendly, can no longer operate at 42 tonne.

"As a result, the haulage market in Ireland has been distorted and therefore urgent action is required by Minister Ross. This particular industry difficulty has been further hit by Britain's vote to leave the EU and the subsequent drop in the value of sterling which is making the current operating conditions unsustainable."

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(Pictured left) Donagh Tarrant, Fergal Tarrant, Tarrant International

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Cycling For Charity

The so called 'Hearty Fools' are cycling from Mizen to Malin again, but this time taking the longer route up the east coast.

Joining them on this massive challenge of circa 900km over 6 days this September are George Savyers and Derek Lee from Savyers Transport.

The aim is to raise much needed funds for the Mater Foundation and the Irish Cancer Society.

The money raised for the Mater Foundation will go towards a device called an Impella. This is a pumping device, used after patients have had a heart attack, or for those whose heart is unable to supply adequate blood flow to their vital organs. The device reduces the work load on the heart, and aids recovery.

The Irish Cancer Society will use the money for preventative research into this disease that affects so many people today.

BREXIT, GROWTH, AND THE EXPORT FREIGHT INDUSTRY

Brexit remains very much in the headlines, but the long term implications for our export market and for the transport industry in Ireland and the United Kingdom are still unfolding.

Export & Freight has been talking to Fred Osborn, National Chairman of the British International Freight Association (BIFA), and Chris Southworth, Secretary General of the International Chamber of Commerce (ICC) United Kingdom, to find out more about the issues impacting the global freight industry and how business and government can collaborate to deliver growth.

In your opinion, what does Brexit mean for the UK's freight industry?

Fred Osborn: During the course of the forthcoming Brexit negotiations on trade deals, the British International Freight Association (BIFA) – which takes a neutral position on Brexit – will work to ensure that the movement of the UK's imports and exports does not become strained by over-complicated trade procedures. When or if the UK does eventually leave the EU, the potential impact of regulation provides cause for concern for the freight industry. UK companies could face additional documentation and customs formalities, driving up the costs of trading with the EU. Of particular concern will be whether Brexit affects Ireland's trade, as a large percentage of the country's exports go to the EU, and I would estimate that 80-90% of that trade transits through the UK. The impact on Irish manufacturers and the freight companies that arrange these transits could be quite significant when considering the potential added costs and regulations.

Enabling the movement of freight is important for UK trade. How can we remove barriers to trade?

Fred Osborn: A top priority should be harmonising the myriad of different systems and procedures with which companies must comply. In the UK, for instance, we have the HMRC, Border Force, Defra, and Trading Standards, among other bodies, all contributing towards fragmented approaches to moving goods into, via, and out of the UK. Authorities could help or reward firms that demonstrate compliance with the Authorised Economic Operator (AEO) – an internationally recognised mark indicating a secure role in the international supply chain, and compliant customs controls and procedures. This would foster more trust at borders and AEO listed companies would not have to jump through as many regulatory hoops.

Chris Southworth: In light of the UK's vote to leave the EU, it is of critical importance to ensure that the UK continues to have strong trade links with the EU. Facilitating the movement of goods must be a key priority in negotiations. EU members, including the UK, have ratified the 2013 WTO Trade Facilitation Agreement. It will soon become a legal obligation on all WTO members to cut unnecessary red tape and speed up the



Fred Osborn, National Chairman of the British International Freight Association (BIFA)

movement of goods across border points.

You mention the WTO Trade Facilitation Agreement, why is it so important that this is fully ratified?

Fred Osborn: Until recently, exporters have traded either with Europe – where there are, for the time being, no trade barriers – or on an “ex works basis”, which means it is not an exporter's responsibility to arrange the delivery of a product to the customer. Now that EU trade might become more complicated, it is more important than ever to ensure we are doing everything possible to simplify processes for exporters around the world.

Chris Southworth: Companies need to make the case for the Trade Facilitation Agreement, an international framework for reducing trade costs – setting out provisions for expediting the movement, release and clearance of goods, as well as provisions for customs collaboration. Among other benefits, the agreement will expand global trade by as much as US \$1 trillion annually, and increase opportunities for SMEs and emerging markets, particularly in Africa where only 10% trade is between different African states.

Clearly, engaging with industry and the wider populous will help raise awareness of the benefits of trade. It's absolutely critical that business reclaim the narrative around trade. There has been an alarming rise in protectionism across the G20 at the same time as the value of global trade falling. Trade creates jobs and investment, both of which benefit local economies and communities. ICC's new 'Trade Matters' campaign is a positive initiative led by business to counter the negative rhetoric.

What other issues are important for the freight industry and the transport sector specifically?

Fred Osborn: In my view, we should increase the use of technology in customs processes worldwide, as many customs authorities

still insist on stamping a piece of paper. A greater focus on the use of automated systems would create consistency among international trade and business practices. In turn, this would not only make trading much easier, it would also avoid potential delays. For example, the UK's use of technology for checking imports means that we have a system clearly showing whether you have to examine freight, freight end documents, or if the goods are cleared. Yet, in some countries, this process is very much dependent on the customs officer at the time – exposing the process to the risk of potentially corrupt practices.

Finally, improved information flows would help freight companies. We should reintroduce something similar to the Simple Trade Procedures Board (SITPRO) – a UK non-governmental body established in 1970, which was dedicated to simplifying the international trading process. Unfortunately, SITPRO was closed down in 2010. But it was effective because it provided a central information point for exporters, importers, agents and other stakeholders. In particular, a similar body would certainly help exporters coordinate with organisations such as ICC and UK Trade and Investment (UKTI).

What role does ICC play for businesses in the freight industry?

Chris Southworth: ICC represents the voice of business with inter-governmental institutions like G20/B20, the WTO and UN. It's very important that BIFA has a say in shaping a positive international business environment. A positive environment has a direct impact on the freight industry and its ability to do business overseas.

Freight companies are also able to learn more about key industry decisions that are being made at a global level – a crucial advantage for companies operating in times of uncertainty.



Chris Southworth, Secretary General of the International Chamber of Commerce (ICC) United Kingdom

A Joined Up Approach to a Common Problem

Martin Reid

RHA Director for Scotland and Northern Ireland



We all know that the industry is facing skills shortages with gaps appearing across the logistics spectrum. One of the most traditional ways of filling those gaps over a period of time has been through apprenticeships.

Apprenticeships have been around for a very long time. The Elizabethan Statute of Artificers in 1563 is one of the first attempts to set out the terms and conditions of training in the UK. From these early attempts at formalisation of the master/apprentice relationship, what we have come to know as apprenticeships have come into being. By the late 19th century apprenticeships had spread from the traditional

sectors such as printing and construction into areas such as engineering and shipbuilding. Just as the extent and scope of apprenticeships has grown, the extent of state involvement in these apprenticeships has ebbed and flowed. Although Governments have always retained an interest in apprenticeships the National Apprenticeship Service (NAS) website explains, "The level of

state intervention in this country has varied over recent decades, from levy funded programmes via the industrial training boards in the 1960s and 1970's, to no support or intervention at all in the early 1990's."

The UK Government were unhappy at how apprenticeships had evolved and requested a full review. This review was carried out by Doug Richard who was a senior figure in the UK and Global business communities with a wealth of experience in development and leadership. His review has been adopted in full.

What he suggested in very simple terms is:

- Apprenticeships will be based on standards designed by employers
- Apprentices will need to demonstrate competency at an end point assessment
- The system needs to be simplified
- Funding for the external training of apprentices are put in the hands of the Employer

All sensible stuff, I'm sure you will agree. From this process of review came the Trailblazer project which has since seen outputs in the creation of three level 2 standards in: Logistics and Supply Chain LGV driver; Logistics and Supply Chain Operator; and Logistics and Supply Chain Warehouse Operative.

Funding

Since then, and following on from work with the Chartered Management Institute, a number of higher level management qualifications have been added to the roster. So what of funding these apprenticeships?

Although various funding models have been proposed, on the 12th August this year a funding band proposal that the RHA believes will meet the needs of our industry was released. It ensures that a decent level of funding is

available to all age groups and not just 16-24 year olds. Funding levels can be up to £5k for Supply Chain Operator and warehouse Operative Apprenticeships and up to £7k for Logistics and Supply Chain LGV Driver.

There are of course more details than I can go into in this article, but the basic premise is clear. Funding is available for logistics apprenticeships. So, here is the catch... and it's a big one. This funding is only available in England and Wales.

The skills shortage is biting all across the UK and so to me it beggars belief that Northern Ireland and Scotland do not currently have access to this funding. The question has to be asked, why if there is precedent and also a suitable scheme already in place can the Governments in Stormont and Holyrood not give our hauliers the same access to people and funds?

Road haulage is equally if not more important to our respective economies than in England and Wales and our hauliers already face geographical disadvantages in recruiting new talent. If Trailblazers is suitable for part of the UK then why not roll it out to the rest or at least release the same levels of funding to develop new talent and bring vital new blood into the industry.

Did You Know?

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IVECO STRALIS: THE NEW CONTENDER

Iveco has used its engineering excellence to come up with technology to ensure cleaner Stralis trucks for the future, as Steev Hayes reports for Export & Freight.

Italian truck manufacturer Iveco has introduced new drivelines into its Stralis range which incorporate the latest technology. It has been designed into Stralis products across the board – from those used on urban and regional transport operations through to light construction and long-haul missions.

Iveco claims its new products boast the 'all-new driveline, cutting edge technologies and features and new innovative services dramatically increase efficiency and reliability while minimising emissions'. It says the new Stralis is a champion in the Total Cost of Ownership (TCO) and CO2 stakes, dubbing it the 'TCO2 Champion'.

Heading the new Iveco Stralis range is the Stralis XP, specifically designed for the long-haul sector, while an all-new Stralis NP is fuelled by CNG and LNG. "The New Stralis has been designed to lower the TCO and CO2 of transporters, as well as providing the very best reliability to its owners," said Pierre Lahutte, Iveco brand president. "We have added

a new set of services for customers to reduce their TCO," he added.

He said the long-range freight hauling business will drive the whole commercial vehicle market in the years to come.

"Stralis has all that is needed to lead such a completely reshaped market with the TCO2 Champion Stralis XP, a truck at the leading edge of technology, and the game changer Stralis NP, the first and only gas truck that has demonstrated it can be used on long-haul missions."

He added Iveco was about to open up new frontiers in sustainable transport. "We will make it in partnership with our customers," he said.

New Stralis features a totally new driveline, with a redesign to adapt it perfectly to the new chassis. The new engines are completely re-engineered to make them more energy-efficient, with reduced friction and an anti-idling function added which shuts the engine down after a pre-set time when the vehicle is parked.



SMART AUXILIARIES

Iveco claims 'Smart Auxiliaries' on the new Stralis 480XP and 570XP, which include the clutch compressor, air processing unit, energy-recovery alternator with intelligent battery monitoring and a variable-flow steering pump, prevent energy loss when they are not in use.

A Smart EGR system works in conjunction with Iveco's patented HI-SCR after-treatment system, optimising combustion and bringing the benefit of significant fuel savings over long-haul routes. This is achieved by harnessing around eight per cent of exhaust gas recirculation, allowing an earlier start of fuel injection, while the high 97 per cent of tailpipe NOx conversion ensured by the HI-SCR system is maintained.

There are a number of power options and three displacements for Stralis, with Cursor 9 at 8.7-litres, Cursor 11 at 11.1-litres and Cursor 13 at 12.9-litres and nine power ratings from 310 bhp through to the biggest at 570 bhp. Maximum torque on the Cursor 11 has been raised by 100 Nm on the 420 bhp engine and by 50 Nm on the 480 bhp motor.

ENERGY EFFICIENT

Stralis XP is being specified with the new energy-efficient tyres from Michelin. Dubbed the 'Michelin XLine Energy' tyre range, they are rated BBA for rolling resistance and are designed to save operators up to one litre of fuel every 100 km driven, which in turn saves up to 2.66 kg of CO2 emissions over the same distance. So as well as benefitting from the renowned safety, longevity and durability of the Michelin product, Michelin and Iveco reckon this will add up to a reduction in the average operator's fuel bill of some €1160 (£1359 at the time of writing) over the initial life of the tyres. "We had the goal of achieving up to 11 per cent fuel savings, depending on the mission," Lahutte explained. "We achieved the TCO and CO2 reduction objectives by redesigning the driveline for the Stralis, and by working with the best suppliers in our industry," he added. "By working with Michelin, we can guarantee our customers the very best in terms of tyre durability,



STRALIS XP Disc brake

while reducing rolling resistance, therefore maximising fuel savings," Lahutte concluded. Iveco and Michelin have announced an agreement on a tyre management system for fleet operators under the TCO2 Live



NewStralis XP

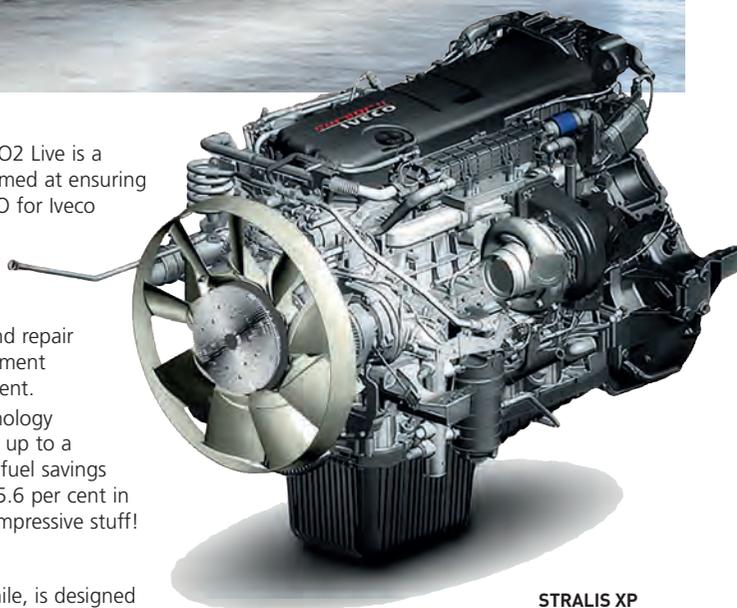
programme. Iveco's TCO2 Live is a new service which is aimed at ensuring the lowest possible TCO for Iveco customers. It includes driver training, advice on fuel usage, provisions for vehicle maintenance and repair and an uptime commitment or insurance management.

So all of the new technology and latest features add up to a claimed 11 per cent in fuel savings and TCO reduction of 5.6 per cent in long-haul operations. Impressive stuff!

STRALIS NP

The Stralis NP, meanwhile, is designed to address the problem of using gas-fuelled trucks on long-haul work. Able to run on Liquid Natural Gas (LNG), Compressed Natural Gas (CNG), or a mix of both, it is claimed to deliver similar power and performance to diesel-powered truck engines, thus being suitable for heavy trucks used on long-haul operations. The engine is the Cursor 9 Natural Power Euro VI version and is the first natural gas truck to be fitted with a 12-speed automated transmission – Iveco's well-proven EuroTronic unit.

Iveco claims the LNG-only version of the Stralis NP has a range of 1500 km and features the roomy Hi-Way cab, ensuring maximum comfort for the driver. "Iveco was the first manufacturer in the world of commercial transport to understand, in 1991, the potential of natural gas," said Lahutte. "We have introduced natural gas trucks, vans and buses into the market and, as a result, today we have a running parc of more than 15,000 gas vehicles in Europe," he added. "The new Stralis NP builds on Iveco's expertise to take a step into the future and it is the first truly long-haul gas truck in the market



STRALIS XP
IvecoCursor11

which offers an alternative to diesel vehicles and the most sustainable long-distance transport truck ever," Lahutte added.

The new Stralis NP offers a three per cent reduction in TCO compared to the previous model, which already had fuel pump costs up to 49 per cent lower than the diesel equivalent.

Gianalberto Lupi is head of Iveco's heavy business line and said: "With the new Stralis, Iveco is prepared to guarantee to the customer a cost reduction for running the vehicle, thanks to improved fuel efficiency with the new range, combined with our high level of parts availability and our widespread maintenance network." He added Iveco aims to assist the customer by lightening the load of its fleet management costs and helping them focus on their primary mission through this partnership. "TCO2 Live services are the perfect complement to our promise of reliable uptime with Iveco trucks," Lupi concluded.



MAN & RK Trucks Continue to Deliver for LCC Group

The LCC Group, which has its headquarters in Cookstown, has recently taken delivery of its first two MAN TGX 560 trucks.

