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IRELAND'S TRANSPORT MAGAZINE

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IRELAND

# FREIGHT

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# IVECO

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# 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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**AUG-SEP 2016**

## COVER STORY

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### COMMENT

So, the UK is out of the European Union, well, not quite. It will take at least another two years before the exit happens, and then what? How will it affect our industry? The truth is, nobody really knows, because it is too soon to say, although many have been expressing their fears.

The Road Haulage Association's Chief Executive described the vote as 'an earthquake moment,' while the Freight Transport Association fears new costs, restrictions and bureaucratic requirements being imposed on moving goods in and out of Europe.

Here, there are other concerns as Ireland is the only country that shares a land border with the UK and the onus is now on the Dublin government to ensure continued free movement throughout the island, as well as with Great Britain, as the industry has done since 1922. Yes, there clearly is plenty to get our heads around in the weeks and months ahead!

That said, it remains 'business as usual' for the industry and as you'll see in this issue of Export & Freight, there are lots of positive developments to report on, such as the continued growth of the HGV market. It grew by almost a fifth in the first quarter of 2016, according to the Society of Motor Manufacturers and Traders. That equates to more than 10,000 new commercial vehicles over six tonnes being registered in the first three months of the year.

In this issue, too, we turn the spotlight on our local ports where business continues to grow, underlining the strength of our economy despite the political challenges of the moment, and we take a pictorial look back at what was a very successful Export & Freight Masters Golf Day at the Lough Erne resort

Meanwhile, we take this opportunity to wish Andy Magowan, one of the longest-serving members of TBF Thompson, all the very best in his retirement. He leaves the company in good hands as a new era begins at TBF Thompson, as you'll read in this issue.

**Helen Beggs, Editor-in-Chief/Publisher**  
Email: [Helen@4squaremedia.net](mailto:Helen@4squaremedia.net)



**Helen Beggs Editor-in-Chief, David Stokes Editor, Phil Eaglestone, Mags Morgan Business Development Managers, Darryl Magee Publishing Consultant, Joel Byers Production Manager, Nick Stokes Designer, Eleanor Blane Accounts Manager, Helen Beggs, Garfield Harrison Publishers**

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TEL: 028 9268 8888 FAX: 028 9268 8866 Email: [info@4squaremedia.net](mailto:info@4squaremedia.net)



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**EXPORT & FREIGHT**

# Irish Hauliers and Exporters React to Brexit Vote



Reaction to the UK vote to leave Europe has generally been one of disappointment and even disbelief across the haulage industry.

**Road Haulage Association** chief executive Richard Burnett described the decision as an 'earthquake moment' for the whole country, the economy and the industry. "We simply cannot take anything for granted," he said.

The Freight Transport Association says coming out of the union risks new costs, restrictions and bureaucratic requirements being imposed on moving goods in and out of Europe.

The FTA is calling on the Government to prioritise arrangements for international freight transport in its exit negotiations, minimising additional legislation and keeping costs as low as possible for British businesses.

FTA Chief Executive David Wells said: "Even though we are coming out of Europe politically, it remains our biggest export market and the supplier of a high proportion of our imports. We cannot allow new bureaucratic burdens to hamper the efficient movement of exports heading for customers and imported goods destined for British consumers.

"The Government has two years to ensure the conditions currently imposed on other non-EU member states such as Albania

and Serbia are not imposed on UK freight flows. Norway and Switzerland have better arrangements but have accepted tough conditions including the free movement of people, so this will be a difficult negotiation.

"Britain may be out of Europe but it's not out of business and FTA will be leading the campaign on behalf of exporters and importers to keep trade procedures simple and the costs of international transport down."

## Border Concerns

Meanwhile, Freight Transport Association Ireland says it will now focus on maintaining free movement of vehicles across Ireland's border with the UK.

Ireland is the only country that shares a land border with the UK and FTAI is keen to ensure that mutual arrangements continue as they have done for almost 100 years once the UK's membership of the EU ends.

Neil McDonnell, General Manager of FTAI, said: "It now falls to the Irish Government to ensure that Ireland maintains the free movement, commercial, legal and social arrangements with Northern Ireland and

Great Britain that it has enjoyed since 1922.

"The UK is Ireland's largest mutual trading partner and FTA Ireland will do all it can to support this objective. Nothing will change immediately, despite the current market turmoil, and we will be working hard in the coming months to make the transition as smooth as possible for our members."

## Rising Costs

FairFuelUK fear major oil supplying countries may differentiate oil prices for the UK and EU States following Vote Leave's victory.

Howard Cox founder of the FairFuelUK Campaign said: "Any knee jerk reprisal by penalising UK drivers with higher prices at the pumps through higher oil prices, is nothing short of opportunistic, vindictive and unnecessary. We are horror-struck that there is hear-say, no matter if it is just grapevine gossip, that global oil prices may now be manipulated by economic region.

"We hope the new Brexit Government Team will ensure UK drivers are not discriminated against."

The Institute of International and



European Affairs (IIEA), Ireland's leading think tank on European and International affairs says Brexit will have dramatic and profound consequences for all parties.

"Ireland is the EU country most exposed to the risks of Brexit and will be disproportionately affected by the UK vote", said Tom Arnold, Director General of the IIEA. "Ireland is the only Member State to share a land border with the UK and it remains the most deeply integrated in terms of trade, supply chains, migration, language and culture. The shock will be both economic and political. In short, the UK's decision presents Ireland with one of its greatest challenges since independence.

"The precise nature of the new relationship between the UK and the EU will now have to be decided in the course of what may be a protracted and difficult negotiation and the Irish government must position itself to protect our country's interests."

**Export Fears**

Meanwhile, the Irish Exporters Association says it will continue to fulfil its responsibilities to its members and support Irish exporters through this transitional period and will continue to work with the Irish Government to support business in Ireland.

Simon McKeever, Chief Executive, Irish Exporters Association commented: "I am not going to downplay the serious implications this decision could have for Ireland. The UK is our single biggest trading partner and this is not the result that we had been hoping for but, with such a high voter turnout, we do respect the sovereign rights of a nation to make a democratic decision on its future.

"Ireland has proved itself to be an adaptable nation with a strong open economy. Now is the time to take stock of the situation at hand and strategically put a plan in

place to weather this storm. We have been trading with the UK for 1,000 years and we will continue to have a strong bi-lateral trade relationship with it, albeit with potentially more costs and complications.

"The long term effects of this seismic decision are yet to reveal themselves, a lot will depend on the exit that the UK negotiates with the EU, whether this will take the full two years allowed for under the Treaty on European Union or whether, as some exit campaigners would have it, begin the process now and the exit happens earlier.

"There is also the negotiation of a potential new trade agreement between the UK and Europe and all that this would entail. It is crucial that Ireland carves out a special status with regard to our relationship with the UK given the close bi-lateral relationship between the two countries. It would also be important for the UK to have this special status."

**450th FORS Practitioner status awarded**

The Fleet Operator Recognition Scheme (FORS) has announced its 450th Practitioner, Shaun Bromby of Southampton based Lambert Brothers Haulage.

**This significant milestone** reveals the popularity of the FORS Practitioner workshop programme and demonstrates the impressive level of commitment to raising professional standards by FORS accredited operators. All operators accredited by FORS have the opportunity to become a FORS Practitioner. Operators must complete each of the nine FORS modules providing guidance on topics including: road transport policy; work related road safety; safe and efficient fleet management and monitoring road fleet performance.

FORS Practitioner workshops are designed to keep fleet managers up to date with industry developments and best practice in safe, green and efficient operations and to help companies maintain and progress through their FORS accreditation. John Hix, Director, FORS said: 'There are now over 3,800 FORS operators nationwide demonstrating a commitment to continued professional development in road transport operations. This showcases a firm commitment to improvements in road safety, sustainability and raising professional standards.'

**“SCANIAS ARE ECONOMICAL TO RUN, AND THEY JUST KEEP GOING.”**

“Our trucks spend 30-40% of their life off-road on landfill or construction sites, so they’ve got to be tough. Scania just deal with it. We don’t get any trouble with them, but if we do need anything, the dealers are fantastic.”

Joe Frizell, Director  
TW Frizell Ltd

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## FORS – a benefit-laden route to best practice



**FORS, the Fleet Operator Recognition Scheme, is no doubt establishing itself as the accreditation-scheme-of-choice among truck operators across the UK.**

**Two-thirds of its** 3,800 Members are located outside the M25 and the FORS team is focusing on Northern Ireland to promote the benefits of FORS membership even further afield. Anne Johnson, Operations Director at FORS, believes Northern Ireland operators are now realising the commercial benefits of FORS accreditation. "We're all about promoting best practice," she says, "but we're seeing an increasing number of enquiries from NI operators and they're asking 'what's in it for me?'. I'm happy to say that we're able to give them some compelling reasons why they should join." This increasing number of enquiries is evidence of FORS upping its profile in 2016. It's attendance at the CV Show and Tip-ex Tank-ex in Harrogate both attracted huge interest from operators outside of FORS' bread-and-butter membership in the

construction sector. FORS has also aligned itself with some high-profile commercial opportunities, including sponsorship of the Innovation Excellence category at the Export & Freight Transport & Logistics Awards.

**So, what exactly is in it for operators?**

"Local Authority specifiers and an ever growing number of private contractors are starting to insist their transport partners are FORS accredited," Anne says, "so, for a start, our Members are placing themselves at the front of the shop window for new contracts. Importantly," she says, "there are day-to-day operational benefits to be enjoyed as a result of FORS Membership, as well." Anne refers to safer vehicles, improved productivity, higher earnings, lower running costs and a cleaner environment – much of this backed by operational data provided by FORS Silver

and Gold operators for their performance in 2015.

"We all know fuel is the single largest overhead for any commercial vehicle operator," says Anne, "and our Members have reported a 4.3% improvement in fuel economy, based on a sample of over 22,000 vehicles. That's a large number of trucks, so 4.3% is an impressive, figure." Further research showed FORS members saw a 17% reduction in collisions (including a 34.5% reduction in slight injury collisions) – their repairs and insurance claims falling as a direct result. "We remain a voluntary accreditation scheme dedicated to raising standards in the transport industry," says Anne, "but we have hard evidence to demonstrate to hauliers that FORS Membership brings with it tangible benefits. Best practice, as our Members have proved, can mean increased productivity, too."

## £100m loan fund support for SMEs

**Barclays has launched a £100mn fund to support small and medium sized enterprises (SMEs) in Northern Ireland.**

**Barclays, which has** been supporting businesses in Northern Ireland for over 20 years, is making up to £100mn available to local businesses with a turnover of less than £25mn.

Making the announcement at the CBI annual dinner in Belfast, Adrian Doran, Head of Corporate Banking for Barclays Northern Ireland said: "SMEs are the driving force of our local economy. This is the first time we have launched a loan fund specifically for SMEs in Northern Ireland, and is evidence of our commitment to growing our customer base."





## Topaz Energy Invests in Safer, More Efficient Volvo Trucks

**Topaz Energy Group Ltd has recently taken delivery of a number of new Volvo trucks from Dennison Commercials Ltd.**

With three rigid tankers and one tractor unit delivered to date, this is the beginning of an extensive replacement scheme to improve the efficiency and reliability of the fleet, with a number of safety related features specified. The new trucks are part of a wider internal restructure within Topaz, which has endeavored to implement a more streamlined Transport department. By driving efficiencies within the business operation, the Company have been able to reduce the overall fleet size. The artic specification is a Volvo FM 460 6x2 Globetrotter and the tankers are Euro VI Volvo FE 320hp 6x2 rear steer vehicles, with the Volvo i-shift automatic 12 speed gearbox, perfect for city distribution.

The Topaz specification has a number of safety related features, both for drivers and other road users. As well as forward collision warning with emergency braking, lane keeping support and an electronic stability package, the vehicles have been specified with a number of enhanced visibility options. Features such as red seatbelts, four-way camera systems and lower near side kerb windows for pedestrian and cyclist safety. According to Andrew McKay, Operations Manager, "At Topaz Local Fuel we are always looking for ways to improve the safety and security of our drivers, vehicles, the environment we work in and the general public we work with. By choosing Volvo with its multi-point camera system

and the auto braking system I'm confident that we will reduce our operational risk on the road. I have already received positive feedback from our drivers."

The Topaz vehicles are also fitted with Volvo's telematics system, Dynafleet, which provides real time information on vehicle positioning, driver activities and vehicle performance, therefore maximising fuel efficiency and fleet usage and controlling of environmental footprint and live feed of driver activity and remaining driver hours.

Ray Dolan, General Manager for Topaz, added: "When we went out to market we evaluated a number of manufacturer brands, but were most impressed by the total package offered by Dennisons and the Volvo product, coupled with the service coverage available on the Island of Ireland."

## “THE BEST TRUCK, BACKED UP BY THE BEST SERVICE.”

“It's a very, very good product, with excellent residuals and fuel economy. But you don't buy trucks like cars – the service is almost more important. And I know Scania will drop everything if we have a problem. The biggest compliment I can give them is that they look after me like I look after my customers.”

Lee Baynes, Managing Director  
Baynes & Son Haulage Ltd

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## First Scania Mixers in Greenhill Haulage Fleet

Creagh Concrete sub contractors Greenhill Haulage from Ballymena has taken delivery of two new Scania Concrete Mixers from Scania dealers Road Trucks of Larne.

**Finished in the** renowned Creagh Concrete livery, the specification of the vehicles includes the Scania 450 DC13 Euro 6 Engine which does not require EGR and which produces a massive 2350 Nm of torque and is well matched with a 12 speed range splitter gearbox.

Comments Greenhill Haulage's Anthony Doherty: "We already have a Scania 520 in our fleet and have been impressed by its performance,

so had every confidence in acquiring these two new mixers from Road Trucks."

These are the first Scania mixers in the company's 10-strong fleet and are already earning their keep, delivering pre-mix concrete to Creagh Concrete customers across the region. Adds Anthony: "We are very pleased with how they are performing; our drivers like them and are finding they are very fuel efficient."



The two new Scania mixers delivered to Greenhill Haulage

## Renault Introduces New Monitoring Tool

Renault Trucks is extending its Optifleet onboard telematics solution with a new functionality to assist long haul drivers with their eco-driving.

**It gives customers** the possibility of monitoring and individually assessing their drivers' performance by drawing on Renault Trucks' 20 years' experience in economical driving. Incorporated into Optifleet, the Renault Trucks onboard telematics solution and its Check

module, enables fleet managers to track and analyse their drivers' performance more accurately, thereby lowering their cost of use. Thanks to a highly visual interface, the Fleet Manager can easily identify specific Driver development opportunities. These can easily be discussed in an objective way with the individual

drivers and dove-tailed into any potential future training needs.

This new function is included in the 'Check' module at no additional cost for every Optifleet customer and, for hauliers who already use Optifleet, this update is free and will be automatically displayed on their usual portal.

## Knorr-Bremse expands powertrain business

Knorr-Bremse is to take over GT Group based in Peterlee in County Durham, reinforcing its competitive position in the engine air management sector.

**GT Group's core** business is the development and manufacturing of EGR valves and exhaust brakes for diesel engines used in the commercial vehicle sector. The owner-managed company with around 250 employees operates four locations in the Peterlee area and ranks in both product segments amongst the worldwide market leaders.

"The strategic fit of GT Group to Knorr-Bremse and the strong position of our combined businesses will enable us to meet the needs of our worldwide customers regarding the emission-compliant operation of diesel engines even more comprehensively," explains Dr. Peter Laier, Member of the Executive Board of Knorr-Bremse AG, responsible for the Commercial Vehicle Systems Division.

## Courtesy Sets Tone For Renault Customer Satisfaction Growth

Overall customer satisfaction of Renault Trucks' workshop performance has increased by 2 points year on year, taking 2015 levels to 87%, the highest on record, according to the manufacturer's latest independent survey.

**The Retail Excellence** survey tracks customer satisfaction in key areas of workshop performance that include likeliness to recommend, likeliness

to repurchase and overall satisfaction, as well as monitoring service quality across the Renault Trucks UK dealer network. Results show improvements

in the perception of quality of service and repair, and notably 'Courtesy and Helpfulness'.

Nigel Butler, Commercial Director, Renault Trucks UK, says: "We very much value the feedback our customers provide for our survey and are delighted with the latest results. Our customers deserve the best support from us throughout the life of the vehicle, which has been a focus for the Renault Trucks network, so this positive response from our customers is testament to the efforts we have made so far in improving our service delivery."

## RTITB Survey Reveals Drivers Positive Towards Driver CPC

A recent survey of more than 800 LGV drivers by RTITB has shown that the majority of those surveyed (74 per cent) do not feel Driver CPC has had a negative impact on the industry.

**The research, conducted** earlier in 2016, also showed that one third of drivers agree that the introduction of Driver CPC has been a good thing, and only 24 per cent stated that Driver CPC training requirements would affect the likelihood of them remaining in the industry.

"It's a shame when I hear that some LGV drivers are still unconvinced by Driver CPC and I sometimes see research that reflect this. Our survey was conducted with drivers which attended RTITB training so I hope that the positivity in the results reflects the professionalism and quality of our courses," says Laura Nelson, Managing Director for RTITB.

"In light of the current shortage of skilled drivers it is a worry that continued professional development isn't yet convincing drivers to remain within the profession in the future. We believe that driving is an extremely skilled profession and design our Driver CPC courses with this in mind.

"We hope that we can continue to help more drivers see Driver CPC as a positive part of a very important industry," says Laura. "Treating drivers as professionals and delivering Driver CPC courses that improve both skill and career development are key to changing the perceptions about our industry."

# CIMC Vehicles Acquires Retlan Manufacturing Group

**CIMC Vehicles, the China-based global trailer manufacturer has completed its acquisition, for an undisclosed consideration, of Retlan Manufacturing Limited, which includes SDC Trailers, the Northern Ireland-headquartered UK trailer manufacturer.**

## The existing management

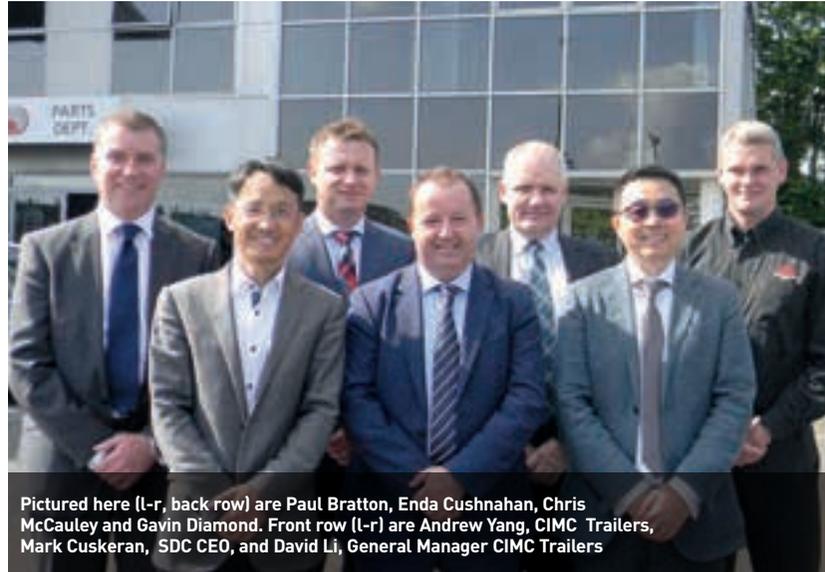
team will remain in post and plans are in place to consolidate the company's position and increase its export sales.

