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COMMENT

As the vote on whether the UK stays in Europe or leave fast approaches, hauliers and exporters across the north and south of Ireland have been expressing their concerns on the final outcome. The UK, of course, represents one of Ireland's most important marketplaces, and many hauliers from the south also use Britain as a gateway to mainland Europe, but it is difficult to predict with any certainty what impact Brexit would have.

As for those in the north and in the rest of the UK, there are those who believe operating outside the EU would add complication and cost to the supply chain and inhibit movement of goods across borders. Only time will reveal all; there is still a lot of indecision out there.

But back to the here and now: it's showtime again, with the Commercial Vehicle Show at the NEC in Birmingham next on our agenda. However, it won't be the same because many of our major truck manufacturers, and some van makers, too, have decided to give it a miss this year for a variety of reasons. Could this be a bad omen for the future?

On the shipping front, our local ports continue to perform very well, as do many of our freight ferry operators, and in this issue we carry our annual comprehensive guide to shipping; an easy to understand and invaluable reference point for the industry.

We also take a look back at a hugely successful FTA Transport Managers Conference held recently in Belfast when one of the big highlights was the staging of a Public Inquiry by the Head of the Transport Regulation Unit.

And we report on Northern Ireland's first CILT Academy which is seen as a unique alternative and innovative route into the transport and logistics industry here.

In this issue, too, you will find all the information you need to enter this year's Export & Freight Transport & Logistics Awards. And, of course, we have our regular features from the FTA and RHA, whose columns always make interesting and timely reading.

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

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EXPORT & FREIGHT

John Appointed to Vehicle Handover Role at Dennison Commercials

John Johnston has recently taken on the role of 'Vehicle Handover Specialist'

This unique role is aimed at further professionalising the Truck Sales Process and primarily involves carrying out Driver Training and Vehicle Handover duties. John is responsible for ensuring that every Dennison/Volvo

customer receives driver coaching, covering driving techniques and new vehicle familiarisation. By promoting an optimum driving style and demonstrating all of the technology available on new trucks, it ensures that operators get the best performance from their vehicle

asset. For larger operators, John can provide 'Train the Trainer' type coaching to enable roll out to all Drivers in a fleet. John has worked as an HGV Driver for Dennisons for almost twenty years so has extensive experience of the Volvo product.

"When the opportunity for this role came up it really appealed to me. Having been at Dennisons for twenty years I fancied a change and this position seemed very well suited to me. It builds on the existing skills and experience that I have, but gives me the chance to progress and further develop."



Truck Drivers Welcome New M1 Service Station

Truck drivers have welcomed the recent opening of a new service station between Junction 3 and Junction 6 on the M1 southbound carriageway near Lisburn; it is the largest motorway site of its kind in Northern Ireland.

Lond haul drivers in particular have been making good use of the HGV fuelling and parking areas at the new facilities operated under the Applegreen brand owned by Petrogas Global which has Irish headquarters in Dublin.

It means truckers heading south do not now have to leave the motorway network to re-fuel on their journey; it also allows them to take their required rest and refreshment periods in a comfortable and safe environment.

The six and a half acre site, which has created 120 new jobs, features a full convenience store, and a range of food outlets including UK bakery Greggs, Burger King,



Subway, Chopstix, Lavazza Café, as well as Applegreen's own brand, The Bakewell. Joe Barrett, Chief Operations Officer of Applegreen said: "We are excited to continue to develop our business here in Northern Ireland even further over the coming years and this opening on the M1 is

such an important step on that journey."

It brings to 13 the number of service areas operated across the island of Ireland and is the third in Northern Ireland; a similar facility was opened just off the northbound carriageway of the M2 near Templepatrick last year, while a smaller Applegreen station was recently established on the A26 between Ballymena and Coleraine.

Two more Applegreen service sites are due to be opened in Northern Ireland as part of a £25m investment – one will be directly opposite the new M1 site on the Belfast bound carriageway, while the other will be built on the M2 opposite the Templepatrick facility.

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Boris Confirms Wrightbus £62m Order

London Mayor Boris Johnson was in town recently, taking the opportunity to confirm an additional order for 195 Routemasters for the capital from Wrightbus.

The £62m deal will secure 300 jobs at the Ballymena plant.

"Wrightbus have done a great job and the NI workforce has done a great job in producing buses that are not just much-loved by passengers on our streets but also at a good price," said Boris, who was visiting the factory.

Northern Ireland First Minister Arlene Foster welcomed the news. "This latest contract not only results in almost 200 Routemaster buses servicing London but it is a timely boost for the Northern Ireland manufacturing sector."

Export Matters Action Plan is Launched in Belfast

Enterprise, Trade and Investment Minister Jonathan Bell has launched the Export Matters Action Plan in Belfast.

The Export Matters Action Plan, developed in conjunction with Invest Northern Ireland and IntertradeIreland, aims to encourage companies in Northern Ireland to be active and successful in selling in a global market.

Launching the plan, Jonathan Bell said: "Export-led growth is essential to the development of economic growth and helps underpin sustainable job opportunities which can have a substantial ripple effect across the economy. Growing our economy through increasing

exports and external sales in Northern Ireland is the key aim of the Export Matters Action Plan. Our ambition is twofold; to grow the value of exports and external sales outside NI by 80% by 2025 and increase the number of local businesses engaged in sales outside Northern Ireland.

"It is through the implementation of Export Matters, we are seeking to assist those firms who are already competing successfully overseas as well as looking to find and support new exporters in order to increase

and diversify our export base."

Key actions of the plan include:

The establishment of an Exports Forum – comprising Government, export support providers, local Government and businesses.

The development of a composite Trade Development and Overseas Event Programme across all export support providers, and; The development and utilisation of the new Broad Economy Sales and Exports Sales Measure to provide a timely and reliable indicator of all manufacturing and services sales outside Northern Ireland.

The Minister added: "This is an ambitious action plan and one that requires a partnership approach in its implementation. It is only by working together that we will achieve the key aims of Export Matters."

Progress on £30 million Enniskillen Southern Bypass

First Minister Arlene Foster and Transport Minister Michelle McIlveen have welcomed that significant progress has been made on the development of the planned A4 Enniskillen Southern Bypass.

TransportNI is now in the process of appointing engineering consultants to assist in taking forward the production and publication of the

Environmental Statement and the draft Statutory Orders, both of which are vital components in progressing the estimated £30 million investment. The proposed project involves the construction of approximately 1.25 miles (approximately 2 kilometres) of single carriageway with 'Two plus One' differential acceleration lanes connecting the A4 Dublin Road adjacent to the Killyhevlin Hotel to the A509 Derrylin Road south of its junction with the A4 Enniskillen to Belcoo Road.



“Our customer feedback has been fantastic, and we really mean that. The Euro 6 has been very well accepted by the market with several of our clients reporting 10.4mpg. We've been running the slogan 'Recruit and Retain with a Scania Topline' because the R 450 is very popular with drivers, so much so, we've recently placed an order for over 600.

Philippe Harding
Managing Director, Gullivers



Asda re-equip with Scania in a major order for 253 trucks

Scania has completed the delivery of 253 trucks to Asda after once again being selected as the supermarket retailer's preferred truck supplier.

The trucks are for the company's base, chilled and petroleum distribution fleets, with the base and chilled fleets vehicles entering service in

December of last year and the petroleum vehicles following on last month.

The bulk of the order comprises Scania G-series sleeper cab models featuring Scania's 410 horsepower Euro 6 SCR-only engine.

All trucks in the order will be maintained by the Scania UK network, a part of

which is Road Trucks of Larne.

"Scania won the business in the face of strong competition, with fuel performance and aftersales care being key factors underpinning our decision," comments Peter Hey, Asda's Procurement Manager – National Fleet.

"We have also enjoyed a long relationship with Scania – 23 years and counting – and the service they provide around the country, coordinating and providing a wide range of services supporting our cost effectiveness and our O licence compliance, is incredibly important to our business. This gives us peace of mind so we can concentrate on our core business; delivering the goods and serving our customers well."



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Dennisons Pick up four Awards at Annual Volvo Dealer Event

Northern Ireland's Volvo truck & bus dealer, Dennison Commercials, has, once again, been awarded some very prestigious accolades from market company, Volvo Group UK.

Competing against all other dealers in the UK and Irish Volvo Truck network, Dennisons has been presented with the Truck Sales Success Achievement award, having consistently achieved the market leading position, with more than one-third of the heavy good vehicle market (above 15 tonnes) - 32.6% in 2015, 36.3% in 2014, 34% in 2013, 42% in 2012, 35.7% in 2011.

This is also consistently one of the highest Volvo marketshares in all of Europe. Chris Arthur, New Truck Sales Manager at Dennison Commercials, was recognised for his individual contribution to the truck sales team in Northern Ireland.

The second award, Used Truck Dealer of the Year, was presented to Dennison's Used Truck team for "outstanding effort", including increased resource and commitment to the Used

Trucks business and improved focus on Used Trucks marketing activities and branding.

The company's Ballyclare Dealerpoint also picked up the award for Volvo Action Service Dealer of the Year.

This is awarded to three workshops – small, medium and large - based on the volume of roadside breakdown cases they handle. Dennisons in Ballyclare won the small dealer award based on three criteria that demonstrate the Volvo uptime promise: 100% breakdown job acceptance, 64 minute call to attendance, 91% back on the road in less than 4 hours. This is the only award at the event which is specifically for technicians.

The Ballyclare Dealerpoint also won the Service Excellence Award, earning points for various categories throughout the year, including uptime, compliance,

customer commitments and dealer audits, all of which drive quality of service.

Commented John Jenkins, Managing Director for Dennison Commercials: "We work hard to attract and develop people that match the quality and reliability of the Volvo product, and in recent years we have increased the numbers in our workforce significantly. To be able to continue to provide a consistently high level of service is something that we are very proud of. Having received awards in new trucks, used trucks and aftermarket, demonstrates the commitment and passion that we have in all areas of our workforce."

He added: "Volvo Trucks recently launched a new marketing initiative called '24 hour Volvo', which carries the message 'Our Passion, Our People', which I think perfectly sums up the culture of



John Jenkins, Managing Director, Dennison Commercials, accepting the award for "Service Excellence" from Tony Davis, Aftermarket & Customer Support Director, Volvo Group UK

our organisation. I would like to personally extend my thanks to all staff for their continued efforts and take this opportunity to thank our customers for their continued support of the Volvo / Dennison partnership."



“ We got our first Scania 25 years ago, and we've had them ever since. Their reliability, residual values and aftersales service are all fantastic. We have two new 15 plate Euro 6s. Every week we get the figures from Scania – we do our own sums as well and they agree: they work out about 10% more efficient than anything else. With a fleet like ours, that's a significant saving.

Neil Crossley
Managing Director, Solihull Transport

”

Furniture distribution specialist adds high security trailers to the fleet



W. S. Dennison Ltd, widely regarded as Ireland's leading furniture storage and logistics company, has taken delivery of 6 Dry Liner box trailers from Krone and reports that the new equipment perfectly matches its high security load transport requirements.

"We specialise in providing furniture logistics services to manufacturers, importers, wholesalers and international and multinational retailers," says Pamela Dennison, "and needless to say, secure loading and effective protection of cargo during transport are paramount to ensure every item of furniture arrives with the

customer in perfect condition."

Based in Antrim with a further distribution hub in Limerick, W.S. Dennison is ideally located for deliveries throughout Ireland. Furniture arrives at both depots from England, Scotland and Wales, continental Europe and China and every week thousands of deliveries are made to various regions across the country.

The new Dry Liners from Krone fit well with W.S. Dennison's operation not only from a security stand point but, because the roof does not require internal roof bars, additional loading space is achieved. This, for example, means a 40ft container can easily be 'de-stuffed' into one trailer. The additional strength also guards against water ingress and tampering - issues which can be associated with a thinner roof. Furthermore, owing to the roof insulation, condensation is no longer an issue.

Designed to work in the UK, Ireland and European markets, the Dry Liners specified by W.S. Dennison have a fifth wheel height of 1250mm, which is common to the UK and gives an overall height of 4100mm, with an internal height of 2.700mm (8ft 10inches). With greater capacity and yet lower overall height, W.S. Dennison sees loading advantages as well as fuel efficiency through reduced drag.

"In addition," adds Pamela Dennison, "these trailers come with Code XL certification, which is the European manufacturing accreditation for loading tolerance

and integral body strength. The smooth side walls retain 40% of the load while the front bulkhead is tested to 50%. This, coupled with the flush-fit rear doors, gives us high strength on the one hand and a perfect surface for our distinctive livery on the other."

Established in 1979 by Managing Director William Dennison, the company has grown steadily to become a leading player in the furniture logistics sector. Today, a mixed fleet of rigid and articulated vehicles, including 60 purpose-specified trailers, is supported by 50,000ft of bespoke furniture storage warehousing to provide a comprehensive consolidation and delivery service to retail and private customers throughout Ireland.

"Whether we are collecting from manufacturers or delivering to plc retailers," comments Pamela Dennison, "these Dry Liners are ideal for the job and they were delivered quickly, on time and to our own specification. We had good reports about Krone and the price, turn-Around and general service has certainly lived up to our expectations and those of our customers in turn."

Hannon Transport Group Moves Into Steel Sector

Hannon Transport, one of Ireland's leading refrigerated and general haulage companies, has expanded into the steel stockholding sector with the establishment of Hannon Steel Ltd.



It follows the forming of a partnership between Aodh and Adrian Hannon, who have employed the services of a sales and admin team that can collectively call on some 60 years of experience in the industry. Although only weeks old, Hannon Steel is already enjoying a very positive response from customers across Northern Ireland. "We are targetting general engineering firms, trailer manufacturers, quarrying

companies and those operating in the lighter end of the construction sector," says Adrian. "We have a very experienced team around us and are excited about the future."

The company is operating from premises at Templepatrick in County Antrim formerly occupied by an engineering firm - and it's proving to be an ideal base.

The company is utilising trucks from the Hannon Transport fleet to deliver a range of products

that includes steel plates, box sections, steel beams, galvanised sheet, flat bars and angles.

"We are currently building up our stock levels of European sourced steel to meet what is an already growing demand," says Adrian. "There is big potential for an efficiently run service offering competitively priced products and prompt deliveries; it is what today's customers expect and deserve, and that's precisely what they will enjoy from Hannon Steel."

Ground Breaking Order For Wrightbus

UK Bus Operator of the Year, Reading Buses, has announced a ground breaking £1.3 million order with Wrightbus for six of its StreetDeck double deck models.

The Wrightbus order follows Reading Buses 'summer bus trials' undertaken last year where the operator evaluated a number of new models, including a New

Routemaster from London which is also built by the Co. Antrim based manufacturer. The buses will be fitted with the latest environmental features such as engines

meeting the Euro 6 emission standard and additionally featuring Wrightbus' latest 'MicroHybrid' fuel efficient technologies, including the first of their kind to be fitted with automatic engine 'start-stop.' The buses will enter service from the start of September 2016.

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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



SCANIA

Transpoco signs major agreement with Topaz



Pictured here (l-r) are Andrew Fleury, CEO, Transpoco; Guillaume Hernoux, Alliance Manager Europe, Transpoco; Gordon Lawler, Director, Topaz; John Watson, Fuel Card Manager, Topaz; and Alexandre Mordellet, Channel Manager, Transpoco.

Irish telematics company Transpoco has announced an agreement with Topaz Energy Group, Ireland's largest convenience store and fuel retail business. In a deal estimated to be worth initially up to €250,000 per annum, Topaz will promote the Synx technology to their fuel card customer base in Ireland.

SynX, which was developed following a €1m investment programme, is a cloud computing based service which integrates Transpoco GPS software with data from fuel cards to provide cost saving business intelligence. It uses a combination of technologies to boost fleet management through improved fuel usage, driving technique monitoring, maintenance recording and other business intelligence. Typical users include Kingsmaid Domestic Cleaning in the UK which reported annual savings of almost €25,000 and a 300% Return on Investment (RoI) in its first year. SynX is

based on research conducted by Transpoco which found at least a 20% difference in fuel consumption and 35% in maintenance costs between best and worst performing drivers. Liam Mulcahy, Topaz Commercial Director, said, "This agreement will boost our fleet fuel customer service and help them manage their vehicles more efficiently and at lower cost. It sits perfectly with our Topaz Quality Fuels which contains an additive that increases fuel economy. Partnerships like this build long term customer relationships and allow us to offer increased value to our fuel card customers." "This agreement with a market leader like Topaz is further endorsement of our technology," commented Andrew Fleury, CEO, Transpoco. "Topaz understands that vehicle fleets that use fuel cards want to receive excellent customer service, optimise costs, as well as operating their vehicles as smoothly and safely as possible." Swords based, Transpoco earlier this year announced that it is to double its employment to 40 in 2016. Key target markets include UK, Ireland, and France.

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Mercedes-Benz Atego crew cab cuts a dash for McGimpsey

Size is not everything for Northern Ireland's McGimpsey Removals – at 7.5-tonnes gvw the company's new Mercedes-Benz is one of its smallest trucks, but has quickly established itself as a big favourite.

McGimpsey operates from

headquarters in Bangor, Co. Down, and the Atego 818 was supplied by Newtownabbey Dealer Mercedes-Benz Truck & Van (NI). The truck has a factory-built six-seater crew cab and is fitted with a bespoke body with doors to both sides as well as the rear, by SBR Specialist Coachbuilders, of Preston.

It has joined a mixed-marque fleet of 20 trucks of varying sizes and was chosen largely on the basis of a hugely impressive performance by its predecessor, a 10-year-old Mercedes-Benz Atego 815 which has just been stood down after clocking-up some 750,000 trouble-free miles. "That truck was simply perfect," recalled Managing Director Paul McGimpsey. "The body

was looking tired and it was a little worn, of course, but it still started every day. We had it from new and it never gave us any problems at all. "We had a look around at what the competition has to offer but the quality of the Atego is undeniable, while the fact that we could order the truck with a crew cab direct from the factory, rather than having to rely on an after-market conversion, was another big plus-point. We know it's built to the same high standard as the rest of the vehicle, and fully covered by the same warranty." McGimpsey Removals provides domestic and commercial moving and storage services across Ireland and the UK. It offers Northern Ireland's only purpose-built storage facility

exclusively for household and personal items, fine arts and antiques, and is also its only operator to gain the prestigious FAIM (Federation of International Movers) accreditation.

Many of McGimpsey's trucks spend their days travelling to and from England or the Republic of Ireland, but the Atego is typically used for more local work. It also serves as a highly visible mobile advertisement for the company. "Image is very important in this business and the new Mercedes-Benz looks really smart in our colours," said Mr McGimpsey. "We keep it parked at the front of our premises and it's the first thing I see when I arrive in the morning – it still makes me smile every day." He added: "We know from

Fleet favourite:
Paul McGimpsey
with his new
Mercedes-Benz
Atego



long experience that Mercedes-Benz Truck & Van (NI) can be relied upon to provide an excellent service.

"We've been dealing with truck sales executive Roy Owens for 20 years now and his professionalism and efficiency have always been first class. In this case we needed the truck to be delivered to quite a tight timescale, so it could be exhibited at a trade show – it arrived two days ahead of schedule.

"The Dealer's workshop team also look after us very well, and are always willing to work around our operating hours to avoid any unnecessary downtime."

Volvo Trucks. Driving Progress



15th Annual Transport & Logistics Awards Will Have Broader Appeal

The addition of an exciting new award and the extension of another category will give our 15th annual Export & Freight Transport & Logistics Awards a much broader appeal.

The 'Innovation Excellence Award' is open to all companies operating within the transport & logistics sector who have created or invested within their business activities innovative solutions that make their operation more efficient, more profitable and more successful; you'll find more details in our 4-page Awards Section elsewhere in this issue.