This latest deal reinforces LCC Group's long standing relationship with the MAN brand and its Northern Ireland dealers RK Trucks.

An independent family owned company, established in the 1980s, LCC Group supply coal, oil, gas and logistic services to customers across the UK and Ireland.

Its association with RK Trucks extends to more than two decades, with the company having acquired its very first MAN way back in 1995; today its 90 plus fleet is predominantly MAN.

"When acquiring a new truck we consider a variety of factors, including the initial price, service and maintenance costs, and fuel efficiency - and as many of our drivers

are away from home three or four nights a week, a comfortable working environment is also very important," explains LCC's Michael O. Loughran, who adds that the XLX cab on the 560s provide just that.

Indeed, the generously sized cab in the new 560s features full standing height throughout, an agreeable ambience and practical, easy to reach storage compartments. It comes with a comfortable bunk bed as standard; a second bed can be installed on request.

All the displays are clearly laid out, with the controls arranged logically and can be reached easily. The height and inclination of the multifunction steering wheel can be infinitely adjusted and it can also be folded up.

The new MAN TGX 560s are being used to transport coal across Ireland and the UK and Michael says, like all MANs in the fleet, he is impressed with their fuel efficiency, reliability and all round performance.

"Although we run other truck makes, which also impress us, around 85% of our fleet is MAN," adds Michael. "Our drivers are very satisfied with them, and a happy driver is a productive driver."

Equally satisfying is the company's excellent working relationship with the MAN dealer. "We have been dealing with RK Trucks for more than 20 years; they are easy to work with and the service they provide is second to none.

"We do most of our own maintenance, outside of warranty work, so availability and competitive pricing of parts are important, too, and RK Trucks never disappoint us. Because of the volume of business we do with them we are also able to enjoy good discounts on parts and accessories.

"Our workshop personnel also have a good relationship with the team at RK Trucks, and that means a lot to us. When we encounter the unexpected, they pull out all the stops to get us back on the road, and we can't overlook those occasions when it comes to adding a new truck to our fleet. It is that level of support and service we need to keep downtime to an absolute minimum."

Adds RK Trucks' Managing Director Donal Rice: "It's been a pleasure dealing with LCC down through the years and we are obviously delighted to enjoy their continued business. We trust we can further grow our relationship in the years to come."





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Brexit's impact on Northern Ireland's freight industry



Seamus Leheny

Policy & Membership Relations Manager - Northern Ireland. Freight Transport Association



The outcome of the UK referendum on Brexit will have far-reaching implications for the movement of freight throughout Europe and especially in Ireland where the UK will share its only land border with the EU post Brexit.

The Freight Transport Association (FTA) has been inundated with inquiries from members since the 'leave' vote and has identified key issues for those operating in the EU. But even those moving goods solely on UK soil will be impacted by the decision as the UK ceases to be governed by EU directives.

The Government has yet to formulate its exit plan so FTA is keen to present ministers with a list of Brexit issues for resolution to encourage and prioritise the issues that matter to our industry.

One of the biggest issues for operators in Northern Ireland is the border and the how any enforcement will be carried out. Will we see border checks on the A1 and A5 or will a hard border be established at Cairnryan, Heysham and Liverpool ports? The trade consequences of this are huge and it is an issue FTA plans to closely monitor.

The other big issue for vehicle operators, importers and exporters in Northern Ireland revolves around what will happen to the UK's custom tariffs and trade procedures for the new trade deals, including the one with the EU Single Market.

From the FTA's perspective it is vital that all trade deals are 'shipper-friendly'. We don't want to see the burden of new administration procedures for the industry such as the introduction of TIR Carnets. Many readers involved in shipping or haulage to non-EU countries will understand the timescale, administration and cost involved in getting TIR Carnet approval.

The other aspect concerning Customs procedures would be the UK quitting the EU Customs Union before there is something else to replace it. The scope for border and customs officials in other member states to impose tariffs and other restrictions on UK goods would be unlimited.

Over half (54.7%) of Northern Ireland's exports are with the EU single market (33.4% go to the Republic of Ireland) so tearing up the arrangements that help ensure that goods get to customers without additional tariffs and paperwork burdens would be a huge risk to existing trade.

We also need to examine under what structure and in what forums there could be special and distinctive arrangements for trade between

the UK and Ireland, especially across the land border of NI and ROI as well as Irish traffic transiting through GB as a land bridge to the Continent. The A5 is a whole separate issue – what would a haulier travelling from Donegal to Dublin face when passing through a NI outside the customs union along the A5?

Brexit will also have implications on domestic regulations governing transport such as drivers' hours rules, vehicle emissions and vehicle type approval. Again it will be vital that Government has systems in place to review the application of EU Directives and Regulations into UK law – just how will the Government undertake its scrap, change or keep exercise? FTA will ensure that it is involved in these future discussions to reflect the demands and needs of its members.

Finally, on the matter of EU funding for infrastructure projects and particularly the EU Ten-T programme (Trans European Transport Networks – improving connectivity of roads, air and sea ports within the EU), the UK Government must ensure that projects that were deemed eligible for this funding will receive similar investment from Westminster in lieu of the EU money that will no longer be available.

An example of proposed EU funding is the estimated 40% contribution to the vital York Street Interchange project in Belfast forecast to cost around £180 million. Other roads that stood to benefit from EU funding were the A1, the Newry Southern Relief road and the A6. The recent A8 Larne upgrade was a beneficiary of the EU Ten-T funding programme, hence it is critical that Northern Ireland - which is already disadvantaged in terms of its connectivity with GB and Europe - receives adequate funding for future infrastructure projects.

At the time of writing, I am preparing to meet the new head of the Brexit planning team at the Department for Infrastructure in Belfast to discuss the key challenges and any potential opportunities that face the local transport industry in a post Brexit Northern Ireland. Every industry will want its voice heard when Government begins negotiations, therefore it is crucial the transport sector has a clear plan on which to engage with Government. It will be our first meeting and certainly not our last.

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Charged with Multiple Offences

A County Down haulage operator has been convicted at Lisburn Magistrates' Court and fined a total of £400.

The conviction arose when DVA vehicle examiners stopped a 3 axle Scania articulated goods vehicle in combination with a 3 axle Fruehauf semi-trailer and directed it to the Department's weighbridge site at Sprucefield.

During a check of the vehicle the absence of a goods vehicle operator's licence and a goods vehicle test certificate for the semi-trailer were noted. In addition, an examination of the driver's tachograph records revealed that he had failed to record data on his digital tachograph resulting in him failing to take the required daily rest.

Banned From Driving

A driver from Wales was convicted at Lisburn Magistrates' Court and fined a total of £650 and disqualified from driving for 6 months.

The conviction arose when DVA vehicle examiners stopped a Ford Transit 2 axle light goods vehicle and directed it to the Department's weighbridge facility at Sprucefield.

A weight check of the vehicle found it to be overloaded by 726kgs (7.2%) on the 1st axle, by 1522kgs (66.1%) on the 2nd axle and by 2198kgs (62.8%) on the gross vehicle weight. The vehicle was overloaded to such an extent that it was deemed to be in a dangerous condition.

In addition, the driver was unable to provide a valid driving licence or insurance for the vehicle.

Fined on a Series of Charges

A County Tyrone operator appearing at Newry Magistrate's Court has been fined a total of £1,000. The conviction arose when DVA vehicle examiners stopped and redirected a 3 axle Scania articulated lorry in combination with a Fruehauf trailer to the DVA test centre at Newry for the purposes of an examination.

During the examination the absence of a valid operator's licence was noted. A check of the Department's records showed that the vehicle was registered on a Permit for the operators own use; "to transport goods from his premises to his home only".

A subsequent investigation proved the vehicle was used for hire and reward and the driver failed to produce tachograph charts for his driving for that day or the previous 28 calendar days. In addition, the operator obstructed the vehicle examiners when they were carrying out their checks by removing official documentation.

Operator Guilty of 20 Offences

A County Armagh haulage operator was convicted at Newry Magistrates' Court and fined a total of £1,000.

The conviction arose as a result of an in-depth investigation by DVA Compliance and Enforcement Section into the use of vehicles operated by the company between February 2015 and April 2015.

The company was found guilty of 20 offences relating to tachograph and drivers' hours.

Fined After Tachograph Investigation

A County Armagh haulage operator has been convicted at Newry Magistrates' Court and fined a total of £550 as a result of an investigation of the operators' vehicles at a number of different locations which involved downloading the vehicles tachograph data.

The company was found guilty of 13 offences relating to the operator failing to download the vehicle unit data within the required timeframe, failure to have a valid test certificate on one of their trailers and on three occasions failing to record data.



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Hannon Transport Takes On 40 Schmitz Cargobull Reefers With Telematics

Hannon Transport has taken on 40 Schmitz Cargobull refrigerated trailers, armed with the manufacturer's revolutionary TrailerConnect telematics system.

With 20 mono-temp and 20 dual-temp units, the new additions bring Hannon Transport's trailer fleet to 150 – all of which are manufactured by Schmitz Cargobull thanks to their proven performance.

Aodh Hannon, Managing Director, Hannon Transport, says: "I always buy from Schmitz Cargobull because the company delivers exactly what I want, every time – and with TrailerConnect, we now have access to the best trailer telematics system on the market. We'll be able to track everything that happens with our freight with printed proof of the integrity of our operations – all on trailers that are highly cost-effective to purchase and operate."

The new trailers will operate on routes between Ireland and the Netherlands, transporting flowers and chilled foodstuffs. Hannon Transport will be making use of Schmitz Cargobull's TrailerConnect temperature and mapping telematics package, which at an unparalleled 98 per cent reliability, provides complete control and peace of mind.

Temperature data is recorded in real time to prove that all transport has been conducted in accordance with the agreed requirements – and SMS and email alerts are available for fleet managers and



drivers alike in the event of a problem. Maintenance and scheduling data is also available, meaning it is possible to track and record every aspect of the trailer's life, leading to more efficient and reliable temperature controlled distribution.

Rounding off the innovations on Hannon Transport's new trailers is the MF6

Multifunction Floor. Its extruded aluminium form offers a 35 per cent longer service life, with an easy-clean profile that means hygiene can be completed in just 10 minutes. It also meets the PIEK requirements for low-noise loading and unloading, which will enable Hannon Transport to deliver flowers in urban areas early in the morning.

SDC secures another major deal with Eddie Stobart

Toomebridge based SDC Trailers has announced a major order worth £6.8 million with road haulage operator Eddie Stobart for 240 new trailers.



Mark Cuskeran,
CEO of SDC Trailers

The trailer order is the first major new contract announced since SDC's acquisition by CIMC Vehicles, the China-based global trailer manufacturer. The company employ over 900 staff at their plants in Toomebridge, Antrim and Nottinghamshire.

The order features 50 gooseneck skeletal trailers and 25 extendable skeletal trailers for Eddie Stobart's port logistics, 125 curtainsiders for retail operation and 40 brick / block trailers which will be put to use in the operator's new aggregate division. The deal represents a significant investment by the haulier who acquired 650 SDC curtainsider and boxvan trailers earlier this year.

Coinciding with the trailer deal, SDC's new Kinetic Energy Recovery System (KERS) curtainsider (which is undergoing road testing trials by Eddie Stobart) has been shortlisted out of 72 entries for the prestigious European Trailer Innovation Award.

The innovation which delivers a reduction in fuel consumption and greenhouse gas emissions by up to 25%, will make its way to Germany later this month, where the winners will be announced at the 66th IAA Commercial Vehicle event in Hannover. SDC will be showcasing three trailers at the eight day event in Hannover, alongside a tipping silo tanker trailer from sister company LAG trailers in Belgium.

Mark Cuskeran, CEO of SDC Trailers said: "It's been a busy and momentous year for SDC to date, with an expansion to our production facilities, the launch of our pioneering new KERS trailer, our acquisition by CIMC and now the IAA show and Trailer Innovation Awards. The hard work and investment SDC have put into practice over the last few years has allowed us to secure continuing relationships with our customers and be recognised as one of the leading trailer brands in Europe."



**TRAILER
INNOVATION**
CCC 2017

**NOMINATED
CATEGORY
CONCEPT**

SDC to showcase Kinetic Energy Recovery Trailer at IAA Exhibition

SDC's ground-breaking Kinetic Energy Recovery System (KERS) semi-trailer will make its European debut at the IAA Commercial Vehicle Show in late September.

A world's first, SDC's KERS trailer has been shortlisted for the prestigious trailer innovation award in the 'Concept' category which will be announced at the IAA event. The KERS innovation is one of three trailers SDC will have on display in Hannover, alongside a low ride height skeletal trailer and the company's new hospitality trailer. SDC launched the fuel saving KERS trailer at the CV show in Birmingham earlier this year, with a prototype unit undergoing road trials by logistics operator Eddie Stobart. The technology can deliver a reduction in fuel consumption by up to 25% and in doing so, significantly reduce CO₂ and NO_x emissions on HGV's.

In June SDC revealed that the innovation could save operators as much as £10,978 annually on fuel expenditure alone. The patented technology employs a regenerative braking system to capture energy during vehicle deceleration and store it in a bank of graphene ultra-capacitors using static electricity. When the operator accelerates, control units on the tractor and trailer will communicate with each other to create a hybrid electric vehicle, which is powered through an electrically driven axle. Regenerative braking systems have been

adopted in automotive applications for many years, however, the market has lacked a similar solution for articulated lorries until now. SDC's Engineering Manager, Jimmy Dorrian believes that the innovative KERS trailer is set to revolutionize the future of road freight transportation with "considerable benefits for the operator, the customer and the environment."

Skeletal

SDC's second show debut will be a multi-functional skeletal trailer, which has been designed with the operator in mind. The smart design allows containers to be moved to the rear of the trailer for ease of loading and off-loading. The skeletal trailer is adaptable to all standard container sizes and complies with European height restrictions for the international operator.

SDC's impressive trailer range features curtainsiders, boxvans, skeletal, platforms and urban trailers, all of which are bespoke manufactured to meet operator requirements. The company was recently acquired by CIMC Vehicles, a leading trailer manufacturer with a global presence, who aim to bring SDC's specialist trailer range to new markets.

Record Sales

CEO, Mark Cuskeran said that SDC had welcomed record trailer sales since the September 2014 IAA show, with a steady increase in export orders to Europe and the Middle East.

"The IAA Commercial Vehicle show was a great success for us in 2014, providing an opportunity to touch base with our current customers and operators from further afield. The Hannover show is one of the key events for our industry, with people travelling from around the globe to source the leading solutions for mobility, transportation and logistics."

The eight day IAA Commercial Vehicle event will be held at the Deutsche Messe Fairgrounds Convention Centre in Hannover with over 2,000 exhibitors and displays ranging from trailers, bodies and containers to trucks, buses, parts and transport logistics services. SDC will host a press conference at IAA stand FG P58, at 1pm on Thursday 22nd September to provide more information on all of the company's new product developments. The trailer innovation award presentation will take place on Friday 23rd September at the fairgrounds Convention Center.



Longer Life Trailers



“We strive to provide the highest standard of **bespoke** transport and logistic solutions to our customers, and SDC have worked closely with us over the years to fulfil this goal.

When investing in a new trailer I look for a product that will deliver over a number of years with **minimal downtime** and **maintenance** requirements. SDC provide very high quality, reliable trailers that have served us well over the years.”

Paul Mulgrew, Director, Mulgrew Haulage

“We choose SDC Trailers because they offer the best product on the market, their trailers are very **sturdy** and **durable**, allowing us to provide our customers with a **first class service**.

SDC take the time to develop a solution that matches our transport requirements, they don't cut corners and this is evident in the **quality** of the finished trailer. The quality of the product means that our trailers can be operated up to and beyond 15 years if required.”

Mark Woodside, Managing Director, Woodside Haulage



“We purchase trailers from SDC for their **consistent quality** and **customer service**. We rely on quality products that will last and withstand constant use.

When purchasing from SDC, we can be confident that their trailers will be fit for purpose for at least 15 years, providing an **excellent return on our investment**. SDC also offer a complete trailer refurbishment service that will further extend the trailer life.”

Norman McBurney OBE, McBurney Transport



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Volvo's FH12

DELIVERS SAFELY & EFFICIENTLY



VOLVO FH12: DELIVERS SAFELY & EFFICIENTLY

One of the safest trucks on the market, the Volvo FH12 excels in terms of efficiency, handling and performance, as Export & Freight's Garfield Harrison discovered on a recent test drive.

Powered by a fuel efficient D13 460hp engine that already meets new Euro 6 legislation coming into effect from the end of the year, we picked up our FH12 at Volvo dealers Dennison Commercials in Ballyclare and headed out on to the open road.