CIMC Vehicles, founded in 2002, is a leading trailer manufacturer with global presence in Continental Europe, North America, Latin America, Asia, Australia and Africa.

Commenting on the deal, David Li, General Manager and Director of the Board of CIMC Vehicles said: "We are delighted to have acquired the Retlan Group. The acquisition will mark an exciting new chapter in its history. We look forward to working with the existing management to continue its fine tradition of high quality UK-based

manufacturing and to the opportunity for further investment to help grow the business. The Retlan Group will represent a valuable complement to CIMC Vehicles' portfolio and progress our on-going policy of global operations, local knowledge."

Mark Cuskeran, CEO of Retlan Group, said: "The acquisition is an important step forward for SDC Trailers and the rest of the Retlan Group. This is a significant opportunity for the company, its staff and for the future. We have been impressed by the approach of the new owners to the acquisition, and the company is now looking forward to a significant period of growth on a global scale."



Pictured here (l-r, back row) are Paul Bratton, Enda Cushnahan, Chris McCauley and Gavin Diamond. Front row (l-r) are Andrew Yang, CIMC Trailers, Mark Cuskeran, SDC CEO, and David Li, General Manager CIMC Trailers

# ATS Euromaster Secures Gold Accreditation For Third Year Running

**ATS Euromaster has been awarded the highest level of accreditation from the Royal Society for the Prevention of Accidents (RoSPA) for the third year running – making it still the only national tyre specialist to be recognised at this level.**

**RoSPA presented ATS** Euromaster with its Gold Award for its ongoing outstanding performance in delivering a safer work environment.

The past year has seen ATS Euromaster build on its industry-benchmark standard of safety, with a further 60 per cent reduction in the already low number of

incidents reportable to the HSE under the Reporting of Injuries, Diseases and Dangerous Occurrence Regulations (RIDDOR).

Stan Rudowski, Group Head of Health, Safety and Technical Services, ATS Euromaster, says: "This is the third year running that ATS Euromaster has been recognised by RoSPA, and it's because we never rest on our laurels. We believe in setting an ever-improving standard for our sector at every level of our business, from our expert technicians in our national network of service centres, to the directors who are ultimately responsible for the safety of all our 2,600 staff."

# Deadline Extended for Entries to 15<sup>th</sup> Annual Transport & Logistics Awards

**Due to overwhelming demand, we have extended the deadline for entries to our 15th annual Export & Freight Transport & Logistics Awards!**

**With new categories** and sponsors, the event has taken on a much broader appeal, so the final deadline for submissions is now July 31<sup>st</sup>. Even so, time remains of the essence if you want to be part of this industry showcase.

Among new categories this year is the 'Innovation Excellence Award' open to those companies who have created or invested within their business activities innovative

solutions that make their operation more efficient, more profitable and more successful.

The National/International Logistics Specialist category now becomes 'Logistics & Warehousing Specialist of the Year' to cover all aspects of the supply chain – from haulage and warehousing to distribution.

Virtually every aspect of the transport and logistics sectors is catered for; this is

your opportunity to show that you can be among the best in your particular field, so let's hear from you!

This year's awards ceremony will take place at the Ramada Hotel in south Belfast on the night of Thursday, September 8th. As tables for the gala dinner and awards presentation - and overnight accommodation at the hotel - are almost booked up, we would advise you get in early so as not to miss the transport event of the year!

Apart from receiving a beautiful and much sought after cut glass trophy, you will also benefit from

the industry-wide recognition and prestige that comes with such success. It is also a night to network, to meet old acquaintances and make new friends and business contacts.

Entering any category or categories is simple and fast and you can do it online. You don't have to be nominated for any awards, just enter yourself or your company directly. Of course, if you also want to separately nominate any companies or individuals other than your own, you can do so.

You'll find all you need to know elsewhere in this issue of Export and Freight and online at [www.exportandfreight.com](http://www.exportandfreight.com)



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“ Our fleet of around 500 is one of the largest in Scotland. Our construction division is around 100, and last year we bought 50 new tippers and skip lorries, all Scania. We do a lot of quarry work, muck shifting and landfill, so they’ve got to be tough. Scania ticks every box – fuel consumption, full life cost, network – and the relationship with the workshops is excellent. ”

**ANDREW MALCOLM**  
Chief Executive Officer, Malcolm Group



## Redhead invests in new vehicles



Redhead International's new jointly branded trucks.

**Redhead International, part of DB Schenker Logistics, has invested in four new DAF trucks with a value of £250,000.**

**The trucks, which** will be the first to be delivered with newly developed 'Redhead International DB Schenker' branded livery, will become the latest addition to the company's fleet of over 300 vehicles. The investment further demonstrates the commitment parent company DB Schenker - who merged in a reverse integration with Redhead International earlier this year - to support the company, as it continues to develop business opportunities throughout

the UK, Ireland and Europe.

Tony Suggitt, Managing Director at Redhead International, said, "The investment in new vehicles highlights the intentions of DB Schenker to continue building on the strength of the Redhead International brand. The latest trucks will allow the company to further develop business with new and existing customers whilst increasing awareness of the new Redhead International brand as part of the DB Schenker Group."

## Michelin expands accidental damage guarantee for regional tyres

**Michelin is extending its accidental damage guarantee for regional tyres across the UK and Republic of Ireland, significantly increasing the range of fitments covered to offer customers even more protection against the financial costs of accidental damage.**

**The company's X Multi** Guarantee now covers 37 tyre sizes, including Michelin's most popular products on the replacement and original equipment markets. This marks an increase of 34 fitments from the

previous scheme – and includes all X Multi and X MultiWay regional tyres, in all available sizes. The guarantee promises to refund operators for any accidental damage suffered before a tyre is 50 per cent worn, provided it

has been registered on Michelin MyAccount – the company's dedicated customer web portal – within one month of purchase. (Customers in the ROI must register tyres with either their tyre dealer or their local Michelin Account Manager).

The exact refund offered under the X Multi Guarantee is calculated against the remaining tread depth of the tyre, and based on a fixed price of £385 for 22.5" tyres, £300 for 19.5" fitments and £200 for 17.5" tyres.

## Mar-Train Moves Giant Crushers On Five-Axle Extending Step Frame

**Northern Ireland-based abnormal load specialist, Mar-Train Heavy Haulage, has taken delivery of a new five-axle extending step frame trailer, following the excellent performance of an almost identically specified unit delivered three years ago.**

**The 85-tonne gross** weight trailer will be used to transport heavy-duty quarry equipment, including Terex crushers and screeners, around the UK and Europe.

Mar-Train Managing Director, Tim Martin, says: "We keep returning to Andover Trailers because they are always able to supply a trailer built specifically to our needs. We work within an extremely specialist environment and due to the sheer size of the equipment we move, it's essential we have a trailer that can really stand up to the rigours of the job. "We have had multiple assets from Andover Trailers since our first order back in 1993. The delivery of this latest unit continues the long-standing business relationship between our two companies." The 14.95m step frame is equipped with a low profile neck and has the ability to

extend by 2.5m to accommodate longer machines – providing maximum flexibility for Mar-Train. Extending via two outer box beams the trailer offers higher strength precisely where it is required, supporting heavy machinery directly under the tracks.

The new trailer's specification includes three fixed and two self-tracking steer axles, each manufactured by BPW and rated to 12 tonnes. BPW air suspension with raise/lower control is also fitted and can be used to lower the trailer for loading and unloading. Additional features include Andover Trailers' heavy-duty hydraulic power toe ramps which provide a low loading angle and four heavy-duty hydraulic steady legs to guarantee a stable loading platform. The trailer also benefits from galvanised side extensions, plus a convenient storage compartment for the side-extension timbers in the centre of the deck.



Andover Trailers has equipped the extending step frame with all round LED lighting and installed steel underlays to the beavertail and ramps to extend the life of the flooring timber.

*"We've purchased Scania because of the brand's fantastic reputation. Their residual value is excellent and the fuel economy is first rate, now that's got to make good business sense."*

*J. McNabney*



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**YOUR PERFECT PARTNER... YOU CAN RELY ON US**

# Assetminder: A Revolution in Repair & Maintenance Management

What is being hailed as a big step up in the way fleet owners and plant & machinery operators manage the repair and maintenance programmes of their assets is being launched by Fleetminder.

**Aptly called 'Assetminder'**, this innovative, totally secure, flexible and user-friendly software package will enable operators to have a fully compliant fleet at a fraction of traditional costs, while totally eliminating time consuming paperwork.

Most fleets employ telematics to monitor fuel efficiency, driver behaviour and other aspects, but this unique Assetminder software goes a lot further and perfectly complements telematics systems to offer total transparency right across every area of your business.

Comments Graham McCarthy, Marketing Manager at ASC Software Ltd who develop and distribute the software: "Assetminder tracks, monitors and records every repair and maintenance aspect of the entire fleet – from the parts that were used, their value and labour charges to who carried out the work and who signed off the invoice.

"In doing so, it enables an operator to easily identify what each truck in the fleet is costing to maintain over any given period of time. If one asset is costing significantly more than another to maintain, for example, there may be a specific reason, such as driver behaviour which can then be investigated."

Assetminder also cuts out a lot of unnecessary expense associated with other systems as it utilises a Cloud-based platform rather than an on-site Windows server based solution.

"The big barrier to implementing an on-site Windows based solution has always been cost, but we have eliminated that as Assetminder can be deployed not just on a laptop or desktop computer, but on tablets,

IOS devices and mobile smartphones, enabling users to work on- or off-line," says Graham. "Assetminder, for example, offers fleet owners the opportunity to be totally compliant from just £59 a month."

And that's significant, because the DVSA has signalled it plans to introduce its 'Earned Recognition' scheme. That means operators who have a good track record and who are in a position to grant the DVSA access to their compliance data can expect less roadside compliance checks.

## WORKSHOP ACCESS

Assetminder's mobile phone-based Driver Inspection app links to a central console so that any defects noted during inspections automatically generate a job card which will be processed by the system according to the level of severity.

Another feature of Assetminder is its vendor management capability in which 3rd party workshops or other suppliers can securely access an operator's Assetminder system and input completed job data whilst updating the vehicle history.

An easy to navigate programme, Assetminder will also track tyre usage, enabling suppliers and operators to access a full tyre audit, including costings.

## EXPANDABLE SYSTEM

There are many other sides to Assetminder, too, and its flexibility means operators can decide on what specific programmes they want to utilise or if they want to expand their usage as the business grows and dictates.

Quite simply, there is nothing like Assetminder on the market at the moment, and not surprisingly interest in the product has been significant. "We have a lot of pre-launch orders and are already in talks with some very big companies, with large fleet operations," says Graham.

He adds: "We are also partnering with major telematics manufacturers who will be offering Assetminder to their customers as a complimentary product. We are very excited about the future."



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# Mercedes-Benz Arocs makes a splash with FP McCann

Civil engineering contractor FP McCann is enjoying exceptional productivity, fuel performance and driver feedback from its first new Arocs, as well as top-class service from supplying dealer Mercedes-Benz Truck & Van (NI).

The Magherafelt-based operator's two new 3240K tippers are powered by advanced 290 kW (394 hp) straight-six engines which drive through smooth, 12-speed Mercedes PowerShift 3 transmissions.

Fitted with insulated alloy tipping bodies supplied by McErlean Trailers, of Toomebridge, and Harsh front-end tipping gear, they are expected to clock up around 70,000 km each in their first year.

Both are now hard at work transporting surfacing materials from depots at Knockloughrim and Mallusk, for use on road-building projects, including the A31 Magherafelt Bypass and A26 Frosses Road.

The order represents a breakthrough for Mercedes-Benz Truck & Van (NI) – it is the first time that Mercedes-Benz Truck & Van (NI) has gained a foothold in the FP McCann fleet, which comprises 80 trucks of various sizes, specifications and marques.

"The Dealer has worked very hard to win our business," acknowledged Regional Quarry & Transport Manager Chris McCloy. "In the end they convinced us that the Arocs was the right vehicle for our operation, and that they could provide the high quality back-up we expect from our suppliers."

He recalled: "I was invited out to Germany when the new model was launched, and jumped at



Working together: FP McCann's Chris McCloy, right, with Mercedes-Benz Truck & Van (NI) Sales Executive Paul McCrory

the opportunity to test one off-road. Mercedes-Benz Truck & Van (NI) later supplied a demonstration unit for us to trial back home. This exercise confirmed that the Arocs is very well designed for off-road work, with excellent ground clearance."

Mr McCloy said the new trucks have been positively received by FP McCann's drivers, and the company has now built a solid working

relationship with the Dealer.

He continued: "At 19,800 kg the Arocs' payload is certainly satisfactory, given that Euro VI inevitably makes chassis heavier, while these vehicles are also achieving some very encouraging fuel returns. The comprehensive warranty cover is excellent too, which means every box we look at when choosing a new vehicle has been emphatically ticked."

## Do you recognise this man?

### Perhaps not.

His name is Phil Roe, Managing Director Transport at DHL, and he recognises the importance of an efficient, compliant and, above all, a safe fleet of trucks.

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

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# Scheme Gives Local Kids First-hand Experience of Truck Safety

Ards and North Down Borough Council are the first Council in the UK to deliver truck safety education for primary school children.



[L-R] are Councillor John Barry, Chair of Environment Committee for Ards & North Down Borough Council, Jeff Shaw, Fleet Manager at Ards North Down BC and the FTA's Seamus Leheny.



The team from Ards & North Down BC who delivered the truck safety scheme to the school kids (l-r) James Mannis, Sarah Kinnear and Jeff Shaw.

Over 100 children at Comber Primary School in County Down have learned the dangers of cycling, playing or standing too close to a lorry, with the launch of a truck safety scheme supported by the Freight Transport Association (FTA).

Ards and North Down Borough Council took a refuse lorry along to the school so pupils could see the dangers for themselves. The truck had its blind spot areas marked out on the ground to help them understand that the driver cannot see them in certain areas if they are too close. Special steps were used to allow the children to climb into the cab of the lorry and experience what it's like inside, enabling them to see the blind spots from the driver's perspective. Road safety videos were screened

in an adapted trailer and the youngsters also received advice and literature on road safety. Seamus Leheny, FTA's Policy & Membership Manager for Northern Ireland, said: "FTA is delighted to support this innovative initiative to help improve road safety for young people in the borough. The first-hand experience will be invaluable when they start to cycle on the roads – awareness is key for keeping everyone safe.

"This clearly demonstrates the proactive approach of FTA members in improving the safety of vulnerable road users and follows on from the successful Safe Urban Driving scheme that FTA is now delivering in Belfast aimed at improving road safety between HGVs and cyclists on urban roads."

Mr Leheny said he hoped the scheme would be rolled out across the whole of Northern Ireland with support from other local authorities and the Department for Infrastructure.

Jeff Shaw, Transport Manager at Ards and North Down Borough Council, said: "Ards and North Down Borough Council is pleased to be leading the way on truck safety. We believe that with the emphasis of road safety being on bicycles and cars, trucks have been overlooked. Yet, these vehicles pose a great hazard because of their many 'blind spots'. "We have seen that children are fascinated by trucks - especially when they are moving slowly through housing areas with their lights flashing. We want to educate children about the dangers associated with trucks and help make our community safer. I hope that this event will be the start of many more similar initiatives."

## Road Trucks MD lifts top business award

Road Trucks Managing Director John Marks has been voted Larne Business Person of the Year; the company's General Manager Colin Marks received the award on his behalf from the mayor of Mid and East Antrim Borough Council, Audrey Wales MBE.



John Marks, Managing Director, Road Trucks

This was the top award of the Larne Times sponsored competition and represents over twenty years of outstanding service from the Road Trucks supreme.

This award comes on the back of the company winning Scania's Dealer Development Agreement competition for the first time in 2015 with a perfect score of 100% (only the second time that this has happened in the competition's twenty year history).

This competition sets the benchmark across all disciplines

throughout the UK and includes scores for diverse activities such as customer service, workshop standards and training competence levels. In 2015, Road Trucks Limited also won Export and Freight's award for Excellence in Customer Service, again a first in the company's history and a reflection of the lengths the Managing Director is going to in order to provide the best service possible for all our customers. Late last year Road Trucks Limited was named as the local contractor for the £19m Belfast Rapid Transit



Colin Marks, General Manager, Road Trucks

project set for implementation in 2017/2018 and one bringing considerable investment into the local area as well as providing much needed, environmentally friendly, public transport options across the city of Belfast. Congratulations to John on this fantastic achievement which reflects a lot of hard work and consistent effort across many years.

# Haulage companies 'Get on board' International Level Crossing Awareness Day

Translink NI Railways marked the 8th International Level Crossing Awareness Day (ILCAD) through a series of information events for haulage companies and HGV drivers on the safe use of level crossings.

**Keith Pollock, Level Crossing Safety Coordinator, Translink** said, "Following a number of incidents at level crossings throughout the network involving heavy goods vehicles, Translink NI Railways decided that this year's focus during ILCAD would be haulage companies, lorry drivers and other associated bodies.

"We are working with licenced vehicle operators to tell them about the increasing numbers of freight and haulage vehicles being involved in safety related incidents on or near the railway network and how they can educate their drivers on the safe use of level crossings.

"Some of the risky behaviours we have encountered in the past year include drivers attempting to beat the barriers as they descend or failing to stop in time, causing significant damage to barrier arms and crossing equipment.

"The effects of this can be far reaching; as well as the financial costs incurred (a replacement barrier arm for example costs several thousands) and the associated safety implications, it can also cause significant delays to train services, passengers and potentially other road users.

"We would like to take this opportunity to remind drivers that we now have CCTV cameras at the majority of our crossings and we will continue to prosecute offenders who take risks and put themselves, other road users, our employees and passengers at risk.