Meanwhile, we have renamed and expanded the National/International Logistics Specialist category. It now becomes 'Logistics & Warehousing Specialist of the Year' to cover all aspects of the supply chain – from haulage and warehousing to distribution. It is open to companies with extensive logistics operations that include distribution centres and hubs throughout Ireland, the UK and/or mainland Europe.

In other new developments, the Freight Transport Association will be sponsoring the Greener Safer Fleet category, while A1 Tyres, based in Dromore in County Down, will be providing the champagne.

The sole aim of the awards night is to celebrate all the hard work, determination, and ongoing investment that make the industry what it is today.

With 16 categories, there is bound to be one or more that is applicable to your area of expertise and activity, whether it is road transport, shipping, workshop or fleet management, training, driving or health and safety. 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 traditionally booked up very quickly, we would advise you get in early so as not to miss the transport event of the year!

Our 2015 event had the highest ever number of entries, and the largest ever gathering of representatives from every sector of the industry, and this year we are hoping to go one better!

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

London Lorry Ban Under Fire

The Freight Transport Association says London mayoral candidate Caroline Pidgeon's call for a peak-hour lorry ban is short-sighted and would put hundreds more vans on the city's roads at the busiest time of day.

The Liberal Democrat candidate wants HGVs and construction vehicles banned from the city centre daily from 7-10am and 4-7pm, enforced by Congestion Charge cameras. She claims the ban would improve air pollution and make roads safer for cyclists.

But Christopher Snelling, FTA's Head of National and Regional Policy, said: "Banning lorries at peak times makes no sense. Deliveries still need to be made so a medium-sized HGV would be replaced by 10 vans, with increased emissions, congestion, cost and potential injuries to vulnerable road users."

New Fleetminder coming soon

From May 2016, Fleetminder, one of the industry leaders in fleet maintenance and workshop management software applications is moving its platform to the cloud.

In addition to new functionality and a completely redesigned user interface, the product will have an all new, per month, pricing structure, thus eliminating the need for an up-front capital investment.

Fleetminder is designed to take the burden out of fleet maintenance by automating essential tasks and reducing both paperwork and administrative tasks. In so doing, the system provides the fleet owner with a full audit trail and instant access to vehicle maintenance records with associated costs. Commenting on the system Graham McCarthy, Marketing Manager of Fleetminder said; "Moving to a cloud platform will mean no upfront costs, no requirement for special hardware and greater flexibility for customers to scale the system as required." What makes Fleetminder unique is its inbuilt vendor management system. A fleet operator can create a job card and provide secure access to their maintenance unit or to an external maintenance unit or vendor, carrying out work on their vehicles. Once

the job card is completed, the operator signs off on the job, the vehicle history is updated and the relevant information is sent to their accounts package, all at the touch of a button. From as little as £59 per month, a fleet operator, irrespective of size, will be able to plan their maintenance, carry out electronic inspections (driver & regulatory), store all asset details in a single location (no more filing) and manage their vendors (tyre suppliers, external maintenance providers mobile fitters, etc.) on a single integrated platform. As with traditional Fleetminder the system will be able to integrate with existing telematics systems and all major accounting systems. A driver inspection app will also be available at a fraction of the cost of the standard inspection booklets, which will link directly to a central console, allowing fleet managers instant access to the status of each vehicle at the beginning of each day. A free one month's trial version of the system will be available on Fleetminder's new website from early May.



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- ✓ Integrate with accounting systems

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



TRANS-BRIDGE FREIGHT SERVICES:

GDP PHARMA SERVICE COMPLETION

When Export and Freight visited Trans-Bridge Freight Services this time last year they had just settled into their new distribution facility in Antrim.



One of the strategic plans they had for the impressive new site was to develop a temperature controlled cross dock area within the main warehouse to facilitate their expansion in the Pharmaceutical and Healthcare sector.

This project is now complete and fully functional. The last hurdle to overcome was the application process for a WDA Licence (Wholesale Dealers Authorisation) from the MHRA (Medicines & Healthcare Products Regulatory Authority), which has now been granted for both the Manchester and Antrim depots.

Director Brian Anderton told Export & Freight: "We are very excited about the opportunities that our licenced sites can now offer our Pharmaceutical & Healthcare customers, existing and potential. We identified some time ago that the MHRA Inspectorate were focusing more and more on the compliance of Distributors and Manufacturers of both Human and Veterinary medical products, in regards to compliance of their supply chains.

"Trans-bridge have always endeavoured to provide our Healthcare clients with a GDP (Good Distribution Practice) compliant service, which having held an accredited Quality Management System since 1993 was a fairly easy implementation process.

"However, with the introduction of revised European Guidelines, which places specific

restrictions on the holding or storage of licenced pharmaceutical products in non-licenced warehouses, the cross docking and short term storage process became much more involved."

Added Brian: "Manufacturers and distributors now face many more dilemmas when planning their distribution activities such as despatching on Fridays, Public Holidays and contingency arrangements if deliveries are delayed or rearranged for example. Our licenced Temperature Controlled cross dock facility at Antrim allows us to provide a solution to these scenarios as we can provide a compliant environment for this type of product to be held during the delivery process.

"Becoming a Wholesaler in Northern Ireland is not part of our business plan; the WDA licence is purely to validate the site and our operating procedures. The Wholesaler market within Northern Ireland is already well accommodated with established, professional organisations.

"The introduction of Temperature Controlled vehicles into the fleet will continue to grow as demand increases, which completes the infrastructure for our door to door GDP service from the UK & Europe."

LANDMARK YEAR

Meanwhile, 2016 will also see another significant landmark reached for the company as it will be celebrating 25 years in business in November.

The company has come a long way in that time. It has a very diverse customer base which has evolved over the last 25 years in line with economic and social changes in Northern Ireland. Back in the early nineties the textile industry was probably its main sector of industry. This then opened up markets such as chemicals and raw material feeding into the numerous Northern Ireland manufacturers.

As manufacture started to decline, Trans-Bridge was very proactive in seeking out new markets and have found tremendous success in the Healthcare and Pharmaceutical sector.

Today, it remains committed to being a specialist in groupage services to Ireland and still has a massive range of products from manufacturing to retail that pass through its network each night.

"The continued growth of the business in all sectors of industry, not just Healthcare and Pharmaceutical, is testament to the hard work and dedication of all my team," said Brian.

"It's all about Service, Service, Service. Our customers benefit from a strong operational set up on both sides of the Irish Sea. We have a wealth of intellectual knowledge in our team of people who have been with the company for decades. They share a passion for service excellence and pride themselves on the reputation that Trans-Bridge Freight Services Ltd has earned itself over the last quarter century."



For enquiries regarding our services including the new GDP Service please contact sales@transbridgefreight.co.uk or Brian Anderton directly at brian@transbridgefreight.co.uk

www.transbridgefreight.co.uk

Another boost for SDC as new trailer production facility increases productivity

As SDC's new Antrim plant becomes fully operational, the manufacturer has revealed that their trailers will be produced more time and cost efficiently than ever before, with a trailer going into production every 12 minutes.



The new 35,000 square foot extension at the company's MDF site in Antrim represents a £3.5 million investment from the manufacturer, following six consecutive years of record trailer orders. Founded in 1978, SDC employ over 900 staff across 4 modern manufacturing plants; three located in Northern Ireland and one in Nottinghamshire. The new facility has raised SDC's

growing production level to 40 trailers daily. Cutting edge technology, including a new state of the art fiber laser cutter and three new pressbrakes for folding steel components have been installed at the plant to facilitate the manufacturers' broad range of trailer designs, most of which are custom built to specific operator requirements. Managing Director at SDC, Mark Cuskeran, said: "As the market leader, it is crucial that SDC looks

to the future in order to maintain the high level of customer service we have built up over the years. Following the implementation of new technology and processes across our existing facilities, the decision was made to build a new plant that would enable us to fulfil increasing order numbers without compromising on quality and lead time.

"I am delighted to announce that our new Antrim plant is now fully operational, our order book is looking very healthy for 2016 and we are well placed to meet the growing demands of our customers worldwide. It is heartening to note that SDC is in a strong position to move forward as a result of its quality products and cost efficient manufacturing processes."

With production levels exceeding 9,400 units last year, SDC has projected that turnover will reach £189 million in 2016 as they continue to drive innovation and explore new markets including the Middle East.

The group has increased staff numbers within the last year by 165 people and also fully brought in line their welding academy. With customers ranging from haulage and logistics operators, to trailer rental companies and well-known supermarket brands, the outlook is very positive for SDC, a forward-thinking company which is at the forefront of trailer manufacturing.

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"We are Ireland's largest furniture carrier and for this type of distribution we need maximum load capacity. These 6 new Krone Dry Liners give us over 2.8 metres internal height, which is way above the norm for a trailer at 4.2m on a 1250 fifth wheel. They also come with Code XL certification for integral body strength: The side walls retain 40% of the load while the front bulkhead is tested to 50%. This gives us the perfect combination of high strength and high volume." William Dennison, Managing Director.

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Volvo Official Supplier to F1 Team

McLaren-Honda has announced Volvo Trucks as an official supplier of trucks and haulage to its Formula 1 team.

The partnership will see McLaren-Honda take delivery of a brand new fleet of 24 state-of-the-art Volvo FH Series trucks for the duration of the four-year agreement. They will provide essential transport solutions and logistics support for both race team and hospitality operations.

The 24 Volvo FH 13-litre, 540hp trucks will comprise of three different specifications, including standard height, extra low, and top of the range, to cater for the ever-changing logistical requirements of the team at grand prix locations all over Europe.



NEW MAN IN CHARGE AT ROAD TRUCKS OMAGH

There's a new man at Road Trucks Omagh and he's off to a flying start. Gary Arkinson is the new Aftersales Controller there and he's no stranger to the automotive industry. With over twelve years experience in the sector already he has worked with brands including Mercedes-Benz, Ford, Rover, Land Rover, Mazda, Toyota and Nissan. Additionally, Gary also has nine years heavy truck, fleet and plant experience within the public and private sectors. Gary's expertise covers a wide range of areas from credit control, warranty claims and Parts/Service Department management. Gary is clear on his objectives, in his own words he is keen to "become a team player, to contribute and add input to an already successful company – promoting all the benefits of local representation and to highlight the Scania brand further, looking after existing customers and expanding to grow further, bringing on new customers and business opportunities alike. Outside of work I have a busy family life with two very active boys. I also enjoy playing snooker and meeting people." We wish Gary well in his new appointment.

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The Chartered
Institute of Logistics
and Transport

Annual Gala Dinner for NI Transport & Logistics Sector



CILT NI Chairman, Nick McCullough, addresses guests in the Titanic Suite



Claire McCollum hosts the event

The Northern Ireland Region of the Chartered Institute of Logistics and Transport recently held its Annual Gala Dinner in the magnificent surroundings of the Titanic Suite at Titanic Belfast.

The evening provided a pleasant opportunity for members and non-members to meet each other, to entertain clients, staff and other guests.

Around 260 guests were treated to a champagne reception followed by

a sumptuous 4-course dinner, during which entertainment was provided by adventurer and author, Mark Pollock, and local comedian, John Linehan, perhaps better known as 'May McFettridge,' with the Ruth Jennings Jazz Band setting the tone for the rest of the evening. It was hosted by TV presenter Claire McCollum

The gala event also included the presentation of the 'CILT / RSA Insurance Outstanding Contribution to the Industry Award', which was presented to Roy Spiers, who worked

with Transport NI for over 40 years to improve the NI road network.

The welcome address was presented by Nick McCullough, Chair, Northern Ireland Region CILT, while the sponsor's address was given by Richard Horswill, Stena Line's Head of Freight, UK & Ireland. The CILT Regional Committee recorded its thanks and appreciation for sponsorship support received from Stena Line, Topaz, Grafton Recruitment, Northern Materials Handling, RSA, A One Tyres and Nitro Asset Management.



Gavin Mitchell, RSA Insurance, and CILT NI Chairman, Nick McCullough, present Roy Spiers with the RSA Outstanding Contribution to the Industry Award



Keith Willett presents the St James's Place raffle prize



Steve Manger presents the Topaz raffle prize



Don McAleese and Sean McCarry from Northern Materials Handling with John Linehan and Claire McCollum



CILT - John Linehan, Mark Pollock, Claire McCollum and Nick McCullough



Vincent McIvor and Gavin Mitchell from RSA
with Emma Pengelly MLA and Nick McCullough



Steve Manger, Laura Blair, Fionnuala O'Donovan,
Alan Blair and Eric Quinn from Topaz



Lisa Bicker, Aaron Clydesdale, Gillian Burns
and Samantha Jordan from A One Tyres



John Linehan entertains guests after dinner



Kevin Richardson, Chief Executive of CILT UK,
with Nick McCullough, Chairman of CILT NI



Mark Wylie, Claire Doohar and
Pete Feldman from Grafton Recruitment



Gary Burns, Stephen Todd, Jamie Shaw
and Andrew Walker from Jenkins Shipping



Richard Horswill and Paul Grant from Principal
Sponsor Stena Line, with Emma Pengelly MLA



Stena Line Guests



Richard Horswill, Stena Line;
Nick McCullough, CILT NI and Louise Dougan,
Chartered Institute of Highways and Transport



Guest Speaker,
Mark Pollock,
addresses guests

Philip White Offering New Generation of Truck Tyres

Japanese manufacturer to launch new generation of truck tyres for regional traffic applications



Philip White Tyres have added to their product range, with the launch of two new types of regional traffic tyres from Falken Tyre Europe.

The RI 151 for the steering axle and BI 851 for the driving axle offer exceptional mileage performance with even wear.

Top class directional stability, stable braking on wet, dry or snow-covered roads, as well as high traction were targets when developing this new commercial vehicle tyre.

In order to develop the optimal fuel-saving rubber compound, the Japanese tyre engineers used 4D Nano simulation technology. This powerful simulation tool offers the ability to analyse

the effects of compound and construction on tyre performance at sub-nano level.

For example, Falken was able to identify how and where heat would be generated and how to minimise it. This is crucial as temperature build up results in higher rolling resistance which ultimately reduces fuel economy.

In order to meet the increasing demands in freight transport, both new tyres also have excellent all-weather properties and can be used all year round. Practically all sizes are marked with the M+S Symbol, as well as with the snowflake symbol (3-Peak-Mountain-Snow Flake, 3PMSF).

The quality carcass can be retreaded and retro-fitted, which

guarantees low operating costs and excellent operating economy.

The new regional traffic tyres are available in 22 sizes (17.5", 19.5", 22.5" inches).

The Falken Tyre Europe GmbH is the European affiliate of the Japanese tyre manufacturer Sumitomo Rubber Industries Ltd.; it is the seventh largest tyre manufacturer worldwide and offers a complete tyre portfolio for passenger cars, trucks, pick-ups and SUVs as original equipment and for the entire European retrofitting market. All Falken products comply with the ISO standards 9001, 16949 and 14001.

ABOUT US

A past winner of the Wholesaler of the Year award, Philip White Tyres, with strategically depots in Armagh (Head Office), Dungannon, Saintfield, Belfast, L/derry, Castleblayney and Dublin, remains an independently owned family run company, established in 1982.

PWT also operates a 24 hour, 365 day per year breakdown service to Commercial Customers in Northern Ireland, Republic of Ireland and the Continent, with a mobile breakdown team that aims to keep customers' downtime to the absolute minimum.



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The new regional traffic tyres will be available from the beginning of 2016 in 22 sizes (17.5", 19.5", 22.5" inches).



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The FTA Team

FTA Transport Manager Northern Ireland 2016 A Huge Success



Seamus Leheny,
Policy & Membership Relations Manager



DRD Minister Michelle McIlveen



Ian Martindale, Solicitor,
Kennedys Law Belfast

FTA's popular Transport Manager Northern Ireland Conference held recently at the iconic Titanic Building in Belfast was a huge success.

The aim of the conference, sponsored by Brigade Electronics and Goodyear, was to ensure Transport Managers, and in turn businesses, had the very latest information, guidance and best practice advice surrounding legislation and enforcement changes.

One of the big highlights this year was the staging of a Public Inquiry by the Head of the Transport Regulation Unit Donna Knowles; the 'hearing' clearly caught the close attention of all in attendance as it outlined the dos and don'ts should an operator be called to such an inquiry.

The conference heard that there are three main types of Public Inquiry – those held to determine licence acquisitions; reviews of operating centres; and those held for regulatory reasons.

Freight operators may be called to a formal public inquiry so that more evidence to be gathered to help the TRU to decide if they should grant or

refuse licences for HGV or PSV operators, take action against a vehicle operator, bus service operator or driver of a bus, minibus or lorry.

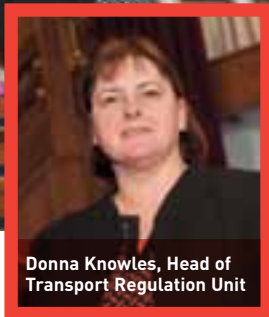
The PI, staged by Donna Knowles, also featured Michael Curran, the DVA's Manager, Goods Vehicle Operator Compliance Team, Conor Aiken and Ian Martindale solicitors from Kennedys Belfast LLP, together with Gerry Fleming, Director, Fleming Training and Consultancy.

Keynote Speech

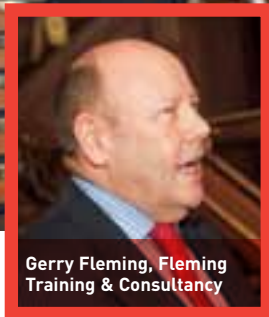
The Conference itself was opened by the FTA's Seamus Leheny, Policy and Member Relations for Northern Ireland, who welcomed the Minister for Regional Development Michelle McIlveen to present the keynote speech during which she outlined her department's infrastructure priorities for Northern Ireland.

Belfast City Council's Air Quality Officer Arlene Jamieson later spoke about the draft Air Quality Action Plan for Belfast and its potential impact on transport,

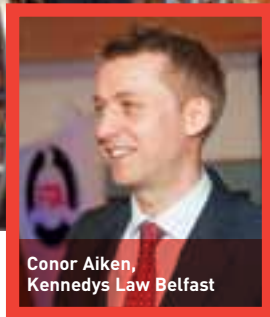




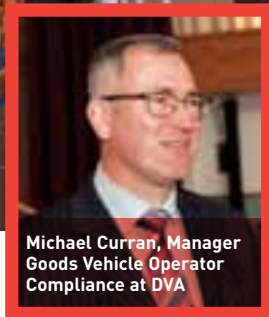
Donna Knowles, Head of Transport Regulation Unit



Gerry Fleming, Fleming Training & Consultancy



Conor Aiken, Kennedys Law Belfast



Michael Curran, Manager Goods Vehicle Operator Compliance at DVA



Jayne Currie, FTA

looking as it does looks at all forms of air quality and transport planning activities, including sustainable transport options and engineering solutions.

Transport, especially HGVs and buses, accounts for most of the pollution in the city, with other sources identified as industrial, commercial and domestic.

Based on those finding the Air Quality Action Plan proposes measures which will focus on encouraging a modal shift from single car occupancy towards public transport to reduce the number of cars and also work towards reducing emissions from public transport and HGVs throughout the city.

Online Licensing

The morning session of the conference ended with an address by Mike Beare, Director of Transformation at the DVA, on the new online driver licensing service for NI which goes live in April and he also spoke about other plans for transforming DVA services such as making it easier for all commercial licence holders to do business with the agency.

The afternoon session began with a focus on Driver Management, with Martin Candish, Engineering and Technical Manager with the FTA, explaining how operators can educate drivers on the subject of truck and trailer 'roll away' issues.