For those of you not up to speed on what is called 'Euro 6 Step C'... when Euro 6 became a legal demand in 2013, it was introduced in three steps - A, B and C; Volvo engines met the step B demands from launch, but from 31st December 2016, Step C becomes a legal demand on all trucks registered in Europe.

The emission levels do not change, they stay at the same level, but the on-board diagnostic tolerances get tighter for NOx and Adblue control.

OK, now that we have got that out of the way, what about the truck itself? Well, as we have experienced in the past, the Volvo FH does not disappoint, our journey around the roads of Counties Antrim, Derry, Tyrone, Armagh and Down further enhanced by a 12 speed transmission featuring the very impressive I-Shift technology.

For the uninitiated, I-Shift uses its built-in intelligence to quickly and automatically choose the right gear at all times. And the software provides shifting skills that are impossible for even the best of drivers to match. Still, if you want to get more involved, you can.

The buttons on the shift selector allows you to step in and change gear manually. Volvo FH also offers you the option of either a seat mounted shift selector which allows both automatic and manual changes, or simply four switches on the dashboard for automatic selection only. Freeing that precious space, of course, makes it a little easier to move around in the cab.

GLOBETROTTER

And talking about the cab – our test model had the Globetrotter which doubles as comfortable overnight accommodation for up to two people. Because of its vertical structure, you can enjoy plenty of extra storage space.

The cab contains a front shelf with four DIN-standard recesses and two large storage compartments with roller-blind doors on the driver and passenger sides. Under the bed, there are two pull-out drawers with a total volume of 130 litres, plus there are two smaller storage compartments under the mattress at the foot (10 litres) and head (15 litres) of the bed, and a storage compartment at the foot of the bed for a PET bottle.

On both sides of the cab you'll also find large storage compartments that can be opened from outside or within. An additional unheated storage space of 30 litres is available under the cab on both sides.

The driver's seat is fitted as standard with

SPECIFICATION

MODEL: Volvo FH12 460hp

CAB: Globetrotter

ENGINE: D13 Euro 6 Step C

TRANSMISSION:

I-Shift, 12 speed

MAX POWER:

460hp@1400-1800 rpm

MAX TORQUE:

2300Nm@900-1400 rpm

Volvo FH12 460hp



a head restraint, adjustable and fold-down backrest, vertical and fore-aft adjustment and adjustable lumbar support, so we felt totally relaxed throughout our travels around the top of Lough Neagh and then on down to Portadown where we came off the M1 motorway, driving through the busy market town of Lurgan and on to Moira village where we again joined the motorway to head back to Belfast.

It was a route that gave us ample opportunity to gauge the truck's handling and performance on all sorts of road and traffic conditions, and always we felt safe in the knowledge that the FH bristled with loads of driver assistance systems.

SAFETY SYSTEMS

In heavy traffic, for example, Adaptive Cruise Control helped us keep a safe distance from the vehicle in front by controlling the accelerator and all available brakes. If there had been a risk of impact, an intuitive Collision Warning system would have



alerted us by projecting a light onto the windscreen. And the Emergency Brake would have automatically activated, significantly reducing the risk of severe injuries.

Drifting out of lane is said to be an all too common cause of serious accidents which was why we were happy to have the backing of Lane Keeping Support which tracks road markings with a camera, and alerts you if you unintentionally cross them.

Lane Changing Support, meanwhile, uses radar technology to scan the blind spot on your passenger side for other road users. If it's not safe to change lanes, you're alerted with a buzzer and a flashing icon next to the passenger mirror.

Then there was Driver Alert Support; this is an intelligent system that tracks your driving behaviour. If it differs from normal and indicates tiredness, you're alerted by a signal and a message in the display, advising you to take a break.

And, of course, the FH12 had Volvo's Electronic Stability Program (ESP) which efficiently reduces the risk of skidding and rollovers. In risky situations it instantly steps in, reducing engine power and applying brakes to each wheel of the truck and trailer individually.

VERDICT

There's nothing negative about the Volvo FH. We felt every bit as relaxed alighting from the cab at journey's end as we did at the outset. Not only does it look stylish on the road, it is a pleasure to drive, offering a safe, practical, quiet and comfortable working – and living – environment well suited to the needs of the long distance driver.

Calor LPG Delivers Power Without Limitations

Calor LPG delivers power without limitations. LPG powered fork lifts can operate from morning till night without the need for downtime to recharge a battery.

Calor LPG powered fork lifts also offer added flexibility as because they are cleaner, they can be used both indoors and outdoors unlike their diesel counterparts. They also offer more driver comfort also as they operate with noise levels below those required by Health and Safety legislation, and less vibration than those produced by diesel powered fork lifts.

There is a range of Calor energy solutions available, the choice of which is dependent upon an individual business's requirements - from an on-site refuelling dispenser for larger fleets to a range of cylinders for smaller to medium needs.

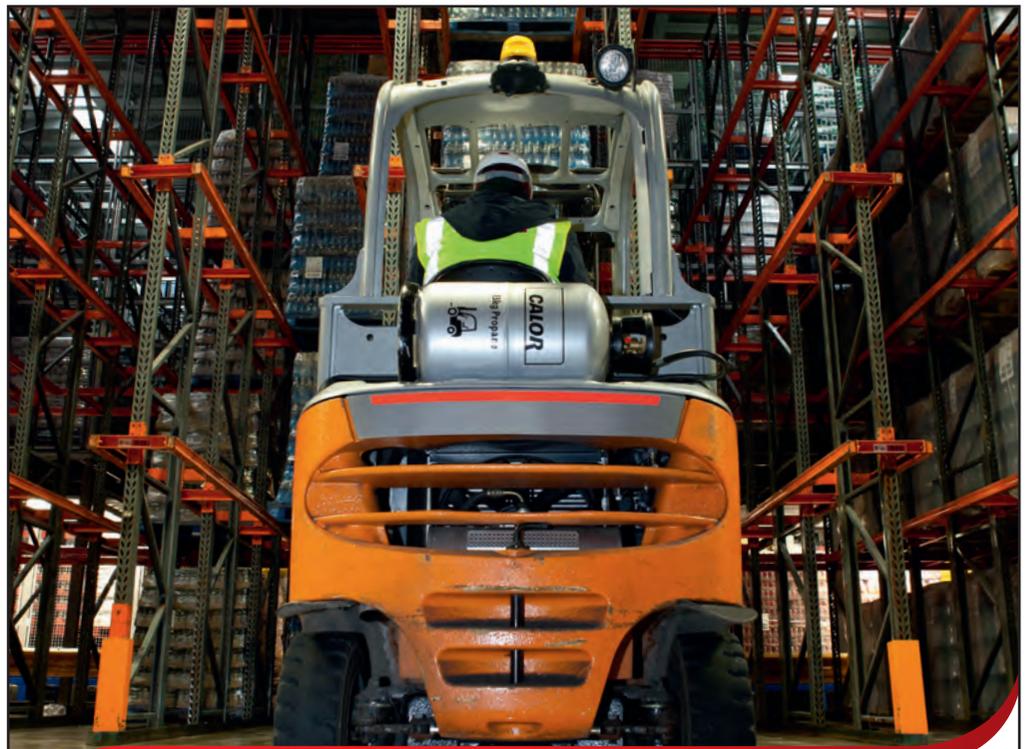
Calor's newest innovation for the logistics and handling sector is the 13kg lightweight propane cylinder, which has been developed specifically for forklift trucks. These can be changed easily by one person and are quick and simple to install. Calor can deliver these cylinders directly to businesses with a regular delivery schedule, tailored precisely to their needs.

Damien Shirkie, Calor's Mobility Solutions Manager, comments, "Calor is working with Irish businesses to design solutions customised to suit their individual needs. Whether on a standalone basis or as part of an overall energy solution, Calor LPG for fork lifts delivers greater productivity, greater flexibility, improved health and safety and reduced emissions, not to mention real cost benefits.

"The LPG solution offers the potential to make a direct impact on a company's carbon footprint, with an average reduction of over

30%. When compared to electricity powered forklifts, LPG provides a 53% CO₂ savings, and a 12% CO₂ saving than a diesel counterpart.

"As a low carbon fuel, LPG is a fuel for the future and should be top of the list for businesses when considering lifting solutions."



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Calor's lightweight LPG cylinder is a versatile energy solution for every situation. Unlike diesel, it gives lower emissions and is perfect for use indoors. Unlike electricity, it's perfect for use outdoors, where even steep gradients won't hold it back. It's lightweight, easy to change and available for direct delivery so you have a constant supply.



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MAN Truck & Bus UK donates thousands to RSPCA

MAN Truck & Bus UK has donated nearly £2,500 to the RSPCA after naming the animal welfare organisation as its company charity of the year.



Leanne Copp, RSPCA Corporate Account Manager, with Simon Elliott, Managing Director of MAN Truck & Bus UK

It is the first time MAN Truck & Bus UK has raised money for a chosen charity, with the pledge to choose a different charity every year in the future.

Employees at the company's headquarters, in Swindon, were asked to put the name of their chosen charity into a hat with the RSPCA drawn out for 2016.

The money being donated is from fundraising at the annual MAN staff Christmas raffle and the MAN Dealer of the Year Conference.

Simon Elliott, Managing Director of MAN Truck & Bus UK, said: "Everyone got behind the fundraising and we are delighted to make this presentation to the RSPCA. It is a respected and hard-working charity that is close to many people's hearts."

Leanne Copp, Corporate Account Manager for the RSPCA, said: "We are thrilled to be the chosen charity of MAN Truck & Bus UK for 2016. The amount raised will help us to keep rescuing and rehoming animals that are suffering from neglect and abuse."



Continental Acquire Bandvulc

Continental Tyre Group, a wholly owned subsidiary of Continental AG, has acquired Bandvulc (B.V. Environmental Ltd.), a leading UK fleet management service provider and independent truck tyre retreader.

The deal sustainably strengthens Continental Tyre Group's position in the UK and Irish market. The takeover will establish Bandvulc as a wholly owned subsidiary of Continental U.K. Group Holdings Limited.

Speaking of the acquisition, David Smith, Managing Director of Continental Tyre Group, said: "This partnership is a logical step in the close working relationship Continental and Bandvulc have enjoyed for many years. Our complimentary customer portfolios and product lines mean that each area of the business is able to benefit from extensive growth opportunities with very few areas of overlap.

"It is our intention to continue to run both businesses very much as they are today, and we are delighted to say that the entire management team at Bandvulc will be staying on, including Patrick O'Connell, the current Managing Director."



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MERCEDES BENZ TRUCK AND VAN NI DELIVER FIRST 'FLAGSHIP' ACTROS 630S

The first new Mercedes-Benz Actros 630s have been delivered to customers in Northern Ireland by Mallusk based dealers Mercedes-Benz Truck & Van NI; they are already earning their keep at two of the Province's leading transport companies.

McAteer Recycling has acquired an Actros 630, while Mulgreew Haulage has included two Actros 630s in addition to eight new Actros 450s.

As a specialist haulage, storage and distribution operator, multi-award winning Mulgreew Haulage operates across the island of Ireland and the UK mainland, while Newry based McAteer Recycling is a long established player in the recycling and waste management sector.

While both companies have differing requirements, they agree that fuel efficiency was a big factor in their decision to go with the Actros, with the 630s returning an impressive 9.5 mpg, while the Actros 450s, on a good day, can deliver up to 11 mpg. That's attributable in no small measure,

explains Mercedes-Benz Truck & Van NI's truck sales executive Roy Owens, to the new and powerful 2nd Generation Euro VI 12.8 l OM 471 six-cylinder high torque engine which features enhanced X-Pulse common rail high-pressure injection, an asymmetric turbocharger and optimised exhaust gas recirculation, as well as a new piston geometry and optimised cooling. The engine is perfectly matched to a PowerShift 3 transmission, the controls for which fall easily to hand, being located on the right hand steering column stalk along with Engine Brake and Retarder thus leaving the cross cab access free. The controls are simple to use – with a rotary switch to select direction, simply push or pull the lever to manually shift gear. EcoRoll and Creep mode are engaged automatically, but are easily and quickly switched off should conditions demand it.

Impressive Returns

Mercedes Benz says the new engine delivers up to a 4% fuel saving compared to the first generation of the OM471 and Mulgreew's driver trainer William Heron agrees.

"All of our business is long haul, with our trucks covering on average 2,500 to 3,000 kms a week, so fuel efficiency is paramount, and we find the Actros impressive. The two 630s give us at least 9.5 mpg, while our drivers are getting up to 11 mpg in the 450s on a good week - and even 9.5 mpg on a not so good week, which is absolutely brilliant," says William. Adds Ryan McAteer: "Our new 630 is the



flagship of our fleet. We've only had it for a few weeks and have already clocked up 16,500 miles. It is returning the best mpg by far, especially on our long haul 'walking floor' operations transporting waste paper and cardboard throughout the UK, so we are very happy. "The truck itself, because of its new styling, turns heads everywhere we go. It's very high spec and we have also added a few extras, such as additional lights. The high cab and array of mirrors also offer excellent visibility, which is very important in our line of work. We also fitted a microwave and a television to the Giga Space cab which is like a home from home."

Space & Freedom

Indeed, the 2500 mm wide GigaSpace cab offers an outstanding 2.13 m of headroom, and the best storage space of any truck – both in terms of intelligent use of space, and internal volume. The cab offers 920 litres more internal space than the previous Actros MegaSpace cab. Providing the ultimate in driver comfort for long distance transport tasks, the GigaSpace cab essentially offers the driver a three room apartment – with lots of space to work, space to live, and space to sleep – as well as numerous stowage facilities, including





a lockable compartment for valuables – and a bunk bed, with a memory foam mattress, which ensures the driver can relax in total comfort.

Dromore headquartered Mulgrew Haulage, who recently expanded its operations with the acquisition of an additional and bigger site at Culcavy near Hillsborough, also opted for the GigaSpace cab because of its many attractive features. "Our long distance drivers are away from home four or five nights a week, so choice of cab was important," says William Heron. "The GigaSpace offers not only a great working environment, but also comfortable living and sleeping conditions. In addition to the already high spec level, we've kitted out the cabs with microwaves and fridge / freezers."