## BIG FINES

Some of the fines imposed in 2014-2015 were in excess of £500. Coupled with the potential of penalty points being applied to the driving licences of offenders, increased insurance policy premiums and potential coverage in local media,



(L-R) are William Herron, Driver Trainer, Mulgrew Haulage, Keith Pollock, Level Crossing Risk Coordinator, NI Railways, Clive Bradberry, Head of Infrastructure, Translink and Seamus Leheny, Freight Transport Association, at Mulgrew Haulage, Culcavy, near Lisburn.

these should all serve as strong deterrents to potential offenders.

"We are working closely with colleagues in the PSNI to ensure that risk takers are identified. We are also working with freight

organisations such as the Freight Transport Association and the Road Haulage Association to advise them how their members can avoid taking unnecessary risks on or near level crossings."






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## Volvo Trucks' New Concept Truck Cuts Fuel Consumption by More Than 30%

**With almost a one-third lower fuel consumption., Volvo Trucks' new concept vehicle shows how it is possible to drastically boost productivity in long-haul operations.**

**Among the secrets** behind these remarkable fuel savings are aerodynamic design and lower kerb weight.

With support from the Swedish Energy Agency, Volvo Trucks has developed a new concept vehicle - the Volvo Concept Truck. It is the result of a five-year long research project aimed at creating more energy-

efficient vehicles and cuts fuel consumption by more than 30%. "We continuously work on developing more energy-efficient vehicles. This is a high-priority area both out of environmental concern and in order to reduce our customers' costs. We're proud to be able to drive this development. Our concept truck showcases the immense power of on-going technical

advances," says Claes Nilsson, President and CEO Volvo Trucks. One of the key factors behind the low fuel consumption is the massive 40 % improvement in aerodynamic efficiency that has benefited both the tractor and trailer.

"We've modified the entire combination and optimised it for improved aerodynamics as much as possible. For instance, we use cameras instead of rear-view mirrors, which cuts air resistance, so less energy is needed to propel the truck," explains Åke Othzen, Chief Project Manager at Volvo Trucks.

In addition to the aerodynamic improvements, the concept vehicle is fitted with newly-developed tyres with lower rolling resistance. The trailer weighs two tonnes less than the reference trailer, which translates into either lower fuel consumption or the possibility of a higher payload. The project also includes an improved driveline.

Work on the Volvo Concept Truck has been in progress since 2011 with the aim of improving the efficiency for long-haul truck transportation by 50 %. Since the concept vehicle is part of a research project it will not be available on the market. However, some of its aerodynamic features have already been implemented on Volvo Trucks' series-produced vehicles and more of its solutions may be fitted in the future.

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## Success For 'Stop, Look, Wave' Traffic Safety Course

'Stop, Look, Wave', Volvo Trucks' traffic safety course for children, has been a major international success.

**Since the programme** was launched globally a year ago about 100,000 children have learned how to interact safely with commercial vehicles in traffic.

Now, just in time for the anniversary of the launch, Volvo Trucks is releasing a new film on YouTube to spread the message even further afield.

"With 'Stop, Look, Wave' we're giving children the world over the opportunity to better understand how trucks operate in traffic. In an easy to understand way, we aim to make them aware of the risks and how best to avoid them," says Carl Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks.

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# 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.

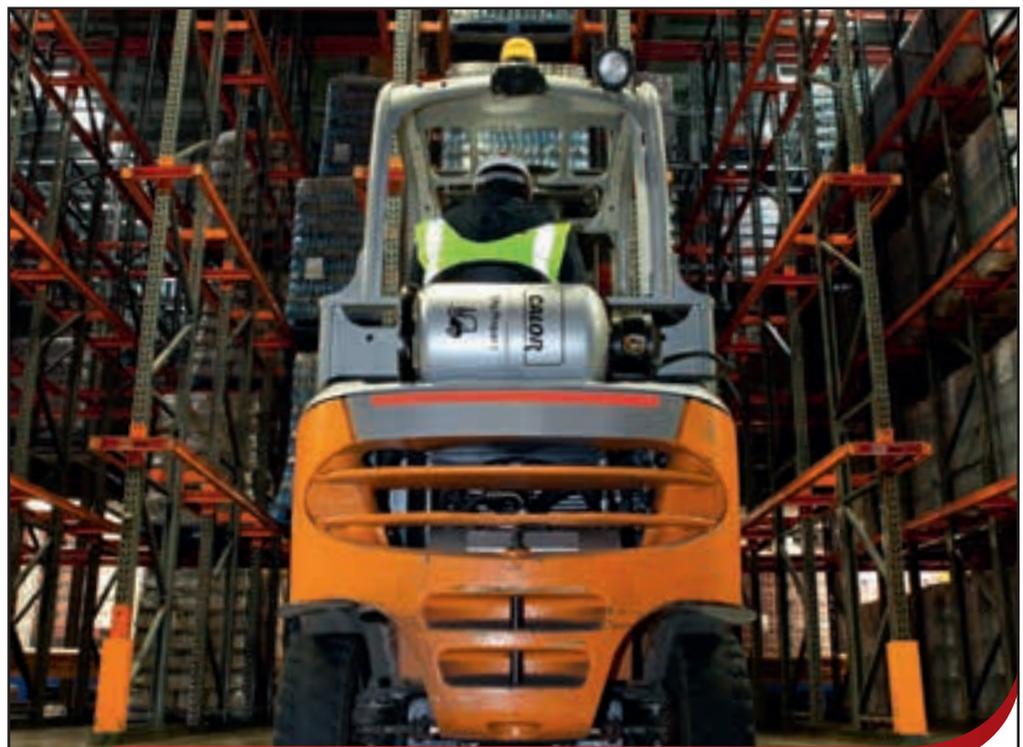
Calor's newest innovation for the logistics and handling sector is the 13kg lightweight propane cylinder, which has been developed specifically for forklift trucks. These can be changed easily by one person and are quick and simple to install. Calor can deliver these cylinders directly to businesses 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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# A Summer of Confusion ahead

**Martin Reid**

RHA Director for Scotland and Northern Ireland



**Writing this article just hours after the EU referendum result, it is clear we are in for an uncertain summer, with a huge number of key issues to be resolved.**

**W**hat is known is that England and Wales voted to Leave, Northern Ireland and Scotland voted to Remain, and the Prime Minister said he will be going before October. As yet we don't know when the Government will invoke Article 50 of the Treaty of Lisbon, which in turn gives us two years to leave the EU, and we have no idea on what terms we will leave.

From that point on it is all about the deal. Depending on how this plays out there could be little change in transport regulations, border controls or migration; or indeed all these things will be up for potentially radical change. Despite the result of the referendum it is immediately clear to me that the "Leave" camp is split on how it sees the future relationship with the EU.

In terms of economic issues, the key point is no longer surely, the state of our roads, fuel duty, red tape or any of these concerns over which the RHA campaigns, important though they are. The key point is now, what will happen to our customers: Will they thrive and invest, or not?

So we need to know the answer to the question: 'What does "Leave" mean?' And at the moment we are being provided with very few answers.

**Save the Phone**

Meanwhile, looking from the seismic to the slightly more mundane, the industry is facing a growing challenge to a much-prized right.

Brake, the influential road safety pressure group, has called for a ban on the use of hands-free phones while driving, citing newly-published research. It says that use of a phone creates a distraction – although I can't see how it is much different from talking to a passenger. At the same time, some customers are starting to demand no phone use of their haulage suppliers.

The RHA is looking to mount a robust defence. By way of pre-ambles, we have stated that the industry is strongly opposed to the use of hand-held mobile phones when driving. We support the imposition of fixed penalties on all motorists and professional drivers for the use of hand-held phones; and, in the case of lorry drivers, additional sanctions that, in GB, can

be expected to be imposed by traffic commissioners. We are currently actively opposing a government proposal to impose a greater fixed penalty on lorry drivers than on car drivers.

The RHA position is that hands-free mobiles are used in road haulage as a business tool, bringing economic and environmental benefits. Drivers know to use them only when it is safe to do so with many already only taking incoming calls and making the outgoing ones when stationary after delivering their loads. Although we note with interest the research highlighted by Brake we would however, want to see evidence as to the extent to which the use of hands-free causes accidents before giving any consideration to banning their use.

The RHA recently launched a haulage insurance service, FR8, that is assertively based on active road risk management, and seeks to strengthen further the good safety culture in the industry and to reward hauliers that are pro-active in this area. We want to align our policy with that service.

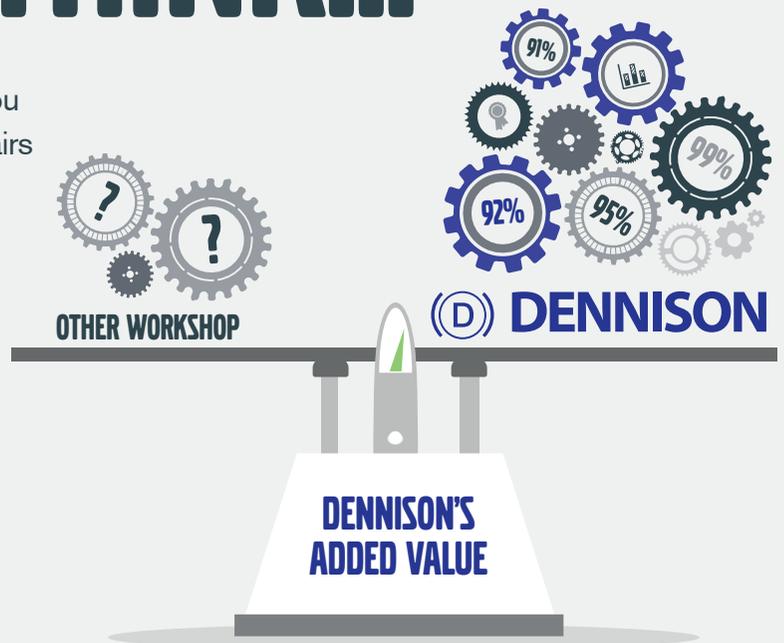
I would welcome feedback and evidence from the industry in Northern Ireland. The more support we get, the stronger will be our position. Our response is being prepared by RHA's Director of Policy, Jack Semple, so you can contact him at [j.semple@rha.uk.net](mailto:j.semple@rha.uk.net) with your views on hands free sets.

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# UNDERLINE COMMITMENT TO CUSTOMERS



Never let it be said that Volvo is not committed to providing its customers with some of the most robust and safest trucks around.

Export & Freight's Justin Carrigan recently travelled to Gothenburg to see the Volvo range in action.

## I-SHIFT TECHNOLOGY

**A**s we were to discover during an event aptly labelled, 'Driving Impressions: Construction & Severe Applications,' Volvo Trucks employs a host of intelligent features that allow operators to get the job done quicker, safer, more comfortably and with better fuel economy.

Take its I-Shift technology, for example. It now comes with crawler gears, which are added to the automated transmission to provide exceptional stability for trucks carrying heavy loads in demanding situations.

This new version of I-Shift makes it possible to add up to two new crawler gears. This means, among other things, that the truck can move off from standstill and transport a gross combination weight of up to 325 tonnes.

I-Shift with crawler gears enables drivers to regulate their speed when crawling slowly and reversing. The driver can haul a heavy load without worrying about getting into situations that may lead to costly standstills.

With the new crawler gears, the truck can drive at speeds as low as 0.5-2 km/h; this obviously helps immensely during precision manoeuvres such as in construction and maintenance tasks.

### AUTO TRACTION CONTROL

Another recent development is Volvo Trucks' Automatic Traction Control which activates the front wheel drive when the rear wheels lose traction on slippery or soft ground. It has now become standard in the Volvo FMX with driven front axle.

ATC consists of software connected to the wheel speed sensors which detect and control wheel drive. When a rear wheel starts to slip, the power moves automatically to the front wheels without the truck losing torque or speed. A dog clutch activates the front-wheel drive in just half a second. The clutch is lighter and has fewer moving parts than a traditional solution with permanent all-wheel drive. If the driver encounters particularly rough ground, then it is possible to manually lock the other differentials at both front and rear. With Automatic Traction Control, the front tyres' grip is concentrated on the steering

right up until any critical situation. Thus, the driver can take advantage of the better manoeuvrability for as long as possible.

### TANDEM AXLE LIFT

Also new is Tandem Axle Lift, which makes it possible to disengage and raise the second driven axle. The new function is designed for heavy duty transports with loads being carried one way and empty return trips, for instance when hauling timber or in construction and bulk cargo operations.

"With Tandem Axle Lift the second driven axle can be disengaged and its wheels raised off the road when the truck is driven empty. This offers many advantages, of which the foremost is fuel savings. Driving with the second driven axle raised saves up to 4 per cent in fuel compared with having all the axles lowered," says Jonas Odermalm, segment manager Construction at Volvo Trucks.

"Tandem Axle Lift is perfect for transports where ground conditions or gross vehicle weights demand a tandem-drive truck, but where the vehicle returns empty or lightly loaded in the opposite direction. On slippery or soft surfaces, the driver can increase pressure on the first axle by raising the second driven axle, which results in better grip and reduces the risk of getting stuck."

Tandem Axle Lift, available for the Volvo FM, Volvo FMX, Volvo FH and Volvo FH16, also offers the driver better comfort when the truck is driven empty, which in many cases corresponds to 50 per cent of the operating time. The in-cab noise level is lower and steering wheel vibration is reduced when only the tyres of one drive axle are in contact with the road.

### DYNAMIC STEERING

Volvo Trucks has also released other new features aimed at improving operations within the construction sector, including Volvo Dynamic Steering for dual front axles and increased front axle loads.

Since such trucks often carry particularly heavy loads or superstructures, the benefits are very noticeable for the driver. In addition to far lower turning resistance at low speeds, the steering wheel returns

automatically to the straight-ahead position after full lock, cutting out the need for added effort in close-quarter manoeuvring and saving the driver both time and energy. Volvo's heavy duty trucks with dual front axles increase the maximum technical capacity from 18 to 20 tonnes. Customers benefit from both improved productivity and added flexibility. The extra load capacity translates directly into increased income-earning potential, something that is particularly valuable when transporting heavy materials in construction operations.

On a 4-axle truck with a gross weight of 32 tonnes the load bed is also longer and there is greater flexibility regarding where to place a load such as gravel in a tipper body. This means maximum load is reached more quickly when loading and that the driver can be certain about meeting weight limitations. Higher load capacity above the front axles also permits a greater variety of crane configurations and allows other applications with considerable weight on the front axles.

### 5-AXLE COMBINATION

In order to meet the demand for heavier applications both on highways and in construction, Volvo Trucks has introduced factory-built 5-axle combinations.

The two front axles permit up to 20 tonnes maximum load and the three rear axles can handle up to 36 tonnes, resulting in both increased payload and greater flexibility for customers.

This solution is also suitable for concrete pumps and large crane trucks that need uniform axle load distribution. By reducing pressure on the axles, many of these vehicles can be transported over longer distances on regular highways.

Meanwhile, customers who specify drum brakes for operation in particularly dusty or wet conditions can now benefit from the advantages of Volvo's Electronic Brake System (EBS). The system's electronics give access to a range of intelligent functions such as Hill Start Aid for better control on steep gradients. Safety is also improved thanks to integration of engine braking and retarder function, known as Brake Blending.



# Andy Magowan Calls Time on a Long and Successful Business Career

The retirement of Andy Magowan, one of the longest-serving members of TBF Thompson, marks another milestone in the illustrious history of the company, as Export & Freight's David Stokes reports.



A driving force behind the successful growth and expansion of the business, Andy served as Managing Director since 1999, having first joined as an assistant accountant 30 years previously, in all amounting to close on a half century with the company originally established by Thomas Bacon French Thompson in 1958. The new management team, headed

up by Raymond Crilly, has wished Andy a long, happy and healthy retirement. "We would like to give Andy our sincere thanks for all of his hard work, advice and encouragement over the years."

For his part, Andy, a lifelong friend of the team here at Export & Freight, tells us: "I have left the business in good and capable hands. Naturally, I am sad to say 'goodbye' as I have made many, many friends down through the years, staff members and customers alike.

"TBF Thompson has been a big part of my life over the last 47 years. I was involved in every part of the business and I will miss all of that, but it was time to hand over the reins to the new management team; it was a very cordial affair and I wish them every success in the future."

Andy, of course, has witnessed many changes in the industry down through the years, with innovations and new technologies constantly emerging in truck and machinery manufacturing; keeping in tune with those developments and adapting to market forces has played a vital role in growing the business.

Diversification has also been instrumental, with Andy first successfully negotiating and introducing new franchises and product ranges and then steadily building and expanding new customer bases in the truck, plant and machinery sectors.

When he joined TBF Thompson in 1969, his abilities and talents didn't go unnoticed and he steadily rose through the ranks to Director in 1974, Divisional Managing Director in 1985 and then head of a management buy-out team in 1999 from then owners CRH PLC.

With interests spanning across local trade, education, agriculture and sports, Andy has held prestigious and influential positions in many areas, demonstrating a deep-seated interest in Northern Ireland's economic future.

Suffice to say that no one but Andy himself was surprised when he was awarded an MBE in the Queen's Birthday Honours

List last year for his service to economic development, having long played an influential role in Northern Ireland commerce.

Now 71 and long past the traditional retirement age, among the many and varied posts Andy has held – and some he still does – include Board Member & Chairman of Coleraine Local Action Group for Enterprises; Board Member & President of Coleraine Borough Chamber of Commerce; Council Member of Royal Ulster Agricultural Society including Chairman of the Kings Hall Exhibition and Conference Centre; Vice Chairman of the Trade Exhibits Committee; Governor of both Garvagh Primary School and Garvagh High School; and Director and President of his beloved Coleraine Football Club.

He says retirement will mean he can devote more time to his family, especially to his two sons who live in Scotland. He also plans to pursue his interests in First Garvagh Presbyterian Church, and further develop his links with the football club in Coleraine.

A father of three originally from Ballynahinch in County

Down, he was given a standing ovation when voted Export & Freight's Transport Personality of the Year in 2015, and commenting back then, he had this to say: "I had absolutely no idea this was coming. I am lost for words."

And he had this advice for being a success in business: "There is no substitute for hard work. Be first in every morning and last out every evening – and work Saturdays!"

It's a philosophy that has served Andy Bell Magowan admirably through the years and although he says he has no immediate plans for a celebratory luxury world cruise – he's not ruling anything out – here at Export & Freight, we want to join in with the staff at TBF Thompson and everyone in the industry to wish him nothing but good in his well deserved retirement.

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***"There is no substitute for hard work. Be first in every morning and last out every evening – and work Saturdays!"***

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Alan Espie, Raymond Crilly and Seamus Doherty



## A New Chapter Begins at TBF Thompson

**TBF Thompson (Garvagh) Ltd has entered a new era following a management buy-out coinciding with the retirement of Managing Director Andy Magowan after almost half a century with the company.**

**The new Managing Director** is Raymond Crilly, who previously filled the role of Financial Director. He, along with fellow directors Alan Espie and Seamus Doherty, completed the management buy-out just a few weeks ago.