Driver Shortage

However, the main address of the afternoon concentrated on the continuing driver shortage crisis, exploring ways to not only recruit but to retain drivers in what is a tough market.

The FTA's Keith Gray, General Manager, Training, spoke about how operators could go about recruiting new drivers and how they could make their business more appealing to new employees.

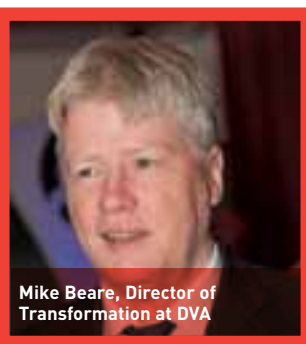
He highlighted where operators could go for new staff, how to engage with the staff they already had, and what they could offer by way of training and development opportunities for the future.



Martin Candish, FTA



John Comer, Volvo UK



Mike Beare, Director of Transformation at DVA



Arlene Jamieson, Belfast City Council



L-R: Martyn McGloin & Joe Burns



L-R: Geoff Cannon & Jonathan Jenkinson



L-R: Gary Wood & Karen Loudon



R: Oliver Teasell with customer

Mercedes-Benz Arocs wins McCormick's trust

The first Mercedes-Benz Arocs to join the McCormick Contracts fleet has repaid its owner with problem-free performance and a welcome boost in fuel efficiency.

With a full year's hard work under its belt, the 3240K tipper has vindicated the decision of operator Garreth McCormick to invest his faith in the three-pointed star. Supplied by Dealer Mercedes-Benz Truck & Van (NI), the Arocs is powered by an advanced 290 kW (394 hp) straight-six engine which drives through a smooth, 12-speed Mercedes PowerShift transmission. Its steel tipping body, meanwhile, is by Farlow Engineering, of Garvagh.

"The truck has been superb," enthused Mr McCormick. "I was impressed with the look of the Arocs the first time I saw it, as it's clearly purpose-built for our type of work. Our tipper has now proved in operation to be every bit as reliable,



productive and driver-friendly as I'd hoped, so I'm delighted with the choice I made." Based in Ballycastle, the civil engineering company runs six tippers and a tractor unit which hauls a low-loader trailer, as well as a range of plant equipment including 16 tracked machines. Having tried demonstration vehicles from several leading manufacturers, Mr McCormick purchased the Arocs to meet growing demand.

"The Arocs immediately impressed us with its fuel efficiency, as well as its remarkably low AdBlue consumption – it was the best by a long shot," he recalled. "Our drivers were also impressed with the cab design and the whole approach of Mercedes-Benz Truck & Van (NI) struck me as highly professional.

"It's difficult to make fuel comparisons because the work is so varied, but overall it's returning around 8.2 mpg, which is excellent when set against our tipper fleet average of 7.4 mpg.

"It's a tough truck too," he continued.

"We maintain our vehicles and carry out their six-weekly inspections, in-house. It will probably go back to the dealer if it ever needs anything more but so far nothing has gone wrong, so they haven't seen it since the day we took delivery."

The truck has worked on a variety of projects since joining the company's fleet, including major road-building schemes and the construction of a large store for a leading supermarket chain in Antrim.

Renault Secure Major NI Order For Renault Vans And Tippers

The Northern Ireland Housing Executive has replaced its entire fleet of leased maintenance vehicles with 85 Renault LCV models.

The NIHE ordered 33 Trafic Panel Vans, 44 Master Panel Vans and eight officially-converted Master Tippers after running a tender through the Crown Commercial Service (CCS).

The NIHE, which offers a range of services to people living in socially rented, privately rented and owner occupied accommodation as well as supporting and working with a number of other public bodies, will use the mix of Renaults in the maintenance of the 89,000 dwellings that it is responsible for across Northern Ireland. NIHE opted for the Trafic panel van in short wheelbase, low-roof format with the efficient dCi 115 1.6-litre turbo diesel engine, while its Master panel vans were ordered in medium wheelbase, medium-roof specification and powered by the dCi 110 2.3-litre turbo diesel engine. The Master Tippers – available to order 'off-the-shelf' through Renault's dealer network

and with 45-degree rear-tipping 'Scattolini' bodies fitted by accredited Renault supplier VFS – were ordered in front-wheel drive, medium wheelbase specification with the dCi 125 2.3-litre turbo diesel engine.

All ordered models feature the generous Business specification, which includes DAB radio with Bluetooth, ESC (Electronic Stability Control) with HSA (Hill Start Assist) and Grip Xtend, electric front windows and remote central locking.

The new Renaults also come with a four-year warranty that provides the ultimate peace of mind for this period or 100,000 miles.

The Trafic and Master Panel Vans were sourced through Charles Hurst Renault in Belfast, with the Master Tippers supplied by Shelbourne Motors in Craigavon. Unlike the vehicles that they replace, the Renault LCVs were bought outright by Northern Ireland Housing Executive.

David Roe, Fleet Manager, Northern

Ireland Housing Executive, said: "We considered a number of vehicles through the tender, but none could rival the value or the emissions offered by Renault.

"Despite the large size of the order and our urgent request for the vehicles, all have arrived on schedule and now that we have the first few out in the field, we've had excellent feedback from our operatives.

"Fuel economy is proving to be very impressive and the teams are especially pleased with the quality feel of the vehicles, the level of equipment and the fact that they drive like a car."

Darren Payne, Sales Director, Groupe Renault UK, said: "We are exceptionally pleased that in the face of some very strong competition and through a very extensive selection process, Renault LCVs were deemed to be the best fit for Northern Ireland Housing Executive.

"This is a particularly sizeable order for the region and is a perfect illustration of the broad appeal of our award-winning Light Commercial Vehicles, including the availability of our in-house Master conversion programme that has made it very simple for Northern Ireland Housing Executive to enhance its fleet with quality Tippers that have the official manufacturer seal of approval."



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Testing the waters



Seamus Leheny

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



I recently attended a meeting hosted by the DVA in Belfast to discuss the proposed new driver and vehicle test centres. This followed a presentation the previous month by the DVA at the FTA Northern Ireland freight council meeting at Belfast Castle where the transformation program for the DVA was outlined to members.

This enabled local industry to offer valuable feedback and suggestions on how the transformation of DVA services will provide for the transport industry. It was also agreed that going forward, the FTA and local members would continue to work as key industry stakeholders in the development and implementation of the DVA's new services.

The programme of development for new test centres runs until 2022 with investment of up to £100 million and should see new state-of-the-art testing centres across Northern Ireland.

Just last month the design team responsible for the new centres was appointed by the DVA and it is planned that the finalised designs will be completed later this year.

It is envisaged that once the build team has been appointed and planning permission secured, construction will begin in January 2018 with target completion of the last centres by March 2021.

Most readers will no doubt agree that the 15 current vehicle test centres are not fit for purpose with regard to their size and capacity for future testing and will welcome this news. So what can we expect from these new centres?

Before a vehicle is sent for testing, DVA intends to simplify the booking by introducing a more advanced online service that will take into account commercial operators with large fleets. This, combined with electronic payment systems, will mean less paperwork and greater choice of test availability for operators. From initial discussions, it appears this new online system should be operational in 2018.

Design Issues

DVA sought feedback on a variety of design issues for the new test centres:

- Test Hall Interior
- Signs and Road Markings
- Positioning of Lanes
- External Facilities
- Site Size, Layout & Parking
- Look and Feel of Centres

Both FTA members and vehicle operators at each stakeholder meeting were eager to put forward their thoughts and ideas on how the new centres could best cater for the transport industry. Some of the suggestions included improved segregated access and exit points big enough for HGVs, distinctive lanes in the test hall and externally for HGVs, better use of natural lighting, use of real-time technology to provide information for vehicle operators both at test centre and off site, and the provision of weighbridges at all new test centres as well as making them more accessible for general use thus aiding operator compliance.

A key theme in discussing how the test centres assist the transport industry was the consistent use of modern technology to ensure they remain sustainable in the future. An efficient booking system will ultimately save transport managers time when arranging annual tests and make payments easier.

The testing process should ensure that the testing lane is equipped to cater for modern trucks and a real-time information system should keep those at the centre advised of the status of the vehicle going through test, as well as enabling the transport manager back at the operating centre to monitor a vehicle's progress and performance at annual test.

Pass Rates

At the moment operators must rely on the 15 test centres across Northern Ireland which perform an admirable job considering the various limitations under which they currently operate. For the year April 2014 to the end of March 2015 they conducted 23,891 HGV tests. The HGV full test pass rate across all of the centres for the period was 75%. That figure may not seem impressive but the VOSA figure for HGV first time pass rates in GB for 2013 was 77.6%. The fact that O Licensing only came into effect in Northern Ireland in 2012 illustrates that we are certainly holding our own.

However, it is worth looking at the inconsistent first time pass rates locally between the 15 test centres. To put things into perspective let's consider that the HGV first time pass rate at the Craigavon test centre is 87.5% (2,146 HGV tests) compared to Cookstown which tested a similar volume of HGV's (1,869) but has a dramatically lower first time pass rate of 65.7%.

There is no clear reason why there is more than 20% difference between these two centres - perhaps it can be attributed to the test centre or vehicles not being properly prepared for test - but what has been made clear to DVA is that all future test centres must offer a consistent transparent testing regime. This will not just give the industry confidence in vehicle testing but will help operators save time and money and improve vehicle compliance.

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Goodyear FUELMAX tyres contribute to savings

Goodyear rolling resistance optimized FUELMAX tyres on trucks taking part in the Mercedes-Benz Efficiency Run 2015 contributed to an overall reduction in fuel consumption of up to 14%.

Efficiency Run 2015 was organised by leading truck manufacturer Mercedes-Benz to show that fuel consumption and therefore CO₂ emissions can be significantly reduced and operating costs lowered if optimization focusses not just on the engine but the vehicle as a whole.

The run further concentrated on using equipment that is currently available on the market like the fuel efficient Goodyear FUELMAX truck tyres to show what can be achieved today.

Transport companies DB Schenker Logistics and Grosse-Vehne took part in the tests using standard semi-trailer

combinations equipped with Goodyear FUELMAX truck tyres. The tractor units were a Mercedes-Benz Actros 1842 and an Actros 1845 optimized exclusively using components that are currently available on the market and equipped with Predictive Powertrain Control (PPC). Weight-optimized Krone Eco semitrailers, which are also available on the market, were used and fitted with aerodynamic equipment to reduce drag.

The truck tyres used were 315/70R22.5 Goodyear FUELMAX S on the front axles, 315/70R22.5 Goodyear FUELMAX D on the drive axle and 385/55R22.5 Goodyear FUELMAX T on the trailer axles.



Court Report

Drivers Hours Infringements

A County Armagh bus operator has been convicted at Craigavon Magistrates Court and fined a total of £700.

The conviction arose as a result of an investigation carried out by DVA Enforcement Officers in relation to tachograph offences. A detailed analysis of 156 tachograph records indicated a number of weekly and daily rest infringements together with several occasions where missing mileage between journeys was identified.

Tachograph Offences

A Republic Of Ireland driver was convicted of drivers' hours' offences at Londonderry Magistrates Court and fined a total of £450.

The conviction arose when DVA Enforcement Officers stopped and examined a 3 + 3 axle scania articulated goods vehicle in Londonderry. An analysis of the data held on the driver's digital tachograph card revealed several infringements in relation to daily and fortnightly driving.

Overweight Vehicle

A County Down driver has been fined a total of £500 with three penalty points imposed on his driving licence at Newry Magistrates' Court.

The conviction arose when DVA Enforcement Officers weighed a 2 axle rigid goods vehicle at its weighbridge facility at Logoughbrickland. The vehicle was found to be overloaded by 37% on its 2nd axle and by 21.6% on its gross vehicle weight, and was therefore considered likely to pose a risk of injury to other road users.

Had No Operators Licence

A Republic Of Ireland goods vehicle operator was convicted at Ballymena Magistrates Court and fined a total of £250.

The conviction arose when DVA Enforcement Officers stopped a 3+3 articulated goods vehicle at Larne Harbour. An examination of the vehicle identified the absence of an operator's licence.

£1,500 Fine for Tachograph Offences

A County Armagh goods vehicle operator and his driver were convicted at Armagh Magistrates' Court and fined a total of £1,500 each for failing to take the required statutory daily rest on three occasions.

The charges related to an investigation carried out by DVA into suspected tachograph irregularities.



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The EU Referendum: The debate rolls on

Martin Reid

RHA Director for Scotland and Northern Ireland



In January 2013, David Cameron announced that the people of the UK would be given an In/Out vote on membership of the EU at a time no later than the end of 2017.

His motives for this are still up for debate but it was largely to see off an electoral threat from UKIP in 2015 and to appease backbenchers from his own party seeking Brexit. On June 23rd voters will be faced with the following question: Should the United Kingdom remain a member of the European Union or leave the European Union? As my colleague Jack Semple has stated, "I do not think many people, even within the transport industry, will vote in or out on the basis of the

impacts on transport regulations alone," however, there is little doubt that the debate itself is complex and potentially divisive.

To that effect, let me outline RHA's position before the vote. We will no doubt have members who sit on both side of the debate but we have been under no pressure from members to take a stance one way or another. We have seen other trade associations suffer through taking a pro/anti stance which in some way sets them against a proportion of the members who they should be representing. The RHA are happy to give their members as much information

as we can in order to help our members make informed decisions, but the decision must be free from encumbrance.

The battle for hearts and minds will no doubt centre on key issues such as immigration, economic governance and competitiveness, all of which will in some way affect how the road haulage industry moves goods but what influence does the EU have on the issues we regularly hear from members about?

Some issues such as the Road Transport Directive (15/2002) sit firmly with the EU and are often seen as an unnecessary additional burden as the industry has core rules governing driving and rest in the form of 561/2006.

The same can be said for the Driver CPC which continues to divide opinion within the industry. In general terms (and while recognising that it is far from perfect) members have stated that this form of continuous personal development has been good for business but Driver CPC remains heavily EU influenced.

The EU also sets the standard for international transport in terms of both weights and dimensions (40 tonnes on 5 axles). There is little or no practical restriction on what the UK can allow on domestic haulage hence our 15.65m semi-trailers and 44 tonne weight limit. We could, for example, follow the Dutch and operate 60 tonne 25.25m combinations, but the UK Government chooses not to consider them and the EU has blocked the bi-lateral development of these models.

There are many other day to day factors which are EU driven or influenced affecting

hauliers on a day to day basis such as emissions, charging for non-indigenous hauliers and even licensing, but there are a number that remain firmly in the remit of the UK Government.

For example, fuel duty. The UK has the highest diesel duty rate in the EU by far, as members in Northern Ireland will be acutely aware. The euro value has fluctuated this year from between 73 and 81 eurocents, but this compares with 32 cents in Luxemburg, 38 cents in Spain and 47 cents in Germany. This amounts to around £12k of a competitive disadvantage for a single shifted articulated truck.

Another factor facing members is the worsening conditions of our roads. Members want a clear vision for roads, and more spending to boost capacity and quality, improved roadside services and better real time information about congestion. There is little or no involvement from the EU in this area. The same applies to response time for operator's licence applications, poor roadside enforcement by DVA, delays in processing drivers licence applications etc.

At the time of writing this article the BBC website estimated that, of those who had declared their position, 452 MPs were voting to remain and 146 were voting to leave the EU. It is down to each individual to cast their vote as they see fit and the RHA would encourage all their members to do just that.

For our part, we will try to keep members informed but will most certainly be continuing to push the UK Government regarding its performance on the matters that sit with them - matters that affect the haulage industry on a day to day basis.

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RSA NI: Keeping Hauliers Covered and on the Move

The Heavy Goods Vehicle insurance market can be daunting for hauliers and freight forwarders, and it is only when it comes to making a claim that the worth of any insurance policy is revealed, which is why it is important to have the appropriate cover in place.

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As one of the largest and longest established underwriting and claims agencies in the Irish insurance market today, RSA NI, part of a FTSE 100 company with worldwide operations, prides itself in the wealth of specialised knowledge in the Heavy Goods Vehicle insurance market.

This experience has been built up over more than a quarter of a century of offering bespoke lorry insurance products to large fleets, family firms and owner driver operations throughout Northern Ireland, with a major emphasis being placed on

delivering a world class service to its network of brokers and an effective risk management and claims service to its customers.

Comments Managing Director of RSA Northern Ireland Gavin Mitchell: "Our understanding and depth of knowledge of the haulage industry is what sets us apart. We offer great value for money with sensible and consistent premiums – and we are here for the long term."

Gavin, who took on his role at RSA NI six months ago, is well grounded in the insurance market, having previously been the Sales Operations Director of Towergate Insurance Broking and prior to that, Regional Managing Director of Chartered Insurance Brokers Cullum Capital Ventures.

"As a broker I got to see life from the customer's perspective and that knowledge is now proving invaluable here at RSA NI," he says.

Tailored Solutions

Through its 50-strong broker network in Northern Ireland, RSA offer a wide range of competitive truck insurance products for all types of HGV operators, including Own Goods, Hire & Reward within Ireland or mainland Europe - from single vehicle to multi vehicle risks.

Adds Gavin: "While there may be a tendency for hauliers to shop around more frequently, we believe that can work against them. Our aim, and that of our brokers, is to build a lasting relationship with clients, getting to better know their business needs which enables us to specifically tailor our insurance products to meet those requirements. We don't adopt a 'one size fits all' approach. We recognise that everyone has different needs and levels of cover.

Claims Handling

RSA NI also prides itself on its claims handling. Its experienced in-house 20 plus team of handlers based in Belfast will act promptly in dealing with and settling claims to ensure clients are back on the road with the minimum of delay.

Of course, it's better not to have any mishaps in the first place. Identifying and assessing risks and then working on ways to minimise the nature of those risks can potentially reduce insurance premiums - and that's where clients can benefit from RSA NI's deep understanding of the risks associated with the transport and logistics sector.

"In working with the customer to keep their business on the road, for example, we will encourage clients to provide driver training and will often contribute towards the cost of driver assessments," explains Gavin. "Having feedback prior to employing a driver makes good business sense, especially if they will be behind the wheel of a very expensive truck carrying high value products. You need the best and safest drivers available, and that, in turn, will help keep insurance costs down."

RSA NI is also sufficiently flexible to offer a 'one stop shop' to cover not just HGV risk, but also employer and public liability, product and carriers liability, property damage, business interruption insurance and a whole lot more.

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SDC to Unveil Kinetic Energy Recovery Trailer at CV Show

Trailer manufacturer SDC plan to showcase six trailers at the Commercial Vehicle show, as well as debuting a new fuel saving Kinetic Energy Recovery System (KERS) Curtainsider, which has been designed to maximise operational efficiency.

SDC's pioneering 13.6m KERS Curtainsider utilizes a hybrid system, consisting of a bank of high-power ultra-capacitors, working alongside an electrically-driven axle to capture energy loss and use this energy to re-power the vehicle. During braking, the motor becomes a generator, recovering kinetic energy that would otherwise be lost as heat and storing it in the ultra-capacitors. The futuristic technology is controlled by an intelligent management system that tracks driver input, in order to control the boost and regenerative braking provided by the trailer.

Reducing fuel consumption and greenhouse gas emissions by up to 25%, SDC's KERS Curtainsider offers significant operator cost savings and a lower environmental footprint. In addition to this, the regenerative braking system significantly reduces brake wear and associated maintenance costs. The curtainsider will feature Eddie Stobart livery and will be trialled by the operator following the show. Head of Engineering at SDC, Jimmy

Dorrian, said: "Operator efficiency was the driving force behind the Kinetic Energy Recovery trailer innovation. Our customers are always looking for ways to reduce their fuel consumption and overall carbon footprint, especially in demanding applications such as heavy terrain or continuous urban transport. Road haulage accounts for over a fifth of the EU's total CO2 emissions, so a trailer solution that can reduce this amount by up to 25% will have significant benefits to both the operator and environment."