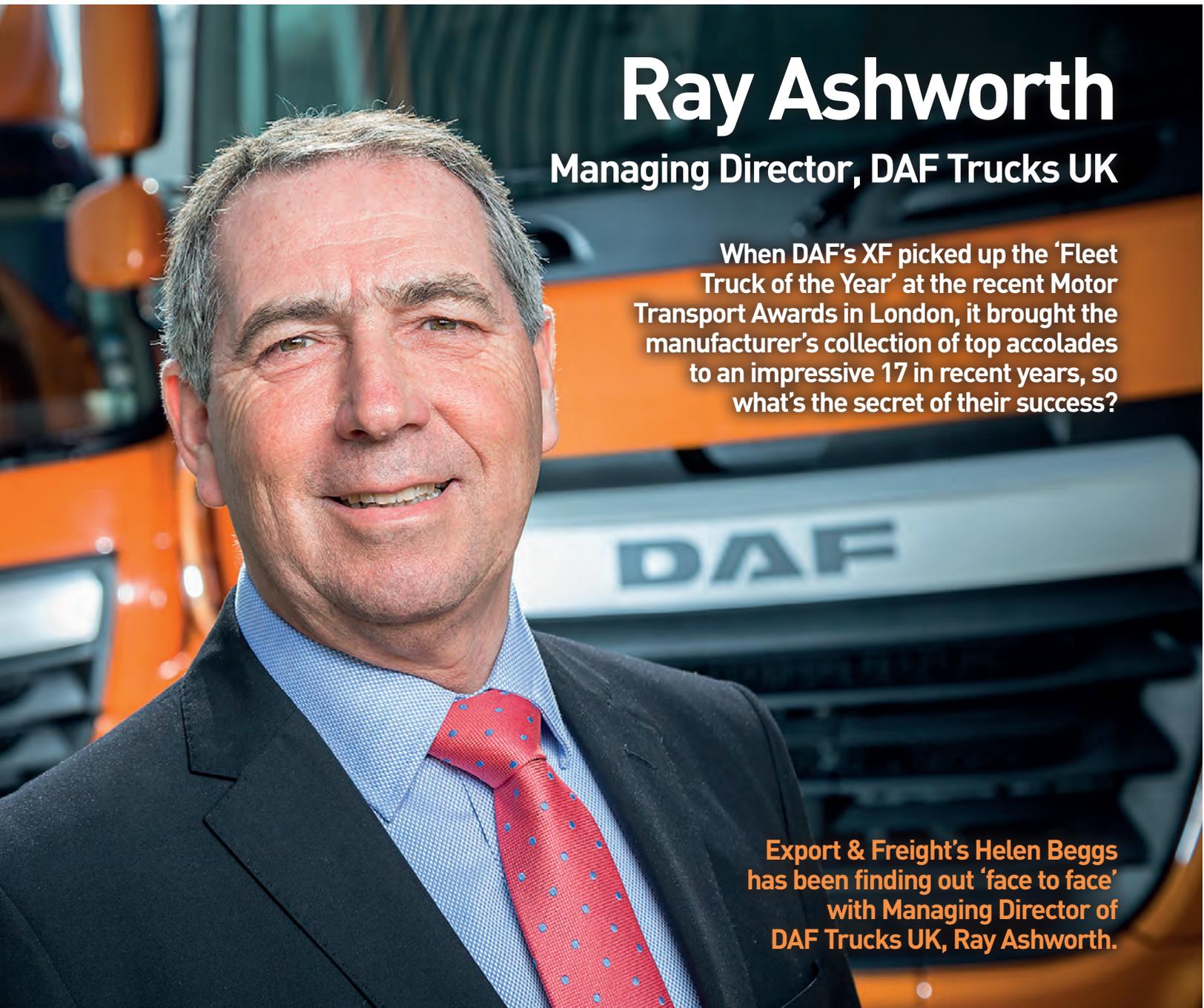
Safe & Comfortable

Apart from superb handling and performance, other features that appeal to the drivers and make their working day that much less stressful range from a multifunction steering wheel and instrument cluster with colour display to the ergonomically arranged controls. The steering wheel, for example,

accommodates eight buttons on both the right and left, making it easy to control a whole array of functions to make life easier - telephone calls can be answered, assistance systems can be operated and radio settings can be adjusted. The comfortable air-suspended seat can be positioned to meet individual driver requirements. It is equipped with pneumatic height adjustment, seat cushion angle and depth adjustment and has an integrated headrest, together with a height-adjustable 3-point automatic seat belt. The Mercedes-Benz Actros also employs many safety and assistance systems to reduce



risks and ease the burden on the driver. Along with the Electronic Braking System with ABS, ASR, Brake Assist, hill holder and Active Brake Assist, Stability Control Assist, Lane Keeping Assist and Attention Assist also contribute to the high level of safety.



Ray Ashworth

Managing Director, DAF Trucks UK

When DAF's XF picked up the 'Fleet Truck of the Year' at the recent Motor Transport Awards in London, it brought the manufacturer's collection of top accolades to an impressive 17 in recent years, so what's the secret of their success?

Export & Freight's Helen Beggs has been finding out 'face to face' with Managing Director of DAF Trucks UK, Ray Ashworth.

The quality of the manufacturer's product portfolio apart, it's all down to the back up service and support provided by DAF's long established dealer network, reckons Ray, who has been at the helm for the past eight years, making him the longest serving Managing Directors there.

"It's a long established and loyal network which has seen little change over the years, so there is a continuity of service that customers appreciate," he adds. "Ours is a people business and our dealers enjoy great, long term working

relationships with our customers, always ready to help when the need arises."

Of course, it hasn't been a smooth ride for Ray since he took on his role in 2008, as he explains: "When I was first appointed MD, the market was extremely buoyant and business was booming, but in just a few short weeks, Lehman Brothers, the well respected global financial service company, declared itself bankrupt, marking the beginning of a long recession.

"I quickly found myself facing some challenging periods, but we survived

it all, managing to keep intact our dealer network, sales teams and factory personnel. Then later with the imminent arrival of Euro 6, there was a lot of pre-buying of Euro 5 models as customers thought Euro 6 would be too expensive, so we had to ramp up production to meet that demand.

"Of course, while this year got off to a great start, with no legislative issues to challenge us and with the economy healthy and strong, along came Brexit, so yes, it's been an interesting eight years, and I suspect there's more to come."

That said, the HGV market here continues to grow – up by more than a fifth in the first few months alone; so how has DAF been performing this year?

With one in every three trucks registered in the UK being a DAF, we currently enjoy a market share of more than 30% in the over six tonne sector; it's a record level for a half year period, so we are very happy with our performance to date in what is a very competitive market. Loyalty, back up service and support all play a part in winning and retaining customers, but at the end of the day it does all come down to price, so it's important we get that right and I believe we do offer customers an attractive 'value for money' package that includes not just the truck but servicing, maintenance and parts, too.

We can't ignore Brexit; no one likes uncertainty, so what impact has it had on the truck market in general?

Staying in Europe would have given us stability and continuity, but as I've always said, leaving Europe would create instability, and it has come to pass. How long instability persists, we do not know, but that uncertainty has led to customers questioning their investment plans. However, the biggest impact for DAF in the UK has been the exchange rate. The pound was very strong at the beginning of the year, but it crashed immediately after the vote. Overnight, our cost base increased by 10 to 15%, and the exchange rate is still volatile today.

What do you think will be the long term effects on the transport industry?

It is what it is, and we have to get on with it. I was in shock on the morning the vote was announced, but I believe we have a strong government with Theresa May now at the helm and we need to look forward, making the best of what we have, for better or worse. The honest truth is that no one really knows how it will all unfold at this stage, but I believe we can make it work.

Away from politics, where does DAF stand on platooning, or driverless trucks? We understand there may be trials on UK roads sometime soon. Would DAF be in favour of platooning as a way forward?

Along with other manufacturers, we are absolutely involved in development and testing. We were involved in the recent trials on roads between Belgium and Holland and it worked. However, uniquely, the technology is ahead of

the legislation here and one of the challenges is that the average distance between exits on UK motorways is four and a half miles, so there would need to be some quite radical changes in legislation on either closing some motorway exits and entrances or having platoons of a maximum length. In the meantime, we will use the knowledge and expertise we gain from trials to do other things.

DAF Silent was recently introduced as part of your Transport Efficiency initiative; tell us a little about that.

One of the big issues facing the transport industry is CO2 emissions, exacerbated by congestion in city centres. However, enabling trucks to work out of the busier day-time hours brings its own challenges, such as noise, and that's what we are trying to address with DAF Silent. Trials in London are well underway to demonstrate what we can do as a manufacturer. So far so good, but it's early days, and once again our technology is ahead of legislation in this area.

Is there anything new in the pipeline we should know about?

Two new pieces of legislation are pending. By 2018 all heavy duty vehicle manufacturers will have to provide certified CO2 values to their customers for each and every truck produced., similar to that which already exists for cars. However, unlike cars, most heavy-duty vehicles are custom-built to meet specific and unique customer requirements. These personalised features extend to virtually every facet of a truck, from the number of axles, the size of the engine and fuel tank to the design of the cab.

Considering the complete vehicle– that is tractor plus semi-trailer, body rigid or rigid plus trailer– the heavy-duty vehicle market becomes even more complex, with several thousand shapes and sizes of trucks, as well as a variety of power train configurations, so there is no one-size-fits-all approach for heavy-duty vehicles. But by using a computer simulation tool called VECTO, (Vehicle Energy Consumption Calculation Tool) we are able to measure and record CO2 emissions from a wide variety of complete truck and trailer configurations; the theory is that this will enable customers to compare trucks and choose the most fuel-efficient vehicle combination based on their specific needs. The next piece of legislation we will have to meet comes in 2021 concerning truck design. Current rules on weights and dimensions of lorries restrict cab length to about 2.4m, but the proposed design changes would allow



manufacturers to create a slightly longer and more streamlined nose, which would improve pedestrian protection, crash performance and could increase the driver's field of view.

There have been some significant changes at TBF Thompson in Northern Ireland, following the retirement of Andy Magowan; how do you see the DAF franchise here developing under new management?

The transition at TBF Thompson following Andy's retirement has worked out perfectly for DAF, with Raymond Crilly, Alan Espie and Seamus Doherty providing a strong element of continuity which is absolutely crucial to the success of any business. I am confident the DAF franchise will benefit extremely well in the months and years ahead, and we wish the new management all the very best.

DAF XF 510: AN EYE-CATCHING SMOOTH & EFFICIENT 'FINGER TIP' OPERATOR

It has been said that there are no 'bad' trucks on the market these days, and while that may be true, there are trucks that take standards, efficiency and performance to a higher level – like the DAF XF 510, as Export & Freight's Garfield Harrison reports.

Even before climbing into the eye-catching Euro 6 DAF XF 510 FTG 6x2, we sensed we were about to experience something good, something refreshing, something special, and we were not disappointed in any way. We had read somewhere that this new DAF XF 'set the benchmark for long distance transport,' so our expectations were riding high and as we settled into the fully adjustable driving seat we easily found a position that was comfortable. The position of the foot pedals, too, added to our driving comfort. The new accelerator pedal, for example, provides an even better graduated action thanks to new electronics, while the brake pedal is now a hanging type, creating more space for the drivers' feet. That said, we were soon to discover that we were spending most of our time driving the XF with our fingers – because everything you need to drive efficiently is literally at your finger tips! No feet required. Well, not a lot! It wasn't long before we were turning heads as we travelled, fully loaded at 44 tonnes, up the M2 from our starting point at dealers TBF Thompson DAF in Mallusk. When designing the Super Space cab, DAF had argued that if everyone could work from his own living room today, why shouldn't a driver be also entitled to that possibility? And that's what they did - changing the long distance driver's workspace into his living room. Behind the new steering wheel is the redesigned dashboard with the switches having been regrouped by function for more intuitive handling. Centrally placed on the dashboard is a new 5 inch large colour TFT display that provides all the information the driver needs about vital engine and driving functions. The display includes the DAF Driver Performance Assistance that gives

the driver feedback on not only fuel consumption but also driving style, the use of the brakes and so on. The TFT panel also gives tips on how to drive even more economical by turning off the air conditioning when not needed, avoiding idling as much as possible and taking care that the tyre pressure is right. Information from the tachograph is also projected on the central information display, giving the driver a clearer overview of travel time and speed. The screen even displays when the truck's next service inspection is due.

LUXURY CAB

The cab offers an abundance of work and living accommodation, with more than 1,000 litres of stowing space divided into practical zones. The largest storage space is under a bunk bed which is regarded as one of the best and most comfortable on the market - and there are three spacious cabinets above the windshield where even a microwave or coffee maker could be fitted.

In addition, there are two foldable cup holders that can hold mugs and tins, and also three holders for credit cards and next to the bottle holder by the driver's seat there is a practical waste bin. There are also convenient spaces for magazines and personal things like glasses, as well as a 12 Volts socket and

switches for the interior light, while a snake light brings the finishing touch to what really is a home from home. Our journey effectively took us around Lough Neagh, via Maghera, down into Cookstown and on to the M1 motorway and back up the hill on the M2 to Mallusk, a trip that encountered all sorts of traffic and road conditions over several hours, and never once did we feel stressed or uneasy, as we were safe in the knowledge that this truck bristled with features that had our wellbeing in mind. The large windscreen and side window areas gave us an excellent view of both other traffic and pedestrians, while big, vibration-free electrically heated mirrors provided perfect views to the rear, side and front, covering those areas that were otherwise hidden from direct view through the windows.

SAFETY FEATURES

Handling and performance were easily aided by a range of other safety features that included EBS (Electronic Brake System), with Brake Assist, ABS (anti-lock) and SMR (drag torque control) and Lane Departure Warning (LDW). It also had Vehicle Stability control (VSC), which improves the directional stability during cornering or quick evasive manoeuvres in addition to offering extra safety against a sudden roll-over. We particularly liked the Predictive Cruise Control feature which utilises advanced GPS technology to determine the exact location of the truck and the driving conditions to be expected on the road ahead, anticipating inclines and descents. It also determines the ideal speed, can over-ride the set cruise control speed, and change the shift strategy of the AS Tronic gearbox, while the Adaptive Cruise Control's Forward Collision Warning function increases the vehicle's safety by alerting the driver if a collision may be imminent.



'SMART' ENGINE

The XF is powered by a PACCAR MX-13 Euro 6 engine which holds a mix of proven state of the art technology and smart technical innovations. The 375 kW/510 hp provides maximum torque of 2,500 Nm within a broad range from 1,000 and 1,425 rpm.

The AS Tronic 12 speed automated transmission has some unique features, including EcoRoll (truck rolling downwards with an idling engine) and FastShift (no clutch disengagement between 11th and 12th gear) to further enhance fuel efficiency.

The MX Engine Brake works simultaneously with the exhaust brake, resulting in a high combined braking power available at low engine rpm. The engine brake, for example, delivers power in three stages to provide the right amount of braking required when going downhill.



Specification

Model: DAF XF 510 FTG 6x2

Cab: Space Cab

Engine: Euro 6 PACCAR MX-13, 375kW/510hp

Max torque: 2500Nm@1000-1425rpm

Gearbox: Automatic AS Tronic, 12 speed

Brakes: Ventilated disc, front and rear



VERDICT

Designed for maximum transport efficiency, with a completely new chassis, new appealing exterior and comfortable, spacious interior, excellent driving performance and handling, and a high level of safety, we have to agree when DAF hail this XF has their best ever. But don't take our word for it, go book yourself a test drive.

The Benefits of Compressed Natural Gas in Transport



Increasingly, hauliers will see more customers placing significant emphasis on the importance of reduced emissions related to the transport of their goods and services.

Hauliers who can offer their customers a low or zero carbon fuel such as CNG will undoubtedly see the benefits in the future awarding of haulage contracts. Reducing emissions is important considering that heavy goods vehicles account for 20% of all energy related carbon dioxide (CO₂) emissions in the road transport sector, despite accounting for

only 3% of the total number of road vehicles. National programmes like Bord Bia's Origin Green project are a good example of how a host of companies in the Irish food and drinks sector are recognising the need to reduce their impact on the environment by addressing emissions reductions and meeting their corporate responsibilities through developing emissions reductions targets and sustainable business practices.

CNG is a proven, globally-used technology whereby natural gas (the same fuel used to

generate electricity, heat homes and power industry) is pressurised and used as a fuel alternative to diesel. Refuelling is undertaken at standard refuelling stations - providing vehicles with refuelling times and travel ranges similar to diesel powered vehicles.

CNG has up to 22% less CO₂ emissions than diesel and has far less emissions of nitrogen oxide (NO_x), sulphur oxide (SO_x), noise and particulates, all of which provide significant health benefits for Irish citizens. CNG is also up to 35% cheaper than diesel making it an extremely attractive alternative transport fuel.

CNG will play a significant role in supporting the competitiveness of the Irish Haulage Industry through reduced fuel costs and lower emissions. The access to a clean and sustainable form of transport will enable Irish industries to access national and international markets as the focus on environmental credentials increases.



Using Compressed Natural Gas (CNG) to power trucks offers a route to lower fuel costs and reduced emissions from Ireland's heavy vehicles”

Natural Gas in Transport

The Future of Fleet Transport



Compressed natural gas (CNG) in transport is a global alternative to diesel or petrol, offering a cleaner, cheaper and proven fuel solution for your fleet of trucks, buses and vans.



Cleaner
Significantly reduced
vehicle emissions



Cheaper
Save up to 35%
on fuel costs



Proven
A proven technology with
19 million vehicles worldwide

Gas Networks Ireland offers support to businesses seeking to trial or transition to CNG. To find out more or to apply for support please contact us.

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Email cng@gasnetworks.ie
www.gasnetworks.ie/gasintransport

FOCUSING ON THE FUTURE OF GAS POWERED TRUCKS ON IRISH ROADS

In the past few months, Iveco has been presenting its vision for the use of Natural Power to senior fleet decision makers across the UK; a similar presentation was recently made in Dublin and Export & Freight went along to find out more.

The focus at the City West Hotel in Saggart was on the recently launched new Stralis NP (Natural Power) – the world's first gas-powered heavy truck for long-distance operations.

It features the new Iveco 400hp Cursor 9 Natural Power Euro VI engine, the first of its kind to deliver the same power and torque output as its diesel equivalent.

It is the first natural gas truck with a 12-speed automated gearbox: the Eurotronic transmission guarantees lower fuel consumption and greater driving comfort; it also features the Hi-Way cab.

This high-roof cab is designed around the driver to provide a perfect working environment. With an internal height of about 2 metres and a volume of over 10 cubic metres, it is the biggest and most comfortable cab in the gas truck category.