It's the second management buy-out the TBF Thompson group has undergone since it was first established in 1953; the first was back in 1999 involving both Raymond and Andy.

"We have exciting plans for the future of the company," says Raymond. "The support we have received has been tremendous and we are delighted to have retained all of the major franchises – DAF Trucks, Hitachi excavators, Bomag rollers and compaction equipment, Thwaites dumpers and Palfinger cranes.

"It's business as usual. There will be no major changes, in fact we will be looking at ways to grow the business to ensure profitability, stability and continuity of employment. Our aim is that the TBF Thompson name will continue to be at the forefront of the

plant and commercial vehicle business in Northern Ireland for many years to come."

There are four depots in TBF Thompson group - two in Mallusk, one in Portadown and the local Plant and Commercial site in Garvagh - and they will continue to operate as normal under the new leadership.

The group employs around 150 people and says Raymond: "All of the staff have been very supportive as have our customers and together with both Alan and Seamus, adding continuity and stability, we are looking forward to further growing the business."

Extra focus will be put on the plant division where some areas have been identified as having more potential for growth, especially in the quarrying, construction and waste management sectors.

"Indeed, we have recently strengthened our sales team in the plant division with the appointment of Ian Campbell, no stranger to the industry. He will be overseeing plant sales for the Co. Armagh, Co Down and Greater Belfast areas."

The parts department has also been reinforced with the appointment of Charlie Kinney, who has a wealth of experience in the industry. He will be focusing on 'all makes' parts to serve customers in the County Antrim and Londonderry areas.

Three new apprentices are also being taken

on to service the truck business, and adds Raymond: "Our truck division is performing strongly and we plan to further increase our market share locally. DAF in the rest of the UK is, of course, performing exceptionally well, with a lot of business being done with large fleet operators which we don't really see in Northern Ireland, but there is great potential to grow our share here, and that's what we are striving to do."

Last year, DAF Trucks celebrated the 20th anniversary of its partnership with TBF Thompson. Since taking on the DAF franchise in August 1995, it has become one of the most successful outlets for the DAF brand in the UK, delivering well over 4,000 new trucks and selling millions of pounds of replacement parts.

In marking that 20th anniversary, DAF Trucks' Managing Director, Ray Ashworth, commented: "TBF Thompson is an excellent example of how relationships can flourish and can result in long-standing business partnerships - not just between dealer and manufacturer, but, more importantly, with local operators.

"It's no mean feat to have built up a successful business, particularly over the last decade! We have an established presence in Northern Ireland commanding some 25% of the market, and I know the brand is in safe hands for the next 20 years with TBF Thompson."

# Time for Stormont to prioritise investment in transport infrastructure



**Seamus Leheny**

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



**Since last month's elections in Northern Ireland, the Freight Transport Association has focused on quickly engaging with new politicians to ensure that key logistics issues are high on their agenda.**

**T**he Association is keen to make new Ministers and Members of the Legislative Assembly (MLAs) aware of the country's most pressing transport issues, among which are the upgrade of the A6 Belfast to L'Derry road to a dual carriageway and redevelopment of the York Street Interchange in Belfast. In the wake of the recent EU Referendum result, it is imperative that these infrastructure projects proceed as soon as possible if they are to obtain any EU funding whilst still eligible, for example the York Street Interchange is costed at £180 million with up to 40% EU funding under the Ten-T programme. When or indeed if Article 50 is triggered by the UK Government, funding for these projects will have to be negotiated.

I recently wrote to Chris Hazzard MLA, the new Minister for the Department for Infrastructure. His role combines many of

the responsibilities previously managed by the now defunct Department of Environment (DOE) and Department for Regional Development (DRD).

The DOE was previously responsible for road safety, Operator licensing, roadside enforcement, vehicle testing and driver licensing while the DRD looked after road infrastructure, sustainable and public transport as well as local ports.

FTA is pleased that all the transport-related departments in Northern Ireland are now under the one department and Minister, meaning greater coherence between everything transport-related in local Government.

I outlined key priorities in my correspondence with the Minister, focusing on infrastructure improvements and enforcement. Prioritising the upgrade of the A6 Belfast to L'Derry road and redevelopment of the York Street

Interchange in Belfast were top of the 'to do' list, both are pivotal components of the strategic road network here in Northern Ireland. It was stressed that funding must be secured and the projects delivered on time to keep the local economy moving.

The long overdue A6 upgrade could save goods vehicle operators around £70 for each return journey by a 44-tonne truck, clearly demonstrating the potential economic benefits of such improvements, this was a figure used to highlight the economic benefit of delivering an upgraded modern A6.

The majority of goods going to and from L'Derry and the wider North West transit via the A6. This is either because they originate from the numerous distribution centres in the Greater Belfast area or are exports and imports being shipped via Belfast and Larne ports. While the A5 is also on the Minister and Departments' shortlist and would no doubt deliver benefits, it's vital to stress the importance of the A6 in our local supply chain.

An improved A6 will not only assist businesses in the north west to send and receive goods faster and cheaper, but it will also help attract inward investment as the ability to transport goods to market efficiently is a key criterion for any company considering investing in a new location.

Minister Hazzard has already addressed the Assembly's Infrastructure Committee on the need for a focus on strategic infrastructure. He emphasised his commitment to the delivery of A5 and A6 transport corridors and said the department had a major role to play in building a successful region, investment in transport was key for attracting investment.

## Road Safety

The other major benefit of the A6 upgrade the FTA has

highlighted would be road safety.

The speed limit for HGVs on a single carriageway in Northern Ireland is 40mph, compared with that for a car which is 60mph. Because a significant proportion of the A6 is currently single carriageway, this often leads to HGVs creating long queues of traffic, many of you will be familiar with this especially at Moneynick and Dungiven. This ultimately leads some car drivers to make dangerous overtaking manoeuvres. Additional dual carriageway on the A6 would create safer overtaking opportunities for cars and help make traffic speed more consistent.

The concluding message to Stormont is that, in addition to infrastructure investment, it was important to protect compliant commercial goods vehicle operators and improve road safety through targeted and consistent enforcement by the Driver & Vehicle Agency and the Transport Regulation Unit. Effective enforcement strategy and adequate funding can help achieve these aims.

As well as writing to the Minister, I have also written to six recently-elected MLAs who represent the Foyle constituency area and now sit in the Northern Ireland Assembly. I've outlined the need and economic benefits of the A6 upgrade and asked for their support in ensuring it is secured and delivered as soon as possible.

I have also requested to meet with the Minister and the relevant MLAs in Foyle to further outline the challenges of our industry and how local Government can help us move the economy more efficiently.

FTA will continue to regularly engage with local politicians here in Northern Ireland on a variety of issues to ensure our industry has a voice in the local Assembly.



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# RiverRidge Recycling, NI's First Organisation Committed to Logistics Carbon Reduction Scheme

Northern Ireland's largest independent waste management company, RiverRidge Recycling, has been confirmed as Northern Ireland's first company to join the FTA Logistics Carbon Reduction Scheme (LCRS) demonstrating its commitment to reducing carbon from road freight.



RiverRidge Recycling's Stephen Thompson

The LCRS, which is managed by the Freight Transport Association, is a voluntary initiative, which records, reports and reduces carbon emissions from road transport. The scheme

demonstrates the efforts of the industry to cut carbon emissions and contribute to national carbon reduction targets.

Stephen Thompson, Transport Manager at RiverRidge Recycling comments: "RiverRidge Recycling is extremely proud to be the first Northern Ireland company to join the FTA Logistics Carbon Reduction Scheme. Not only is this a great achievement, but it is a great testament to how strongly we value our Corporate Social Responsibility.

"As a recycling and waste management company, we believe in conducting business in a manner which achieves sustainable growth whilst demonstrating a commitment to protecting the environment and carbon reduction is one such commitment."

RiverRidge Recycling has four sites in Derry-Londonderry, Belfast, Coleraine and Portadown. The group coordinates a fleet of 60 vehicles to collect and transfer Northern Ireland's waste.

Added Stephen: "Our fleet covers most of Northern Ireland and we acknowledge the

carbon emissions created by our road vehicles, this is why we have joined LCRS. This initiative will help us to achieve carbon reduction in the most innovative and efficient way possible."

LCRS scheme members have collectively made progress in reducing carbon dioxide equivalent (CO<sub>2</sub>e) emissions between 2005 and 2014 and the most recent figures show it is on track to meet its carbon reduction target of an 8 per cent reduction by 2015 based on 2010 levels.

Seamus Leheny, Policy and Membership Relations Manager at Freight Transport Association, commented: "Well done to our FTA member RiverRidge Recycling on becoming the first Northern Ireland company committed to the FTA Logistics Carbon Reduction Scheme.

"It is great to have RiverRidge Recycling's support. It is important for businesses to acknowledge the effects of carbon emissions on our environment and I would encourage other organisations to join LCRS so they too can better manage the emissions from freight transport. We can then, all play our part in meeting national carbon reduction targets."

## Court Report

### Coach operator and driver fined £400 for tachograph offences

A 44 year old coach operator from County Tyrone has been fined £200 at Dungannon Magistrates' Court for tachograph offences.

He was fined for failing to take reasonable steps to organise his driver's work to comply with EU Drivers Hours Rules. A 52 year old driver from Moneymore was also fined a total of £200 on a related charge of failing to take a statutory weekly rest.

The court heard that Driver & Vehicle Agency (DVA) Enforcement Officers inspected a 53 seater coach and requested the driver to produce his tachograph records for examination. An analysis of these records indicated that he had failed to take a statutory weekly rest of at least 45 hours. He was offered a Fixed Penalty Notice in lieu of prosecution. However he contested the charge and requested that the matter be referred for trial at court.

### Intent To Deceive

A County Antrim operator was convicted at Ballymena Magistrates' Court and fined a total of £500 plus £40 court costs.

The conviction arose when DVA Vehicle Examiners directed a 3+3 axle articulated goods vehicle in the vicinity of Ballymena. During an examination of the vehicle, officers identified that the operator's licence disc was in a different operator's name.



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# Lakeland Tyres – Continued Investment, Continued Growth

Lakeland Tyres has undergone a period of expansion lately, with new depots opened in 2015 in Mallusk and Portadown, and four years ago a new location in Enniskillen.



**The company's roots**, however, are in Lisnaskea, and the impressive 30,000 square foot state of the art tyre depot is testament to a strong family business built up since 1970 when the first depot opened in Pound Lane- Lisnaskea. Lisnaskea is very much the headquarters for the group, and with thirty-seven people employed in the complex it's a busy hub, and at its helm is Director Adrian Frazer. "I grew up here and worked from I was a kid in the depot when it was on the main street, then eventually we built this centre in 2009 as demand grew and also more space was needed. With the expansion of the company into new areas it would be easy to overlook developments here, but we have invested further in Lisnaskea this year, especially in relation to the haulage industry."

#### TRUCK WASH

Indeed, a new purpose built yard beside the depot with the latest drive-in lstopal

truck-wash highlights an ever growing commitment to the industry. The impressive machine is already in steady use with more new washing contracts being sought.

Tyres and tyre service has obviously been the main-stay of the business over the years with the depot servicing requirements for companies such as Liam Connolly Road Freight, Quinn Group, Encirc, Loane Transport, Strathroy Diaries, Malcolm Keys Transport and Acheson Glover.

"Providing good service is vital and important to the ethos of Lakeland Tyres," says Adrian. "We have a good team, from the commercial fitters and break-down fitters, to the 24 hour call centre, administration, management and sales staff. We are a multi brand tyre business which means that we have plenty of choice to offer, and also plenty to offer in the way of other truck services such as brake testing, alignments and of course washing." Lisnaskea depot manager Ian Cashel has over

The Latest drive-in Istobal truck-wash



Truck and bus brake testing machine.



Lakeland Lisnaskea Reception and waiting area.



Ian Cashel, Lakeland Tyres Depot Manager, Lisnaskea



Lakeland Lisnaskea workshop.

twenty years of experience in commercial tyre work. Ian is very knowledgeable and approachable for any commercial customer looking for advice and the most effective solutions, and like Adrian takes pride in the commercial side of the business. "We are here to help, and identify the optimum tyre solution for each individual user." Group Manager, and prominent rally driver Eugene Donnelly has also been significant in driving the expansion of the Lakeland Tyres group in recent years. "We are working more as a group, and this is benefitting our relationship with the leading manufacturers and also benefits the customer."

**BRAKE TESTING**

The state of the art truck and bus brake testing machine is used daily by Ulsterbus and Encirc and it's all part of a high-tech efficient service that the Lakeland team offer. Now with better coverage for their existing customers with the extra depots in the province and over

twenty break-down vans it further highlights the importance of service within the company. "Trucks and buses are very important to us, and fleet tyre management, with proper tyre husbandry and minimal down-time for any break-downs has been essential in customer satisfaction and loyalty. It's not just for trucks, trailers and buses either, but van fleets, heavy plant equipment, forklifts, farm equipment, virtually anything that has round and black things fitted!"



With a massive stock of tyres on site, plenty of room to manoeuvre with any size of drag and a spacious waiting area with free Wi-Fi, tea and coffee, there is a stress free atmosphere for any commercial customer waiting on their tyre service work.

Car, van and 4x4 work as well as vehicle servicing also makes up a large percentage of the business, and with discounts applied for commercial company employees and family there are added benefits with the Lakeland group.

"Once again I'd like to thank all of our customers for their on-going support," said Adrian. "It's thanks to them that it is possible to expand and offer them more services back in return. Of course, I do take pride in the Lisnaskea depot and what the team has achieved here, and we hope to continue to grow the business, and always keep on top of the service that we offer to our customers."

# Get It Right First Time With Continental Tyres



Choosing the right tyre for a vehicle's specific application is essential in optimising an operator's overall costs. Continental Tyres prides itself on having both a premium range of tyres suitable for every application and the expertise to advise on the best solution for individual challenges, allowing customers to gain the lowest overall driving costs.

The **Conti Hybrid** tyre family has been a crucial element of Continental's Generation 3 rollout in recent years, being specially developed for combined use on regional roads and motorways. The tyre range offers up to 20 per cent longer service life and six per cent better fuel economy than the previous generation. The range is available for 17.5", 19.5" and 22.5" rims and cover steer, drive and trailer axles.

The Conti Hybrid HS3 and Conti Hybrid HD3 in 19.5 inch for steer and drive axles are intended for vehicles of over 12 tonnes total weight. The range allows for the higher unladen weight of modern Euro 6 vehicles and is designed for varying load conditions, as is usual in regional transportation. The thick tread design with high wear volume (plus volume pattern) provides a 17 per cent longer service life. The larger plus volume pattern used for the tread of the tyre considerably reduces rolling resistance caused by flexing which lowers fuel consumption in both regional and long-distance transportation. The new Conti Hybrid HT3 trailer tyres, in sizes 435/50 R 19.5 and 445/45 R 19.5, are characterised by high load capacity and optimal service life, combined with a lower diameter. They allow an axle load of nine tonnes and at the same time provide the best use of the three-metre internal load height, when used on the semitrailers of mega liners.

The Conti EcoPlus tyre family is specially designed for use predominantly on motorway and long distance transport. The Conti EcoPlus tyre range is engineered to provide maximum rolling resistance for a significant reduction in fuel consumption. It features specially adjusted rubber compounds, a new tread design, and reduced rolling resistance (up to 26 per cent compared to the successful previous series) without compromising on mileage performance. Conti EcoPlus tyres can save fleets up to 1.9 litres of fuel per 100 km.

## CONSTRUCTION

In the construction sector, Continental offers a range of tyres that are optimised to meet the needs of its customers, whether exclusively off-road or for on and off-road operations. The Conti Hybrid tyre family detailed earlier are suitable in this segment if operation is mostly on even roads but the Hybrid range can also be suitable for the demands of typical sites with difficult terrain. Continental's specialised range of construction tyres has been designed and manufactured to exacting standards to deliver optimum grip and resistance to damage. The on-/

off-road compound and tyre contours of the HSC and HDC, for steer and drive axles respectively, provide excellent handling characteristics on all surfaces, while a reinforced belt design and durable casing ensure operators can get the most out of their tyres in harsh operating conditions.

## PEOPLE

Tyres designed for the people segment are optimised to satisfy the needs of customers in the passenger transport industry. The Conti Urban city bus tyre has an extremely robust casing design, with reinforced sidewalls to allow it to withstand constant acceleration, braking and kerb contact in bus bays and around the town. It combines ride comfort and operating safety with a 20 percent longer life that can be further extended by retreading and regrooving. The tyre also benefits from reduced rolling resistance.

## SECONDARY BRANDS

For customers with different budgetary requirements, Continental's secondary brands, Semperit and Barum, offer cost-effective solutions without compromising on quality or efficiency.

The Semperit Runner tyre range is designed for use in combined regional and long-distance transportation, with its steer axle tyre Runner F2 and the drive axle tyre Runner D2 in size 315/80 R22.5 – a key size for the Irish market. Heading up Barum's commercial vehicle tyre range is the 200 R series, a range of tyres for trucks and buses that offers high quality at an affordable price. The brand new 315/70 R22.5 BF200 R is available from June, along with the drive-axle tyre BD200 R.

## SPECIALITY TYRES

Continental Tyres' exclusive partner in Ireland for specialty tyres, I.T.S - Industrial Tyre Specialists, offer the complete portfolio of Continental industrial vehicle tyres as well as a professional tyre service and maintenance programme.

A family run business, I.T.S began working with Continental four years ago and prides itself on lessening downtime for customers by holding over 2,000 wheel rims in stock to suit all main tyre types.

With so many vehicle sizes, characteristics and application demands, Continental and I.T.S cater for these diverse needs with a product range to support fleet managers in selecting the optimum tyre for specific industry needs.

## PRESSURE CHECK

As well as choosing the right tyre for the right application, correct maintenance of the tyre is also key to optimising efficiency and performance. Continental Tyre's tyre pressure monitoring system (TPMS), ContiPressureCheck measures the pressure and temperature of each individual tyre every few seconds and delivers the results to the driver information display in the cab. Studies have shown that over 90 percent of all tyre failures are preceded by slow leaks, causing gradual loss of tyre pressure. With ContiPressureCheck any problems can be caught and dealt with as early as possible, enabling punctured tyres to be repaired and refitted in the majority of cases which saves the cost and inconvenience incurred by an emergency tyre breakdown callout.