Other SDC trailers at the CV show will include a 13.6 GRP Boxvan manufactured using highly durable GRP ply, a 10.79m Owen's Urban trailer with Tridec bar rear steer and Dhollandia tuckaway taillift for deliveries into tight urban locations, a 4.6m tri-axle curtainsider (Hireco) and 4.7m tri-axle curtainsider (TIP Trailer Services) outside the NEC, as well as a new corporate hospitality trailer on stand 5F101.

Mark Cuskeran, Managing Director at SDC Trailers, added: "We have been exhibiting at the Commercial Vehicle show for a

number of years now and it is an excellent platform for showcasing our latest trailer developments. The event gives us a chance to touch base with customers old and new, to find out how the market is developing and how SDC can meet their requirements. As well as our extensive trailer display, we are bringing a brand new hospitality trailer to welcome customers onto SDC's stand in Hall 5."

The SDC trailer range features curtainsiders, boxvans, skeletal, platforms and urban trailers, all of which are bespoke built to operator requirements. The manufacturer places a strong focus on quality, innovation and customer service.

The CV show opens on Tuesday 26th April in Halls 3a, 4 and 5 at the NEC in Birmingham and expects to attract close to 20,000 visitors over three days, giving commercial vehicle operators the opportunity to meet with industry suppliers.

SDC will also have a strong presence at the Multimodal event from 10-12 May, with three trailers on display in Birmingham's NEC.



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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Concerns Over How Brexit Would Impact on Hauliers & Exporters

Concerns are growing over how Brexit might impact on the haulage sector, with some operators, especially those based in the Irish Republic, fearing they will face higher costs and other challenges.

The UK represents one of Ireland's most important marketplaces, and many hauliers from the south also use Britain as a gateway to mainland Europe. The Freight Transport Association Ireland's Neil McDonnell says many are very concerned about the prospects of a vote in June to leave the EU, especially as the Republic shares a land border with the UK.

He says that because Ireland will not be at the table deciding the terms and conditions of a post-Brexit relationship in Britain and the EU, hauliers in the Republic would be forced to accept any conditions that might be set by the other 26 member states.

It is estimated that bilateral trade between Ireland and the UK totals €1bn per week. In addition, Britain is a vital trade artery for Irish goods destined for Northern Europe.

"Anything which threatens the stability of trade between the islands, and onto the Continent, is of deep concern to

our members," says Neil McDonnell.

Hauliers in Northern Ireland and the rest of the UK are wondering if voters decide to leave would that spell the end of Driver CPC and other regulations, such as EU Drivers Hours? However, some in authority believe that wouldn't happen, nor do they believe there would be a reduction in the number of foreign registered trucks using the UK's roads.

Another thought provoking question is, how would Brexit impact on our pool of available drivers, considering many of them are of foreign origin if there happened to further restrictions on migration? Would the driver shortage be exacerbated?

UNCERTAINTY

Andrew Austin, Group Operations Director of Priority Freight, says it's difficult to predict with any certainty at this stage what impact Brexit would have on the international logistics industry.

"This ambiguity is a concern in itself. What we can state with some confidence is that Britain operating outside the EU would add complication and cost to the supply chain and inhibit movement of goods across our borders."

However, he believes Brexit would most likely lead to an uplift in demand for

specialist logistics services, such as managing complicated and unfamiliar customs procedures, as businesses get to grips with life outside EU-negotiated free trade deals.

"Voting to 'Leave' or 'Remain', either way it's a big decision, and one that needs some serious thought, not least from those within businesses that have come to rely on the free movement of goods."

EXPORTERS

Meanwhile, Simon McKeever, Chief Executive of the Irish Exporters Association, commented stated: "90% of our members who recently completed a special survey are exporting to the UK, Ireland's single biggest trading partner. If the British electorate vote to leave the EU it will have serious implications on bilateral trade and on our exports to the UK in particular."

"The biggest problem at the moment is the uncertainty that surrounds the outcome.

Our members are already feeling the burden and they are facing months of ambiguity in the run up to the vote. This current situation highlights the need for Ireland to diversify its export markets. We need to focus more of our attention on high growth markets like China, India, Africa, South America and on the emerging opportunities in places like Iran, and become less dependent on our trade relationships with the EU, USA and UK.

"Most companies in Ireland test the water by exporting to UK, and the same can be said for UK SME's starting out exporting to Ireland. The potential outcome of a Brexit could have huge consequences for us."



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Comments Stephen: "We class ourselves as a 'one stop shop' for transport compliance and training because years of experience has proved to us that an operator may need to contact a number of service providers just to try to operate compliant. We believe that it is unacceptable that an operator who wants to operate compliant, improve road safety and ensure their employees are

safe at work, has to struggle to get on-site assistance in these areas.

"Too many times we are contacted when an operator has been informed they are to undergo a DVA Compliance Audit, TRU Chambers hearing, Public Enquiry, HSE inspection or an insurance evaluation. Why leave it to the last minute?

"You need to put all your working systems in place, monitor them and maintain them. TCTS provide all the services required to enable you to achieve this, such as Compliance Audits, Tachograph Analysis, Continuous Compliance Auditing, Fleet Safety Inspections, H&S Audits, Driver Assessments, all Transport Specific Training including TM Refresher, Fleet Inspection, Maintenance Procedures, Use of Tachographs & Drivers Hours, DCPC, Vehicle Daily Check, First Aid, Manual Handling, Forklift Truck and much more."

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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

TBC



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:

- Shipping Line of the Year
- 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

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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 20 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



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:

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

ENTER ONLINE AT 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 30th June 2016 via online submission at www.exportandfreight.com or email to helen@4squaremedia.net or post to 4 SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down, BT26 6AE.

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Lakeland Tyres Put the Wheels on Breen's Circuit of Ireland Dream!

For 26 year old Waterford driver Craig Breen, 2016 so far has brought amazing opportunities, as he joined the Abu Dhabi Total World Rally Team, but one he didn't want to miss out on was defending his Circuit of Ireland title.

"It was an amazing feeling to win the Circuit of Ireland last year, it is such a special event, an event close to my heart" said Craig. "Despite my exciting new commitments with the Abu Dhabi Total World Rally Team in the World Rally Championship with the Citroen DS3 WRC, I have a passion for the Circuit, and I wanted another chance to drive those fabulous stages. I'm delighted that we have managed to secure a budget to contest the rally in a Citroen DS3 R5. We had to dig deep to make it happen and Lakeland Tyres support as the main sponsor was literally

a life-line to make this all happen.

"It's great to be involved with them, and of course, five times Irish Tarmac Champion - Eugene Donnelly - from Lakeland Tyres has been helpful recently in my career, passing on some of his vast experience."

Now Craig will join the cream of the FIA European Rally Championship, on April 7th-9th in a DGM Sport run Citroen DS3 R5.

Eugene Donnelly, winner of the Circuit of Ireland in 2006 and 2009, had initially looked at putting together a package to contest the event himself, but decided to help back Craig's effort for 2016.

"I have been competing in motorsport for almost thirty years and I know how difficult it is to raise a budget to compete in an event like the Circuit of Ireland, so it's a great feeling being involved with Lakeland Tyres as the main sponsor to Craig for the event.

"To be part of a team which can win the



Craig Breen

event is as good as taking part. I am also excited to be part of Craig's team on the rally advising on tyres and giving some technical support a role which I carried out for Craig on several European rallies last year."

It's all part of an exciting time for Lakeland Tyres, a company that has very much spread its roots from Fermanagh, with two new depots opening in 2015 at Mallusk on the outskirts of Belfast, and in Portadown to join the company's existing Lisnaskea and Enniskillen branches.

Ground Breaking Order For Wrightbus

UK Bus Operator of the Year, Reading Buses, has announced a ground breaking £1.3 million order with Wrightbus for six of its StreetDeck double deck models.

The Wrightbus order follows Reading Buses 'summer bus trials' undertaken last year where the operator evaluated a number of new models, including a New Routemaster from London which is also built by the Co. Antrim based manufacturer.

The buses will be fitted with the latest environmental features such as engines meeting the Euro 6 emission standard and additionally featuring Wrightbus' latest 'MicroHybrid' fuel efficient technologies, including the first of their kind to be fitted with automatic engine 'start-stop.'

The buses will enter service from the start of September 2016.

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Leonard in Drive to Save Lives

Lorry driver Leonard Brereton, aged 61 from Antrim is married to Irene and has two grown up children, Richard and Amy. He is sharing his story of prostate cancer to encourage men to be aware of signs and symptoms and to go to their GP if they have any concerns.

Prostate cancer is the second most common cause of cancer death amongst males in NI, with an average of 251 deaths per year, but the good news is that early detection can save lives so the sooner symptoms are presented to a GP, the greater chance of survival. Leonard's prostate cancer diagnosis led him to move away from a career in lorry driving to become an Action Cancer Big Bus Driver, bringing the charity's life saving services to communities throughout Northern Ireland.

Leonard explains his story, "My knees were giving me bother so I decided to visit my GP a week before I was due to go on holiday to Florida with the family back in 2009. My GP asked me was there anything else I wanted to talk about. I happened to mention that when I need to pee that I couldn't wait the way that I used to, that I was running to the toilet a couple of times in the night. My symptoms had run on for about 6 months but I had just put it down to my age." Leonard did a PSA blood test

there and then on suggestion from his doctor as a precautionary measure, and then went on holiday as planned.

When he returned from America his doctor asked him to repeat the PSA test as the result of the first test was quite high with a result of 5. "Because the result had nearly doubled," explains Leonard, "the wheels then came into motion and I was referred to the Causeway Hospital in Coleraine to have a biopsy and further investigation.

"Even after my hospital appointment I was still quite calm about the whole thing. I was in the prime of my life, on the gravy train. I had a great job as a lorry driver; I had my house paid off and the car, no big outgoings and I wanted to retire when I was 60." This all changed when Leonard got a call to say could he come back to the hospital and bring someone with him. He was then diagnosed with prostate cancer at the age of 54. His only option was to have major surgery.

"I am now six years cancer free and my message to other men



Leonard pictured in the driver's seat of Action Cancer's Big Bus, bringing cancer detection and prevention services to communities throughout Northern Ireland.

is this- don't die of ignorance. It's important to know your body and present any unusual symptoms to your GP as soon as you spot them to increase your chances of survival."

Leonard had worked for a petrol company for 27 years, but when the opportunity to work as Action Cancer's Big Bus Driver came up he thought 'yes that's just right for me; it's time to give something back.'

He adds: "I'm also working with Action Cancer as a Peer Mentor, supporting men to deal with a cancer diagnosis. I'm happy to be alive, thankful to be here and to be helping others in the fight against cancer."

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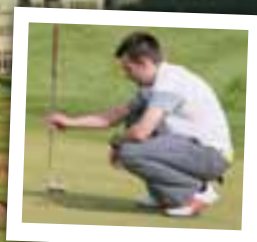
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The Export and Freight Golf Masters returns to Lough Erne for a fourth year.

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Partnership Offers Integrated Telematics & Camera Technology Solution For Fleets



Fleet management specialists NIBC has teamed up with vehicle CCTV experts SmartWitness to provide what they believe is an 'industry leading' integrated telematics and camera technology product.

Antrim based NIBC are Northern Ireland's largest independent fleet management and communications business. They have integrated SmartWitness's new forward facing KP1 camera system into their platform to offer a 'unique solution' for fleet managers.

The joint offering will give fleets and drivers a complete safety solution integrating telematics, driver behaviour and live tachograph data with in-cab camera technology, which can be viewed remotely on a single platform.

The video filmed through the SmartWitness KP1 is court admissible evidence, and can help protect drivers from the burden of pre-meditated staged accidents, false or exaggerated whiplash claims, conflicting reports of actual events, and driving offence allegations. All of which facilitates reductions in insurance premiums.

The KP1 fully integrates with the NIBC telematics portal and offers 30-frame per second video clips of accidents, near misses and instant notifications shown on the portal in seconds.

The camera captures footage of what happens before, during and after an accident and can record not only the driver's view of the road but any other angle customers require by linking with a second camera. It also importantly reports on the impact force of the accident and the driving style.

Comments SmartWitness Managing Director Craig Lamont: "The flexibility and scalability of the NIBC solution, when combined with SmartWitness' products, delivers a real benefit to NIBC's customer base. We look forward to helping their customers make even greater savings and improvements to their fleet."

NIBC Sales Director Robert Carnahan said: "We do feel that this is a unique solution for fleets of all shapes and sizes, being able to offer a range of services including tracking, CANbus telematics, remote download, live drive and now real time

video transfer. This puts us in a select group of providers who can be that one-stop shop.

"When we first started working with SmartWitness several years ago we integrated the SVC100GPS, similar to the current

SVC1080-LCA, into our telematics platform and provided instant notification of events or near misses. The one piece that was missing was the actual footage itself and now the KP1 allows us to do that very well and takes things on to another level."

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More Vans, Less Trucks at CV Show 2016

Major truck manufacturers will be conspicuous by their absence at the CV Show, which takes place at the NEC in Birmingham between April 26-28.

While Iveco will have its largest ever line-up at the event, other manufacturers such as Scania, MAN, Volvo, Renault, Mercedes-Benz and DAF have decided to give it a miss this year.

However, there will be a strong showing from the buoyant van sector, with

many of the leading names attending, including Volkswagen, making their first appearance in five years, and Toyota, back after a six year break.

The Show traditionally attracts close to 20,000 business visitors and its central location at the NEC Birmingham, ensures a truly nationwide attendance; for operators it is the annual meeting place.

From truck, van, trailer and fork lift manufacturers through to ancillary

service providers including insurers, finance companies, tyre manufacturers, telematics and training providers, along with fuels and lubricants suppliers, the show represents a perfect business-to-business environment for any individual or company involved in road transport.

Over the following pages, Export & Freight takes a look at what visitors can expect to see at the show.

Dunlop partners with RHA HGV Heroes

Premium tyre manufacturer Dunlop will be exhibiting at the CV Show for the first time, together with the Road Haulage Association.

Alongside the RHA, Dunlop will be championing the HGV Heroes campaign, raising awareness of the driver crisis facing the road haulage industry and working to redefine the image of the driving profession.

Dunlop will also be hosting a Truck Challenge game using remote control trucks at the CV Show, inviting visitors to see if they could be a HGV Hero. The Challenge will feature a competition with daily winners and an overall champion.

VW Makes A Return

Volkswagen Commercial Vehicles is attending the CV Show for the first time since 2011.

Following the successful market introductions in 2015 of its two core models, the Caddy and Transporter, Volkswagen will be preparing to launch

the new Amarok in 2016 and all-new Crafter in 2017.

Comments VW Head of Marketing Kirsten Stagg, said: "We're looking forward to being back at the CV Show this year. It's great timing for us to consolidate the launches of the new Caddy and Transporter, as well as to meet customers and provide opportunities for our teams and those from our dedicated Van Centre network to build relationships."

The all-new Crafter model's arrival in the UK next year will enable VW to engage with new customers, he adds. "Initiatives such as extended opening hours and a wider range of products will open new doors for the brand and our sales teams and network staff are looking forward to meeting new prospects at the show and discussing their fleet requirements."

Peugeot All-New Expert Makes Debut

Peugeot's all-new Expert van will be making its world public debut at the show, alongside other popular models including the Bipper, the Boxer and the Partner.

The Expert's got class-leading load width and a choice of two body lengths and heights. You can also choose between a Panel van, Window van, or Crew van. Hinged rear doors open to 180° making loading easy, as does the lowest load sill on the

market and adjustable pneumatic suspension.

Inside there's a good range of equipment such as Peugeot Connect with USB (on Professional Version) compared to similar vans and plenty of anchorage points for your cargo.

Also on show will be the new Partner, which made its show debut in 2015 and which goes on sale in June.

Iveco plans largest ever line-up of vehicles



Iveco is preparing more than 20 vehicles for this year's CV Show, to celebrate its multi-award winning range which includes the International Truck of the Year 2016-winning New Eurocargo.

The company will champion its award winning line-up with a high profile external display at the entrance to the show, comprising the New Eurocargo, 'International Truck of the Year 2016', Daily, 'International Van of the Year 2015' and Stralis Hi-Way, 'International Truck of the Year 2013'. The trio will be joined by a rally-spec Iveco Trakker from Petronas Team De Rooy Iveco – the winning team in the gruelling Dakar 2016.

Inside the show, Iveco will occupy a significant 780m² stand at the front of Hall 5, featuring a 7.5 tonne New Eurocargo and at least seven different models of Daily.

Iveco's presence at the show will be completed with a second outdoor display focused on the manufacturer's commitment to an SCR-only approach for Euro VI heavy-duty diesel engines. Under the banner 'Regeneration? No Thanks', Iveco will display an 18 tonne New Eurocargo, Stralis Hi-Way tractor unit and a Trakker 8x4 rigid, each benefiting from Iveco's patented HI-SCR engine technology to meet emissions limits without the need for exhaust gas recirculation.

Bridgestone driving home all manner of messages

A pledge to shake up the budget truck tyre segment, a heavy emphasis on commercial van tyres and an industry leading retorque app will all be key themes for Bridgestone to communicate at the CV Show.

The decision to officially unveil the Dayton range represents a new foray into the 'entry level' of the tyre market for Bridgestone, with a line-up of quality, good value truck tyres being promised.

Featuring the popular 295/80 R22.5 and 385/65 R22.5 sizes, Dayton will be presented with the quality guarantee of the Bridgestone group.

Commented Bridgestone's commercial sales director Greg Ward: "Dayton allows us to engage with professional hauliers and certain businesses which might not be in a position to opt for our holistic Total Tyre Care package of premium support. We are confident that the range will provide us with a platform to communicate our premium Bridgestone proposition, thus creating a lasting first impression from which to build."

VDO TIS-Web Fleet App & Manual Entries

Continental brand VDO will be showcasing their range of TIS-Web products. The VDO TIS-Web Fleet App, for example, compatible with both IOS and Android Smartphones, now offers the opportunity to record manual entries even when the driver is away from the vehicle.

The manual entries are recorded on the TIS-Web Fleet app in a chronological order and are then transferred to the Driver Card when the driver next connects to the DTCO using the VDO SmartLink and the VDO TIS-Web Fleet App.

The App can also be configured to load a preset pattern of manual entries which can be further modified before transferring the data to a Driver Card when prompted by the manual entry operation on the DTCO.



Continental Tyres provide key business solutions

The focus this year for Continental Tyres will be on helping operators review their current tyre selection and running costs.

This comes as part of Continental's ongoing commitment to provide operators with the lowest overall driving costs by providing not just tyres but more effective operational solutions.

Visitors will be able to view a selection of the latest third generation Continental tyres, including the complete range of Hybrid and EcoPlus products. The generation 3 roll out has seen over 80 new tyres introduced, the largest ever product launch in Continental commercial tyre division history.

Also on display will be the latest technological advances in ContiPressureCheck (TPMS), including the newly developed integration to telematics systems.

Trailers, Tankers and Reefers

Some of the best known trailer and tanker builders in the world will use the Commercial Vehicle Show as their shop window.

Among the high profile exhibitors in this sector are SDC Trailers, Gray & Adams, Doll Fahrzeugbau, Feldbinder UK, Montracon and Whale Tankers.

Making its CV Show debut will be Kässbohrer, which has manufacturing facilities in Germany, Turkey and Russia and is looking forward to expanding its market presence in the UK after returning to the British market very recently.

UK-based manufacturer SDC were the first to

return to the CV Show after the dark days of the recession and have been ever present since. For 2016, they will be exhibiting their latest Aeroliner, along with other high volume trailers.