The presentation in Saggart was broken down into a number of segments with speakers including Sean Clarke from Emerald Truck & Van, part of the Gaffer Group Truck Division, and the sole franchise holder for Iveco commercial vehicles across the island of Ireland; Rodger O'Connor of Gas Networks Ireland; John Watson from Topaz Energy and Peter Scallan from the Celtic Group.

There, too, was, Martin Flach, Iveco Product Director. "We have broken down the boundaries that made natural gas a

'niche' segment, and we're seeing the booming development of natural gas refuelling stations across Europe. There literally isn't a week which passes without a new refuelling site being opened."

Iveco, of course, has extensive experience in the commercial vehicle Natural Power market, having delivered more than 15,000 vehicles into service already – including vans, trucks and buses.

BENEFITS

Setting out the potential for natural gas as a genuine alternative to diesel, Iveco cite major benefits including ultra-low emissions, quieter operation and fuel costs which are around a third lower than diesel.

Where gas vehicles were previously the domain of local authorities and fleets involved in urban distribution, Iveco argue that their latest product innovations mean they are now a viable solution for regional, national and international transport missions – thanks to a range of up to 1,500km on LNG-powered Stralis 4x2 models.

It is said that the fuel cost savings of CNG compared to other fuels range from 17% to 35% making it an extremely attractive alternative fuel source.

As a bonus, the Irish Government's Finance Bill 2015 confirms that a set excise duty of €9.36 per megawatt



NEW STRALIS NP (NATURAL POWER)



hour will be applied to CNG for the next eight years. This represents a significant reduction in the excise applied to diesel or petrol and reflects the Irish government's commitment to providing alternatives for Ireland's future transport energy needs.

INFRASTRUCTURE

But while gas power is increasingly popular across mainland Europe where there is a growing infrastructure to support it, in Ireland the development of CNG facilities is very much in its infancy, with only one 'top up' point due to become operational shortly; that's at Topaz's Dublin Port Filling Station.

However, working in partnership with Topaz, which has over 460 stations in Ireland, Gas Networks Ireland has ambitious plans to roll out CNG facilities across the Republic.

Gas Networks Ireland already has over 13,685km of pipeline stretching across 19 counties and together with Topaz, they plan to establish a national network of at least 25 Fast Fill Stations by 2025, but there are no immediate plans to extend that network into Northern Ireland.

FUNDING

To encourage operators to switch to natural gas powered vehicles, which can be as much as €25,000 more expensive than their diesel equivalents, Gas Network Ireland is also offering funding of up to



€20,000 to a limited number of purchasers, on a first come first served basis.

With 98% of commercial vehicles in Ireland currently fuelled by diesel, the potential for gas power is obviously huge, but what clearly lies ahead is a long and winding road. It will be an interesting journey.

Above L-R: Sean Clarke (NI Trucks), Stephen Irvine (NI Trucks), Hugo Gordon (Bondelivery), Robert Heavin (Carna Transport), Vincent Wadell (Surefreight) and Mark Smith (NI Trucks)



TIP-ex¹⁶ TANK-ex¹⁶

HARROGATE INTERNATIONAL CENTRE

Operators Flock to Tip-ex and Tank-ex 2016

For anyone involved in the tipping, bulk haulage, tanker and bulk liquid transport industries, Tip-ex and Tank-ex was the show to be at this year.

With over 100 leading manufacturers and suppliers - many of whom only exhibit at Tip-ex and Tank-ex - attending the three day event in Harrogate, the show attracted large numbers of visitors, including operators in the

dry bulk and liquid tanker sectors. The show provided a unique chance to see all the latest vehicles, products and services and also proved an ideal networking opportunity for everyone who is anyone in bulk transport.



DAF Trucks Publishes New TRP Catalogue

DAF Trucks has published the ninth edition of its definitive TRP Catalogue – the company's comprehensive Parts directory for all-makes of trucks, trailers and workshop consumables.

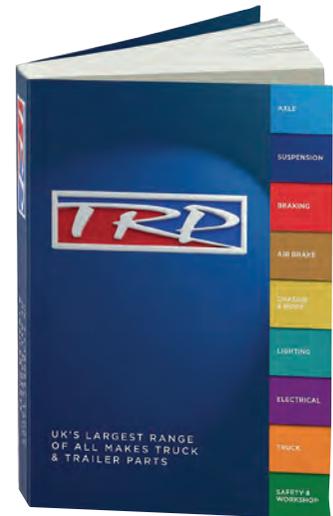
In addition to the hard-copy catalogue, truck operators may also interrogate the complete TRP range through a dedicated web site, www.trpparts.com, which has been updated to provide increased functionality.

DAF Trucks remains keen to provide a hard-copy catalogue to satisfy the needs of its extensive customer base. Hard-copies of the latest TRP Catalogue can be obtained through the DAF Dealer network or ordered online at www.trpparts.com.

TRP is the highly successful Parts programme marketed alongside DAF genuine and PACCAR Parts, focusing on trailers, all-makes of truck marques and a wide

range of workshop consumables and lubricants. Both versions of the TRP Catalogue (hard-copy and online) provide enhanced accessibility to TRP's huge and constantly updated range of Parts.

"We're very conscious of our commitment to customers across all industry sectors," said Stewart Davies, Parts Marketing Manager at DAF Trucks, "and our Parts marketing push has to reflect the wide-ranging nature of the market and how our customers wish to communicate with us. Our new TRP Catalogue, however our customers wish to access it, is the most complete Parts compendium we've ever produced," he said.



Best month for new van market in over a decade

The new light commercial vehicle (LCV) market achieved a solid performance in August, growing 6.3% compared with August 2015, figures published by the Society of Motor Manufacturers and Traders (SMMT) reveal.

Some 15,385 new LCVs were registered in Britain – the highest volume for the month since 2006, as businesses took advantage of low interest rate finance packages and discounts.

Continuing the trend set in recent years, the market in August was driven by two key segments: pickups and heavy vans (>2.5-3.5T), both of which saw growth, with demand up 6.9% and 14.4% respectively.

Overall performance for the first eight months of the year remained steady, with a 2.9% increase in demand totalling 231,857 new van registrations.

Mike Hawes, Chief Executive, SMMT, said, "After a slower

July, it is good to see growth in the new van market pick up again in August, with a record made in this traditionally quiet month. To ensure this performance continues, it is vital that government takes the necessary steps to secure economic stability and maintain confidence for operators to continue to invest in their fleets."

Government needs to support ultra low emission HGV market

The Freight Transport Association has reacted positively to a report from the House of Commons Environmental Audit Committee into sustainability in transport policy.

In the report, the Committee states that fiscal support will be needed along with regulatory reform to develop the market in ultra-low emission vehicles. For cars it suggests reform to company car taxation, and for vans a reform to the weight limitations on alternatively powered vehicles.

FTA's Head of National and Regional Policy Christopher Snelling commented: "The Committee is right that more support will be needed for the purchasers of ultra-low emission vehicles if they are to take off in the market place as soon as possible. The suggestion of considering reforming weight limitations on alternatively powered vans is welcome and should be explored

further – subject to demonstrating it would not have a negative effect on safety.

The missing piece in the report is heavy duty vehicles. From an engineering and technological point of view it is harder to decarbonise larger road vehicles – electric is not an option. Trials of alternative power sources for lorries were made under the Government's Low Carbon Truck Trial and a further low emission freight and logistics trial has recently been announced, but more fiscal support will be needed if these new vehicles are to get taken up by purchasers any time soon. Currently alternatively powered vehicles only make up 0.2 per cent of the UK's HGV fleet."

Haulier ordered to pay £70,000 under Confiscation Order

A haulage company director has been ordered to pay £70,000 under a Confiscation Order at a hearing at Newry Crown Court.

He has been given three months to pay under the Proceeds of Crime Act (2002) or face a prison sentence of 15 months.

The confiscation was as a result of a joint investigation conducted by the Driver & Vehicle Agency and the PSNI between April 2012 and September 2012. Following inspection of three vehicles being used by the company it was discovered that tachograph manipulation devices had been fitted to interfere with the tachograph recording equipment.

New Faces at the Wheel of RSA NI Insurance Ltd

“Big wheels keep on turning” are lyrics by Lynrd Skynrd from their 1974 hit record “Sweet Home Alabama” and these lyrics can be aptly applied to RSA NI Insurance Ltd in 2016.

Whilst there have been recent changes in RSA NI, it still has many years of local market knowledge in the haulage industry and continues to offer a complete end to end service, from policy inception to claims to both its broker and client base to ensure your ‘big wheels keep on turning’.

New names and faces but are they really that new? Karen Simpson has recently been promoted to Head of Motor at RSA NI, having been with the company for over 25 years and is recognised as a leading Commercial Motor Underwriter in the local market.

With her extensive knowledge and experience, she has seen many changes in the Insurance sector over the years and is keen to work with clients and brokers to keep pace with the evolving technology within the transport and logistics industry.

“At RSANI we are able to tailor our motor propositions to suit our clients’ needs and can reflect the implementation of Risk Management actions in our solutions. Our customer service and consistent quality of delivery keep us at the forefront of Commercial Motor insurers here in the Province.”

HEAD OF SALES

The company continues to work closely with its broker partners which is something Tim Graham, newly appointed Head of Sales at RSA NI, is no stranger to.

With more than 19 years’ experience in Underwriting and Sales at RSA, Tim continues to work with brokers to produce a programme that is unique to them and the customer.

“In a very competitive marketplace we understand that no two clients are the same and each have their own individual needs. With our in depth expertise of the transport and logistics sector we aim to provide a bespoke solution for every client providing a one stop shop for their insurance needs,” says Tim.

GET A QUOTE

As sponsor of the prestigious Export & Freight Driver of the Year Award, RSA NI is committed to promoting safe driving, at the same time recognising that accidents do happen. It’s at these times that you need to ensure that you have the appropriate cover in place with an insurer who understands the uniqueness of the transport sector.

As a leading player, you can trust RSA NI to keep your wheels turning. So if you’re not currently insured with RSA NI ask your broker to obtain a quote from them at your next renewal.



Tim Graham



Karen Simpson

RSA INSURANCE 

RSA INSURANCE 

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www.rsagroupni.com

Tel: 02890 320190

*Ask your broker to
include a quote from RSA
at your next renewal*

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by the Financial Conduct Authority (309296).

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Belfast, BT1 3GN, Northern Ireland and is registered in
Northern Ireland under company number NI 39814.

BMG: A Team With Decades of Experience in the Haulage Industry

With offices in Portadown, Lurgan and Belfast, BMG has grown to become one of the market leaders in the challenging and complex haulage insurance sector

Its highly qualified and long experienced team of professionals is dedicated to finding hauliers the very best competitive insurance deal, whether it be for heavy or light commercial vehicles.

It doesn't matter if you have just one vehicle or a large fleet, at BMG they know that when a vehicle is off the road it is costing your business time and money.

"That's why we ensure that your haulage insurance package will cover every eventuality and take into consideration the specific needs of your business by offering you a truly bespoke package."

Calling on more than four decades of experience, BMG works across all lines of business - sharing knowledge to ensure your policies and cover remain consistently ahead of the market standard.

All Types

It offers competitive truck and fleet insurance products for all types of HGV operators whether they are Own Goods or Hire & Reward within Ireland or Continental



deliveries, and ensure these products are designed to meet your individual needs.

"Whether you're a sole trader with one vehicle carrying your own goods or a company with several vehicles and various needs, we can cater for every and any insurance requirement as we enjoy good working relationships throughout the marketplace.

"That enables us to negotiate directly with the right highly skilled individuals to provide a policy that is correctly tailored to the client's precise needs. Be assured that BMG's brokering specialists will work closely with you to create a bespoke solution delivering optimum value."

Wide Range

BMG covers every aspect, with a wide range of policies for Motor, Goods In Transit, Liability including directors and officers from a trusted network of leading insurers.

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- Annual Green cards
- Trailer cover
- Full Claims Handling
- Legal Expenses Cover
- Finance Facilities

Pictured here (left) is Ciaran McGurgan (Sales Director), with Ferghal Thompson (commercial account manager).

Cover for All

BMG also has vast amounts of markets for property insurance, from your own home to high end specialist commercial property owners insurance.

Some covers which you may not think of can include loss of income, business interruption, alternative accommodation, commercial property owner's liability and employer's liability, ensuring you get maximum return on your investment with minimal hassle, just ask one of advisors at BMG for details.

"When your insurance policy really counts in the event of a claim, you can be confident that your claim will be handled by a dedicated claims team offering the exemplary, fast and efficient service that we expect from our own teams and from our partners.

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Policies Driving Success For Autoline Insurance

Award-winning firm Autoline Insurance Group has revealed that a record share of Northern Ireland's fleet insurance market is helping drive success for the business.



Michael Blaney,
Autoline's Managing Director

The company says its fleet policy customers have jumped by over a third in the last four years, despite an increasingly competitive insurance market.

Growth has been particularly strong in the Haulage, Construction and Manufacturing sectors.

Michael Blaney, Autoline's Managing Director, said: "Hauliers operate in an incredibly competitive market with extremely tight margins. The implications of Brexit on cross-border is yet another factor which is adding to uncertainty and may potentially increase running costs.

"Against this backdrop Autoline has managed to significantly grow its business with local hauliers and fleet operators by offering highly competitive prices combined with excellent levels of cover and customer service.

"Our customers range from small family businesses to some of Northern Ireland's best known hauliers with fleet sizes in excess of 60 vehicles."

Although the fleet policy market is already highly competitive, there are strategies that fleet managers can adopt to keep

prices down and to mitigate the impact of any claims.

Mr. Blaney added: "There are practical steps that fleet managers can take to reduce their premiums and we'd encourage customers to talk to their insurance provider.

"These can range from reducing the number of incidents that your drivers are involved in through better training, better enforcement of rest breaks, better maintenance or using new technology such as accident sensors and cameras which provide useful evidence to help defend a claim.

"Tracking on vehicles has also proven to be more cost effective for clients, monitoring drivers' speed as well as aiding fuel efficiencies.

"Other things to consider include where vehicles are parked to what your driver profile is like. For instance, more experienced drivers tend to generate fewer claims."

Trade Credit Insurance can also play a vital role in helping small businesses navigate potential risks, aiding growth while guarding against the unexpected. In recent months the Association of British Insurers released figures showing that last year 7,000 credit insurance policies were taken out by UK SMEs, nearly 60% of all policies. Those SMEs made almost 4,400

claims (c.40% of the total) and insurers paid out almost £36m.

Credit Insurance has been another area of significant growth for the Autoline Commercial Division. Mr Blaney continued: "This insurance gives businesses the confidence to extend credit to new customers and improves access to bank funding, often at more competitive rates.

"Companies from construction to manufacturing are looking to Autoline's experience in the industry to ensure they have the correct policies to meet their commercial requirements and to give them the level of protection at the level at which they are operating.

"While we always recommend seeking professional insurance advice for any product, it is particularly true for Trade Credit. Premiums depend upon your business' risk and sector, the amount of turnover to be insured, customer demographics and the strength of your firm's credit management.

"An ill-fitting trade credit policy will be of little use, so make sure you get bespoke cover. Trade credit insurance is a small, specialised field that demands careful risk assessment to design a policy that keeps you above water should your customers go under.

"With even more uncertainty in the marketplace since Brexit, companies are holding firm to what they know works and it is Autoline's level of industry knowledge that has ensured that our customers are provided with the support they require at a time when so much uncertainty surrounds the economy."

news

Cutting corners on repairs could cost thousands, warns FLTA

The Fork Lift Truck Association (FLTA) is warning fork lift truck users that unauthorised modifications or repairs could invalidate rental contracts and manufacturer warranties, leaving them to foot any repair bills.

While this includes fairly obvious "cowboy" modifications, such as adding additional weight to the counterbalance to increase lifting capacity, users might be surprised to learn that even changing tyres could constitute a breach of their contractual agreements.

FLTA Chief Executive, Peter Harvey MBE, said: "It's important that end-users understand what

they can and cannot do under rental contract. Failure to do so could land them in hot water.

"Whether a truck is under a short-term rental agreement or hire purchase, if you have not bought the truck outright, changes to the equipment should be approved, in writing, by the supplier.

"But if you've purchased a truck, you should

also be aware of what you can and cannot do. Making unauthorised changes can invalidate your manufacturer's warranty, which could see having to foot the bill... and, indeed, every subsequent bill."

However, as Peter Harvey explains, this is about more than money: "Unauthorised repairs or modifications can have dangerous knock-on effects for safety. Cheap tyres can effect stability and cause an accident, and the FLTA has even heard of individuals trying to repair damaged overhead guards and thereby endangering all future users of the truck.