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# Marc Preedy

## Goodyear's Commercial Director in the UK

**The first half of 2016 has been very positive for Goodyear and the rest of the year promises further growth, with the overall tyre market in the UK returning to pre-recession levels.**

**T**he trailer sector is particularly strong, fuelled by fresh investment by many of the major rental companies. Export & Freight's Phil Eaglestone recently managed to catch a quick Q&A with Marc Preedy, Goodyear's Commercial Director in the UK, to find out more.

### **Did the recent CV Show live up to expectations?**

It certainly did. It was our third successive year at the show, highlighting both our Goodyear and Dunlop ranges, with our stand attracting a high volume of visitors; all in all, a very worthwhile exercise for us.

### **With many of the major truck manufacturers not present this year, did that have any impact?**

Certainly, the ebb and flow of the show was a little bit different. There were not as many OE partners there this year, and that probably impacted on the overall footfall, but it was a good show for us, with a significant number of trailer manufacturers compensating for the absence of trucks.

### **How is Goodyear finding the current market conditions in general?**

It's a buoyant market. We have enjoyed year-on-year growth in the first quarter and that trend is set to continue for the rest of 2016. We expect the overall tyre market, including Chinese imports, to grow by about 5%, bringing us up to where we were pre-recession in 2008, so that represents quite a significant breakthrough in terms of tyre volumes.

### **Are there any segments of the market that you are especially doing well in?**

The trailer market has been very strong since the beginning of the year and we have a very good presence in the rental sector where there has been some significant investment in new trailer fleets. Overall, the market has been outperforming that of previous years, and all tyre manufacturers are benefitting.

### **We're told you are reinventing the truck tyre with the launch of a completely new size, low profile product – tell us a little about the thinking behind that?**

We have introduced a low profile high mileage KMAX S 375/45R22.5 steer tyre, together with another low profile product, the KMAX D drive axle tyre in size 315/45R22.5.

These new versions will play a crucial role in optimising freight efficiency for fleet operators as they allow volume capacity of more than 100 m<sup>3</sup> for semi-trailers. They are the result of collaboration with leading truck maker DAF on their special Low Deck tractor and initially will be available only as OE fitment for the DAF CF and XF Low Deck tractors.

### **Last time we spoke, you were saying PPK (price per kilometre) contracts were becoming increasingly popular; is that still the case?**

Absolutely still the case. The first quarter of this year has seen a significant number of leading fleets coming across to Goodyear on PPK contracts. Increasingly, companies are keen to manage their tyre costs, with PPK continuing to grow in popularity in the UK market.

### **You focus a lot on research and development to come up with new technical innovations, such as radio frequency ID tags – how is that being received?**

To be honest, RFID hasn't taken off in a way that everybody hoped it would. All manufacturers are finding that is the case, but tyre pressure monitoring continues to grow – as has the concept of 'total cost of ownership' which is now mainstream.

### **Any other new initiatives we should know about?**

This year we are focused on refreshing the Dunlop truck and trailer range which remains a very successful brand, especially among regional fleets, so expect some more news on that front later in the year.



# Lakeland tyres

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## New mid-range counter-balance truck offers affordable productivity

**Yale Europe Materials Handling is to launch a brand new ICE counter-balance truck offering businesses a solution which has the high quality and reliability expected from Yale whilst being affordable.**

The MX series, being manufactured in the company's Craigavon plant, is tailored to



businesses with a variety of materials handling workloads and is initially available in 2.0, 2.5 and 3.0 tonne capacities.

Yale product manager for counterbalance trucks, Karen Calver, says: "This is a brand new truck designed with tried and tested Yale technology.

"In the MX series we have assembled a solution which offers all of the high standards associated with the Yale brand. Dependability, serviceability, ergonomics, productivity and low cost of ownership are not simply on our wish list, they are the principles that define a Yale product to its core – and we are excited that the MX series comfortably meets all these criteria.

"The affordability of a truck

throughout its lifetime is extremely important in this very competitive sector, and that is where we believe the MX series comes into its own."

The MX series follows the same design language as the Yale Veracitor VX series, which is the premium product in the Yale range. It is available in diesel, LPG, and dual-fuel configurations, with service intervals of 500 hours and the full back-up of Yale and its extensive dealer network.

Economical to run, the MX series has a full suite of modern ergonomic features with driver comfort at the forefront of design and excellent noise and vibration performance. It is responsive and highly productive, bringing affordable productivity to a wider range of customers.

## SME confidence falters amid economic uncertainty

**Northern Ireland's small and medium-sized enterprises are deeply concerned about the outlook for the economy, new data from the Close Brothers Business Barometer reveals, with most business leaders wary about their prospects for growth.**

The research suggests SME confidence has actually fallen back since the beginning of the year, with businesses now buffeted by a broad range of headwinds.

Fewer than one in ten Northern Irish SMEs in the latest barometer survey now say they are confident about the steady recovery of the economy, with a further 40% suggesting that the path back to prosperity will be slow, even though they feel the worst of the challenges associated with the economy are now behind us.

Almost a quarter (24%) of SMEs told Close Brothers they feared the economy could decline again, only slightly down from the 26% of SMEs that felt this way at the beginning of the year.

In addition, more than a quarter (28%) actually warned that Northern Ireland had not yet seen any true economic recovery, up markedly on the 17% that reported this negative outlook at the start of the year.

"SMEs are deeply concerned about their prospects for the next 12 months," warned Ciaran McAreavey, MD of Close Brothers Commercial

Finance. "We know that many entrepreneurs and business leaders have exciting and ambitious plans for their companies, but fear their plans are not achievable against a backdrop of economic uncertainty and rising costs; in many cases, SMEs now feel even more pessimistic than they did at the beginning of the year."

Close Brothers Commercial Finance's figures also indicate that SMEs can ill afford another 12 months of disappointing results, with many having achieved no growth over the past year. 64% said their businesses hadn't grown at all during the past 12 months.

"Our latest Business Barometer paints a worrying picture of the fragile state of confidence amongst Northern Ireland's SMEs today," added McAreavey. "After the financial crisis of 2008, we saw similar low levels of confidence in SMEs. We found it was the businesses that explored every possible funding option and ensured their enterprises were constructed on firm financial foundations that were able to ride out the uncertainty and continue working towards their growth ambitions."

## Hauliers help put ex-service heroes on road to recovery

**In a pioneering initiative, hauliers have joined with partners to help ex-service veterans who have hit hard times by training them up to drive trucks.**

**Comments RHA chief**

executive Richard Burnett: "Those who have served us in the forces deserve our help if things don't work out when they leave. The charity Care After Combat, championed by comedian Jim Davidson helps a significant number of ex-service personnel who end up homeless, have health issues or fall foul of the law. The RHA, together with telematics experts Microlise, can help Care After Combat give these vulnerable heroes a career by setting them up with a job as a truck driver. This new initiative, Road to Logistics, will help address the chronic shortage of truck drivers in the UK currently estimated to be 45,000.

"This industry needs drivers and Care After Combat is an excellent source for potential drivers. Microlise will create the training academies, and we, through our membership, have the jobs. By working together, we can make sure that Road to Logistics helps three organisations achieve their goals."

Road to Logistics will create and maintain a national training programme to encourage new talent into the transport and logistics industry from sections of society where individuals need help and support to regain their self-confidence and independence.

Before training even begins, candidates will be rigorously assessed for their suitability, including a thorough medical examination. Those that pass will have to sign up to a strict Road to Logistics code of conduct. The Code will cover all aspects of their behaviour and professionalism and will ensure that their prospective employers can be confident that they will be taking on someone in whom that confidence is well placed.

**ARE YOU THE BEST? PROVE IT!**

Send in the Entry Form or Enter online at [www.exportandfreight.com](http://www.exportandfreight.com) NOW  
**CLOSING DATE for Entries 31st JULY**

**EXPORT &  
FREIGHT**

**TRANSPORT & LOGISTICS AWARDS**

**2016**

**GALA DINNER**  
**THURSDAY 8<sup>TH</sup> SEPT**  
RAMADA HOTEL, BELFAST

# EXPORT & FREIGHT

## TRANSPORT & LOGISTICS AWARDS

# 2016

### Safety Award



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

### Driver of the Year



This Award will be presented to the commercial vehicle driver who offers a high standard of driving skills; excellent driving record and dedication to the trade. Please send a CV of the candidate. A practical driving test will determine the winner.

### Technician of the Year



This Award will be presented to the best technician operating for a franchised dealer; own account operator; independent workshop; haulage fleet; or any other road transport related maintenance and repair facility, who offers unparalleled servicing skills, interpersonal relations, and recommendations. Please send a CV of the candidate. Telephone interviews will be carried out.

### Greener Safer Fleet Award



This Award will be presented to the company seen to be leading the way in the Irish market in promoting both green and safe driving within their fleets. This will be demonstrated by showing excellence in best practice and a sustainable framework in place for continuous monitoring and improvement.

### Innovation Excellence Award



The Innovation Excellence Award is open to all companies operating within the transport and logistics sector who have invested in innovative solutions to make their operations more efficient, profitable and successful. This can be any type of innovation from the latest equipment and facilities to cutting edge technology or environmental solutions. Any type of transport operation is invited to enter from shipping lines to hauliers, van fleet operators to own account fleets. The contender is invited to illustrate in the entry their innovative solutions for their business.

### Transport Manager of the Year



This Award will be presented to the Irish Transport Manager who demonstrates the highest levels of operational ability; professionalism; fleet knowledge; fleet management and personnel skills. Please send a CV of the candidate. Telephone interviews will be carried out.

### Excellence in Customer Service Award



This will be open to all companies who pride themselves in the level of their customer service including Dealers; Service Agents; Equipment Suppliers; Maintenance organisations etc.

### Top Fleet of the Year



This will be presented to an outstanding fleet of vehicles based on appearance, quality, maintenance programmes, driver efficiency, skill and professionalism etc

## SO HOW DO YOU ENTER?

IT'S NOT AS COMPLICATED AS YOU MIGHT THINK. IN FACT, OUR ADVICE AS ALWAYS IS: KEEP IT SIMPLE.

### Here are some points to consider:

Firstly, the following awards require only company or individual named entries with a brief overview or CV of the company or individual:

- Innovation Excellence Award
- Technician of the Year
- Transport Manager of the Year
- Driver of the Year
- Top Training Operator of the Year

The rest of the Award categories require short entries stating why you believe your company should win.

Your entry will not be judged on presentation, but make sure it is easy for the judges to readily locate the necessary information.

Any factual information, such as operational, service, financial or personal details, to back up any claims expressed in your entry should be clearly and concisely laid out.

You don't have to be a big concern to enter. You could be an individual, a company with less than 10 employees or a large national/international outfit. You will be judged on merit, not size.

The judges are looking for excellence, outstanding qualities or contributions, unrivalled service and innovation, individuals and organisations who have gone the extra mile – so demonstrate all of that in your entry; make it stand out from the rest!

If you have faced any difficulties or obstacles in achieving your goals, make sure you note it on your entry.

If you need to provide any additional information to support your entry, keep it as brief and to the point as possible. Feel free to send customer testimonies to support your entries.

## Enter Below or Enter Online at [www.exportandfreight.com](http://www.exportandfreight.com)

THE CATEGORIES ARE AS FOLLOWS: *Tick the categories you wish to enter*

### Top Training Operator of the Year



This award will be presented to the company who operates the highest standards of in-house training programmes developed in line with both Government directives and leading edge training providers. Site visits will determine the winner.

### Chilled Operator of the Year



This award will be presented to the best Chilled Operator who presents an up-to-date modern fleet with a high quality distribution service.

### Haulier of the Year



This will be presented to an operation running a high quality, well maintained fleet of up to 50 vehicles. The company must have a good reputation for efficient, respected service and offer good business practice in all aspects of their operation.

### European Haulier of the Year



This will be presented to a medium to large haulier operating a high quality fleet of well-maintained vehicles and providing an excellent independent distribution service throughout the island of Ireland and/or UK and Europe. They must have a proven high-level infrastructure to the national and/or international marketplace.

### Own Account Operator of the Year



This award will be presented to the Own Account Operator who demonstrates a high quality distribution service throughout his customer catchment area.

### Transport Personality of the Year



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

### Logistics & Warehousing Specialist of the Year



This will be presented to a national organisation with bases in Ireland/UK and/or Europe offering a high level of international logistics service covering all aspects of the supply chain including haulage, warehousing, distribution etc. The winner will prove an ongoing commitment to providing an excellent range of logistics services and exceptional levels of customer care.

### Irish Fleet Truck of the Year



This award invites all truck manufacturers to nominate one vehicle from their model range which they see as the ultimate fleet truck for the UK and Ireland, the only conditions being that the nominated vehicle must be reasonably new and a proven workhorse for a wide range of locally, nationally or internationally running fleets. One will be picked as Fleet Truck of the Year by an independent panel of judges.

## ENTRY FORM

### HOW TO ENTER:

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

### ENTER ONLINE AT [www.exportandfreight.com](http://www.exportandfreight.com)

You can also submit supporting corporate material – brochures etc, including photographs of projects, services or products.

You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category.

The judges' decision is final and no correspondence will be entered into. All entries are private & confidential. The winner will remain confidential until the event.

**All entries/nominations should be received by 31st July 2016**

via online submission at [www.exportandfreight.com](http://www.exportandfreight.com)

or email to [helen@4squaremedia.net](mailto:helen@4squaremedia.net) or post to

4 SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down, BT26 6AE.

Pre-Dinner Reception courtesy of SEATRUCK FERRIES



Champagne courtesy of A1 Tyres



Wine courtesy of MOTIS



Top Table Award courtesy of RHA



# EXPORT & 2016 FREIGHT

## TRANSPORT & LOGISTICS AWARDS

You can't win if you're not in. The Irish Transport & Logistics Awards 2016, hosted by Export & Freight, Ireland's Transport Magazine, is set to be the biggest event in the Irish transport calendar

**Book your table  
immediately  
to avoid  
disappointment**

Held in Belfast's luxury Ramada Hotel on September 8th 2016 the awards ceremony starts with a superb Gala Dinner.

Start preparing your entries. You simply cannot afford to miss it!

All inclusive tickets cost just £100 each – a table of 10 works out at £1,000. Anticipated demand is likely to be brisk, so act now to ensure your presence at the event of the year!

**For further information, telephone  
Export & Freight on 028 9268 8888**

# EXPORT & FREIGHT

**EXPORT & FREIGHT**

12 Main Street, Hillsborough

Co. Down BT26 6AE. N.Ireland

Tel: 028 9268 8888 Fax: 028 9268 8866

Email: [info@4squaremedia.net](mailto:info@4squaremedia.net) [www.exportandfreight.com](http://www.exportandfreight.com)

Please Reserve  seats @£100+VAT or  tables(s) of ten places @£1,000+VAT at the Export & Freight Irish Transport & Logistics Awards 2016 in the Ramada Hotel, Belfast on Thursday 8th September 2016 at 7pm for 7:30pm sharp.

Name of Company: \_\_\_\_\_

Invoice Address: \_\_\_\_\_

\_\_\_\_\_

Post Code: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Tel: \_\_\_\_\_

**Dress Code: Gentlemen - Lounge Suit. Ladies - Cocktail Dress**

The above prices are plus VAT and will be shown as such on the official receipt.

THIS PRIORITY BOOKING FORM TO BE POSTED TO:

Export & Freight, 12 Main Street, Hillsborough, Co. Down BT26 6AE,  
or email table or seating requirements to [helen@4squaremedia.net](mailto:helen@4squaremedia.net)

THE FALDO CHAMPIONSHIP COURSE, LOUGH ERNE RESORT

Images courtesy of Vincent Taggart, VST Images and Chris Nealy, Modafoto

## Record Turn-Out for Export & Freight Masters Golf Day

There was another record turn-out for the fourth annual Export & Freight Masters Golf Day staged at the challenging and award winning 18-hole Championship Golf Course at Lough Erne Resort in Fermanagh.

**With the weather** playing its part, our highly competitive four-balls enjoyed a memorable day on the greens, with lots of prizes being picked up on the way.

The event attracted a total of 160 golfers, and for the 60 or so guests who shied away from the course, there was plenty to keep them occupied with a special day of safari off road driving, airsoft and clay pigeon shooting activities at a separate venue close by.

Apart from all of that, guests also enjoyed pre-dinner drinks, a four course

evening meal, including wine, before the all-important prize giving ceremony.

There was also a special collection for the Marie Curie Cancer Charity, with generous guests donating an impressive £2,000, so a big 'thank you' to one and all.

### WINNERS ALL

Our team winners on the day included Michelin (1st), BMG (2nd) and Briggs Equipment (3rd) while the Faldo Challenge was won by Peter McClennand, with other

individual winners being Arron Clydesdale (1st), John McKinstry (2nd) and Andrew Neil (3rd).

Winner of the Safari off roading event was Brian Donaghy, with the airsoft shooting prize going to Tommy Maxwell, while the clay pigeon shoot was won by Chris McCloy. The overall winner was Carol Thompson, with the team prize going to Team 3.

A big thank you to all our sponsors at the event and to all those who participated; as our photographs show, a good time really was had by all! See you all again next year.