On the tanker side, regular CV Show exhibitor G Magyar will be showing a range of its tankers, semi-trailers and swap tanks, suitable for all purposes from chemicals and petroleum to liquids and foodstuffs.

CV Show director, Rob Skelton, said: "Trailers and tankers really are the backbone of the road transport and logistics industry – what's on the back of the truck is as important as the truck itself when it comes to transporting goods in a controlled and safe manner. The wealth of exhibitors in this sector that are using the CV Show to demonstrate the diversity of their products shows just how significant this sector of the industry is."

Citroen Berlingo Takes Centre Stage

Citroën's best-selling Berlingo van had a very successful 2015.

With 16,210 registrations, it led its sector with a market share of no less than 19%. Now, to maintain its continuing success, an extensively revised Berlingo range will debut at this year's Commercial Vehicle Show.

The 2016 Berlingo range is offered with a choice of Euro 6 engines, including a VTi 95 petrol engine, BlueHDi 75, BlueHDi 100 and BlueHDi 120 diesel engines. This Euro 6 engine line-up will see operators reap the rewards of improved fuel economy, increased efficiency, with even better on-road drivability.

**THE COMMERCIAL VEHICLE SHOW WILL TAKE PLACE AT
THE NEC IN BIRMINGHAM BETWEEN APRIL 26-28**

Centenary year arrives for Isuzu

Isuzu UK has an exciting year of activity planned to mark 100 years since laying down its foundations in Tokyo, Japan.

A range of celebratory events and new models will recognise the rich heritage of the company, which is one of the world's leading manufacturers of diesel engines, pick-ups and light commercial vehicles.

Isuzu's multi award winning D-Max has been given a centennial make-over and a special edition will be on display at the CV show.

The UK-only special edition is joining the Isuzu D-Max line-up, complete with premium accessories and extensive upgrades to further widen its appeal among an ever growing spectrum of customers.

Toyota's All-new Hilux Makes UK Debut

Toyota will have two all-new models at the show, the manufacturer's first appearance at the NEC since 2008.

On show will be the Proace Verso large MPV and the Hilux pick-up truck, presently the manufacturer's only two commercial vehicles on offer in the European market.

Hilux has been quite a success for Toyota. Respected for its build quality and reliability, it is now in its eighth generations, so the new model, said to be the toughest yet, with a new ladder-frame chassis, should attract plenty of attention at the show.

Running Gear from BPW

Globally renowned for their intelligent running gear systems, BPW will highlight both their disc and drum brake axles with ECO Air COMPACT suspension and the new ECO Plus 3 hub. This new hub applies the Formula 1 principle, allowing simple removal of the entire wheel, considerably reducing servicing and maintenance times.

The BPW Group expanded their portfolio to offer an extensive range of products to support trailer builders. Alongside BPW landing legs, ERMAX lighting systems, Hestral trailer components will also be showcased. Such as their EN12642XL rated pillars,



which can be moved anywhere along the trailer side to fully access the load. Equally user-friendly, is their roof lifting system, which operates in seconds, allowing trailers to be loaded to their full potential.

Other stand highlights are Hidromas hydraulic cylinders and idem telematics systems. The fully integrated idem telematics systems give a valuable overview of transport operations allowing management to improve fleet utilisation and efficiency.

Brigade Electronics funks it up for 40th birthday

Brigade Electronics will return to the CV show this year, 40 years after the company made its debut at the same show in Earl's Court, London.

Brigade will be celebrating its 40th anniversary with a Seventies retro themed stand,

exploring the company's history and successes alongside a display of their latest products, including the new Mobile Digital Recorder and Backeye 360 Camera Monitor System.

Emily Hardy, Brigade's UK Marketing Manager said: "We

are really excited about this year's show and plan to add a touch of nostalgia and real seventies flavour, juxtaposed against Brigade today in 2016. Think orange and brown wallpaper, space hoppers, big moustaches, birthday cake and fizzy pop. We are really proud of Brigade's history and want to walk customers through time to show them how far the original concept of reversing safety has come."

Goodyear Make It Three in a Row

Goodyear returns to the show for the third year in succession and will be demonstrating why leading fleets are choosing its KMAX and FUELMAX range of tyres in particular.

The KMAX range has been developed for improved mileage performance without compromising on other

important criteria such as fuel efficiency and traction. Likewise, the FUELMAX range is for the operator seeking to optimise fuel efficiency combined with good mileage.

The Goodyear stand will also feature products from the premium retreads TreadMax range.

TruTac Launches eSignLive for Secure Digital Signatures

TruTac, the transportation software and tachograph analysis specialists, are launching a new digital signature capture feature. This new function will transform how operators debrief

and manage their driver compliance requirements.

Transport managers will have the ability to securely capture digital signatures during infringement debriefs and other documentation such as the

driver's letter on mobile devices, tablets, laptop's and PCs.

The eSignLive system enables click-to-sign and handwritten signature capture, offering a convenient and paper free way of signing reports and documents. Signers are not required to download anything and can e-sign using only a standard web browser.

Visiontrack to Exhibit new 3G telematics Camera

VisionTrack, a specialist provider of in-vehicle CCTV solutions, will be demonstrating its cutting edge 3G telematics camera to UK fleet professionals for the first time.

Attendees will be given a first-hand look at the advanced VT2000 device, which launched in January and is capable of transmitting video footage using extremely low amounts of data, making this type of technology more effective and affordable for fleets. Statistical and visual data obtained almost instantly through the camera helps aid the development proactive road safety initiatives and protects fleets against fraudulent third party claims.

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Renault Returns On 18 Year High

Following Renault's impressive performance as LCV leader in Europe for the 18th consecutive year, and its UK van sales reaching their highest ever level, the brand will return to the show in strength.

Renault will showcase 11 vehicles that illustrate the diversity and versatility of the extensive Renault LCV range. Models on display will include the Master LHL35 RWD

with a massive 17m³ of load space and the innovative Twizy Cargo and Kangoo Z.E electric vehicles.

Representing the brand's many official conversions will be the increasingly popular Master-based Welbus and the public debut of the brand new 3.5 tonne Master Passenger that can be driven on a normal driving licence. As with all Renault LCV models, the

vehicles on display will come with Renault's four-year, 100,000-mile warranty with roadside assistance.

Renault's Euro 6 advancements will be demonstrated via engine exhibits and a Euro 6-compliant Kangoo Panel Van will also be on display.

Driver Hire Showcasing New CPC Modules

A dual accreditation course in First Aid is just one of six new Driver CPC training modules being showcased by Driver Hire.

Other new topics include Vulnerable Road Users, Vehicle & Personal Safety, City Driving, the Highway Code and Spotting Hazards and Manual Handling.

"Our aim is to offer something fresh and relevant to drivers and employers," says Richard Armitage, Driver Hire's Training Director. "We work closely with

industry professionals to ensure that course content is of the highest value. That way, drivers get the most from the time they spend with us on their annual Driver CPC training day."

Licence Bureau adds Permit to Drive

Licence Bureau says it will relaunch its compliance managed services (CMS) web portal at the CV Show, but with a Permits to Drive feature.

The fleet licence checking and compliance management software provider explains that the new feature will allow driving documents to be added for each driver to the portal, issuing a Permit to Drive only when he or she meets the necessary criteria for the vehicles they operate.

Drivers not granted a Permit to Drive will be notified automatically and advised on what they need to do – and fleet managers will see alerts.

Mandata to showcase latest connected innovations

Included this year are further advances in Mandata's flagship Transport Management System; an integrated system that brings everything together in one place and where hauliers can do everything from processing and managing jobs to invoicing all in one place.

The TMS features a drag and drop Traffic Pad launched at last year's show. Hauliers can take a control tower approach to planning and monitoring jobs and loads, managing large volumes of work with great visibility. New for the show will be a Manifest App that makes sending information to and from drivers easy.

RHA focus set firmly on the future

Fortune telling is not being currently listed among the many services the Road Haulage Association offers its members, but visitors to stand SG30 at the 2016 Commercial Vehicle Show will see the RHA's focus set firmly on the future.

There will be an important announcement about a brand new service provision for members, which will complement its existing best in class portfolio.

The RHA's policy team and other experts will be on-hand to discuss the ever-increasing number of industry issues, including the driver shortage, cycle safety, congestion and the daily impact of the Calais migrant crisis on UK-bound hauliers crossing the Channel.

The RHA will also be announcing full details of its plans for national Lorry Week 2016. This year the theme is 'the next generation'



Diagnosing Stubborn Braking Problems

Roger Thorpe, engineering manager at axle and suspension manufacturer BPW, explains how its technical services department diagnoses stubborn braking problems



In the last edition of Export & Freight, we discussed techniques of analysis using the evidence that might appear on the foundation brake – i.e. the pads/linings and the discs/drums. In this second part, we look deeper into diagnostic

procedures using data that can be taken either from the trailer EBS system or by using external test equipment.

In the previous article we used case studies to describe the analytical methods used. These cases crop up very often, and so

it was appropriate to adopt this method of description. The techniques described in this piece are used to investigate more stubborn cases, and as such, case studies are not appropriate and a more theoretical approach is adopted.

THE THEORY

In order to understand what follows, it is necessary to understand the basics of the calculations that are carried out in order to set the braking parameters for each trailer.

At BPW Limited, our technical services department offers a brake calculation service to the trailer builder, in order that he can submit it with his type approval documents. Pressures in the braking systems on the tractor and trailer are referenced to the pressure in the yellow service connection (coupling head) between the two, as this is the only point which is common to both systems. We call this point 'pm'.

During calculations, variables such as wheelbase, centre of gravity height, weights and tyre size are taken into account. The calculation produces a graph of retardation versus coupling head pressure.

If you look at the typical graph for a laden semi-trailer (Fig. 1) you will see that the performance curve (the red line) lies between two blue lines which form an upper and lower

bound. We refer to these blue lines as the braking corridor. For semi-trailers, the performance at 6.5 bar 'pm' has to be a minimum of 45 per cent.

There is a similar graph for the tractor units and a typical one is shown in Fig. 2. In this case, the performance curve is shown as a green line in a black bounded corridor. For tractor units, the performance at 6.5 bar 'pm' has to be a minimum of 50 per cent.

If the balance of braking between tractor and trailer is equal, then the two braking curves would be coincident. Any disparity between the two curves means that either the tractor or trailer will be predominant when braking.

If we superimpose the typical tractor and trailer curves we get the situation shown in Fig. 3. A closer inspection of Fig. 3 will show that the tractor and trailer curves are only coincident at a pressure setting of 1.5 bar 'pm'. In fact this situation is quite normal: 95 per cent of all brake applications occur at a 'pm' pressure of less than 2 bar.

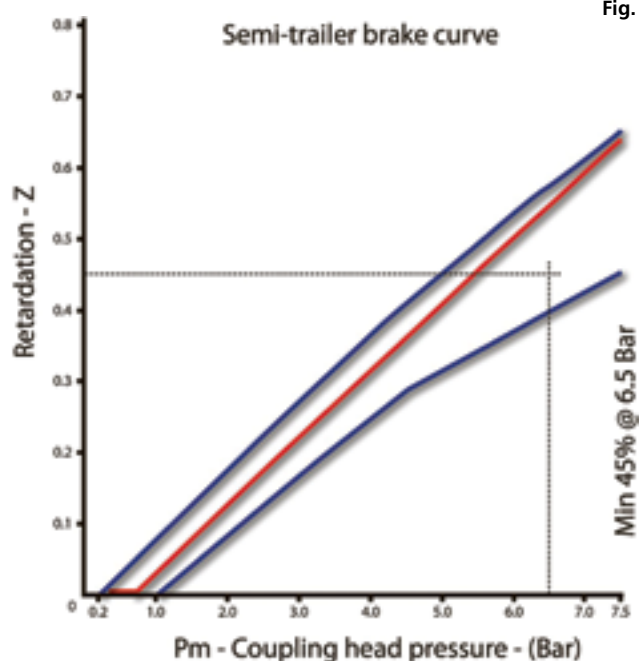


Fig. 1

So you will see that if we can achieve coincidence, or compatibility in this region of the graph, then we will have taken a huge step in achieving a tractor/trailer combination

which has balanced braking.

The remainder of this article deals with the principles of analysis using data from the EBS system or by conducting dynamic testing methods.

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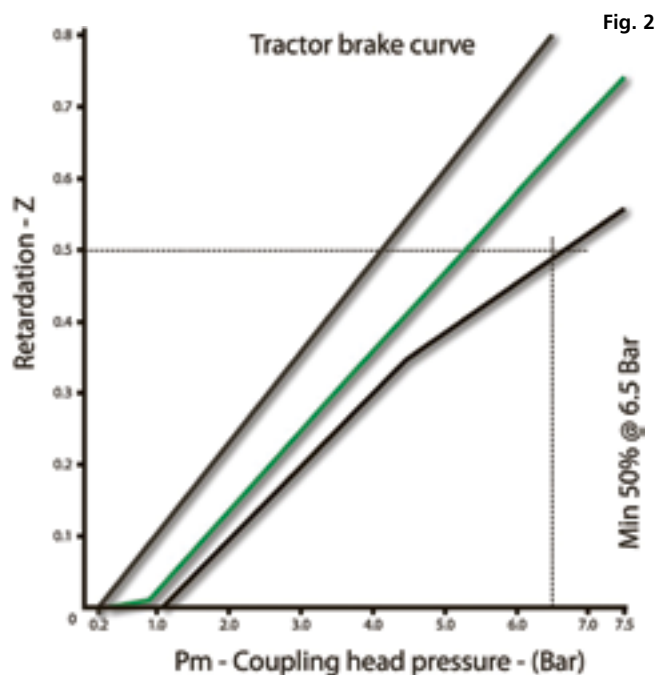


Fig. 2

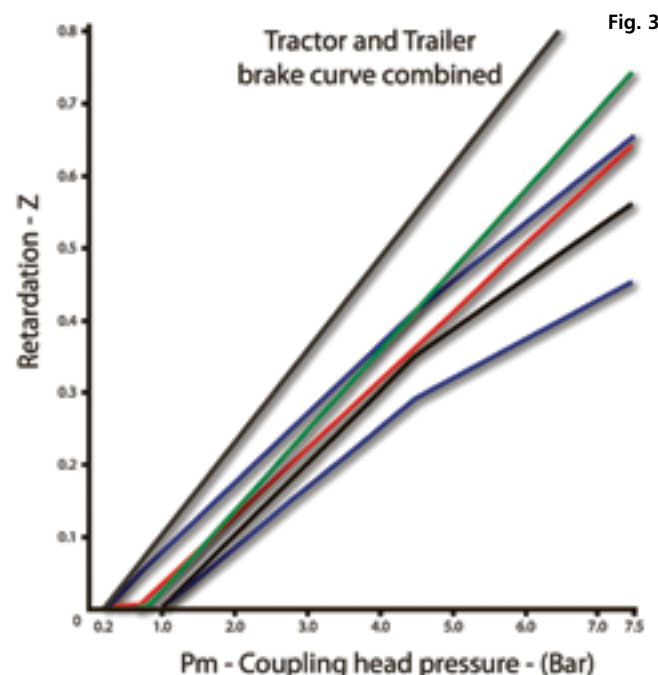


Fig. 3

EBS SYSTEMS

In most EBS systems there are two sets of data. There are the parameter settings that control how the trailer will behave under braking, and there are the on-board diagnostics that record a history of braking events.

If we are called to investigate a braking problem where simpler diagnostic methods have failed to locate a cause, then there may be clues within the EBS system. In order to look into the parameter settings and the on-board diagnostics, the PC interface and software supplied by the manufacturer of the EBS system are required.

The first thing to check is that the parameter settings agree with the calculation for that particular semi-trailer. An experienced engineer will also know if the parameters are 'normal' for the type of vehicle and

operation that is under investigation.

Any abnormality here will be compared with the evidence shown on the friction surfaces, and it may be necessary to make adjustments to the brake calculation and parameter settings in order to restore normal brake operation. Further information may be available in the on-board diagnostics log.

Here we would be looking for any of the following:

- Evidence of abnormally high (or low) braking pressures
- A high number of ABS cycles
- A high number of roll stability cycles
- Overloading (or insufficient loading)
- Driving over speed

Again, any abnormality will be compared

with the friction surfaces and parameter settings, and steps can be taken to rectify the situation with adjustments to the parameter settings. Sometimes it is necessary to consult with the manufacturers of the tractor units if the braking demand from the tractor is too high (or too low).

In a typical braking manoeuvre the tractor unit has control: it can vary the balance of braking between the two halves of the combination by adjusting the 'pm' pressure to increase or reduce the amount of braking on the trailer.

It should be remembered that damaged friction material may take a long time to recover, and in some cases may not recover at all, so after adjustments have been made the friction material may have to be replaced in order to see the effects of those adjustments.

DYNAMIC TESTING METHODS

In stubborn cases we have to resort to dynamic testing. In the days of ABS braking systems, it was sufficient to check tractor and trailer balance with pressure gauges connected to key points within both braking systems. These tests were conducted with the vehicle stationary. With EBS systems, the brake settings are modified dynamically by the tractor unit during journeys, so static testing is no longer valid. In

these cases we use dynamic, real-time testing equipment that we have developed ourselves here at BPW.

This equipment can measure air pressure, friction surface temperature, speed and acceleration on both the tractor unit and the trailer. The data is continuously sampled and collected by a laptop computer in the cab of the tractor unit. The process normally takes three days. A very large amount of data

will be gathered during these tests, and this can take many days to analyse. Sometimes during the testing process, parameter settings on the trailer will be changed and the effects observed whilst running.

If we are working in conjunction with a tractor manufacturer, he too may make parameter adjustments and then observe the effect of his modifications.

Sometimes this process of adjustment and re-test will cure the problem and no further

action will be necessary. In most cases though, the data will be analysed and discussions will take place, after which changes will be recommended. After a period of normal vehicle use, the friction material will be inspected in order to see if the problem has been resolved.

BPW offers a 'Braking Technology' training course, details of which are available from the company's technical services department, see below for contact details.

New Vito Urban Edition Launches



Mercedes-Benz Vans has launched a new, UK-focused vehicle – Vito Urban Edition, which has been created for van users who operate in the urban environment.

The innovative seven-speed 7G -Tronic Plus automatic transmission is standard in Vito Urban Edition – the only mid-size van available with a full torque converter auto gear box. This improves urban fuel consumption and reduces driver fatigue, while also offering a positive influence on vehicle wear and tear.

Additionally, Vito Urban Edition comes with Becker® MAP PILOT, enabling ease of navigation through complex city and town centres with lane recommendation in the instrument cluster, speed limit display and the ability to calculate the most efficient route offering the greatest potential fuel savings.

Also included with Vito Urban Edition is a reverse camera, which offers a close-range camera in the tailgate/rear doors to capture the area around the rear of the vehicle and display the image on the full colour Audio 15 head-unit. Laid over the image are dynamic guide lines, to assist manoeuvrability, and the photo-realistic display helps to spot hazards, such as pedestrians, behind the vehicle.

Vito Urban Edition is available exclusively as a 114 BlueTEC van model, in compact, long and extra-long body lengths. The BlueTEC diesel engine complies with the Euro 6 emissions standard for enhanced environmental responsibility and offers amongst the lowest CO2 emissions figures in the Vito range at just 161g/Km.

C-Tec bonds with Mercedes-Benz Vans

As a leading supplier of sealant and adhesive products, C-Tec Belfast cannot afford to be stuck with unreliable vans – that's why the company has turned to Mercedes-Benz to fix its transport needs.