"Such changes – big or small – to a fork lift truck could cost businesses dearly. As such, it's crucial that everyone checks manufacturer guidelines or rental agreement before making any alterations to equipment. And, if you're in any doubt at all, contact the supplier. If they refuse, it's almost certainly with good reason."

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Hear from long standing Dennison Trailers customer, Vincent Waddell, **SureFreight International**

Here at Surefreight we have been dealing with James, George and David Dennison from Dennison Trailers for many years now. As a company, they hold the same family values as ourselves.



When working with Dennison Trailers, we have found the specification and build quality is of a very high and consistent standard and they know what we need for our particular application. The majority of our trailers ship unaccompanied, across the Irish sea and so are prone to more shunting on and off ships at the docks. We find the Dennison product to be very robust with adequate lashing points for restraining the trailer on the ship.

The finished products are consistently very high quality and with its galvanised front and rear corner posts, heavy duty double locking bars on the rear doors and with a good heavy coat of paint always ensuring we get a long life out of the trailer, making it very cost effective and essential to our company image and profitability.

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With over 50 years and 47,000 trailers behind us, Dennison Trailers is one of the leading manufacturers of commercial vehicle trailers. Still family owned and run, our success is a result of a combination of innovation, engineering excellence and a total commitment to customer service.

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IAA 2016: Driven by Ideas

“Driven by ideas” is the slogan of the 66th IAA Commercial Vehicles, which will be held in Hannover from September 22 to 29, 2016.

Regarded as one of the world’s most important trade fairs for the transport and logistics industry, this year’s event has again attracted many of the leading truck and trailer manufacturers, as well as other associated exhibitors. There will also be a series of lectures and

live demonstrations covering a range of topics over the course of the eight day event; Export & Freight will be there to bring you a comprehensive review in our next edition. In the meantime, here we take a look at just some of what visitors can expect at the show...

Thermo King Set to Innovate

Transportation solution businesses Thermo King and FRIGOBLOCK of Ingersoll Rand, a world leader in creating comfortable, sustainable and efficient environments, will welcome visitors to their stand where they will see for themselves what the future of refrigerated transport brings today.

“Our acquisition of FRIGOBLOCK and Celtrak has allowed us to explore and develop solutions that not only link sustainability and innovation to deliver industry-leading fuel savings and intelligent systems today, but also pioneering concepts that will ultimately define the future of transport refrigeration

for our industry in the years to come. It’s very exciting,” said Karin De Bondt, vice president and general manager for Truck, Trailer and Bus at Thermo King, in Europe, Middle East and Africa.

At the stand, Thermo King will unveil new and existing products, all built to meet expectations and answer today’s demands in

areas of sustainability, intelligence and connectivity, innovation, and real-world challenges.

Many are the result of the strategic acquisitions of FRIGOBLOCK and Celtrak, which have broadened Thermo King’s research and development capabilities by adding complimentary expertise in

areas such as hybrid, non-diesel, and operational intelligence. These capabilities, combined with Thermo King’s proven track record of dependable, leading technology, have accelerated new developments that meet and adapt to unique customer needs and provide sustainable results for the transport refrigeration sector.

MAN to Present ‘Future Proof’ Portfolio of Trucks

MAN is to present a strong future-proof portfolio of trucks at the IAA 2016. For the 2017 range, MAN merges engines with new power levels of up to 640 HP and higher torque with finely tuned transmissions and switching functions into application-optimised drivetrains.

This is accompanied by a strong brand identity. Exterior and interior design innovations in the TG range strongly place the trademark of the lion in the foreground. At the same time, the traditional Munich-based manufacturer is preparing for the logistics business of the future with

new digital products and services.

MAN is taking numerous steps to optimise its engine programme for the IAA Commercial Vehicles 2016. These ensure significantly improved fuel consumption with increased performance and driving dynamics as well as the expected high level of reliability.

The new generation D38 engine offers up to 640 HP and reaches its greatest torque - up to 3000 Nm - even at low engine speeds. Optimised for fleet applications, the new D26 offers a power spectrum from 420 to 500 HP with a simultaneously low tare weight and low fuel consumption. In combination with the new versions of the MAN TipMatic transmission with individually co-ordinated driving programmes for

every area of application, the MAN ranges provide highly efficient, economical and environmentally-friendly drivetrains.

Additionally, MAN will be bringing the latest version of the EfficientLine concept to the IAA, which combines all technical and aerodynamic fuel efficiency measures into one truck.

To clearly demonstrate the fuel saving potential of the new EfficientLine 3 generation, MAN carried out a fuel consumption test journey with a MAN TGX 18.500 4x2 BLS EfficientLine 3 semitrailer tractor in July; the results will be revealed at the show, once the journey data has been evaluated and the TÜV report has been received.

In addition to this, MAN will be unveiling numerous design innovations for its TG series. TGX and TGS get newly designed and dynamic cooling air intakes. On the inside, warm colours with new materials and seat upholstery lend all TG models a bright and high quality feel, which is complemented by the distinctive steering wheel design.

Furthermore, the driver’s workplace benefits from a new Infotainment system, automatic headlight activation and rain sensors. The new MMT MAN Media Truck Advanced Infotainment system is available with either a 5” or 7” screen and offers numerous comfort functions.



Mercedes Benz Focus on Efficiency & Safety

Efficiency, connectivity and safety will be the main theme on the Mercedes-Benz Trucks' stand at the 66th IAA commercial vehicle show in Hanover.

Speaking to Merc's head of truck marketing, Michael Dietz was clear that his company is pushing forward and rolling out innovations in engine design.

He told Export & Freight that other than the requirement to ensure Mercedes customers benefit from the most fuel efficient solutions, the EU was beginning a wide ranging study into the next tranche of emissions standards.

Mercedes, as it has done at every stage of the Euro stages, likes to be ahead of the game because this time the eye is on reducing CO2 rather than further NOx and PM outputs. He added that Brussels is looking at a more holistic approach to increase overall efficiencies, which, in addition to engines, takes into account, tyres, trailers, aerodynamics and optimised running.

Returning to the IAA, engine efficiency gains - thanks to higher injection pressures, more consistent power and torque delivery across the rev range, and a new, more efficient, asymmetric turbo charger, with a patented exhaust gas recirculation system and lower viscosity lubricants, rolled out

last year on Merc's 12.8-litre OM471 engine - will make their debut in the smaller 10.7-litre OM470 at the show.

Weighing in 150kg lighter than the OM471, the 470 now benefits from a new top power rating of 456hp with 2,200Nm of torque and has been fitted with all the enhancements from the 471. Mercedes claims its re-engineering result in a 5% improvement in fuel consumption, with AdBlue consumption remaining at Euro 5 levels (5%).

Mercedes' Powershift 3 automated transmission has not escaped the attention of the engineers and its two constant mesh splitter gear wheels are produced using an improved machining process that results in a mirror finish. Merc says as these are permanently engaged this significantly reduces friction losses.

On the safety front, Mercedes will launch an improved version of its Active Brake Assist emergency braking system. Active Brake Assist 4 now has the ability to recognise obstructions as small as pedestrians.

The final theme of connectivity focusses on vehicle up time. Using its Fleetboard telematics platform, Mercedes has worked with customers to develop a real time vehicle diagnostics system. Available on the Actros, Antos and Arocs ranges, the 'Connectivity' platform gathers data from a range of sensors monitoring driveline and component status and relays this back to a super computer that runs diagnostics software.

The diagnostics will interpret the information and will order a course of action is anything on the vehicle is found to be untoward. Mercedes' service centre will then contact the customer to warn them of the issue and will provide recommendations on the best course of action to take.

Meanwhile, to mark 20 years of Mercedes' flagship Actros tractor unit, the manufacturer will unveil a limited edition 'anniversary' model at the IAA. The base 'special' model is a 4x2 tractor unit with the GigaSpace or BigSpace cab. The production run will be limited to 200 units and Mercedes-Benz Trucks UK, says it will be available in RHD.

Full Line-Up From Renault Trucks

Renault Trucks will exhibit nine vehicles - long distance, construction, distribution, rally truck and animations will all attest to the historical robustness of the diamond brand.

Where long distance trucks are concerned, visitors will exclusively be able to see for themselves the Renault Trucks T Maxispace High Edition, a special edition of the T520. Likewise visitors will be able to climb on board a cut-open cab of the T High so that they can appreciate the ergonomics, the visibility and in particular test the comfort of this vehicle, voted international truck of the year 2015 during last year's Hanover fair.

As for the construction range, the highlights will be a very special version of the K, specific to the German market, the Renault Trucks K480 Skorpion, plus the MKR Adventure K truck just back from its recent performances at the Dakar and the Silk Way Rally, which will be presented to the public for the first time. This truck will be the subject of particular attention because it will be possible to experience the sensation of driving on board it in rally raid, thanks to two driving simulators.

Visitors at the Renault Trucks stand will likewise be able to attend a truck customisation workshop « Pimp my truck! ». Sven Punke, Marcel Barth and their team from the Truck Tuning Center, who were amongst the winners with their truck 'Avatar' at the last Truck-Grand-Prix at the Nürburgring, will be working hard in the 300 m2 space that Renault Trucks has reserved for them. Airbrushing, removal and fitting of parts, or even the original upholstery of the cab interior, a Renault Trucks T High will be undergoing customisation throughout the trade fair. Spectators will appreciate not only the tuning activity and accessories used, but also the ruggedness of the vehicle.

Volvo Trucks has many new features in store

Volvo Trucks will be highlighting the newest generation of its Euro 6 engines in connection with all intelligent Volvo I-shift transmission options.

The launch of an optimised version of the Volvo FH, the Volvo FH "Performance" special edition and another amazing new feature will also be celebrated at the fair in Germany.

The optimised version of the Volvo FH primarily comprises an improved Euro 6 engine, in combination with the unique Volvo I-shift transmission. The D13 engine now works using a common-rail injector and a higher compression ratio in the case of 420 HP and 460 HP sales variants, while the 500 HP and 540 HP sales variants are equipped with a new and improved turbocharger. The revised engine will be integrated into four trucks at the IAA, and will also be displayed as a component. Aerodynamic improvements are also included with the optimised Volvo FH. These, along with many other small changes, lead to overall



improved driveability and enhanced fuel efficiency. Volvo Trucks will also be presenting the I-shift with crawler gears as an additional I-shift transmission option. The gearbox will be integrated into a Volvo FH16 (8x4), a heavy-duty tractor unit, at the IAA. Thanks to the additional two crawler gears, starting from standstill is possible with a gcw of up to 325 tonnes. The I-shift crawler will also be available to view in a Volvo FH (6x2) swap-body truck unit at the IAA.

Groundbreaking solutions for the commercial vehicle of the future

New types of driver assistance systems and automated driving functions will be the central focus of Knorr-Bremse's display at this leading trade fair.

The global market and technology leader will be showcasing specific solutions for safe and efficient mobility on the roads with innovative, intelligently networked braking, steering and powertrain systems. Under the motto "Creative Systems – Globally", visitors will find an extended portfolio of products from Knorr-Bremse that represents a convincing response to the increased automation and networking of transport and logistics operations. "A central theme of the IAA will be the new scope offered by automated driving and telematics. After many years in which markets have been dominated by a focus on safety and fuel efficiency, new areas are now driving innovation in the sector. "This is where our systems competence puts us at an advantage – as can be seen from our new blind-spot assistant and, above all, a system that enables a truck to drive autonomously off-highway. Our message is clear: We are going to play an active part in preparing the ground for fully automated driving," says Dr.

Peter Laier, Executive Board Member of Knorr-Bremse AG responsible for the Commercial Vehicle Systems division. With the recent addition of state-of-the-art steering systems from tedrive to its portfolio, Knorr-Bremse has not only gained access to new markets but has also acquired the capability of actively influencing lateral as well as longitudinal truck dynamics – for example in order to keep a truck automatically in lane or help it steer round a hazard. iHSA® technology (intelligent Hydraulic Steering Assist) plays a crucial role – an electronically-controlled hydraulic steering system developed specially for automated trucks. Knorr-Bremse will also be showcasing the next generation of disc brakes for heavy-duty trucks and the modular, scalable GSBC brake control system for world-wide use. Other areas the company will focus on at the IAA include powertrain and trailer innovations and the launch of the new TruckServices aftermarket brand.



Connected Technology from Continental

Continental will be presenting several examples of its connected technology.

Modern trucks and buses contain around 170 data recording sensors, with more than 90 electronic control units processing the data and roughly 150 actuators converting that data into mechanical movement. Thanks to the Internet, this data can be easily shared and external information can be received. Increased connectivity has paved the way for new applications and services for handling performance, vehicle management, logistics, and automated driving. Visitors can see for themselves how the ContiPressureCheck system constantly monitors tyre pressure and temperature while driving, which is designed to save fuel and reduce the risk of a flat tyre. The dynamic eHorizon is a sensor system that supplies vehicles with real-time information, allowing the handling

performance to be adapted to the current traffic situation, creating even more potential savings as well as adding additional safety. It is estimated that trucks fitted with eHorizon from Continental have saved nearly 300 million litres of diesel since 2012, or around €383 million. The sensor system uses highly accurate topographical route data and a GPS signal to provide the control units in the vehicle with information about the route ahead, and then adapts the driving style and speed automatically to suit the upcoming traffic. Continental is continuously developing this successful product. The final stage of expansion is the dynamic eHorizon, a highly accurate information carrier that is always up to date. Thanks to real-time information, it

takes into account dynamic events such as weather, accidents, or traffic jams. Several applications will be used at the IAA to demonstrate the advantages of the system. If the data sources report a traffic jam or roadworks, the dynamic eHorizon forwards this information to the control units, which then prompts the vehicle to coast or shift down a gear. By providing this information in good time, the system not only saves fuel, but can prevent serious accidents by warning drivers of dangers before they have been seen, such as the tail of a traffic jam around a bend. The technology therefore forms an important basis for automated driving. The eHorizon also anticipates the road ahead, making it just as efficient in urban traffic. The sensor holds data on traffic light phases, enabling the vehicle to implement an optimum driving strategy.

Keeping leadership by keeping cool

Export & Freight has been getting the inside line on the latest developments from Schmitz Cargobull ahead of Germany's IAA Show this Autumn, as Richard Simpson reports.

Schmitz Cargobull is to unveil more new products at the IAA Show; the company is unique in manufacturing almost all of the components of its S.KO fridge and insulated box van trailers in-house.

On the S.KO Executive fridge trailer, not only are chassis, axles and body panels all made in house, but so too are the refrigeration units and telematics systems. Even the tyres bear SCB's famous elephant logo.

Using telematics, remote monitoring of location, trailer interior temperature, fridge fuel level can all be monitored. Load temperatures can be recorded and logged, and a clear view provided of vehicle maintenance schedules and availability.

Other information transmitted includes coupling status, door locking, energy supply (ie fridge plugged in or internally powered), trailer mileage, axle load, brake wear and tyre pressure. This can be received by computer or smartphone. Alarms can be configured to flag-up potential problems before they become serious.

"The more information you have, the fewer problems you will have," said Karl-Heinz Neu, managing director of German trailer maker Schmitz Cargobull subsidiary Cargobull Telematics.

Telematics, he explained, were now a vital sales tool for operators pitching their services to potential customers: particularly in the temperature-controlled sector.

Besides the telematics, there are physical changes to the new S.KO trailers too (they are also available without temperature-control systems for goods where more protection and security is required than is provided by curtainsiders).

There's a new modular load securing system: the V7; which allows the adjustment of



Almost all the S.KO Executive fridge trailer is produced in-house by Schmitz Cargobull.

internal beams in 40 mm increments, and leaves both floor and ceiling free of potentially dirt-trapping holes.

Rear-end damage is a recurrent problem with fridge trailers, so the Schmitz solution is to install four elliptical stainless-steel rollers between each rubber bumper and the loading bay. As the trailer moves vertically during loading and unloading the rollers rotate, saving the bumpers from being torn off. The bumpers themselves transmit impact forces into the very robust trailer chassis rather than the relatively delicate body.

Temperature-controlled operators sometimes have loads ruined when fridge units are tampered with: usually by other drivers who do not want their sleep disturbed by a fridge motor on a parked truck kicking-in during the night. Schmitz will debut a PIN-locked

control panel for its Cargobull fridge unit at the IAA, which means settings cannot be adjusted unless a four-digit number is first entered. The system will be standard on the S.KO Cool Executive fridge trailer.

There's also a new, concealed door-locking system available for the company's fridge and box van trailers, which is secured by a PIN-enabled lock.