01A



02A



03A



04A



Jenni Golding and Shauna Grant, Seatruck



Warrenpoint Port Team at the 5th hole



Lockwood Haulage team with BBC Sport Cameraman Albert Kirk



Aaron Clydesdale, Phipp Hill, Andrew Porter and David Currie, Micheline



Michael Powers, Michael Grey, Declan Freeman And Stephen McCann, Scruttons



Michael Loughran, Ray O Hara, Martin Gormley and Simon Elliott, MAN Team



05A



06A



07A



08A

BLUETREE



Trevor Durnin, Fergal McLoughlin, Malcolm Comber and Greg Cooke

GOLF MASTERS 2016

BMG



Peter McClelland, Phil McBurney, Ken Christie and Gary Judge

GOLF MASTERS 2016



Steve Manger

BPW



Clive Horn, Steve Turton, Glyn Davies and Tony Wan

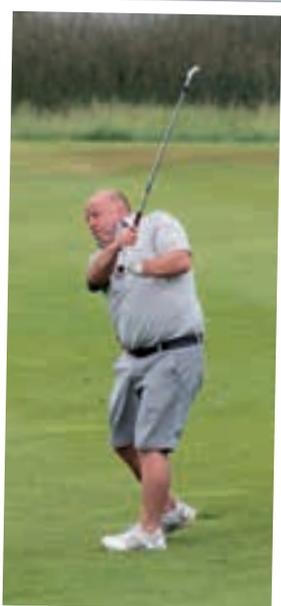
GOLF MASTERS 2016

BRAKES



William Tallon, Alan Waite, John McLaughlin and Henry Farrell

GOLF MASTERS 2016



Dave Dobson

BRIGGS EQUIPMENT



Neil Gallagher, Colin McNeely, Andrew Neill and Anthony Rooney

GOLF MASTERS 2016

BRS



Gerry Callaghan, Dave Dobson, Graham Scholes and Chris Beeby

GOLF MASTERS 2016



Michael Donnelly

DENNISON COMMERCIALS



Rob Ireland, James Chestnutt, Sean Hughes and James Morgan

GOLF MASTERS 2016

DIAMOND TRUCKS



Damien Barrett, Pat McGarry, Brian Anderson and Harry Nash

GOLF MASTERS 2016

DSV DUBLIN



Pat Mason, Niall Caulfield, Brian Mason and Mike Corry

GOLF MASTERS 2016

DSV NI



Gabriel Bradley, Marshall Boyd, Alex McCreight and JP McKnight

GOLF MASTERS 2016



Chris Beeby





Brian Anderson

EXPORT & FREIGHT



Adrian Logan, Steve Manger and Paul Colhoun

GOLF MASTERS 2016

GRAY & ADAMS



Billy Dougan, Mark Grant, Terry Moody and Steve McAuley

GOLF MASTERS 2016

IMS TEAM 1



Aaran Leatherland, Gerard Cassidy, James Coyne and Mark Cormiston

GOLF MASTERS 2016

IMS TEAM 2



Jason Jordan, Andrew Dyer, Richaed Ogle and Barry McIlvanna

GOLF MASTERS 2016

KERR'S TYRES



Harry Parkinson, Paul Davidson, Allan Davidson and Raymond Crooks

GOLF MASTERS 2016

LOCKWOOD TEAM 1



Rob Lockwood, Paul Simpson, Wayne Evans and Keith Allsop

GOLF MASTERS 2016



Paul Colhoun

LOCKWOOD TEAM 2



Alan Smith, Neil King, Steve Benton and Steve Holbrook

GOLF MASTERS 2016

MANFREIGHT



Chris Slowey and Aiden Harte with players Tommy Harte, Richard Jennings, Dave Allen and Kenny Swann

GOLF MASTERS 2016

MERCEDES BENZ



Ken Knox, Don Weekes, Colin Nicholl and Dickie Curran

GOLF MASTERS 2016

MICHELIN BALLYMENA



Paul Christie, Bobby Carson, Henry Eagleson and Davy Black

GOLF MASTERS 2016



**MICHELIN**



Aaron Clydesdale, Andrew Porter, David Currie and Philip Hill

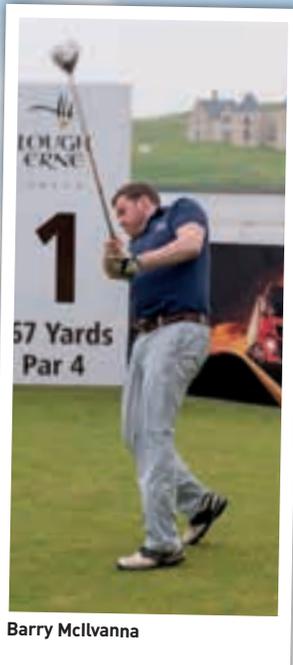
GOLF MASTERS 2016

**MTBUK TEAM 1**



Michael Loughran, Simon Elliott, Ray O'Hara and Martin Gormley

GOLF MASTERS 2016



**MTBUK TEAM 2**



Derek Henderson, Michael Moran, John Lawell and Joe Loughran

GOLF MASTERS 2016

**NI TRUCKS TEAM 1**



Tom Anderson, David Wilson and Keith Davenport

GOLF MASTERS 2016



**NI TRUCKS TEAM 2**



Declan Rafferty, Philip Davidson, Michael Mitchell Jr. and Gerry Jordan

GOLF MASTERS 2016

**NIBC**



Philip White, Killian Morgan, Connor Patton and John Joe Morgan

GOLF MASTERS 2016

**OPANI**



Garfield Harrison, Cobus Pienaar, Darren McMillan and Gordon Best

GOLF MASTERS 2016

**RAYMOND DOODY**



Raymond Doody, Marty McNamee, Alister Lyttle and Jimmy McGirr

GOLF MASTERS 2016

**RK TRUCKS**



Andy Oliver, Victoria Hannon, Graham Boyd and Raymond Stockdale

GOLF MASTERS 2016

**SCANIA ROADTRUCKS**



Rod Hawkins, Graeme Taylor, Mark Adamson and John Morgan

GOLF MASTERS 2016



SCRUTTONS



Michael Grey, Michael Powers, Stephen McCann and Declan Freeman

GOLF MASTERS 2016

SDC



Brian McManus, Nigel McGurk, Mark Cuskeran and Chris Curzon

GOLF MASTERS 2016



Adrian Logan



Liam O'Neill

SEATRUCK FERRIES



Bosco McMonigle, Peter Duncan, David O'Flaherty and Harry McVeigh

GOLF MASTERS 2016

STENA TEAM 1



Alex McDonald, Aodh Hannon, James Bleeks and Robert Heavin

GOLF MASTERS 2016

STENA TEAM 2



Sean McAnenly, Berkeley McMonigle, Richard O'Loughlin and John McKinstry

GOLF MASTERS 2016

TBF THOMPSON



Odhran McGoldrick, Daniel McLroy, Liam O'Neill and Michael Donnelly

GOLF MASTERS 2016



Damien Barrett



TOPAZ



Eamon McKay, Liam Mulcahy, Mark Hughes and Stephen McAnenly

GOLF MASTERS 2016

TTP THERMOKING



Pat Howard, Jimmy Walker, Graeme Cantley and Fred Rogers

GOLF MASTERS 2016

WARRENPOINT PORT



Dara O'Reilly, Kieran Grant, Peter Conway and Duar Fleming

GOLF MASTERS 2016





## ...and as for the Off Roaders & Gunslingers

For those who like their recreational sport more adventurous and away from the greens, there was plenty to do on a safe and secluded site not far from the Lough Erne resort.

A range of activities hosted by the Ceili House and organised by Safari Action included off-road and blindfold driving, clay pigeon shooting and archery sessions. Needless to say, a boisterous time was had by all.



Damian McGrath, Wilson Mackey, Carol Thompson



Nicola Walker, Cronus





Damian McGrath & Wilson Mackey





Tom Magowan, Ceili House and Adrian Logan, BBC



Albert Kirk BBC, Donal Rice RK Trucks



Neil McKee, Ciaran McGurgan and Peter McClelland, of BMG Insurance, and Adrian Madden and Gary Coburn of Close Brothers.



Mixed group from Lockwood Haulage, BPW and Gray & Adams.



Steve Turton, BPW; Brian McManus, Surefreight; Chris Curzon, Lawrence David; Tony Wan, Hireco; Nigel McGurk, Northview Caravans; and Mark Cuskeran, SDC.



Tommy Maxwell, Maxwell Freight and Simon Elliot, MAN



Tommy Maxwell, Maxwell Freight and James Allen, Allen Logistics



Nicola Walker, Cronus Logistics and Albert Kirk, BBC



Kim Swan, Seatruck



Kim Swan & Jenni Golding, Seatruck, Phil Eaglestone Export & Freight and Kevin Gilland, Seatruck



Graham Scholes, BRS



John Purdy and Alan Espie of TBF Thompson with Donal Rice of RK Trucks.



Graham Boyd, Andy Oliver and Terry Maxwell.



Andy Porter and David Currie of Michelin with Aaron Clydesdale of A1 Tyres.



Neil Gallagher and Anthony Rooney of Briggs Equipment; Garfield Harrison of Export & Freight; Colin McNeely and Andrew Neill of Briggs Equipment; and Mark Adamson of Asap.



Kevin Gilland, Seatruck; Peter Conway, Warrenpoint Port; Duar Fleming, Envirocleanse; and Jonathan Stewart, Cronus Logistics.



Bobby Carson, Davy Black, Paul Christie and Henry Eagleson of Michelin.



David Bonner, Scania, & John Marks Roadtrucks



Lynn McCool leads the dance floor



Fionnuala O'Donovan Topaz, Mags Morgan Export & Freight, Chris Curzon Lawrence David Trailers, Brian McManus, Surefreight



Lynn McCool, Lough Erne Resort, Adrian Madden, Close Brothers Commercial Finance



Donal Rice RK Trucks, Tom Magowan, Ceili House



Terry Maxwell of Maxwell Transport with Alan Davidson of NK Fencing.



Mike Powers, Declan Freeman, Stephen McCann and Michael Grey, of Scruttons.



Bobby Love of Renault Trucks with Derek Burrows of Moy Park.



Jonathan Stewart and Nicola Walker of Cronus Logistics, with Simon Elliott of MAN.



Steve Manger, Topaz; Glenn Alderdice of Woodside Haulage; Noel Thompson of McCulla Transport; Richard Jennings, of Danske.



Gordon Best, John McKinstry, Martin Hanley, Mark Adamson and John Morgan.



Iain Latimer, Damien Barrett, Pat McGarry and Harry Nash, of Diamond Trucks.



Sean Hughes and James Morgan of Dennison Volvo with Liam Mulcahey of Topaz.



Davy Black, Paul Christie, Bobby Carson and Henry Eagleson, of Michelin Ballymena.



Raymond Crilly of TBF Thompson with Donal Rice of RK Trucks.



Aodh Hannon of Hannon Transport; Ray Cole of Virginia Transport; Gerry Callaghan, Carrier NI; and Conor Byrne of Modern Tyres.



Philip Davidson of North Down Group, Gerry Jordan of Landbridge, and Declan Rafferty of Starplan Furniture.



Hugh Smith, Dennison Volvo with David Bonnes and Rod Hawkins of Scania.



Richard Horswill and Anna Breen of Stena with Dickie Curran of Curran transport.



Aidan Harte, Patrick Derry and Chris Slowey, of Manfreight.



Derek Henderson of Aquilant and Eddie Kelly of DSV Road Ltd.



Mark Cuskeran, SDC; Glyn Davies, BPW; Clive Horn, Gray & Adams; and Steve Turton, BPW.



Don Weeks, Paul McCrory, Colin Nicholl and Ken Knox.



Bosco McMonigle, Seatrucks; Harry McVeigh, POFM; and Peter Duncan, Mulgrew.



Richard Ogle, Aaran Leatherland, Jason Jordan, Andy Dyer, James Coyne and Barry McIlvanna, of IMS and BMA Trailers.



Peter Conway of Warrenpoint Port and Dara Kelly of QIHL.



Vincent Waddell, Surefreight; Graham Cassidy, SDC; Jimmy Mckernan, SDC; and Colm Diamond, Lincoln Logistics.

**EXPORT & FREIGHT MASTERS CHAMPION 2016**



Garfield Harrison, Lynn McCool, Arron Clydesdale & Adrian Logan

**EXPORT & FREIGHT 1st TEAM 2016**



Garfield Harrison, Lynn McCool, Michelin Team - Andrew Porter, David Currie, Aaron Clydesdale, Philip Hill & Adrian Logan

**EXPORT & FREIGHT GOLF MASTERS 2016 SCOREBOARD**

**TOP 3 INDIVIDUALS**

- 1 ARRON CLYDESDALE 43**
- 2 JOHN MCKINSTRY 38**
- 3 ANDREW NEIL 36**

**TOP 3 TEAMS**

- MICHELIN 88**
- BMG 85**
- BRIGGS EQUIPMENT 84**

**2nd INDIVIDUAL**



Garfield Harrison, Lynn McCool, John McKinstry & Adrian Logan

**2nd TEAM**



Garfield Harrison, Ken Christie, Lynn McCool, Peter McClelland, Gary Judge, Philip McBirney & Adrian Logan

**H3: NEAREST THE PIN**



Alistair Eagles Seatruck presenting to Jimmy McGirr & Adrian Logan

**3rd INDIVIDUAL**



Garfield Harrison, Lynn McCool, Andrew Neil & Adrian Logan

**3rd TEAM**



Garfield Harrison, Lynn McCool, Briggs Equipment Team, Anthony Rooney, Neil Gallagher, Andrew Neil, Colin Briggs and Adrian Logan

**H4: LONGEST DRIVE**



Conor Patton NIBC, presented by Liam Mulcahy Topaz

**H5: NEAREST THE PIN**



Andrew Porter Michelin, presented by Colin Nicol, Mercedes Benz

**H9: LONGEST DRIVE**



Mark Adamson, presented by Vincent Taggart Scania

**H11: SHORTEST DRIVE**



B Mc Monagle, presented by Nicola Walker Cronus Logistics

**H13: NEAREST THE PIN**



Neil Gallagher, presented by Mark Cuskeran SDG



H15: NEAREST THE PIN



N McGurk, presented by Wilson Mackey, AOne Tyres

H17: NEAREST IN TWO SHOTS



Richard Horswill presenting to Odhran McGoldrick



Lynn McCool presenting to Steve Benton, Lockwood Haulage

H18: NEAREST THE PIN



Mark Curskeran, presented by Graham Scholes BRS

FALDO CHALLENGE



Garfield Harrison presenting to Peter McClelland, BMG Insurance

BEST DRESSED



Lockwoods Team - Wayne Evans, Keith Allsop, Paul Simpson and Rob Lockwood

OFF ROADERS & GUNSLINGERS PRIZES



OVERALL WINNER



Garfield Harrison, Carol Thompson & Adrian Logan

OVERALL TEAM WINNERS



The champion team who were the overall winners on the day.



Garfield Harrison and Nigel Emms, Iveco

WINNER: OFF ROADING



Garfield Harrison, Brian Donaghy & Adrian Logan

WINNER: AIRSOFT SHOOTING



Garfield Harrison, Tommy Maxwell & Adrian Logan

WINNER: CLAY PIGEON SHOOT



Garfield Harrison, Chris McCloy & Adrian Logan

GOLFERS RALLY ROUND FOR CHARITY

Golfers and non-golfers alike showed their charitable side at our recent Masters Golf event at the Lough Erne Resort.

A special collection on behalf of the Marie Curie Cancer Charity was taken up on the day, with our very generous guests contributing a remarkable £2,000, so a big 'thank you' to one and all!

Handing over the cheque to Marie Curie's Sheena Halvin is Export & Freight's Mags Morgan (left) and Helen Beggs (right)



Garfield Harrison  
Export & Freight

## Krone loading versatility handles increased demand for European Tubes

European Tubes, the global supplier of carbon steel seamless tubes, has added its first Krone Profi Liner to the fleet which, says the company, reflects increased demand for its products and provides outstanding load flexibility.

Until now the company has used rigid vehicles but having assessed the market, a decision was taken to add a trailer tractor combination which could cope with mixed loads – from pallets to steel bundles of various sizes.

"We looked at all transport options," says Operations Manager Glyn Jones, "and given the wide range of loads we need to carry, the Krone Profi Liner came out tops for load security and versatility."

With its integral Multi Lock loading system, the Profi Liner can be adapted at given points along the load bed, into separate rows, by using movable posts which slot into the floor. This enables various sizes of steel tube bundles to be firmly secured in one part of the trailer while allowing pallets or larger single items to be placed elsewhere. In total, 10 rows of post-pocket cassettes (81x81 mm) facilitate up to 158 different loading positions.

For secure lashing, the Multi Lock side rails each have up to 130, two tonne-capacity strapping points at 100mm intervals. This gives virtually limitless strapping permutations and prevents cargo movement during transit. The sliding roof can be fully retracted while the doors are open, which enables unrestricted crane-loading from above and 2.480mm access through the rear.

## Ulster Carpets Managing Director Elected President of NI Chamber of Commerce and Industry



NI Chamber President Nick Coburn (centre) with Vice-President Ellvena Graham and now Past-President Stephen McCully

**Nick Coburn, Managing Director of Ulster Carpets, has been elected as President of Northern Ireland Chamber of Commerce & Industry (NI Chamber).**

**Mr. Coburn, who** succeeds Power NI's Stephen McCully, joined family owned Ulster Carpets in 1977, and was appointed Managing Director of Ulster Carpets Group in 2004. With a turnover of £60 million, the group manufactures carpets for the residential and contract markets locally and world-wide.

Comments the new President: "I am delighted to have the opportunity to support business growth through NI Chamber. There are many companies in Northern Ireland who are world leaders in their field and I believe there is an opportunity for even more firms to prosper by exploring and developing new markets overseas as Ulster Carpets has done. I aim to share my experience in export markets with others and to provide inspiration to those considering international sales.

"NI Chamber is committed to engaging with Northern Ireland's new Executive, particularly the Departments for the Economy, Finance and

Infrastructure and by doing so, to help drive through measures to help businesses and the wider economy in Northern Ireland to grow."

The NI Chamber AGM also saw Ellvena Graham, formerly Head of Ulster Bank in Northern Ireland, and the current Chairman of the ESB Group, elected as Vice-President. She is also Chair of the Economic Advisory Group and Chair of BWUH Limited, which operates both Belfast Waterfront Hall and Ulster Hall. Ms. Graham commented: "Having worked closely with NI Chamber as a Board Member, I am extremely proud to be appointed as Vice-President."

Welcoming both into their new roles, NI Chamber Chief Executive Ann McGregor said: "I would like to congratulate Nick and Ellvena on their election and thank the outgoing President Stephen McCully for his leadership and support. Our new President and Vice-President bring a breadth of experience which will become a great asset to our organisation. I look forward to working closely with them."

## Strong start to 2016 for heavy truck market

**The new HGV market in the UK grew by almost a fifth in the first quarter of 2016, according to figures released by the Society of Motor Manufacturers and Traders (SMMT).**

**Continued business confidence** resulted in more than 10,000 new commercial vehicles over six tonnes being registered in the first three months of the year, a 19.2% increase compared to Q1 2015.

Growth was driven by increased demand for rigid, specifically those over 16 tonnes which saw a 48.1% rise, offsetting a small decline in 3-axle artic registrations. Tractors were the most popular body type for HGVs in the first three

months of the year, accounting for 38% of the heavy goods vehicles that hit British roads in Q1.

Mike Hawes, SMMT Chief Executive, said, "This is a positive start to the year for the heavy truck market, with demand having stabilised following the regulatory upheaval seen in 2014. Large rigid saw more moderate growth than at the end of 2015 – a sign that the sector is set for a continued, steady period of growth."



# Record Financial Performance at Belfast Harbour

**Belfast Harbour's Annual Report for 2015 has revealed a record financial performance, with turnover at the Harbour, which handles 70% of Northern Ireland's seaborne trade and 20% of the entire island's, rising by 3.4% to £54.3m. Operating profit also increased by 3.4% to stand at £28.7m. Profits before Tax rose 2.3% to £29.9m.**

The report also contains details of infrastructure projects completed during the financial year totalling £18 million – up almost 40% on the previous year – and new projects totaling £100 million which are either underway or due to commence within the next six months.