C-Tec Belfast is the official distributor of CT1 range of glues and sealing compounds throughout Northern Ireland and Wales, to builders' and plumbers' merchants, hardware stores and other retailers. To provide this service the company runs a Mercedes-Benz Vito and a pair of smaller Citans, supplied by local Dealer Mercedes-Benz Truck & Van (NI).

"We initially bought a van from another manufacturer but it let us down, and the back-up was simply not good enough," recalled proprietor Gavin Cairns. "We replaced it with our Vito and the difference was immediately apparent. Not only was the vehicle itself a class apart in terms of overall quality, but the service from Mercedes-Benz Truck & Van was streets ahead too."

"As dedicated commercial vehicle specialists they clearly understand our business and are always willing to be flexible to help keep us on the road – for instance, scheduling any maintenance outside our own working hours,

to avoid unnecessary downtime. It was this combination of top quality vehicles and excellent service that led us back to Mercedes-Benz when we needed two more vehicles."

C-Tec Belfast added the long-bodied Citan 109 CDIs after taking on responsibility for CT1's distribution service in Wales – one is run by sales representative Geoff Richards, the other by sales support assistant Alex Gibby.

"The Citans are great, very comfortable and relaxing to drive but with large and easily accessed cargo areas," continued Mr Cairns. "Geoff and Alex are delighted with them, and are already reporting that they seem to be very fuel-efficient. They also look really smart in our CT1 livery, and help to reflect the high standards of professionalism and customer service on which we've built our business."

The Mercedes-Benz Citan is the smallest and most economical van to wear the three-pointed star of Mercedes-Benz – powered by an advanced 90 hp engine, the 109 CDI version boasts a combined cycle economy figure of up to 61.4 mpg.



Sticking together: Alex Gibby, right, and Geoff Richards with their Mercedes-Benz Citans

Volkswagen launches iPad sales aid for Van Centre network

Volkswagen Commercial Vehicles has taken one step closer to the showroom of the future with the launch of a new iPad sales aid. Designed to improve the customer experience and streamline the van selection and purchase process, Volkswagen's iPad sales aid makes choosing the right vehicle simple and straightforward.

The new iPad sales aid has been developed for use with all customers, regardless of whether they need one or a thousand vans, and offers a simple-to-use information source to help with the early stages of the sales process.

The flexible tool offers a streamlined approach to selecting new vehicles with the aim of making the process quicker and more focused towards a customer's business needs. It can be used in a showroom, or taken, as a 'showroom in the hand' to a customer's premises for a meeting.

Highlights of the tool include a simple and intuitive 'smart questions' function which analyses the customer's business needs, and, taking into account requirements for payload, dimensions, crew carrying capacity, economy and equipment, makes recommendations of suitable vehicles.

'Know it now' helps customers and sales staff quickly access key information, saving the need for multiple brochures and data sources; while a one-click email function enables all the information discussed during a meeting to be sent straight to the customer's inbox for further review or reference.

A three month pilot has been run across 20 Van Centres within Volkswagen Commercial Vehicles' dedicated network, with the new tool receiving positive feedback from customers and sales staff alike. Following a review of the pilot, it is planned that the iPad sales aid will be rolled out to the entire network of 72 Van Centres by the end of the year, and will become an integral part of the sales process thereafter.



More Awards for Vauxhall Van Range

Vauxhall's Brit-built Vivaro has been crowned overall winner at the Business Van Awards 2016, which were presented recently in London.

Martyn Collins, editor for Business vans stated "Which van is great to drive, affordable to run, and has a well-equipped interior that can double as an office? That'll be the Vauxhall Vivaro." He added, "When combined with the practical load area with the clever FlexCargo load-through bulkhead, it's not difficult to see why the Vauxhall is our top van." And on top of that, the Vivaro has also been named Best Large Trades Van for the second year running.

"The Vivaro has kept its Best Large Trades Van award thanks to its impressively practical load area, exactly what trades need. And it's British built, as well." The Vivaro was also awarded Best Green Van. "Vauxhall's development of the latest 1.6-litre, (120PS) Bi-Turbo diesel version of the Vivaro is class-leading," added Martyn. "It even features a 47.9 mpg consumption figure, a theoretical 800 mile range and it's one of the most attractive and easy to drive vans on the market." This accolade is the fifth in recent

months, with the Vivaro also taking Medium Van of the year and Used Van of the Year at the What Van? Awards, along with Fleet Van of the Year at the Motor Transport Awards and Best Medium Panel Van at the Commercial Fleet Awards. With so many plaudits, it's no wonder the Vivaro is a popular choice for a number of major companies including BT Fleet, British Gas and Homeserve. The largest van in Vauxhall's range, the Movano, also scooped Best Heavy Van 2016.

"This class of van needs to be tough yet reliable, the ability to be fuel-efficient and offer a wide range of different versions to suit all tastes is also key. That's exactly what the Vauxhall Movano offers." "We are delighted to be recognised by Business Vans," said Richard Collier, Vauxhall's National Commercial Vehicle and B2B Sales Manager. "The Brit-built Vivaro continues to succeed due to its practicality, efficiency and comfort."



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VAUXHALL

3 Years Warranty up to 100,000 miles. The warranty will expire when the vehicle has reached either 3 years or when the mileage limit has been exceeded, whichever occurs first. The warranty includes Vauxhall's standard Customer Care Commitment of a one-year unlimited mileage manufacturer's warranty and a second and third year manufacturer's warranty with 100,000 mile limitation. The warranty excludes wear and tear and serviceable items, and the vehicle has to be serviced in accordance with the manufacturer's servicing schedule. Terms and conditions apply. Available at participating Retailers only. Warranty only available on vehicles sourced from General Motors UK Limited. Full details available from your Vauxhall Commercial Retailer. Correct at date of going to press.

NISSAN NP300 NAVARA

Taking the Rough with the Smooth in Style

Having spent a few hours behind the wheel of the all-new Nissan NP300 Navara, we can now fully appreciate why it has won the coveted International Pick-up award 2016, writes Van Ireland's Phil Eaglestone.



The Navara's revised rear suspension designs have also improved manoeuvrability. Thanks to a reduction in wheelbase of 50mm, the latest-generation model now has a turning circle of 12.4m.

Four-wheel Drive

The four-wheel drive system builds on the strengths of the previous generation model to deliver surefooted traction over rough terrain, as we discovered.

The system is engaged and disengaged electronically via a rotary button located on the dashboard. For best economy and handling you can stay in 2WD mode on the road. For off-road conditions you can select the 4HI mode while driving up to 100km/h. Further highlighting the NP300's off-road credentials is the facility to engage low range. Designed to help the vehicle up steep and slippery inclines, the 4LO setting provides even more torque at the wheels. For those in tricky off-road situations a mechanical diff-lock is available.

The new NP300 Navara is fitted with an electronic limited slip differential (eLSD). This advanced system uses braking sensors that constantly monitor wheel speed; if one wheel on an axle is detected as spinning faster than the other, braking pressure is briefly applied to slow the faster wheel. The end result is improved cornering balance and a more secure feel.

Further safety and convenience features include Cruise Control, Hill Descent Control (HDC) and Hill Start Assist (HSA), all of which have been developed to meet the specific demands of NP300 Navara owners, as well as keyless entry, rear camera and parking sensors.

Efficient Engines

Great engines need great transmissions, and once again the new NP300 Navara excels. We are told that the new 2.3-litre dCi engine is up to 24 per cent more efficient than the unit it replaces and is the cleanest and most economical in its sector.

Available with two power output options, 120kW and 140kW, the range-topping version introduces twin turbocharging technology, which is the first time for Nissan in this segment. Thanks to such considerable gains in fuel economy, Nissan say owners should benefit from exceptionally low running costs coupled with substantially reduced CO2 emissions; indeed, it is claimed owners of the new NP300 Navara could save up to £1,500 in fuel costs alone when compared to the previous model over three years / 60,000km.

This recently-launched pick-up fought off stiff competition from the Mitsubishi L200 and Ford Ranger at a ceremony in Lyon, France, with judges praising its superior on-road and off-road capabilities, strong engine performance and payload capacity. It underwent the rigorous International Pick-up testing process, being judged for its off-road ability, on-road performance and its value for money. It was also tested on its ability as a workhorse, which included comparing towing capabilities.

We, too, had the opportunity to judge for ourselves, putting this new 12th generation Navara through its off-road paces in the beautiful yet rough terrain of the Yorkshire Dales, as well as along the less demanding and smoother on-road route through the Buttertubs Pass between Hawes and Swaledale.

Our base for the day was the 17th-century castle now known as the Swinton Park Hotel, which is surrounded by 200 acres of parkland in North Yorkshire.

From here, we had easy access to the Dales and all that they had to offer.

While the scenery was spectacular, it was the Navara that captured our attention, with its wealth of innovative technology such as Around View Monitor (AVM) and Forward Emergency Braking (FEB), unique to the pick-up market.

This new model is a fully updated version of the previous generation, with a robust and tough chassis which introduces a host of new engineering features designed to further improve drivability and practicality, using as it does the same crossover DNA that produced landmark passenger cars such as the class-leading Qashqai, X-Trail and Juke.

Those car-like refinements certainly add style and comfort to the Navara, while its off road capabilities are clearly enhanced by an all-new five-link rear suspension system for the Double Cab model; the King Cab version features a substantially updated version of the leaf spring design fitted to the previous generation model.



// The four-wheel drive system builds on the strengths of the previous generation model to deliver surefooted traction over rough terrain //



Payload

Of course, most pick-up owners need their vehicles to earn their keep, so its load carrying and towing abilities have to be fit for purpose, and the Navara doesn't disappoint.

With payload ratings in excess of one tonne across the range and an impressive towing capacity of 3,500kg, it is ready for the toughest and most demanding of jobs - or leisure pursuits.

The load bed itself is home to further Nissan innovations in the form of the brand's acclaimed C-channel load system. With heavy-duty channels on the rear cabin bulkhead and bed sides, owners have complete flexibility when it comes

to securing vulnerable loads. Because the clamps slide along the C-shaped channel tracks, even the most unusually shaped load can be secured with ease.

To help owners go further with more, the new Double Cab's load bed is 67mm longer than the previous model, with a sector-best load bed length of 1,578mm; the King Cab's load bed measures 1,788mm in length.

Trim Grades

Incidentally, this new Navara range features four trim grades: Visia, Acenta, N-Connecta and Tekna - but no matter what trim level you choose, all models come with seven airbags,

electronic braking differential, cruise control and power windows.

And there's a wide range of accessories to tailor your pick-up to your specific needs, such as tow bars and bed liners (plastic and aluminium), along with a sliding tray for the load bed and a new design of hard top that provides protection and security for loads. Nissan also offers a range of styling accessories, including alloy wheels, side rails and chrome trim.

We have to agree with Nissan's claim that the new NP300 Navara, with its impressive array of performance, safety, technology, comfort and convenience features, coupled with efficient running costs, really is an ideal and great looking partner for work and leisure.

Buoyant Year for Irish Continental Group

Irish Continental Group say 2015 has been another successful year, with a positive operational and financial performance in both the Ferries and Ro Ro Freight divisions building upon the continued Irish economic recovery.

During 2015 the Group benefited from lower world fuel prices, stronger Sterling and increased carryings. The Group maintains a pivotal position in facilitating Ireland's international trade and tourism and is operationally geared to the economic recovery in Ireland.

Commented Chairman John B McGuckian: "We have seen the benefits of this recovery continue into the early weeks of 2016 which, notwithstanding

a weakening in Sterling and assuming current oil prices, gives us confidence that we can look forward in 2016, in the absence of unforeseen developments to further growth in revenue and earnings."

Revenue for the year grew by 10.5% to €320.6 million. EBITDA for the year increased by 49.5% to €75.5 million. Adjusted EPS, which excludes non-trading items, and the net interest cost on defined benefit pension obligations, was 87.7% higher at 29.1 cent.

FERRIES DIVISION

Revenue in the division was 10.6% higher than the previous year at €203.9 million (2014: €184.3 million). Revenue in the first half of the year increased 11.3% to €86.5 million (2014: €77.7 million), while in the second half revenue increased 10.1%, to €117.4 million (2014: €106.6 million). EBITDA increased to €63.7 million (2014: €43.1 million) while EBIT was €48.1 million compared with €28.0 million in 2014.

The increase in profit was primarily driven by increased freight and passenger revenue and lower fuel prices in the year compared with 2014.

RORO FREIGHT

The RoRo freight market between the Republic of Ireland, and the U.K. and France, continued to grow in 2015 on the back of the Irish economic recovery, with the total number of trucks and trailers up circa 6% to approximately 888,000 units. On an all-island basis, the market was up around 4% to

approximately 1.66 million units. Irish Ferries' carryings, at 272,500 freight units (2014: 247,900), were up 9.9% in the year reflecting a strong performance by Irish Ferries relative to the market (volumes were up 11.5% in the first half and 8.5% in the second half). The freight market enjoyed excellent growth in 2015 helped by favourable economic condition in the Republic of Ireland. These economic factors in addition to the introduction of the 'Epsilon' in 2013 with the increased frequency it has provided has allowed the division to outperform the market.

CONTAINER DIVISION

Overall container volumes shipped were up 3.4% compared with the previous year at 286,500 teu (2014: 277,200 teu).

Containers handled at the Group's terminals in Dublin Ferryport Terminals (DFT) and Belfast Container Terminal (BCT) were up 32.9% at 248,500 lifts (2014: 187,000 lifts). DFT's volumes were up 6.6%, while BCT's lifts were up 146.4%. The increase in Belfast arises from the awarding in April 2015 by Belfast Harbour Commissioners (BHC) of the Services Concession to BCT for the operation of a combined container terminal at Victoria Terminal 3 (VT3). The process of combining the two existing container terminals in Belfast began in June and was completed in September.

CARS AND PASSENGERS

It is estimated that the overall car market, to and from the Republic of Ireland, grew by approximately 1.2% in 2015 to 789,000 cars, while the all-island market,

i.e. including routes into Northern Ireland, is estimated to have remained flat.

Irish Ferries' car carryings performed strongly during the year, at 400,900 cars, (2014: 381,800), up 5.0% on the previous year. In the first half Irish Ferries grew its car volumes by 7.1% while in the second half, which includes the busy summer holiday season at 3.6%.

TRADING OUTLOOK

Since the Group's last update to the market, trading conditions have remained favourable. The improved momentum has continued into the first two months of 2016.

In the period to date cars are up 4% on last year and passenger carryings are 1% ahead of 2015. RoRo

freight volumes are up 14% on the same period in 2015. In the Container and Terminal Division containers carried are up 12% while port lifts reflecting the expanded operations at Belfast Port are up 53% year to date.

"Lower world fuel prices will continue to help performance although the recent weakening of Sterling will affect the Euro value of UK originating revenues. As a result of these factors, and the ongoing

improvement in the economic outlook in our sphere of operations, we look forward, in the absence of

unforeseen circumstances, to further growth in revenue and earnings for the financial year 2016," says the Chairman.

DFDS Welcomes Second New Ferry on Dover-Calais Route

Award-winning ferry operator, DFDS, has welcomed its second new ferry, Côte des Flandres, on its Dover-Calais service. The ship recently sailed into Dover after its inaugural voyage from Calais.

The passenger and freight ferry has been transformed in her brand new DFDS livery, mirroring sister ship, Côte des Dunes, which came into service on February 9th.

The ship has undergone extensive interior renovations, creating modern and spacious passenger facilities such as the Lighthouse café, self-service restaurant the 7Seas and a large shop stocked with a variety of holiday essentials and luxuries.

With the addition of Côte des Flandres, DFDS has increased its daily schedule of sailings between Dover and Calais to up to 30 per day. When combined with DFDS' three ferries on the Dover-Dunkirk route, DFDS now operates six ships in total on the Dover Strait, with up to 54 daily sailings to the two French ports.

Not only has this allowed daily departures from Dover to Calais to increase by 50%, but the new ships have also enabled DFDS to significantly increase capacity by 70% for freight and tourist customers on the Channel route.

Stena Line joins global fight to shut down illegal wildlife trafficking routes

The signing of a new declaration at Buckingham Palace committing the leaders of the global transportation industry to major steps to fight criminal wildlife trafficking has been hailed by The Duke of Cambridge as 'a game changer in the race against extinction.'

Hans Norén, Stena Line's UK Chairman, joined 40 CEOs, Chairmen, and other leaders

of airlines, shipping firms, port operators, customs agencies, intergovernmental organisations and conservation charities from around the world to become the founding signatories of the Declaration of the United for Wildlife International Taskforce on the Transportation of Illegal Wildlife Products.

The Buckingham Palace Declaration is the result of a year's

worth of meetings, research, and coalition building by the United for Wildlife Transport Taskforce, convened by The Duke of Cambridge and chaired at His Royal Highness's request by Lord Hague of Richmond. Transport representatives on the Taskforce include companies and organisations based in China, USA, UAE, Kenya, the UK and Denmark.

2016

EXPORT &
FREIGHT
GUIDE TO SHIPPING

guide to **SHIPPING**

IRELAND BOASTS A LEADING EDGE
PORTFOLIO OF SHIPPING SERVICES THROUGH
A VARIETY OF SHIPPING LINES AND AGENTS
THROUGHOUT THE ISLAND.

THE FOLLOWING PAGES ARE DEDICATED
TO PROVIDING A COMPREHENSIVE LIST OF
SEABOUND SERVICE SCHEDULES AVAILABLE
TO EXPORTERS, INCLUDING ROLL-ON/ROLL-OFF
FERRY CONNECTIONS, DIRECT LINES
SAILING FROM IRISH PORTS AND WORLDWIDE
SHIPPERS OPERATING FROM IRELAND.

Cruise ship the Saga Pearl will return this summer along with three other expected cruise ship calls to Warrenpoint Harbour.



Warrenpoint Harbour Marks Another Record Breaking Year

For the third year in succession, tonnage has grown to new levels, up three percent on the previous year to a record 3,240,000 tonnes, while turnover increased to £5.3m, a seven percent rise.

Container traffic rose by an impressive 17%, grain imports are up 4% and there's been quite a significant increase in timber and European sourced steel, underpinning the continuing improvement in the construction sector.

There was also a dramatic increase in the export of cement, with the port handling 178,000 tonnes of bulk cement, most of which was destined for the south of England which is experiencing a boom in construction.

Although the port lost the services of the Cardiff Container Line during the year, the link has been successfully maintained by one of Ireland's most innovative logistic companies, Cronus Logistics. It has integrated Cardiff into its Irish Sea schedule

as part of its ambitious plans to strengthen its expansion of the southern UK to Ireland gateways.

This new operation enables Cronus Logistics to offer door-to-door services for all full load cargoes whilst specialising in the steel, forestry and building sectors between Warrenpoint, Dublin, Bristol and Cardiff.

The new gateway to Ireland dovetails neatly with Cronus Logistics' investment in the steel and metals markets, according to managing director, Nicola Walker. "Helping to keep the Cardiff service and port operation viable was only part of the reason we moved into Cardiff. This fits in with our own business

model and coupled with our internal knowledge and investment in bespoke equipment to handle steel and other heavy metal engineering products represents a significant step in our development."

Approaching its 20th anniversary year Seatruck Ferries, too, continues to contribute significant business to Warrenpoint, with daily crossings to and from Heysham.



Warrenpoint Harbour's Peter Conway (left) with Liam McCaffrey, CEO of Quinn Industrial Holdings Limited.

NEW FACILITIES

Meanwhile, the port has also established additional storage facilities for timber as part of the process of developing land that was acquired several years ago, while plans are in place for the construction of seven tanks to hold carbon dioxide for the food and drink sectors in Ireland.

It all means more job opportunities at the port where over 200 people work every day, with the port responsible for a further estimated 1,200 jobs in the local economy.