Meanwhile, Schmitz is not content with being Europe's biggest trailer-maker: it wants to be the biggest in the world. To this end it has opened a joint-venture factory in China, in partnership with respected truck maker Dongfeng (which is itself part-owned by Volvo Group). Here it is building relatively simple trailers, designed for rough roads and heavy loads, for sale in China, the Middle East and Asia.

Kögel shows large number of innovations

Along with its expanded service offerings, Kögel will be presenting its portfolio of products for the forwarding and construction sectors.

Visitors can look forward to Kögel trailers and service offerings such as financing, full-service, telematics and much much more.

On show will be the brand new Kögel Light plus, particularly optimised for payload thanks to weight-optimised frame and body.

Other exhibits will include:

- The Kögel Trailer Achse – KTA: Special trailer chassis with unique "double suspension" matched to Kögel trailers.
- The modified Kögel Cool – PurFerro quality: Premium refrigerated box with country-specific equipment variants.
- The universal Kögel Cargo Rail with FlexiUse structure and RoRo equipment: the Curtainsider for road, ship, and rail with new double codification.
- The new Kögel combination centre axle trailer: swap body trailer for transporting 20-foot ISO containers and swap bodies up to size C782.

"We are very pleased to be able to show our customers a large number of solutions, innovations and trailers again this year as well, which provide diverse added value," says Thomas Eschey, Managing Director of Kögel GmbH & Co. KG. "We have found the right approach to our customers with the Kögel trailer axle – KTA and the new Kögel Light plus."

Fyffes Unveils New Truck Livery

Dundalk-based banana importer Fyffes has unveiled its new truck livery, currently being rolled out across its fleet of heavy goods vehicles and soon to be seen on roads throughout Ireland.

The move forms part of what their marketing manager Emma Hunt-Duffy says is 'an international brand enhancement programme,' the impact of which will be seen across the organisation's key corporate and brand communications platforms throughout its core European markets.

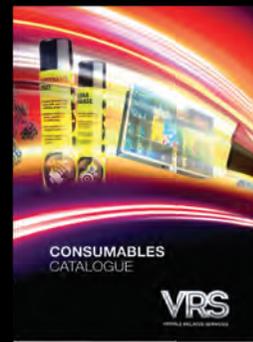
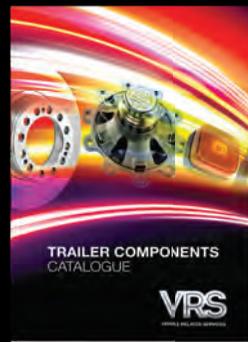
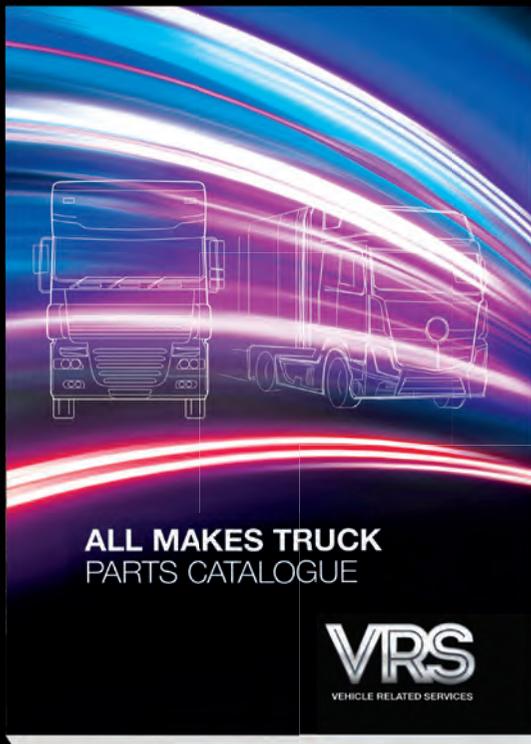
Amongst those elements subject to modification, the most visual change will be seen in the positioning of the company's familiar blue, oval-shaped logo, coupled with a new communications initiative entitled 'Discover More' – aimed at encouraging more consumer curiosity and engagement.

Another significant change sees the company's website www.fyffes.com being redesigned to incorporate a number of new elements, which make up the Fyffes global story.

Ciaran Sweeney, general manager at Fyffes ripening and distribution centre in Swords is pictured with the company's marketing manager Emma Hunt-Duffy at the unveiling of the firm's new truck livery, currently being rolled out across its fleet of heavy goods vehicles.



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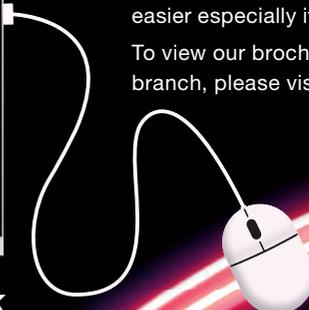


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In 2015 Belfast Harbour handled a record 23m tonnes, driven by growth in bulk cargoes such as coal, freight traffic and stone. In recent years these trades have benefitted from investment in new facilities totalling c.£100m. Belfast Harbour remains a key facilitator of economic activity throughout Northern Ireland. Its principal activities are Services to Shipping, Warehousing & Distribution Services and development of the Harbour Estate.

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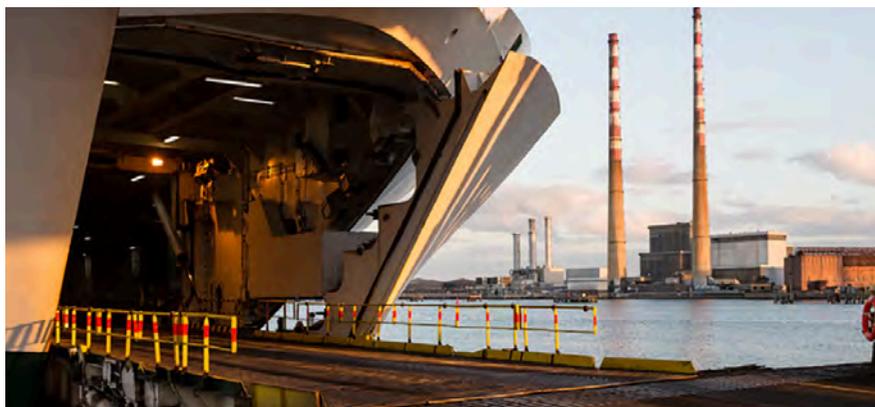
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Exceptionally Busy Year for Stena Line Freight

Improved driver facilities, enhanced punctuality performance, awards shortlisting's and... a new mobile app, just a normal six months in the life of Stena Line Freight! Here, Richard Horswill, Stena Line's Head of Freight (UK and Ireland) reflects on an exceptionally busy start to the year for the leading ferry company.



Richard Horswill, Stena Line's Head of Freight (UK and Ireland)

This year Stena Line has been putting a lot of effort into enhancing our punctuality, reliability and efficiency, three of the most important service indicators for the freight industry. We all know how important these factors are helping in freight to play its pivotal role in the supply chain.

The results in the first six months have been impressive with a year on year increase in punctuality of 7% which has resulted in hundreds of more sailings arriving on or ahead of time. We have also been focussing on helping to reduce the number of 'no shows' on our sailings which in turn helps increase space availability for our freight customers thus improving operating efficiency. This is an ongoing issue but hopefully innovations such as our freight app, My Freight, will help to significantly reduce this happening in the future."

Earlier this year, Stena Line teamed up with the Freight Transport Association (FTA) to take a closer look at our 12Quays terminal in Birkenhead to see if there were ways of improving the driver experience. A number of recommendations came from the study including the use of a 'new compound' to the north of the terminal to facilitate safer parking which has been further enhanced by Stena Line's provision of enhanced facilities for driver break and rest periods including the provision of drink and snack machines as well as shower facilities. The new facilities have been officially up and running since 1st August and the feedback from drivers to date has been excellent.

Transfer departures

This summer Stena Line introduced an innovative app for freight customers. My

Freight enables freight customers and drivers to manage and make changes to their bookings, on the road! With a booking and license plate number, a driver can cancel or transfer a departure while on the road. With fees being charged for 'no shows' and late cancellations, this app makes it easier for customers to manage their bookings in the most efficient way possible. My Freight is available in English, Polish, Russian, Bulgarian, Romanian and Hungarian for both iPhone and Android devices and is available to download for free from www.stenaline.com Stena Line has been shortlisted in two categories for this year's prestigious Global Freight Awards run in association with Lloyds Loading List. Europe's leading ferry company has been shortlisted in the categories of Environment Award and Product Innovation Award for the innovative work it is doing with methanol powered vessels. The winners will be announced at gala dinner in London on 3rd November.

The main objective of the Stena Methanol pilot project is to develop a pragmatic, cost-effective and green alternative to comply with the sulphur emission reduction targets in designated SECA areas and later globally. The alternatives available for ship-owners to comply with these and other future regulations are limited so the interest in this initiative is significant across the world.

We are delighted to have been shortlisted for two categories in what are effectively the Oscar's of the freight world. As a company Stena Line is wholly committed to sustainability and we know that our initiatives in respect of methanol and other ground breaking approaches are being watched closely by the industry as it seeks to improve efficiency and environmental performance.

M6 Link Road

Work on the £125m Heysham to M6 Link Road is progressing well with construction now entering the final phase. With less than a year to go until the road opens planning is

already underway to mark the opening. The new road which will be officially named Bay Gateway, will be open to the public later this year. The Northgate and Morecambe Road junctions will be reconfigured and all four slip roads will be opened before the whole project is finished. The long-awaited new road 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.

Earlier this year, Stena signed a contract for four new RoPax ferries with planned delivery during 2019 and 2020, with an option for another four vessels. The vessels will be optimised for efficiency and flexibility and will be built by AVIC Shipyard in China. The intention is that the four initial vessels will be used within Stena Lines route network in Northern Europe. The vessels will have a capacity of more than 3 000 lane meters in a drive-through configuration and will accommodate about 1 000 passengers and offer a full range of passenger services. The main engines will be "gas ready", prepared to be fueled by either methanol or LNG.

Dynamic industry

So as always, lot's happening at Stena Line as we move into one of our busiest segments of the year. While it has been one of the busiest summers on record for Stena Line's travel customers, preparations are well under way for the traditional spike in freight volumes which kicks in in Q3 and Q4 so we are looking forward to an extremely busy few months ahead. At Stena Line our ongoing commitment to our customers is to work as efficiently and reliably as possible. A seamless customer experience reduces pressure in the traffic office and enhances contract profitability.

We know we have a huge responsibility to keep our customers freight moving in a highly dynamic freight industry and we strive to meet and surpass their expectations on a daily basis."



Hazzard and Ó Muilleoir tour Stena Line port operations

Infrastructure Minister Chris Hazzard & Finance Minister Máirtín Ó Muilleoir have toured Stena Line's port operations in Belfast.

The Ministers had the opportunity to see the impact of significant investment by Stena Line in their operations in the North including their recent £5million ship refit investment programme.

Infrastructure Minister Chris Hazzard, whose department has responsibility for ports policy said: "Our ports are the gateway to the global economy so it is essential that they are effective and efficient. This enables them to compete internally and connect with the rest of the world.

"Stena Line's significant investment demonstrates a clear commitment to their operations here in the north and the key role they play in the maritime sector.

"It makes sense to have a strong link between public sector infrastructure priorities and private investment plans. I want to deliver improved transport links between ports and their hinterlands to core transport routes in the north."

Finance Minister Máirtín Ó Muilleoir said: "This visit is a welcome opportunity to see firsthand the significant contribution Stena Line is

making to the maritime sector. This latest investment signals their continued commitment to operations here and highlights the vital role Stena Line plays in maintaining our strategic trade links with the rest of the world.

Furthermore, it demonstrates the important impact investing in our infrastructure can have, not only as a boost to the wider economy, but to local communities who benefit through job creation and skills development."

Paul Grant, Stena Line's Route Manager said: "Stena Line is pleased to welcome both Ministers to its port operations in Belfast. Over the last number of years Belfast has become an increasingly important hub for Stena Line freight and tourism volumes into Northern Ireland so it's important that we communicate this ongoing development to key figures in the NI Assembly such as Ministers Hazzard and Ó Muilleoir.



Pictured here from L-r are Infrastructure Minister Chris Hazzard, Paul Grant, Stena Line's Route Manager, and Finance Minister Máirtín Ó Muilleoir.

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Summer lovin' for Seatruck

In what is normally the quieter summer period, Seatruck Ferries has continued to forge ahead with strong growth and new service offerings on its Irish Sea routes.

Seatruck specialise in the shipment of unaccompanied trailers and August saw an impressive 24.9% increase in the volume of these moving with Seatruck compared with the previous year.

Unaccompanied trailer shipments allow operators to use their drivers and equipment more efficiently, with Liverpool and Heysham providing significant road mileage savings compared with the traditional transit through Wales or Scotland.

Seatruck now operate 66 departures per week across its 3 regular routes: Heysham – Warrenpoint; Heysham – Dublin; and Liverpool – Dublin.

Strongest growth has been seen on the Liverpool – Dublin service where Seatruck recently added a 3rd dedicated freight vessel allowing operators to take advantage of 2 prime departures each evening from Liverpool for next day traffic. Close on the tails of the Dublin routes the Seatruck service from Heysham – Warrenpoint is also on course to hit record volumes in 2016 with growth well in excess of the market level. In addition Seatruck has commenced a

weekend service connecting Bristol with Dublin. Bristol is a major hub for car imports, the connection allows car manufacturers to enter Ireland directly without the need for a UK trunk. The new service uses a Seatruck vessel that would otherwise be idle at the weekend.

Seatruck is targeting further growth in the coming months with the opening of the M6 Link road which will connect junction 34 of the M6 directly to Heysham Port bypassing the traffic congestion in central Lancaster. The new road will provide logistics operators with a fast and consistent method of accessing Heysham Port and is already generating great interest from haulage operators and the wider logistics industry looking at new solutions for their Irish traffic.

CEO of Seatruck Ferries Alistair Eagles comments: "I have absolutely no doubt that Seatruck has the correct business model, customers appreciate our friendly freight only model, it helps them with their driver shortage issues, it reduces road mileage and it provides real independent choice.

"Liverpool has gone from strength to strength and we are really excited about the coming months. We also have a firm belief that the



Seatruck CEO Alistair Eagles

M6 Link will fundamentally improve the service offering from Heysham. Bristol is a good example of how some different 'Seatruck' thinking can lead to new opportunities."

Seatruck has been selected as a finalist for 'Company of the Year' at next month's 2016 Lloyd's List Global Awards.

The Lloyd's List Global Awards, are widely regarded as the 'Oscars' of the worldwide shipping industry, which are to take place in London at the National Maritime Museum, Greenwich on the 28th September.

Also nominated for the Company of the Year award are CMA CGM, Hapag-Lloyd, Maersk Line, Pyxis Tankers and Waterfront Shipping Company.

The Irish Sea Freight Specialist

- **Over 50 weekly departures**
- **Purpose built freight ferries**
- **Unaccompanied trailer specialist**
- **Committed to the transport industry**





Offshore Wind Farm Being Assembled at Belfast Harbour

The world's most powerful wind turbine blades recently 'breezed' into Belfast Harbour as part of a project to develop an offshore wind farm in the Irish Sea. The blades – plus their 88m high towers – have been visible from across much of the city for some weeks now.

The first six massive 80m long blades – the equivalent length of nine double decker London buses – arrived in the offshore wind terminal from the Isle of Wight. The completed wind farm will provide enough renewable electricity for 230,000 homes. Each blade weighs 35 tonnes and the turbines, which will be assembled in Belfast Harbour, will 'sweep' an area larger than the London Eye (21,124 sq m). During this phase of the project, 32 turbines will be assembled in Belfast. The blades are manufactured in the UK by MHI Vestas Offshore Wind.

Joe O'Neill, Belfast Harbour's Commercial Director, said: "Belfast Harbour is delighted to welcome MHI Vestas and to have the privilege of handling the world's most powerful blades. In 2013, we completed the development of a 50 acre offshore wind terminal, the first bespoke facility of its kind in the UK in order to facilitate this style of operation. "Supporting the growth of the renewable energy sector is

something we are proud to be a part of and look forward to working with Vestas to ensure the successful completion of the Burbo Bank Extension project."

The MHI Vestas V164-8.0MW machine is the world's most powerful wind turbine with significantly larger components than those previously handled in Belfast. After the turbines are assembled in Belfast they will be transported on a state-of-the-art jack up vessel which will install them on the seabed, just off the coast of Liverpool. The wind farm will cover 40km², the same area of almost 6,000 Premiership football pitches. Once operational, the tip height of the blade and turbine will be almost 200m. The record level of energy produced from just one turbine in a 24-hr period is 192 MWh – the same amount of energy produced by 22,600 litres of oil.