Commenting on the results Dr. David Dobbin, Belfast Harbour's Chairman said: "This has been an excellent trading year for Belfast Harbour with 23 million tonnes of cargo being

handled by the Port during 2015. We're also pleased to report on the completion and progress of a number of ambitious investments which are driving the ongoing regeneration of Belfast Harbour Estate.

"Our role is to continue to manage, maintain and develop the resources of the Harbour, and optimize outcomes for our customers and the wider regional economy. All of our earnings are re-invested in projects such as improved container and quayside handling facilities, dockside cranes or the award-winning City Quays Grade 'A' office development. Work is also well underway on our new film studios and we hope to announce a contractor and brand operator for a new hotel at City Quays within the coming weeks.

"These investments are resulting in new jobs and improved regional competitiveness. Belfast Harbour is committed to helping the

Northern Ireland economy grow and prosper."

2015 was the second busiest year on record for imports and exports through Belfast Harbour, reflecting its long-term policy of developing best-in-class marine facilities. This included the purchase and order of two modern pilot boats, improved Roll-On / Roll-Off handling facilities and improved bulk storage capacity for customers operating in the salt and fertiliser sectors.

Property developments progressed by Belfast Harbour included the completion of City Quays 1 (now fully let to high calibre international occupiers), the commencement of work on its 124,000 sq ft sister office, the securing of planning for a four-star hotel at City Quays and the start of work this year on a new 130,000 sq ft film studio.

Dr. Dobbin added: "The landscape of Belfast Harbour is being transformed as new marine and real estate developments come to fruition. With £100 million committed to projects which are already underway, or are in the process of securing planning such as the proposed new cruise berth, we are laying the foundations for how Belfast Harbour will look and feel for the 21st Century.

"Trade in the first quarter of 2016 has already shown encouraging signs of growth, building upon the success of our customers and the outward looking ethos of Northern Ireland's private sector. Our expectation is that such growth will enable the Harbour to continue to support and self-fund its ambitious investment programme, creating much needed quality jobs."

The report highlighted continued growth in Belfast's main routes to Scotland and England with the Belfast – Liverpool Stena service recording the strongest performance with a 4% increase.

Preparatory work on a new coal processing plant also continued and the Harbour provided leases to Titanic Foundation Ltd to facilitate the restoration and conversion of the former Harland & Wolff headquarters building in Titanic Quarter into a boutique hotel.



# Belfast Harbour

Facilitating trade in the support  
of the regional economy



Belfast Harbour is one of the Island's leading maritime gateways, handling goods valued at c.£25 billion – representing almost 71% of Northern Ireland's sea borne trade and one-fifth of the entire island's. The Harbour is also Northern Ireland's leading logistics and distribution hub, and is home to many well known businesses such as **Citi Group, HBO, George Best Belfast City Airport, Bombardier** and the **NI Science Park**.

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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# Warrenpoint Port Enjoys Yet Another Record Breaking Year

**Warrenpoint Harbour Authority says 2015 was the fourth year in succession record breaking tonnages have been achieved at the port, while turnover once again broke through the £5m mark, to a new level at £5.34m.**

Comments Chief Executive Peter Conway: "2015 saw the highest tonnage throughput in the Port's history with a 3% increase to 3.24m tonnes being handled – and this increase in volumes has been sustained through the first quarter of 2016.

"The growth in trade is due to the increase in some of the long-term commodities handled and the establishment of new commodity lines."

Chairman Stan McIlvenny, OBE, says the port will continue to seek out more new business opportunities - and is providing infrastructure to meet not only current demands but an expected increase in demand in future years.

And he adds in his annual report: "We are undertaking a master planning exercise which will determine the strategic direction of the business over the next thirty years and highlight investment requirements, in order that the port can continue to play its very important role in the regional economy."

Capital expenditure of £200,000 was committed by WHA in 2015 including replacement plant and equipment. There has been further major capital investment this year, with the construction of new cement store silos; this project will cost in excess of £2 million and will be completed later this year.

## Roll on – Roll off

Seatruck, which is the port's largest customer, continues to develop its routes and has experienced an increase of units handled to 93,000 per annum.

"Seatruck's economic model based on a driver unaccompanied operation is gaining ever more favour with hauliers and distribution companies. Seatruck has also seen an increase in trade car imports and continues to handle a wider range of agricultural and manufacturing products, both import and export," says Peter.

## Containers

Meanwhile, 2015 saw the highest number of containers ever handled through the Port of Warrenpoint with a 17% increase year on year. The port was disappointed to lose the direct Cardiff Container Line service which ceased operation in December 2015. Nevertheless, the Authority says

it is pleased that Cronus Logistics has stepped up its service to include Cardiff as part of its Warrenpoint-Bristol route.

## Dry Bulk

Cereal imports mainly destined for the feeds industry increased by 4% during 2015. The new import facilities, including the recently completed grain store and conveyor system, have increased the capacity to handle dry bulk in the port. Agri business remains strong on the Island of Ireland and the availability of animal feed imports is critical to the success of the industry.

The recent addition of the export of bulk cement has continued to grow in 2015 with a record export of 178K tonnes.

## Break bulk

The port continues to register increases in importation of timber (up 29%) used mainly in construction as this industry continues to recover following the recession, although steel importation has had a marginal decline on the high levels achieved in 2014.

## Future Developments

The Authority says it will continue to lobby political representatives on the necessity of a link road

taking traffic to and from the port onto the main M1/A1 roads whilst avoiding the city of Newry.

"The Southern Relief Road is a business imperative for the region in general and the port in particular," says the Chairman, "and we look forward to engaging with like-minded stakeholders in an effort to advance its construction."

## Local Community

The port also plays an integral part in the local community, with several school visits to the Harbour during 2015 where children of both primary and secondary age were given an introduction to the busy trade in what is Northern Ireland's second general cargo port.

The Harbour Authority also takes an active part in the promotion of local tourism with membership of the Mourne Coastal Tourism Forum which is frequently hosted in the Harbour. The Harbour, too, is an active supporter of many festivals including 'Maiden of Mournes' and the 'Blues on the Bay' festival.

Meanwhile, following the very successful visit of the first cruise ship to Warrenpoint in 2014, three more visits are planned for this year, marking a further boost to local tourism.



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# Northern Ireland Port Welfare Committee Business Breakfast

Belfast Harbour Office has hosted a Business Breakfast event to recognise the work of the Northern Ireland Port Welfare Committee (PWC) and bring together representatives of Northern Ireland's maritime industries.



Samuel Cowan, Seamen's Christian Friend Society (SCFS), with Paul Hayes, Chair of the Port Welfare Committee (front). Also pictured are Mervyn Jeffers, SCFS, Peter Tomlin, Merchant Navy Welfare Board and Archie McLroy, SCFS.

The Northern Ireland PWC is one of 15 such committees operating around the coastline of the UK with a further PWC based in the Port of Gibraltar.

Each committee comprises of representatives from organisations concerned with the welfare of seafarer's visiting the ports and the local seafaring community.

These Port Welfare Committees are an essential and integral part of the work of the Merchant Navy Welfare Board, an umbrella charity for the maritime charity sector,

promoting co-operation between organisations that provide welfare services to merchant seafarers and their dependants within the UK.

The Northern Ireland PWC currently has 18 members representing a wide range of maritime agencies and organisations with an interest in seafarers and their welfare. Attendees at the breakfast included representatives from Northern Ireland's shipping agents, towage companies and boatmen as well as the MCA and Border Force.

Chair of the Committee, Paul Hayes, who is also Deputy Harbour Master at Belfast Harbour, said:

"The NI PWC is a great forum whereby members can meet regularly to share information and best practice. This Business Breakfast event, the first of its kind in Northern Ireland, was an opportunity to promote the work of the NI PWC and allow networking between colleagues from across the maritime sectors in Northern Ireland.

"We would like to thank the Merchant Navy Welfare Board and Belfast Harbour for supporting this important event. These are exciting times as the NI PWC will be one of the first to participate in a global network as part of the International Port Welfare Partnership Programme due to be launch in the new year."

Other attendees at the event included Belfast Harbour, Port of Larne, Ardglass Harbour, Carrickfergus Harbour, Bangor Marina, the Royal Navy, Mission to Seafarers and Seamen's Christian Friend Society.



Revd Colin Hall Thompson and Commander John Gray, Royal Navy.



Some of those who attended the breakfast



Michael Whelan, International Transport Workers Federation, with Sharon Coveney and Peter Tomlin from the Merchant Navy Welfare Board

# Stena Line encouraged by Sustainability Report findings

Stena Line's strategic effort to reduce its environmental footprint is well on course according to a recent company report.



**Stena AB's Sustainability Report for 2015**, which was recently published, shows reduced fuel consumption and lower emissions for the shipping companies within Stena. Stena Line has exceeded its targets for reduction of emissions of both sulphur and CO2.

One of the largest changes to affect the shipping industry was introduced in 2015 with tough new regulations on sulphur emissions being laid down for ferry operators in Northern Europe. This regulation means that the permitted emission levels of sulphur from vessels has been reduced from a maximum 1 per cent to 0.1 per cent within the SECA area from January 1st 2015.

For Stena's shipping companies, with 93 vessels operating all over the world, the new rules have resulted in a reduction of over 4,000 tonnes of sulphur from 2014 to 2015, which represents an impressive 15 per cent reduction. For Stena Line's 34 vessels operating in Europe, 24 of which operate within the SECA area, the total emission of sulphur has been reduced by 53 per cent.

Carl-Johan Hagman, CEO at Stena Line, said: "Focusing on sustainability is not only a priority for Stena Line, but for the entire industry which needs long term sustainable fuel options to maintain its competitiveness. We are currently conducting several

initiatives looking at alternative fuels within Stena. Our Methanol Project on Stena Germanica is one example. We are also looking at battery powered vessels, which is now starting to become an interesting option for shipping.

"Since 2015 Stena's shipping companies have been delivering a dedicated program called the Energy Saving Programme (ESP), to reduce fuel consumption. The target is a reduction of 2.5 per cent annually and the result for 2015 was a reduction of 2.8 per cent. For Stena Line the efforts led to a reduction of fuel consumption of 4 per cent per nautical mile and a reduction of CO2 emissions of 2.5 per cent per nautical mile."

Erik Lewenhaupt, Head of Sustainability, Stena Line, said: "We have a broad scope and are currently driving several different initiatives in a bid to reduce our fuel consumption within ESP. It covers everything from changing bulbs and propellers to enabling our ferries to sail with reduced water resistance. Other initiatives include using digital solutions such as our Fuel Management System, where we collect a huge amount of data from the systems onboard our 34 ferries which is then analysed and used to optimise our day to day operations. We have set an ambitious target of trying to reduce CO2 emissions by 35% per nautical mile by 2030."

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# Irish Continental Group invests €144 million in new cruise ferry



Irish Continental Group plc, parent company to Irish Ferries, has entered into an agreement with the German company Flensburger Schiffbau-Gesellschaft & Co. KG ("FSG") to invest €144m in a new cruise ferry.

**The ferry will** accommodate 1,885 passengers and crew, with 435 cabins and with capacity for 2,800 lane metres of freight (165 freight vehicles) plus an additional dedicated car deck with capacity for 300 passenger cars.

The agreement between ICG and FSG provides that the cruise ferry is scheduled for delivery in May 2018.

It will be powered by four main engines delivering 33,600KW of power which will ensure a high degree of service reliability similar to that already achieved by the existing owned fleet of modern cruise ferries.

Passenger facilities will be spread over four

decks and will offer a choice of 435 cabins to include suites with their own private external balconies, along with deluxe and standard class accommodation. In addition to a superb choice of bars, restaurants (to include both à la carte and self-service options), special provision has been made for premium Club Class passengers, with a dedicated lounge featuring private access direct from the vehicle decks.

There will also be a choice of state of the art entertainment options and cinemas, dedicated facilities for freight drivers, as well as retail outlets and onboard facilities for pets.

It is likely that this new cruise ferry will be introduced on routes served by the chartered ship MV Epsilon, (currently year

round services Dublin – Holyhead midweek, and Ireland – France on weekends).

Commented Eamonn Rothwell, Chief Executive Officer: "This investment underpins the confidence the Group has in both the freight and passenger tourism markets between Ireland, Britain and France. The construction of a cruise ferry of this size will offer a premium experience for all our customers, in line with our commitment to deliver the best in service, in reliability and flexibility across all our routes. We also expect to be well positioned to accommodate the changing expectations of our customers, and to benefit from significant operational and financial benefits following the delivery in 2018."

## Cronus Logistics Welcomes Chancellor In Warrenpoint

Chancellor George Osborne recently met with senior executives from Warrenpoint Harbour Authority and local MP Margaret Ritchie, along with Nicola Walker, managing director of Cronus Logistics, during a visit to the port, part of a wider trip to Northern Ireland.



**The chancellor was** shown round the docks and observed ro/ro and containerised operations along with the discharge of bulk grain ships.

"We are pleased that the Chancellor recognises the importance of Warrenpoint as a strategic port for imports and exports in Ireland," says Nicola.

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## World First in Logistics for Irish Company

Heavey RF is again leading the charge in innovation by becoming the world's first company to introduce an eye tracking technology for process analysis and enhancement in the logistics sector.

**The adaptation of** eye tracking technology, which is typically used in cognitive science and in web usability studies for the IT sector, is an exciting and new way of determining the best way to meet and exceed the ever changing customer and consumer demands on logistics and deliveries.

Heavey RF provides advanced technology solutions to the warehouse and logistics sector and has offices in offices in Dublin, Cork, London, Poland and the USA.

The Irish owned company has introduced and adapted the eye tracking technology to its industry to provide an even greater level of analysis and in turn, service and results for its clients. The technology has the potential to transform logistics operations by identifying and analysing 'operational reality' through a head mounted monitor and video



oculography that evaluates eye movement, capturing first person perspective to give a true measurement of cognitive engagement.

For example, Heavey RF's eye tracking system can be worn by a picker in a warehouse as they carry out their work to capture, in real time, workloads, processes, and responses to situations as well as fixation and distraction points.

The highly detailed studies are analysed by Heavey RF researchers so that they can best identify and advise business owners on the areas where productivity, accuracy and safety can be improved to reduce operational costs and increase profits.

So unique has been this approach that it has generated significant interest in global user experience and usability circles. As a result Heavey RF have been invited to present the technology and its use at the World Usability Congress convention in Graz, Austria in October of this year.

## Renault Trucks Key Part Of Multi-Million Pound Wincanton Investment

As part of a multi-million pound investment in new vehicles for its UK-wide construction network, Wincanton has significantly increased the size and capability of its fleet and selected the Renault Trucks Range T as the latest addition to its 200+ dedicated construction vehicle line-up.



Range T460 6x2 with sleeper cab and Range T430 6x2 with Night and Day cab.

**The twelve 44** tonne Range T460 6x2 tractor units with sleeper cab, which are part of a wider outlay in new vehicles, add to the existing 21 Range Ts (including two Night and Day cabled Range T430 6x2s) purchased last year and will be used to carry building materials.

The Range Ts are a seamless replacement for the current

fleet but with specification enhancement for FORS and CLOCS compliance, and are being supplied on an operating lease with R&M support via Wincanton's in-house maintenance provider, Pullman Fleet Services.

Previously favourable experiences with Renault Premiums, driver acceptance and good operating costs were key to Wincanton's

vehicle selection as Transport Manager, Dave Rowlands explains: "We are dedicated to adding value and delivering excellent service to our customers, and the Renault Range T460 trucks are a valuable addition to our fleet, ensuring our customers receive the most efficient and effective delivery process possible."

## Economy Minister congratulates Invest NI on Annual Performance

Economy Minister Simon Hamilton has congratulated Invest Northern Ireland on their 2015/16 performance as their end of year results are published.

**Welcoming the results** the Minister said: "Invest NI has continued to deliver for the Northern Ireland economy, as its latest performance results show."

He added: "In 2015-2016 the agency once again exceeded its targets, promoting 5,550 new jobs across Northern Ireland, against a target of 4,000. This will secure £341million of employment related investment into our economy, against a target of £220million.

"This is a positive outturn when you consider that responsibility for local business starts has transferred to the new Council structures

and Invest NI is no longer able to support job creation as part of large company expansions.

"Investment in research and development, and wider innovation, is also crucial to meeting the ever changing needs of the customer. Invest NI support helped secure £70million of investment in research and development in 2015-2016, surpassing the target by 55%.

"These figures mean that, over the five-year period of the last Programme for Government Invest NI helped businesses promote nearly 42,500 new jobs, a 39% increase on the previous five years, and 70% over the

original Executive target of 25,000 new jobs. It is also encouraging that, across the five years, 64% of jobs, and 60% of total investment has been outside of Belfast."

The Minister said the results were a solid basis on which to go forward during this new Programme for Government period. "While the Executive finalises the detail around the new Programme for Government, an interim set of targets has been agreed for Invest NI which will provide focus to its work to support business and economic growth.

"These targets include stimulating employment opportunities by supporting businesses with projects that will promote between 4,000 and 6,000 new jobs. Between 2,600 and 3,200 of these jobs are to be from indigenous business growth. Other important measures will be to encourage increased investment in skills, R&D and wider innovation to ensure businesses remain competitive in a global market and identify and exploit opportunities to grow their sales to markets outside NI."

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Eakin Bros, Claudy

# Double Celebration for Eakin Bros

Eakin Bros had plenty to celebrate recently, and marked the occasion with an Open Day at their Claudy showrooms.

It was 100 years ago that Isuzu produced its first van and as dealers Eakin Bros were celebrating a century of manufacturing excellence by the Japanese company, with customers invited to test out the Isuzu range of vans and pick-ups.

Eakin Bros also recently became one of three Northern Ireland dealers for the LDV range of vans, which were also on display during the occasion, with guests treated to entertainment and refreshments throughout the day.



The New LDV V80



Peter Eakin (Managing Director Eakin Bros Ltd Claudy) and Cyril Reid (Managing Director Drumack Coach Works)



Richard Keown (Belleek Insulations Services), Roy Hamilton (Hamilton Commercials), Edwin Robinson (Robinson Sand & Gravel), Peter Eakin (Managing Director Eakin Bros Ltd Claudy).



Peter Eakin (Managing Director Eakin Bros Ltd Claudy) addressing the crowd at the open day celebrating 100 years of Isuzu.



A Selection of ATVs at Eakin Bros Showroom



The 50th Isuzu D-Max Centurion



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# International Launch for New Peugeot Expert & Citroen Dispatch

The all-new Peugeot Expert and Citroen Dispatch recently shared a joint international launch in Paris, with Van Ireland's Phil Eaglestone flying over to put the vans through their paces on French roads ahead of the Euro Football Finals.