Another major focus for the port during the coming year will be the continued campaign to highlight the need for a by-pass road to facilitate traffic from the A1 accessing the south Down area.

"We understand it is now on the 'to do' list as Warrenpoint Harbour is designated by the European Union as a 'comprehensive port' meaning we should get priority to link into core road networks," explains Peter, who has been re-elected to the Council of the British Ports Association for another term; the port successfully hosted the association's annual conference in 2014.

NEW CONTRACT

"The upward trend at the port has continued this year," says Peter Conway, who adds that the port is well placed to handle even further growth, with the Harbour Authority recently signing a contract with Quinn Cement (NI) Limited which will see the construction at the port by this September of five new cement silos with a

total storage capacity of 7,500 tonnes dedicated to the export of bulk cement from the Quinn Cement operations in Ireland.

The ten-year renewable agreement between Quinn Cement and WHA, which underpins the £2.5m investment, is a major statement of intent by both parties and will assist Quinn Cement in significantly expanding its operations in

the UK while at the same time providing additional long-term throughput at the port.

"This new ten-year agreement and capital investment project consolidates an already excellent business relationship between the port and Quinn Cement and we look forward to working in partnership in further growing this export volume in the years to come."



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Seatruck leaps ahead on the Dublin-Liverpool route

Seatruck Ferries, the Irish Sea freight specialist, has added a larger third vessel to the Dublin-Liverpool route.



Seatruck CEO Alistair Eagles

The current vessel has been replaced by a larger and faster P series vessel almost doubling the freight capacity with space for 110 trailers per sailing.

The third vessel on the route was only added in mid-November 2015 but has already attracted significant flows of new traffic since its introduction.

The deployment of a proven P series vessel as the 3rd vessel to run alongside the two larger FSG vessels will ensure that Seatruck can deal with the strong

and continued growth in their Dublin-Liverpool route. Mid-week, Seatruck now offers three sailing per day in each direction.

The vessel switch is in direct response to demand and feedback from the Seatruck customer base and the schedule has been tailored to reflect the changing needs of the Irish market. Crucially it will add further capacity during the busy midweek period.

The 110 unit vessel will bring speed, schedule reliability, free height and even faster turnaround times in port. Drivers will appreciate the single berth en-suite cabins and comfortable lounge area. The ship also benefits from a ramp interface to the lower hold in place of a lift.

Driver shortages are causing operators to reassess their traditional accompanied method. Seatruck Ferries believes in a switch to greater volumes of unaccompanied movements from ports, which reduces road mileage compared with the transit through Wales or Scotland. As economic conditions improve, this addition is the next stage in Seatruck Ferries' strategic development plan.

This positive move will complement the existing Seatruck

services from Warrenpoint-Heysham and from Dublin-Heysham. The M6 Link road is nearing completion and will dramatically reduce the transit time to Heysham Port from junction 34 of the M6.

Seatruck CEO Alistair Eagles comments: "Since the introduction of the third vessel on the route volumes for Seatruck have grown quickly and strongly. I have absolutely no doubt that this switch to a larger vessel will allow operators to take further advantage of Seatruck Ferries services.

"As we approach our 20 year anniversary it seems fitting that we are continuing to listen carefully to the market and then reacting decisively and rapidly to their changing needs. We are all really excited about the extra space that we will soon be able to offer to both existing and new customers. 2016 will be a pivotal year for Seatruck with not only the additional capacity on this route but with the opening of the M6 link which will be a game changer for the development of our routes from the Port of Heysham."

Cronus Shows Its Mettle With New Cardiff Gateway

Cronus Logistics is now working with the Port of Cardiff in a move that guarantees container services continue to operate from Wales and expands the southern UK gateways to Ireland.

It has engaged with Associated British Ports (ABP) and integrated Cardiff into its Irish Sea schedule, all part of its ambitious plans to strengthen its expansion of the southern UK to Ireland gateways. This new operation enables Cronus Logistics to offer new door-to-door services for all full load cargoes whilst specialising in the steel, forestry and building sectors between Warrenpoint, Dublin, Bristol and Cardiff.

The new gateway to Ireland dovetails neatly with Cronus Logistics' investment in the steel and metals markets, according to Managing Director, Nicola Walker.

"Helping to keep the Cardiff service and port operations viable was only part of the reason we moved into Cardiff. This fits in with our own business model and coupled with our internal knowledge and investment in bespoke equipment to handle steel and other heavy metal engineering products represents a significant step in our development. The service began at the end of February and we can now provide door-to-door services from both Cardiff and Bristol in the UK as

well as Dublin and Warrenpoint in Ireland."

The 14-acre railhead at Cardiff provides a connected rail terminal linking directly into the national rail network opening up the whole of the UK and potential new markets. At Cardiff, full-length intermodal trains will now be discharged and loaded directly into the terminal. With an increase in rail traffic, Cardiff also has a large area of open and covered storage next to the railhead that can easily accommodate large shipments.

Irish cargoes can also benefit from onward transit from both Cardiff and Bristol on Borchard Lines West Mediterranean service, with sailings every 5 days. By utilising niche ports, Borchard Lines sails to/from Leixoes, Castellon, Salerno, Piraeus, Limassol, Ashdod, Haifa, Beirut, Alexandria, Mersin and Salerno. Cronus Logistics via the Port of Dublin is now also acting as the weekly feeder service to the Line.

Nicola Walker sees this step as vital in developing Cronus Logistics door-to-door services and also as a natural fit for the company.

"Over the past 12 months we have increased our services across the Irish Sea and developed a strong link with the Port of Bristol and the southern part of the UK. Wales and Cardiff fit nicely into our plans for the steel, metals and forestry sectors, all areas we have strong experience and knowledge operating in. We have shown there is a more logical approach to door-to-door deliveries between Ireland and the UK. Now by linking these four ports through our own services we can strengthen the offerings to these core sectors to offer reduced road miles, lower CO2 emissions and tailored deliveries to customer needs."

Ralph Windeatt, Head of Commercial, ABP South Wales ABP, said: "We're pleased to welcome Cronus as a new operator for the route and hope that the additional capacity they will bring will allow more customers to benefit from the service and support economic growth and job creation in South Wales and beyond. We look forward to working with Cronus to provide a first-class service to users of the line via Cardiff."

The Irish Sea Freight Specialist

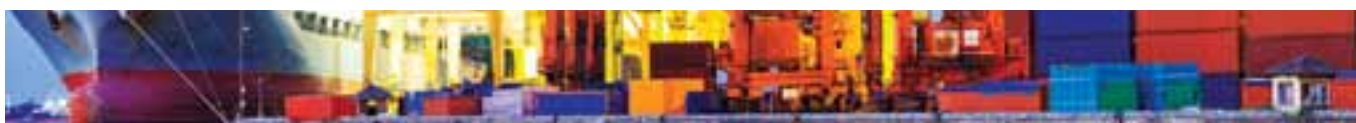
- Over 50 weekly departures
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Warrenpoint

Dublin

Heysham

Liverpool



Welcome to Our Annual Comprehensive Guide to Shipping

This exclusive and comprehensive listing of every freight and passenger ferry operator, shipping line and shipping agency in Ireland has proved to be an invaluable reference point for the industry down through the years.

It covers every area across the ro-ro and lo-lo sectors and is designed in a simple, easy to understand format so that potential customers can see at a glance whatever information they need.

This year also sees the introduction of a list of services offered by the shipper, which range from Abnormal Load Exports to Export Documentation Services and Project Cargo Management.

ROLL-ON/ROLL-OFF services

SEATRUCK

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HEYSHAM	Warrenpoint	Seatruck Ferries	2 x Daily Tues-Fri each direction 1 x Daily Sat, Sun, Mon	Warrenpoint: 09:00, 21:00 Heysham: 08:30, 22:00 Warrenpoint: Sat & Sun 21:30 Mon 20:00 Heysham: Sat 22:00 Sun, Mon 21:00	Seatruck Panorama & Clipper Pennant	Ro/Ro Freight Trade Cars	Warrenpoint: T. 028 4175 4400 F. 028 4177 3737 Heysham: T. 01524 853512 F. 01524 853549	Email: sales@seatruckgroup.co.uk
DUBLIN	Heysham	Seatruck Ferries	1 x Daily Tues-Sun ex Heysham 1 x Daily Mon-Sat ex Dublin Sat 19:00	Heysham: Tues-Sat 02:15 Sun 19:00 Dublin: Mon-Fri 15:15	Seatruck Pace	Ro/Ro Freight Trade Cars	Heysham: T. 01524 853512 F. 01524 853549 Dublin: T. 00353 1 8230492 F. 00353 1 8559444	Email: sales@seatruckgroup.co.uk
DUBLIN	Liverpool	Seatruck Ferries	2 x Daily Tues-Fri each direction 1 x Daily Sat-Mon each direction	Liverpool: 08:30, 21:30 Dublin: 09:00, 21:00 Liverpool: 21:30 Dublin: 21:00	Seatruck Progress, Seatruck Power	Ro/Ro Freight Trade Cars	Liverpool: T. 0151 9333660 F. 0151 9550553 Dublin: T. 00353 1 8230492 F. 00353 1 8559444	Email: sales@seatruckgroup.co.uk

IRISH FERRIES

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HOLYHEAD	Dublin	Irish Ferries	2 round trips per day	Dublin: 08:05, 20:55 Holyhead: 14:10, 02:40	Ulysses	Ro/Ro Freight, Passenger Cars	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com
HOLYHEAD	Dublin	Irish Ferries	2 round trips per day	Dublin: 08:45, 14:30 Holyhead: 11:50, 17:15	Jonathan Swift	Ro/Ro Freight, Passenger Cars	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com
PEMBROKE	Rosslare	Irish Ferries	2 round trips per day	Rosslare: 08:45, 20:45 Pembroke: 14:45, 02:45	Isle of Inishmore	Ro/Ro Freight Passenger Cars	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com
CHERBOURG	Rosslare	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	Oscar Wilde	Ro/Ro Freight, Passenger Cars	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com
ROSCOFF	Rosslare	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	Oscar Wilde	Ro/Ro Freight, Passenger Cars	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com



ROLL-ON/ROLL-OFF services

BRITTANY FERRIES

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAEN, FRANCE	Portsmouth	Brittany Ferries	Up to 3 daily returns	Portsmouth: Morning/afternoon/night Caen: Morning/ afternoon/night	Normandie Mont St Michel	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
LE HAVRE, FRANCE	Portsmouth	Brittany Ferries	May to September Up to 8 x weekly	Portsmouth: Morning/night Le-Havre: Afternoon/night	Normandie Express Baie de Seine Etretat	Fast craft Small vans only Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
CHERBOURG, FRANCE	Portsmouth	Brittany Ferries	Daily April to September	See website www.brittanyferries freight.co.uk	Normandie Express	Fast craft Small vans only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
CHERBOURG, FRANCE	Poole	Brittany Ferries	Daily	See website www.brittanyferries freight.co.uk	Barfleur	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
ROSCOFF, FRANCE	Plymouth	Brittany Ferries	Up to 2 x daily	See website www.brittanyferries freight.co.uk	Armorique Pont-Aven	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
ST MALO, FRANCE	Portsmouth	Brittany Ferries	Up to 7 x weekly	See website www.brittanyferries freight.co.uk	Bretagne	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
SANTANDER, SPAIN	Plymouth	Brittany Ferries	1 x weekly	See website www.brittanyferries freight.co.uk	Pont-Aven	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
BILBAO, SPAIN	Portsmouth Poole	Brittany Ferries	3 x weekly 2 x weekly	See website www.brittanyferries freight.co.uk	Cap Finistère Baie de Seine Pelican	Multi-purpose Freight only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
SANTANDER, SPAIN	Portsmouth	Brittany Ferries	3 x weekly	See website www.brittanyferries freight.co.uk	Pont-Aven Cap Finistère Etretat	Multi-purpose Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
ROSCOFF, FRANCE	Cork	Brittany Ferries	1 x weekly Mid-March to October	See website www.brittanyferries freight.co.uk	Pont-Aven	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com



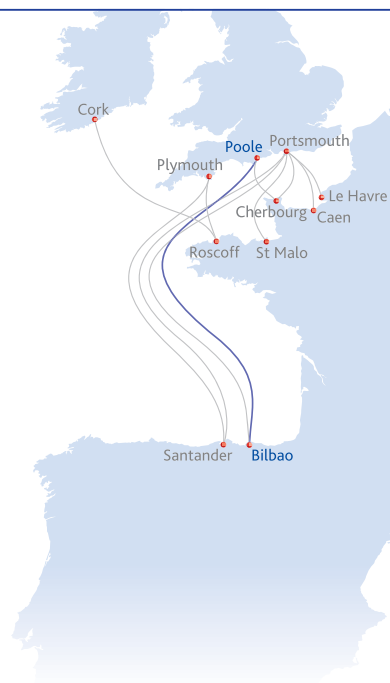
Brittany Ferries welcomes Pelican to the fleet

With the addition of the freight ship MV Pelican to the fleet early in 2016, Brittany Ferries has reinforced its commercial strategy of expanding services on the Spanish routes.

This freight-only ConRo charter vessel operates between Poole and Bilbao twice weekly and has the capacity for around one hundred unaccompanied trailers and twelve drivers.

As well as meeting growing demand for unaccompanied freight, MV Pelican also offers capacity for shipping abnormal or dangerous loads and can also accommodate MAFI trailers and container traffic. Built in Norway in 1999, the MV Pelican belongs to shipping company Maritime Nantaise.

For further details and sailing schedules, please call our UK Commercial Department on 0330 159 5001 or visit brittanyferriesfreight.co.uk



Brittany Ferries
— Freight —



ROLL-ON/ROLL-OFF services

STENALINE GROUP

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HEYSHAM	Belfast	Stena Line	2 x Daily	Mon-Fri 09:00 & 21:00 both directions Sat 09:00 Sun 21:00	Stena Hibernia Stena Precision	Ro/Ro Freight Service	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
BIRKENHEAD (Liverpool)	Belfast	Stena Line	3 x Daily	10:30 & 22:30 both directions No Monday a.m. sailings From Belfast Mon-Thurs 15:30 From Liverpool Tues-Fri 03:30	Stena Lagan Stena Mersey Stena Performer	Ro/Ro Freight Passengers/ Cars/Coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
CAIRNRYAN	Belfast	Stena Line	up to 12 x Daily crossings	Regular sailings day & night	Superfast VII Superfast VIII	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
CHERBOURG	Rosslare	Stena Line	up to 3 x Weekly	From Rosslare: Tues 21:30, Thurs 21:00 & Sat 16:30 From Cherbourg: Wed 20:30, Fri 20:30 & Sun 15:00	Stena Horizon	Ro/Ro Freight Passengers/ cars/coaches	T: 00353 1 2047722 F: 028 9078 6088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi@stenaline.com
HOLYHEAD	Dublin	Stena Line	4 x Return crossings per day	From Holyhead 02:30/ 08:55/13:50/20:30 From Dublin 02:15/ 08:20/15:10/20:40	Stena Adventurer Superfast X	Ro/Ro Freight Passengers/ cars/coaches	T: 00353 1 2047722 F: 00353 1 2047613 calling from the UK 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
FISHGUARD	Rosslare	Stena Line	2 x Return crossings per day	From Rosslare: 09:00 / 21:15 From Fishguard: 02:30 / 14:30	Stena Europe	Ro/Ro Freight Passengers/ cars/coaches	T: 00353 1 2047722 F: 00353 1 2047806 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi@stenaline.com
HARWICH	Rotterdam	Stena Line	2 x Return crossings per day	From Harwich: Mon-Fri 21:30 Sun 21:30 Tue-Fri 07:45 From Rotterdam: Mon-Fri 20:45 Sun 20:45 Tue-Fri 10:30	Capucine, Severine	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com
HARWICH	Hoek Van Holland	Stena Line	2 x Return crossings per day	From Harwich: Mon-Sat 09:00 Sun 10:00, Daily 23:00 From Hoek: Mon-Fri 14:15 Sat-Sun 13:45 Mon-Sun 22:00	Stena Hollandica Stena Britannica	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com
HOEK VAN HOLLAND	Killingholme	Stena Line	1 x Return crossings per day	From Killingholme: Mon-Fri 20:30 Sat-Sun 20:00 From Hoek: Mon-Fri 20:45 Sat-Sun 20:00	Stena Transporter Stena Transit	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com
KILLINGHOLME	Rotterdam	Stena Line	Up to 3 x Weekly crossings	From Rotterdam: Tues, Thurs, Sun 16:45 From Killingholme: Mon, Wed, Sat 22:00	Stena Scotia	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com

P&O FERRIES

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAIRNRYAN	Larne	P&O Ferries	Up to 7 daily return sailings	Regular sailings 24 hours	European Causeway, European Highlander	RoRo Freight / Passengers, cars, caravans & coaches	Freight: T: 0845 832 22 22 Passenger: 0871 66 44 777	Email: freight.larne@poferries.com Freight sales & bookings poferriesfreight.com
LIVERPOOL	Dublin	P&O Ferries	Up to 3 daily return sailings	From Dublin 09:00, 15:00, 21:30. From Liverpool 03:00, 09:30, 21:00	Norbay, Norbank, European Endeavour	RoRo & LoLo, cars & passengers	Freight: T: 01 876 2300/45 Passenger: 0871 66 44 777	Email: freight.dublin@poferries.com Freight sales & bookings poferriesfreight.com

CRONUS LOGISTICS

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
BRISTOL	WARRENPOINT	CRONUS LOGISTICS	3/WEEKLY	Mon/Wed/Sat	MV Vanquish MV Kristin Schepers	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com
CARDIFF	WARRENPOINT	CRONUS LOGISTICS	1/WEEKLY	Sat	MV Vanquish MV Kristin Schepers	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com
CARDIFF	DUBLIN	CRONUS LOGISTICS	1/WEEKLY	Sun	MV Vanquish MV Kristin Schepers	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com
BRISTOL	DUBLIN	CRONUS LOGISTICS	1/WEEKLY	Sun	MV Vanquish MV Kristin Schepers	LO LO LO LO	028 4175 3241	Email: sales@cronus-logistics.com

YOU CANNOT LOOK AT THE COMPETITION
AND SAY YOU ARE GOING TO DO IT BETTER.
YOU HAVE TO LOOK AT THE COMPETITION AND
SAY YOU ARE DIFFERENT.

STEVE JOBS
CO-FOUNDER OF APPLE



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BOOKINGS:

bookings@cronus-logistics.com

TELEPHONE:

+44 28 4175 3241

WEBSITE:

www.cronus-logistics.com



SHIPPING AGENTS

AGENT	DESTINATION
Atlantic Container Agencies Ltd. The Malt House North, Grand Canal Quay, Dublin 2 Tel: + 353 1 6350005 Fax: + 353 1 1251065 Email: pwallace@aclcargo.com www.aclcargo.com	<ul style="list-style-type: none"> ● WESTERN EUROPE ● EASTERN EUROPE ● CIS ● SCANDINAVIA ➤ NORTH AMERICA ● SOUTH AMERICA ● CENTRAL AMERICA ● CARIBBEAN ● AFRICA ● MIDDLE EAST ● INDIAN SUB-CONTINENT ● SOUTH EAST ASIA ● FAR EAST ● AUSTRALASIA
SPECIALIST SERVICES ➤ Abnormal Load Experts ➤ Import & Export Container Services	

AGENT	DESTINATION
B.G. Freight Line NI: Victoria Terminal 3, Westbank Road, Belfast BT3 9JL Tel: 028 9078 7021 Fax: 028 9077 4299 Email: moreinfo@peelports.com www.bgfriegtline.com ROI: Unit 15 B, Kinsealy Business Park, Kinswealy Lane, Kinsealy, Dublin Tel: +353 1 803 8700 Fax: +353 1 803 8738	<ul style="list-style-type: none"> ➤ WESTERN EUROPE ● EASTERN EUROPE ● CIS ● SCANDINAVIA ● NORTH AMERICA ● SOUTH AMERICA ● CENTRAL AMERICA ● CARIBBEAN ● AFRICA ● MIDDLE EAST ● INDIAN SUB-CONTINENT ● SOUTH EAST ASIA ● FAR EAST ● AUSTRALASIA
SPECIALIST SERVICES ➤ Import & Export Container Services	

AGENT	DESTINATION
Containerships (Dublin) Limited Unit D2 Swords Enterprise Park, Feltrim Road, Swords, Co. Dublin, Rep. of Ireland K67 F256 Tel: + 353 (1) 8107454 Fax: + 353 (1) 8138190 Mob + 353 (0) 86 781 6421 www.containershipsgroup.com	<ul style="list-style-type: none"> ➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ● NORTH AMERICA ● SOUTH AMERICA ● CENTRAL AMERICA ● CARIBBEAN ● AFRICA ● MIDDLE EAST ● INDIAN SUB-CONTINENT ● SOUTH EAST ASIA ● FAR EAST ● AUSTRALASIA
SPECIALIST SERVICES ➤ Customs Clearance ➤ Dangerous Goods ➤ Import & Export Container Services ➤ Reefer Care	

INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



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.