The blades, which were designed, tested and manufactured at the MHI Vestas on the Isle of



Wight, will be the first UK built blades to be installed at a British offshore wind power plant.

MHI Vestas CEO, Jens Tommerup, said: "It's a significant milestone for the industry to see the blades in serial production arriving in Belfast ready for installation. This marks the first time locally manufactured major components for offshore wind turbines are being used in the UK.

"These high-technology blades are hand-crafted to withstand the harshest conditions. Combined with our manufacturing facility and the provision of a dedicated pre-assembly terminal by Belfast Harbour it's now possible to start tapping into the potential of wind power from the Irish Sea." Installation of the turbines is scheduled to take place this autumn.

Stena Line Posts 6.5% Increase In Car Volumes

Stena Line has posted an impressive 6.5% year on year increase in the number of cars it carried across the Irish Sea in the month of July.

The July performance has rounded off a strong first six months for the leading ferry operator which also recorded a 3% increase in car volumes from January to June.

Each year Stena Line carries

approximately 2.2m passengers, 614 000 cars and 732 000 freight units across its Irish Sea routes.

Orla Noonan, Stena Line's Head of Travel (Irish Sea) commented: "Traditionally July is a very busy month for us across the Irish Sea

as we enter our peak season but to post a 6.5% year on year increase in our car volumes pays tribute to the quality of the service we operate.

"It's encouraging to note that our July performance outstrips

the UK and Ireland ferry industry as whole which experienced a 1.5% increase in car volumes according to industry stats. As well as strong volume performances we have also managed to deliver some best in class punctuality and reliability stats which is why we believe more customers are choosing to travel with Stena Line."

Hazzard pledges to work with Belfast Harbour for maximum growth

Infrastructure Minister Chris Hazzard has pledged his commitment to work with Belfast Harbour to achieve maximum economic growth.

Speaking during a visit to the Harbour, Minister Hazzard said: "A successful ports industry is crucial to the success of our economy, not only as the main gateways for our imports and exports, but also as a catalyst for economic regeneration.

"I am keen to encourage the Harbour in their plans for growth, and believe that by working collaboratively with them we can develop an operating platform which will remove some of the legislative barriers that they have faced in the past. I also hope to be able to use my position to help the Harbour establish new routes and relationships with others and I have already held discussions with my Ministerial counterpart in Belgium to explore the possibility of any potential partnership opportunities with their ports."

During the visit, the Minister received an update on current port activities and future planned developments from Belfast Harbour Chairman David Dobbin.

The Minister praised the work of the Belfast Harbour Commissioners. "I congratulate the Harbour Commissioners on their

continued success and on their drive and determination to develop the port as a key economic driver. I look forward to hearing more about their plans for the future and how these plans can be effectively aligned with the key priorities of the Executive's Programme for Government.

"Belfast Harbour is a major economic asset for the region and I am delighted to have this opportunity today to see the scale of the operations and facilities at the Harbour and to discuss with the Chairman and his management team a number of important issues which are facing the ports industry.

"I want to ensure that we have a thriving and efficient port sector and I look forward, in my capacity as Infrastructure Minister, to working with all the commercial ports across the north as we consider how to ensure that their full potential is realised."

Belfast Harbour handles approximately 70% of Northern Ireland's sea borne trade and is a vital gateway for raw materials, exports and consumer goods for the entire island.

Minister Hazzard emphasised the importance



Infrastructure Minister Chris Hazzard pledges his commitment to working with Belfast Harbour Port for maximum economic growth during a visit with the Harbour Chairman David Dobbin.

of local involvement in the running of Harbour business and spoke of his responsibilities when appointing members to the Harbour Commission saying:

"It is essential that the Harbour continues to have local representation on the board and people who can identify the needs and ambitions of the surrounding communities and ensure these are at the very heart of future port plans. This is something that I will continue to encourage when considering the future appointment of locally elected representatives to the Harbour Commissioners."

The Department for Infrastructure has responsibility for ports policy and the legislative framework within which ports operate in the north, including responsibility for the discharge of statutory and other duties in respect of seaports and harbours in the north.

New Appointment to the Board of Warrenpoint Harbour Authority

Infrastructure Minister Chris Hazzard has announced the appointment of a Newry, Mourne and Down District Councillor to the Board of Warrenpoint Harbour Authority.

The Minister has appointed Councillor Glyn Hanna to serve a first term. The councillor was nominated by Newry, Mourne and Down District Council and appointed following a selection process. The appointment follows the resignation of Councillor Harold McKee.

Warrenpoint Harbour Authority is responsible for operating, maintaining

and improving Warrenpoint Port.

Minister Chris Hazzard said: "I congratulate Councillor Hanna on his appointment to the Board of Warrenpoint Harbour Authority. I am confident that his experience and knowledge of local issues will add significant value to the work of the Port in its aim to be the preferred location for import and export of goods and thus continue to be a major economic driver for its hinterland. I would also thank Councillor McKee for his work and wish him every success in the future." The appointment will last for as long as the appointee remains on the Council, up to a maximum of four years.



Renault Kangoo can now be specified with Ready4Work racking and storage solutions

Renault has introduced Ready4Work racking for the Renault Kangoo, the high-quality racking and storage solution ensuring that customers can benefit from a van that is ready to go straight to work.

As with the official Ready4Work racking systems available for the Renault Traffic and larger Master, the Kangoo version is installed into a customer's van before delivery and saves owners from the inconvenience of having to wait while their vehicle is fitted out.

Unveiled at the 2015 Commercial Vehicle Show and developed in partnership with vehicle storage specialist Bri-Stor, the Renault Kangoo Ready4Work mobile workshop racking systems are designed to cater for the in-van storage requirements of the vast majority of small businesses and trades.

Available for the Kangoo and 100 per cent electric Kangoo Z.E standard length panel vans, there are two versions of Ready4Work racking available. Kit 1 is designed to provide engineering tradesmen with

an economical racking solution that offers storage for tools, parts and accessories together with the option to add additional features, while Kit 2 is designed to suit the more specialised tradesmen who require an enhanced racking solution for the storage of tools and service equipment.

Both Ready4Work racking kits are covered by the four-year/100,000 mile warranty that comes as standard with the Renault Kangoo and the rest of Renault's best-selling LCV range.

As the storage systems are supplied with the Renault Kangoo, another significant benefit is that the cost can be incorporated in a single finance package arranged by any Renault dealership or the brand's specialised Renault Pro+ dealer network that is solely focused on the needs of business customers.

DriveVansA2Z at Silverstone

Mercedes-Benz Vans is once again exhibiting at DriveVansA2Z, which this year take place at Silverstone, on 20 – 21 September 2016, giving van operators the opportunity to test the award-winning range, including the Citan small city van, the versatile Vito, and of course, the mighty Sprinter.

In addition to testing the vehicles on track, experts from Mercedes-Benz will be on hand to explain how the brand keeps businesses moving, with the added benefits van operators get when choosing the three-pointed star.

Approved Used vehicles will also be on display at DriveVansA2Z, which are now available up to six years old, with up to 150,000 miles, alongside experts on-hand to provide all the product information visitors wish to ask.

Mick Glover, Head of Vehicle Remarketing at Mercedes-Benz



Vans, said: "The event provides a fantastic opportunity for the nation's van drivers to test vehicles back-to-back and get a deeper level of understanding from all of the product specialists on site, and we look forward to showing them how we help to keep businesses moving."

Davies takes on Van Excellence Chair

FTA's Van Excellence has appointed a new Chair of its Governance Group - Julie Davies - Fleet and Plant Compliance Manager, Amey.

Made up of van operators, the independent Governance Group steers the Van Excellence scheme by providing advice regarding standards and integrity of the industry.

A founder member of the Group since it was formed in 2010, Ms Davies was voted as Chair at a recent meeting when she was appointed the role.

Julie Davies said: "I am delighted to be taking over as Chair of the Governance Group, and am particularly honoured to be the first woman to do so.

"The FTA's Van Excellence initiative is an industry-conceived and industry-led initiative, introduced to demonstrate that operators of all sizes can work together to put safety first and to encourage, inspire and mandate higher standards for the public good of the van industry."

FTA Head of Vans, Mark Cartwright added: "Van Excellence is truly by the industry, for the industry. The Governance Group is made up of operators at the helm, and is a great example of how the industry best works together sharing and encouraging sound operational practices.

"Julie Davies has been involved with the scheme since it was first introduced. She has extensive knowledge, experience and enthusiasm in working with other operators to raise standards. Julie is the perfect choice as Chair of the Group and I would like to congratulate and thank her for agreeing to take up the role."

Record Year For Mercedes-Benz VanExperience Live 2016

In its 13th year, the Mercedes-Benz VanExperience Live event has welcomed an all time record of more than 2,500 guests, among them Van Ireland's Phil Eaglestone.

Held at Millbrook Proving Ground, Bedfordshire, there were 241 Mercedes-Benz Vans available for guests to put through their paces across key sections of the site, including the famous off-road track, high-speed bowl and Alpine Circuit.

Open for all van operators, VanExperience Live took place across 10 week days from 20 June to 1 July 2016, with three main hands-on demonstration areas to help guests assess how Mercedes-Benz vans perform in all areas.

With experts on-hand throughout the event, guests used their time at VanExperience Live to fully understand the range of products and services offered by Mercedes-Benz Vans and how the brand is keeping business moving, with a big focus on maximising uptime for vehicles, including discussions and demonstrations on: MobiloVan free roadside assistance; Accessories to personalise any Mercedes-Benz van; GenuineParts and their importance; and the adaptable finance and insurance solutions to suit the customers' requirements.

A complete display of vehicles was also available to access, including vans from more than 41 body builder and conversion exhibitors to show how flexible a van can be.

A total of 46,500 miles were travelled during the two week event, with 23,620 cups of tea and coffee and 1,136 litres of milk



drunk, and 1,480 Danish pastries and 7,730 sausage, bacon and egg rolls consumed in the morning. For lunch 1,960 chicken breasts were served, alongside 320kg of beef and 3,500 punnets of strawberries.

Commented Steve Bridge, Managing Director, Mercedes-Benz Vans UK: "VanExperience Live is like no other LCV-focused event in the UK. We pride ourselves on providing our guests with the ultimate test drive; a real-life brochure to better understand

our products, people, and processes that we adopt to keep businesses moving.

"The great British weather didn't even put a dampener on the event, as we had nearly 1,000 additional guests attending compared to VanExperience Live 2015, which is a fantastic achievement and a sign of how popular the event is. We're going to continue making VanExperience Live the best van event for UK businesses and are already look forward to 2017."



Test Drive:

The LDV V80 Makes a Welcome Return

There was a time in the past when the LDV was one of the most popular vans here but when the manufacturer went bust it looked very much like the end of the road. Not so, as Van Ireland's David Stokes reports.





LDV V80

Once the product of a well respected British manufacturer, the LDV range is now made in China by the SAIC Motor Company. Its re-emergence in this part of the world is thanks to Ireland's Harris Group who have the distribution rights for both Ireland and the UK.

So, what are the chances this brand will be as much appreciated here as it once was? To help find the answer, we managed to get behind the wheel of an LDV V80, courtesy of Eakin Bros of Claudy, one of three LDV dealers appointed in Northern Ireland.

Even before we climbed in, we could see that the LDV V80 is quite clearly a large van with the load capacity to match; there are four models currently available offering two wheelbases and three roof heights.

Its rear barn doors and single sliding door, together with a low cargo floor height and non slip entry steps, should certainly make loading a breeze, with floor mounted cargo tie downs for added cargo safety on the move.

Meanwhile, the presence of front fog lights, in addition to the daytime running lights, add to increased visibility - and rear parking sensors are a great aid for getting in and out of tight spots, as we were soon to discover.

The van also features large vibration free mirrors make for greater viewing, with the added benefit of spotters and mirror indicators.

Finding a relaxing driving position was made easy thanks to the eight-way adjustable driver's seat which also comes with a convenient arm rest; the addition of a double passenger bench seat, both with head rests, means three can comfortably be accommodated.

Indeed, when it comes to driving comfort the LDV doesn't disappoint as it features power assisted steering, cruise control, air conditioning, audio with radio and MP3 connectivity, and power windows as well as mirrors that can easily be adjusted at the touch of a button.



POWER & SAFETY

The nippy VM Eco-D 2.5 engine in the LDV V80 provides plenty of take-off power and once out on the open road we were able to sit back and enjoy what was a surprisingly smooth ride, safe in the knowledge that we had lots of safety features to call on if needed. Features such as ABS (anti skid braking system), EBD (electronic brake force distribution) and BAS (brake assist system), all of which come as standard, as does driver and passenger airbags, and side impact protection.

The LDV also comes with remote two stage central locking, with the first press unlocking the driver's door only, then the other doors with the second press.

There are plenty of storage areas, too, for paperwork and other bits and pieces a driver might need during the course of his working day, in addition to several handy cupholders.

We had the LDV at our disposal for a number of days, so we were able to cover all sorts of roads - from narrow country routes to busy town and city centres - and its performance and handling suitably impressed.

OUR VERDICT

There was nothing much we could find fault with, but if we really wanted to nitpick we could say one aspect we did find a little difficult getting used to was the reflective nature of the bulk head - but, no, let's not! (curtains come to mind!)

That aside, the LDV V80 offers a lot for a price tag that starts at just under £14,000 - in addition to an impressive 5Year/200 000KM Warranty and 5 years Roadside assistance - so we won't be the least bit surprised if we see these vans once more become a familiar sight on Irish roads; in fact, that particular journey has already begun.



VW Launch Updated Used Vehicle Website

Volkswagen Commercial Vehicles has launched an updated used vehicle website, with a host of new functions and features which make it easier for a customer to find, choose and reserve their perfect van. The upgraded site is also now fully responsive, meaning it's as easy to view and use via a mobile device as it is on a desktop.

The improved website – www.volkswagen-vans.co.uk/used-vehicles – allows customers to search for the right vehicle for them, quickly and easily, from a stock of around 2,000 used commercial vehicles across the network. Once the perfect van is found, they can access contact details and a map for the selling Van Centre. They can then take advantage of the new 'Reserve On-line' feature, which allows customers to reserve vehicles by paying a deposit securely online via PayPal, the

vehicle will then be held for them until they can arrange the purchase. This means that even if the perfect van is over 100 miles away, it will be reserved for them until they are in a position to buy. If they're not ready to commit, there's also now the facility to 'Make an Offer'. In this case the selling Van Centre is notified that someone is interested in purchasing a particular van, allowing contact to be made and negotiations to start. A Watch List function is also enabled, showing the customer how many other people are also interested

in the vehicle. The website now also contains a glossary to clarify specific product details. Volkswagen Commercial Vehicles National Used Vehicle Manager Barry Peat, said: "The relaunched website makes it easier for our customers to instantly express a desire to purchase or confirm interest in the vehicle through Reserve On-Line and Make an Offer. The overall website experience has been enhanced to provide customers with easy access to the website on a mobile phone or tablet."

Stable performance for new light commercial vehicle sector

The new van market achieved a steady performance in July - down just -0.2% - with nearly 25,000 new LCV registrations last month, according to figures released by the Society of Motor Manufacturers & Traders (SMMT).

Heavier vans saw a small decline in demand, with registrations for the 2.5-3.5T segment down -2.2% last month. However these larger vehicles accounted for 63%

of all the vans registered so far this year. Figures for smaller LCVs painted a mixed picture, with registrations of new vans below 2.0 tonnes up 1.6%, while vans between

2.0-2.5 tonnes fell -2.8%. Year-to-date figures show heavy vans continue to dominate the market, with registrations up 10.8% as operators seek to maximise

the productivity of their fleet. Mike Hawes, Chief Executive, SMMT, said, "After a record performance in the first half of the year, it was inevitable that growth would start to level off over the summer. Maintaining business confidence for LCV operators will be critical to this sector's future performance."

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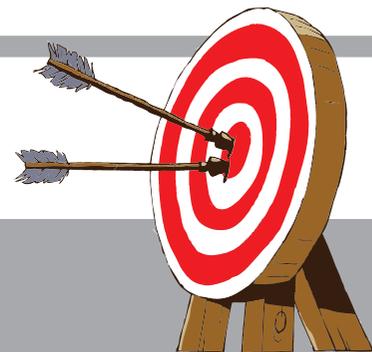
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