**Memorable as the** day was, and impressive as the vans were, another unforgettable moment was bumping into England team manager Roy Hodgson in Chantilly where he agreed to a 'selfie' that will long be treasured!

But enough about that – back to the Press Launch which was held in the impressive surroundings of the Hyatt Hotel at Charles de Gaulle where we learned all about the new vans before heading out on a couple of test drives.

Built on a brand-new vehicle platform, the new Peugeot Expert can carry a maximum load of 1400kg. It is a vehicle also particularly well suited to urban journeys, with a maximum height of just 1.90m.

Available in three body lengths and with two or three seats in the front, the Standard and Long versions, at 4.95m and 5.30m, are designed for the core market. The Compact 4.60m version, unique in the segment, allows loads of up to 5.1m<sup>3</sup> and 1400kg, with a useful length of 3.32m. Its reduced dimensions and overhang allow the new Peugeot Expert to offer great manoeuvrability, particularly popular with business professionals working in urban areas on a daily basis. Its reduced height of 1.90m guarantees it access to all car parks.

The new Peugeot Expert, which adopts modern and efficient Euro 6 BlueHDi engine options from 95hp / 210Nm to 180hp / 400Nm mostly equipped with Stop & Start technology, offers a number of latest generation features that are rare or exclusive in the segment, particularly the hands-free sliding side doors, the advanced modularity of the passenger space with Moduwork; the head-up display and sign reading system with speed limiter recommendation are also unique in the segment.

Available in Crew van, Platform cab and Combi people-carrier, the interior of the Peugeot Expert also revolutionises the



segment's features improving ergonomics and driving comfort. A step provides easy access to its elevated seating position, which aids sight of the road ahead. The instrument panel and steering wheel in relatively vertical position for the segment, immerses the driver in an environment somewhere between the SUV for the command driving position and the saloon for comfort.

The Peugeot Expert has a wide range of the latest generation of driving assistance devices. Some have been equipped on a vehicle from the Peugeot range for the very first time: Driving time warning system, Driver Attention Alert, Road sign reading with speed limit recommendation system and Active Safety Brake.

## NEW CITROËN DISPATCH

Next up was a drive in the new Citroën Dispatch which also features similar new technologies, design features and architecture as the Expert, as well as functions that are new to the segment.

Designed with a wide range of professionals in mind (including tradespeople, construction workers, local authority employees and delivery and service professionals), the new vehicle

will be available in van, Combi and Crew Van versions, as well as being specified in three lengths (XS: 4.60m, M: 4.95m and XL: 5.30m).

Launched in 1995, the original Citroën Dispatch sold 600,000 units. New Dispatch joins the Nemo, Berlingo and Relay as part of Citroën's broad modern range of LCVs. The modular design of the front passenger seat, a special bulkhead and a flat floor extends the maximum load length of the New Dispatch by 1.16m. Furthermore the cabin can truly function as a mobile office, with the central arm rest lowering to provide a pivoting table with an elastic and adhesive strip to keep objects in place (such as PCs or tablets).

There are numerous storage compartments, too, including a lower glove box with a jack, 12V socket and USB socket, a large storage space under the passenger seat and cup holders on both sides of the dashboard, together with a central upper storage area and two door bins large enough for 1.5-litre bottles of water.

Citroën are hailing the new Dispatch as the ideal partner for professionals looking for a work tool that makes their everyday lives easier, and having spent some time behind the wheel, we couldn't agree more.



# Vauxhall Commercial Vehicles Joins Made In Britain Campaign

Vauxhall Commercial Vehicles has joined the Made in Britain campaign and marked the partnership by adding the official badge to all Vauxhall Vivaro models that are built in Luton.

The **Made in Britain** Campaign was founded in 2011 with the aim of helping everyone identify British-made products. The not-for-profit campaign now includes thousands of products from over 700 members.

Made in Britain members range from large manufacturers to small companies and start-ups, with Vauxhall joining Unipart, Naylor, Anglian Home Improvements and the National Gallery among others on the campaign.

"The campaign team are really excited to celebrate the success of Vivaro and see thousands more Made in Britain badges out there on Vauxhall's vans," said John Pearce, CEO of the Made in Britain Campaign. "It is definitely going to accelerate our membership towards this year's #1000makers target."

"We want all British manufacturers, big and small, to join our campaign and apply the trademark-protected Made in Britain logo on their goods, their packaging and online. The more people know about where products are made, the easier it is for them to choose to buy British."



Last year, Vauxhall manufactured 60,280 Vivaro vans at its plant in Luton, with 28,000 of those sold in the UK. Over eight million vehicles have been built at Vauxhall's Luton site since 1905. Following the closure of the Ford Southampton factory in 2013, Vauxhall's is the sole flag bearer for UK van manufacturing.

"We are very proud of our 113-year heritage of building vehicles in Britain, and being part of this campaign is a great way to communicate this," said Rory Harvey, Vauxhall's Chairman and Managing Director.

"The Made in Britain campaign does a brilliant job of reminding customers that we have a highly-skilled workforce on our doorstep, producing thousands of high quality products."

Vauxhall's all-new Vivaro was launched in 2014, securing 1,500 jobs at the UK's only dedicated light commercial vehicle plant after workers won a ten-year contract and a £185 million investment. Thanks to the outstanding attitude and work ethic of the workforce, the Luton plant beat world class competition from across Europe to build the new van.

Vauxhall's commitment to UK manufacturing has given suppliers across the country a huge lift thanks to £600 million of new business over the life of the Vivaro and 40 per cent of content for the van being sourced locally from British firms.

This is an increase of 60 per cent on the outgoing model and means other UK businesses benefit from the investment and job security that come from Vauxhall winning the contract to build the new van.



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# New Ford Transits Debut with EcoBlue Engine

Munich in Germany provided the backdrop for the 'ride & drive' launch of Ford's new Transit and Transit Custom powered by the all-new, state-of-the-art 2.0-litre Ford EcoBlue diesel engine, as Van Ireland's Phil Eaglestone reports.



The EcoBlue powered Transits, which Ford say will offer improved cost of ownership and performance for customers, will be shortly available on the local market, so it was perhaps appropriate and timely that we should have the opportunity to put them to the test.

A choice of van was awaiting us when we arrived at Munich airport and we were soon out on the open road to discover how they performed, and we weren't disappointed. Ford tell us that, new from the ground up, the next-generation Ford EcoBlue engine enhances fuel efficiency by up to 13 per cent compared with the outgoing 2.2-litre TDCi engine, with CO<sub>2</sub> emissions from 157 g/km, and delivers significant improvements in low-rpm torque for enhanced driveability. The new engine – available to order now – also will deliver up to 2-year/60,000 km (37,000 mile) variable service intervals for Transit and Transit Custom operators.

The all-new downsized 2.0-litre Ford EcoBlue diesel engine has been engineered to meet Ford's rigorous commercial vehicle durability standards, powering Transit vehicles through the equivalent of 5.5 million km (3.4 million miles) of punishing durability testing, including 400,000 km (250,000 miles) of testing at the hands of real-world Transit customers.

"The challenge was to take our best-selling Transit and make it cheaper to operate, improve performance, cleaner in terms of emissions, quieter in the cabin, safer and even more durable," said Pete Reyes, Ford of Europe's head of commercial vehicles. "That's exactly what we did with the new Transit and Transit Custom with the all-new Ford EcoBlue engine."

Clean diesel technologies enable ultra-low emissions in line with stringent Euro Stage VI standards that will be introduced in September 2016, requiring a 55 per cent reduction in NO<sub>x</sub> emissions compared to Euro Stage V standards.

## DRIVER ASSIST

In addition to the all-new engine line-up, Transit and Transit Custom vehicles also are available to order now with advanced driver assistance technologies including Side Wind Stabilisation and Pre-Collision Assist with Pedestrian Detection. From late 2016, customers also will be able to specify a six speed automatic transmission in place of a manual gearbox, and a new rear air suspension option on Transit Custom Kombi models. The two-tonne Transit and one-tonne Transit Custom vehicles are core models within Ford's renewed Transit range, which

also includes the smaller all-new Transit Connect and Transit Courier vans. The success of this expanded line-up helped Ford become Europe's No.1 selling commercial vehicle brand in 2015 – for the first time in 19 years – with total sales of 280,000, a year-over-year increase of 23 per cent. Growth has continued in the first four months of 2016, with combined Transit and Transit Custom sales in Europe of 66,700 vehicles, a rise of 18 per cent over the previous year. The all-new 2.0-litre Ford EcoBlue diesel uses a completely new architecture engineered to provide the next-generation of clean, efficient and refined engines for future Ford cars and commercial vehicles.

The engine has been developed with the latest turbocharging, fuel injection, combustion system, structural design and low-friction technologies with the aim of delivering significant improvements in fuel efficiency, performance and operating refinement.

For the Transit and Transit Custom models, the 2.0-litre Ford EcoBlue engine is offered in 105 PS, 130 PS and 170 PS power ratings, each of which offers increased power and torque compared to the outgoing 2.2-litre engine. Improved low-end pulling power – with 20 per cent more torque at 1,250 rpm – delivers more flexible and responsive performance in everyday driving. As we discovered during the day, the new engine also improves driver comfort during long working days through major reductions in engine noise, with passenger-car levels of refinement.



# Annual Statistics from the DVA

**The Driver and Vehicle Agency provided 1,075,386 vehicle test appointments across all vehicle testing categories, marking a notable increase of just over 4% on 2014/15, according to the annual DfI Driver, Vehicle, Operator and Enforcement Statistics for Northern Ireland.**

**The additional 42,000** appointments provided in the last year now take the annual total to one fifth higher than the 897,000, recorded in 2008/09.

The overall pass rate for full vehicle tests was 80.3%, a small 0.2 percentage point reduction on the series high seen in the previous year. However, it is still 2 percentage points above the pass rate of 78.3% observed back in 2008/09. The testing pass rate varied by test category, with those in the larger volume tests ranging from in excess of 93% for Motorcycle

tests to under 75% for Light Goods Vehicles.

The DVA provided 58,574 driving test appointments, marking an increase of just over 8% on the previous year. It is the second successive annual increase to be recorded since the five consecutive annual falls from 2008/09 and reflects a similar trend in applications.

The overall pass rate for all categories of practical driving test was unchanged from the previous year at just above 58%, and ranged from under 75% for Motorcycles

to above 55% for Private Cars.

From January to December 2015, over 70,500 UK vehicle first registrations were registered with a Northern Ireland address. Private cars accounted for 83%, or nearly 59,000, of these registrations.

There were 1,103,082 vehicles licensed in Northern Ireland at 31 December 2015, an increase of 2.0% compared with the previous year. The most popular registered car in Northern Ireland was the Volkswagen Golf with over 35,000 registered variants at the 31st December 2015 and making up almost 4% of the registered Private and Light Goods vehicle stock.

During the year, DVA Enforcement staff checked 5,805 vehicles, an increase of 13% on the previous year; of these, the largest volume was for Goods Vehicles, accounting for nearly half (2,589) of all vehicles checked.

# Isuzu's Dealer Network Expands In Northern Ireland

**Western Cars in Enniskillen has been appointed as an official Isuzu sales, aftersales and service dealer.**

**This a well-established** dealership has delivered excellence in customer service for more than 25 years. With expertise in 4x4 vehicle sales, the showroom is an ideal match for Isuzu, with its rugged range of premium and utility off-road pick-ups, as it expands in Northern Ireland. "The expansion of our dealership brings the strong reputation of Isuzu into new territory in County Fermanagh, and with it Isuzu's famous attractive styling, durability, specification and competitive pricing. We are delighted to be representing such a distinguished brand

that shares the same passion for delivering first-class quality service and exceptional customer loyalty values," commented Patrick McCaffey, Dealer Principal of Western Cars. William Brown, General Manager of Isuzu UK, said: "We are delighted to welcome the Western Cars team on board our ever-expanding Isuzu network. Located in the heart of the Enniskillen, we are confident that current and future customers will benefit from the top of the range facilities, first class customer service and notably the entire range of multi-award winning Isuzu D-Max pick-ups."



Patrick McCaffey, Dealer Principal of Western Cars.

# Vans more important than ever to economy says FTA

**The van and its driver are vital to the UK economy with more than four million of them on the road according to the FTA Logistics Report 2016, which shows the dramatic shift in the way the public shops; by the end of 2015, retailers predicted they would be delivering more than 860 million parcels to UK homes – thanks to the e-commerce explosion.**

**FTA's statistics have** been supported in the latest Department for Transport (DfT) Road Traffic Estimates which showed that van traffic grew faster than any other vehicle type in the UK, and currently covers around 48 billion miles in 2015.

Mark Cartwright, FTA Head of Vans said:

"If ever there was a need for evidence to support how vans power our daily lives, the latest DfT figures provide it. There are now over 4 million vans on UK roads, covering more miles than ever before, and their numbers are growing at a rate faster than any other type of vehicle.

"This is further confirmation of the humble

van's importance to the UK's economic activity. It's been recognised for a while that there is a clear correlation between UK GDP and van 'traffic' but we're now seeing the growth in 'van traffic' outstrip economic performance, primarily due to internet shopping and entrepreneurial activity."

The importance of vans has been the focus of the FTA Van Excellence Operational Briefings sponsored by Mercedes-Benz Vans, along with how seriously operators should consider safety and compliance in their day-to-day work.

Mark Cartwright added: "It is important for van operators to take safety and compliance seriously if they want to continue enjoying the operational flexibility vans provide. Self-regulation is the key to stopping moves to impose 'truck-like' legislation across van fleets. Van Excellence provides a very straightforward route for operators to adopt industry best practice and become an Accredited Operator."

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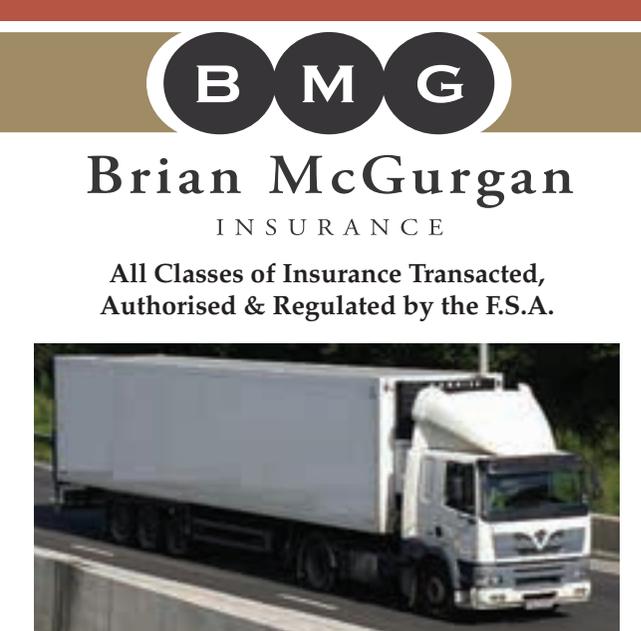
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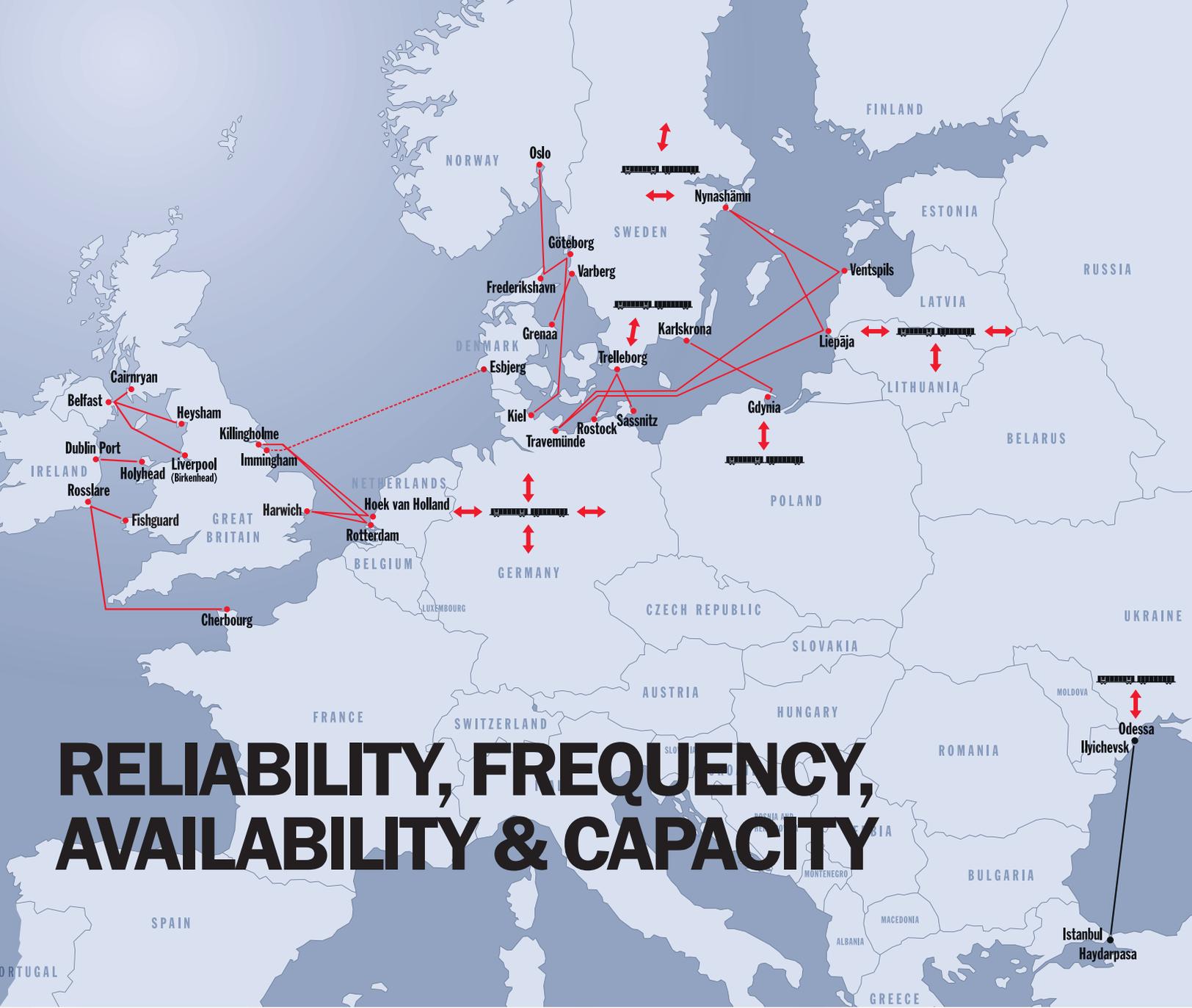
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