Belfast
Harbour


www.belfast-harbour.co.uk



**SHIPPING AGENTS**

AGENT	DESTINATION
 HAMILTON SHIPPING 2-10 Duncrue Road, Belfast BT3 9BP Tel: 028 9035 7000 Fax: 028 9075 6666 Email: sales@hamiltonshipping.com www.hamiltonshipping.com	<div> › WESTERN EUROPE › EASTERN EUROPE › CIS › SCANDINAVIA › NORTH AMERICA › SOUTH AMERICA › CENTRAL AMERICA </div> <div> › CARIBBEAN › AFRICA › MIDDLE EAST › INDIAN SUB-CONTINENT › SOUTH EAST ASIA › FAR EAST › AUSTRALASIA </div>
SPECIALIST SERVICES <div> › Air › Customs Clearance › Export Documentation Services › Groupage › Freight Forwarding › Import & Export container services › Logistics › Port Warehousing & Storage </div>	

AGENT	DESTINATION
Heyn Handling Solutions 1 Corry Place, Belfast Harbour Estate, Belfast, Northern Ireland BT3 9AH Tel: +44 (0) 28 90350035 Fax: +44 (0) 28 90350011 Email: info@heyn.co.uk www.heyn.co.uk	<div> › WESTERN EUROPE › EASTERN EUROPE › CIS › SCANDINAVIA › NORTH AMERICA › SOUTH AMERICA › CENTRAL AMERICA </div> <div> › CARIBBEAN › AFRICA › MIDDLE EAST › INDIAN SUB-CONTINENT › SOUTH EAST ASIA › FAR EAST › AUSTRALASIA </div>
SPECIALIST SERVICES <div> › Customs Clearance › Freight Forwarding › Import & Export container services › NVOC </div>	

AGENT	DESTINATION
 JENKINSON Logistics 5 Edgewater Road, Belfast BT3 9JQ Tel: +44-28-90781810 Fax: +44-28-90781812 www.jenkinson.ie	<div> › WESTERN EUROPE › EASTERN EUROPE › CIS › SCANDINAVIA › NORTH AMERICA › SOUTH AMERICA › CENTRAL AMERICA </div> <div> › CARIBBEAN › AFRICA › MIDDLE EAST › INDIAN SUB-CONTINENT › SOUTH EAST ASIA › FAR EAST › AUSTRALASIA </div>
SPECIALIST SERVICES <div> › Air › Customs Clearance › Freight Forwarding › Import & Export container services › Port Warehousing & Storage </div>	

INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA






SHIPPING AGENTS

AGENT	DESTINATION
MSC Limited (Mediterranean Shipping Company) Prince's Dock, 14 Clarendon Road, Belfast BT1 3BG, Northern Ireland Tel: +44 2890 313700 Fax: +44 2890 313773 E-mail: hello@mscuk.com www.msc.com	<div> <div>➤ WESTERN EUROPE</div> <div>➤ EASTERN EUROPE</div> <div>➤ CIS</div> <div>➤ SCANDINAVIA</div> <div>➤ NORTH AMERICA</div> <div>➤ SOUTH AMERICA</div> <div>➤ CENTRAL AMERICA</div> </div> <div> <div>➤ CARIBBEAN</div> <div>➤ AFRICA</div> <div>➤ MIDDLE EAST</div> <div>➤ INDIAN SUB-CONTINENT</div> <div>➤ SOUTH EAST ASIA</div> <div>➤ FAR EAST</div> <div>➤ AUSTRALASIA</div> </div>
SPECIALIST SERVICES <div> <div>➤ Import & Export Container Services</div> <div>➤ Pharma</div> <div>➤ Project Cargo Management</div> <div>➤ Refrigerated</div> </div>	

AGENT	DESTINATION
Samskip Waalhaven O.Z. 81 - 3087 BM Rotterdam - The Netherlands Phone: +31 88 400 1000 Fax: +31 88 400 1900 E-mail: rotterdam@samskip.com www.samskipmultimodal.com	<div> <div>➤ WESTERN EUROPE</div> <div>➤ EASTERN EUROPE</div> <div>➤ CIS</div> <div>➤ SCANDINAVIA</div> <div>● NORTH AMERICA</div> <div>● SOUTH AMERICA</div> <div>● CENTRAL AMERICA</div> </div> <div> <div>● CARIBBEAN</div> <div>● AFRICA</div> <div>● MIDDLE EAST</div> <div>● INDIAN SUB-CONTINENT</div> <div>● SOUTH EAST ASIA</div> <div>● FAR EAST</div> <div>● AUSTRALASIA</div> </div>
SPECIALIST SERVICES <div> <div>➤ Dangerous Goods</div> <div>➤ Import & Export Container Services</div> <div>➤ Perishable</div> <div>➤ Refrigerated</div> </div>	

AGENT	DESTINATION
 Quay Cargo Services Ltd. Unit 6, Victoria Business Park, 9 West Bank Road, Belfast Harbour Estate, Belfast BT3 9JL Northern Ireland Tel: +44 28 9037 1195 Fax: +44 28 90 371194 E-mail: info@quaycargo.co.uk www.quaycargo.co.uk	<div> <div>➤ WESTERN EUROPE</div> <div>➤ EASTERN EUROPE</div> <div>➤ CIS</div> <div>➤ SCANDINAVIA</div> <div>➤ NORTH AMERICA</div> <div>➤ SOUTH AMERICA</div> <div>➤ CENTRAL AMERICA</div> </div> <div> <div>➤ CARIBBEAN</div> <div>➤ AFRICA</div> <div>➤ MIDDLE EAST</div> <div>➤ INDIAN SUB-CONTINENT</div> <div>➤ SOUTH EAST ASIA</div> <div>➤ FAR EAST</div> <div>➤ AUSTRALASIA</div> </div>
SPECIALIST SERVICES <div> <div>➤ Container Storage & Repairs</div> <div>➤ Import & Export Container Services</div> <div>➤ Project Cargo Management</div> <div>➤ Road - International</div> </div>	

INTERNATIONAL SHIPPING DESTINATIONS

WESTERN
EUROPE



EASTERN
EUROPE



CIS



SCANDINAVIA



NORTH
AMERICA



SOUTH
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CENTRAL
AMERICA



INDIAN SUB-
CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST
ASIA



FAR EAST



AUSTRALASIA






SHIPPING AGENTS

AGENT	DESTINATION	
TR Logistics Group Transit 4, Edgewater Road, Belfast, Northern Ireland BT3 9JQ Tel: +44 (0)28 9037 3700 E-mail: info@tr-logistics.com www.tr-group.co.uk	➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ➤ NORTH AMERICA ➤ SOUTH AMERICA ➤ CENTRAL AMERICA	➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA
SPECIALIST SERVICES ➤ Air ➤ Customs Clearance ➤ Dangerous Goods ➤ Freight Forwarding		

AGENT	DESTINATION	
Rhenus Logistics Limited Sketrick House, Jubilee Road, Newtownards BT23 4YH Tel: +44 (0) 28 9181 9849 E-mail: belfast@uk.rhenus.com www.ukportal.rhenus.com	➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ➤ NORTH AMERICA ➤ SOUTH AMERICA ➤ CENTRAL AMERICA	➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA
SPECIALIST SERVICES ➤ Freight forwarding ➤ Groupage ➤ Import & export Containers Services ➤ Road-International		

AGENT	DESTINATION	
All-Route SHIPPING <small>(N.I.) LIMITED</small> A WOODSIDE GROUP COMPANY  61 Carrickfergus Road, Ballynure, Co Antrim BT39 9QJ Tel: 028 9077 9088 Email: freight@allroute.com	➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ➤ NORTH AMERICA ➤ SOUTH AMERICA ➤ CENTRAL AMERICA	➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA
SPECIALIST SERVICES ➤ Customs Clearance ➤ Freight Forwarding ➤ Import & Export container services ➤ Port Warehousing & Storage ➤ Excise Goods ➤ Personal Effects ➤ Ships' Agency		

INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA






SHIPPING AGENTS

AGENT	DESTINATION
Transocean NI Limited 7 West Bank Road, Seaview House, Belfast Harbour Estate, Belfast BT3 9JL Tel: +44 (0) 28 90781763 Email: info@transoceanbelfast.co.uk www.transoceanbelfast.co.uk	<ul style="list-style-type: none"> ➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ➤ NORTH AMERICA ➤ SOUTH AMERICA ➤ CENTRAL AMERICA ➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA
SPECIALIST SERVICES <ul style="list-style-type: none"> ➤ Export Documentation Services ➤ Freight Forwarding ➤ Groupage ➤ Import & Export Containers Services 	

AGENT	DESTINATION
Johnson Stevens NI Limited 7 West Bank Road, Seaview House, Belfast Harbour Estate, Belfast BT3 9JL Tel: +44 (0) 28 90781762 E-mail: info@johnsonstevens.co.uk www.johnsonstevens.co.uk	<ul style="list-style-type: none"> ➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ➤ NORTH AMERICA ➤ SOUTH AMERICA ➤ CENTRAL AMERICA ➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA
SPECIALIST SERVICES <ul style="list-style-type: none"> ➤ Export Documentation Services ➤ Freight Forwarding ➤ Groupage ➤ Import & Export Containers Services 	

TOWAGE SERVICES

AGENT	LOCATIONS
SVITZER  Svitzer Marine Ltd, CAM Building, 6 Northern Road, Belfast BT3 9AL Tel: 01642 258330 Email: gbbel.operations@svitzer.com www.svitzer.com	<ul style="list-style-type: none"> ➤ BELFAST ➤ GREENOCK ➤ GRANGEMOUTH ➤ LIVERPOOL ➤ TYNE ➤ TEES ➤ HUMBER ➤ MILFORD HAVEN ➤ SWANSEA & PORT TALBOT ➤ AVONMOUTH ➤ SOUTHAMPTON ➤ LONDON ➤ FELIXSTOWE ➤ EUROPEAN / GLOBAL COVERAGE DETAILS AVAILABLE
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First CILT Academy Launched in Northern Ireland

What is seen as a unique alternative and innovative route into the transport and logistics industry here has been established by the Chartered Institute of Logistics and Transport in conjunction with the NIRTC and the Inspire Business Centre in Belfast.



Mark Brotherston

Northern Ireland's first CILT Academy is being supported by a number of leading companies involved in the supply chain here, including DFDS, Chain Reaction, DHL and Hendersons.

Fully supported and funded by the Department of Education and Learning's Bridge to Employment initiative, the Academy is all about bringing unemployed 18 year-olds plus into the industry.

The first four-week long CILT accredited programme being held at Inspire's facilities at the Dundonald Business Enterprise Park in collaboration with Retail Merchandising Services focuses on the supply chain covering Warehouse and Retail Operatives, while a new course concentrating on driver training will be held later in the year.

RMS is a multifunctional support service to the world's biggest and best retail brands. Operating throughout the UK, Europe and the rest of the world, it provides tailor-made solutions in the delivery of Design & Build, Recruitment, Training, Merchandising, Technology and Distribution.

The aim of the Academy is to deliver succinctly up skilled operatives from an unemployed labour market through a unique best practice and academy approach enabling the development of qualified and trained operatives into companies in the transport and retail sectors free of any charge without having to use expensive routes through the traditional employment agencies.

ESSENTIAL SKILLS

"The course provides essential team working skills for staff that are new to team working

concepts," says Inspire Chief Executive Officer Dr Mark Brotherston. "Understanding the roles and responsibilities of working as part of a team can often be difficult for staff newly inducted into the business. This programme aims to develop team working skills in order to develop your team work effectiveness within the business."

The programme facilitates the development of a career pathway into the industry focused on the continued personal and professional development with CILT commencing at Level 2 Certificate and a diverse range of qualifications such as Institute of Leadership & Management (ILM) Level 2 qualification, Chartered Institute of Environmental Health (CIEH) Health and Safety & Food Safety Level 2 qualification upon successful completion, with potential for further qualifications including mechanical licences once employed.

Training includes the Warehousing Standards Academy (WSA) Bronze Programme, designed for personnel taking their first steps in working in retail, warehousing and supply chain.

The programme focuses on six main areas:

1. Warehouse operations
2. Warehouse management systems
3. Effective team skills within a logistics environment
4. Introduction to logistics and supply chain
5. Health and safety in the workplace
6. Food safety in the workplace

EMPLOYMENT

"Once an individual has successfully completed the course, they are offered an employment contract by RMS who in turn will place them with companies requiring trained staff," says Mark. "We are hoping to run four academies this year, each taking in between 15 and 20 people, and covering different areas of the industry, including Driver CPC."

He adds: "The transport, logistics and supply chain sectors offer a multitude of progressive career paths; it is a diverse and exciting industry which utilises the very latest technology. Hopefully these academies will inspire and attract more young people into the sector."

Industry welcomes new LGV Driver Training Standard

RTITB recently hosted an event attended by leading figures from the UK's transport industry to celebrate the launch of its new LGV Driver Training Standard, the first of its kind in the LGV driving profession.

The three-hour event was held in Telford, at the UK headquarters of preferred regulatory body for workplace

transport training, RTITB. The LGV Driver Training Standard has been developed to assure a consistent high standard of

training for LGV drivers across the UK and has set out ambitious objectives including having an overall first time pass rate of 75%; well above the current national average of approximately 55%. "The new LGV Driver Training Standard will greatly benefit drivers, employers, and the transport industry as a whole, particularly as part of the solution to the ongoing skilled driver shortage," says Laura Nelson, Managing Director of RTITB, who presented at the event.

MAN sees dramatic growth of eco-friendly scheme

A remanufactured parts scheme offered by MAN Truck & Bus UK has proved so popular with customers that the number of parts being offered is now more than 15 times bigger than when the scheme began.

Ecoline parts are made from 100 per cent genuine MAN parts which have undergone professional reconditioning in line with the company's genuine parts standards.

When the scheme began two years ago, just 200 different parts were offered – that figure has now grown to 3,500.

The remanufactured parts also cost around 50 per cent less than a brand new one and come with a full 12-month warranty.

New Mentor forklift training course

An innovative, new safety awareness course from Mentor Training, focuses on the dangers presented by forklifts in the workplace – not just for operators – but for all those working alongside them.

Specially developed by Mentor – the UK's biggest national training provider in the materials handling industry – Safely Working with Lift Trucks is a high-impact, low-cost training course which promotes a safe working environment by targeting the behaviour at the root of bad practice.

At just two hours in duration, the course is hard-hitting, but concise, meaning up to 30 delegates in one day can benefit and at minimal cost to businesses.

The course targets anyone on site whose work involves forklift trucks – be they operators, supervisors or staff working in close proximity.

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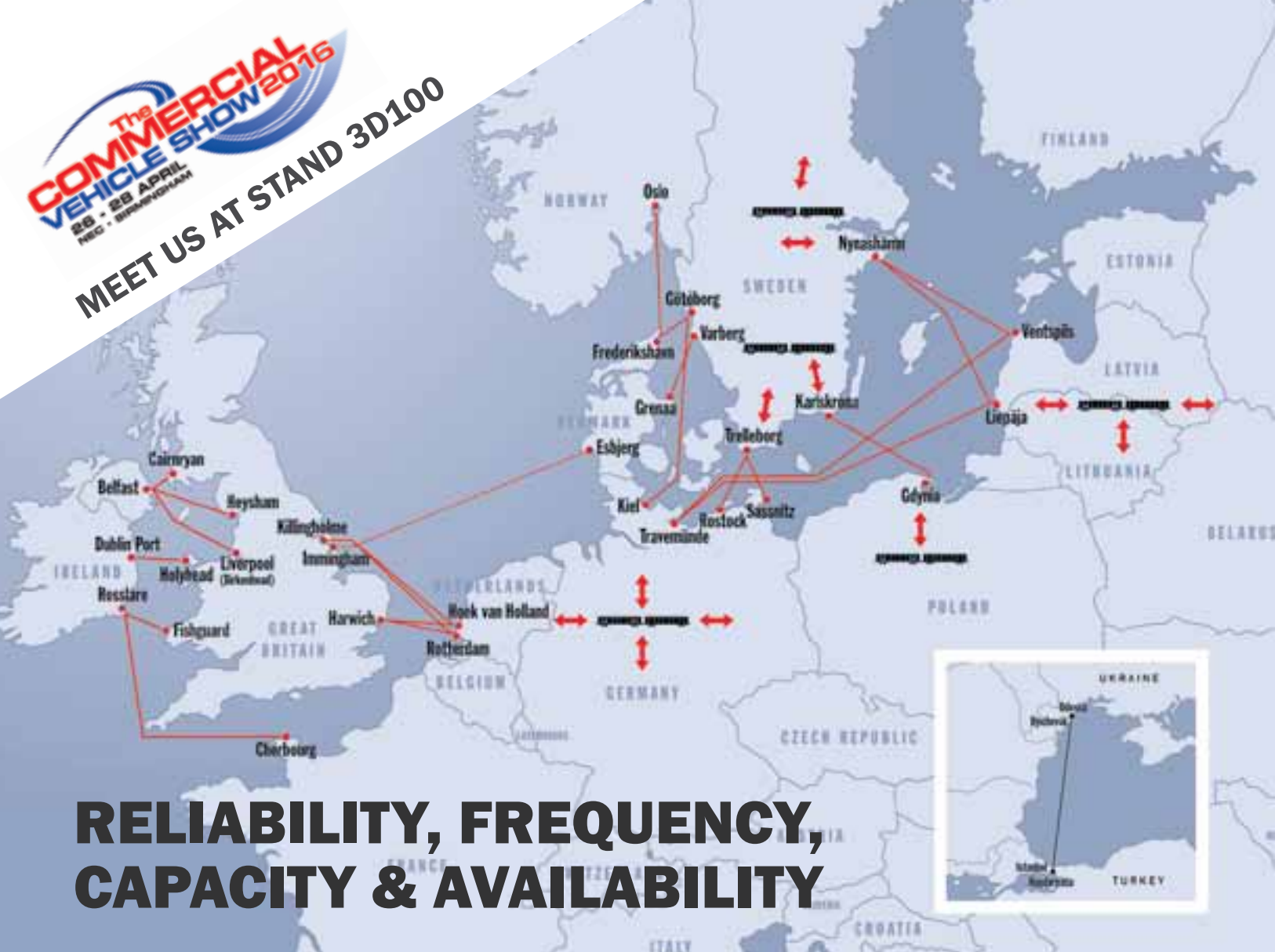
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