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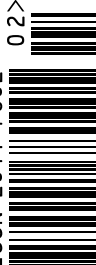
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IRELAND'S TRANSPORT MAGAZINE Feb - Mar 2016



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# “I know exactly what my dad would buy if he won the lottery.”

*Milly Turgis (proud daughter of BOC driver Paul)*

FOR MANY DRIVERS A TRUCK  
ISN'T JUST A VEHICLE FOR WORK,  
IT'S PART OF THE FAMILY

By **Keith Dallaway**

It's no secret that Paul Turgis is a big MAN fan. Anyone who knows him will tell you that. Especially his 10 year old daughter Milly. She even did a special picture of his truck for him. And, coloured it in “Like a rainbow” (as she was keen to point out). What more could a proud truck owner, and even prouder dad, ask for?

## MEET THE FAMILY

As an HGV trainer, Paul has driven quite a few trucks over the years, but there is no doubt in his mind which he prefers:

## “For me it's the MAN every time.”

“When I go to other depots they'll have various trucks, but MAN is always the one that I choose.” And, Paul is not alone. As he explains: “Our company did a survey amongst the depots to see what the drivers preferred and the MAN was the top one.”

What makes MAN so different? As far as Paul is concerned it's the whole package from performance and economy, to aftersales and parts. In his words: “At the end of the day, it's like going to Primark or Next; you get what you pay for.”





Milly and Paul

**Nationwide support** – MAN's dealer network covers the whole of the UK and Ireland with highly trained technicians helping to maximise uptime and lower ownership and running costs.

**24-hour breakdown assistance** – MAN Mobile24 will get you back on the road fast, wherever you are, whatever the weather, anywhere across Europe.

**EcoStyle fleet management** – Helps operators reduce fuel consumption, maintenance and administration costs, insurance premiums and legal fees.

**24/7 fleet reporting** – Enables operators to monitor and manage every truck in their fleet using real-time data.

It all adds up. The more comfortable a driver feels behind the wheel, the more relaxed they are at home, and the more productive they are at work. If anyone can help you improve your work-life balance, MAN kann, as they say in Germany.

*See what more drivers and their families have to say about their trucks at:*

MAN Truck & Bus UK Ltd.

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MAN Truck & Bus UK Ltd.

## SAFETY FIRST

When you're training drivers to transport volatile cargoes, safety and compliance are critical. This is another area, in which Paul says MAN excel:

**“You can do many of your vehicle checks without having to leave the cab.”**

“It does it for you - on a cycle. If you're in the cab there's lights and everything. It's just pure quality really.”

He also believes MAN's fleet management system makes a big difference when it comes to road safety, because: “The drivers know that it's there. So they're more cautious and don't make stupid mistakes.”

And, as he points out, the company is now seeing the benefits: “Since we've been with MAN Trucks the number of incidents have dropped considerably.”

In fact, Paul has never had a bad word to say about MAN. Not even when Milly's picture didn't win the first prize in their colouring competition: “They still sent her a gift, which was really nice.”

## BETTER FOR EVERYONE

MAN trucks are a firm favourite with successful businesses and their drivers for good reason. Whichever model you choose you're assured of:

**Record-breaking fuel economy** – The MAN TGX Euro 6 tractor achieved a record-breaking 11.22mpg in a recent independent road test, using 50% less AdBlue®.

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**FEB-MAR 2016**

## COVER STORY

**MOTIS - Serving the transport  
and logistics industries**



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### COMMENT

There are two schools of thought about what the year ahead holds for our industry. The first is that prospects are looking reasonably good in most sectors which should benefit from an economy that is healthy, thanks to some extent to low interest rates and cheaper fuel prices. Interestingly, annual trading figures from Belfast Harbour show the number of freight vehicles handled, an indicator of consumer confidence, increased by 5,000, surpassing 480,000 for the first time.

However, there are those who believe 2016 could be a challenging time for the transport industry, with evidence indicating trading conditions are getting tougher. There is one definite and potentially dark cloud on the horizon, though, and that is how the introduction of Euro 6 in the van sector will affect what has been a robust market over the past year. Only time will tell which school of thought is right.

On a more positive note, we have been talking to the head of the Transport Regulation Unit who's been telling us that Northern Ireland hauliers are becoming increasingly more compliant. In fact, the compliance rate here has risen from a low of around 40% to today's high of 80%. But, as you will read, there's still plenty of work to do to improve the image of the industry.

It's good to note the return of the LDV van range to Northern Ireland and the rest of the UK, with one of Ireland's oldest automotive distributors - the Harris Group - securing the distribution rights. Expect to soon see the launch of four models in the LDV V80 range, with talks to appoint a Northern Ireland dealer currently underway.

Meanwhile, Iveco recently put at our disposal models from the new Eurocargo range during a special 'ride & drive' day in Essex. The line-up extends from 7.5 tonnes up to 18 tonnes, which underlines Eurocargo's impressive versatility; you can read all about it in this issue.

We also have all the information you need to enter this year's Export & Freight Transport & Logistics Awards, plus news of an exciting new category. And, of course, we have our regular features from the FTA and RHA, whose columns make interesting and timely reading.

As always, remember you can keep up to date with what's happening across our industry 24/7 by logging on to [www.exportandfreight.com](http://www.exportandfreight.com)

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# The **COMMERCIAL VEHICLE SHOW 2016**

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## RHA 2016 Haulage Manual out now

### The Road Haulage

Association has published the 2016 edition of its highly respected "haulier's bible", the RHA Haulage Manual. Covering every aspect of running a compliant haulage operation from facts on traffic regulations or vocational driver licensing to Health & Safety legislation to plating and testing regulations, the 2016 Haulage Manual has all the latest information written in a clear, concise, easy-to-read style. It is also recommended as part of the course reading for the RHA's transport manager CPC training course and contains the majority of the information the CPC examination syllabus covers.

The RHA 2016 Haulage Manual is available free to members of the RHA. Copies can also be purchased from the RHA shop at the cost of £50.00.

## Claims That Irish Transport Is At A Crossroads

The future of Ireland's transport and logistics sector could be bleak, according to Nicola Walker, Managing Director of Cronus Logistics, one of the country's most innovative supply chain companies on the Irish-UK gateway.

### The Freight Transport

Association of Ireland's (FTAI) recently highlighted the huge growth in foreign transport operators moving large percent of Ireland's goods.

The FTAI's, General Manager, Neil McDonnell, said: "We have consistently warned the Government about the danger of labour substitution by foreign operators. Our drivers are subject to competition from abroad, on both Irish and continental roads. We now have the second most expensive minimum wage in Europe after Luxembourg. If we do not control the costs of our internationally-traded services, we will lose them to lower cost locations - primarily to Eastern Europe. We ask all political parties to bear this in mind as Ireland

enters the General Election cycle."

FTAI also highlighted, that even though in October 2015 imports showed a growth with an increase of 9% and exports were up 21% on the same period in 2014, "it shows whoever is moving Irish goods, it's not Irish operators" commented Neil McDonnell.

This is a timely reminder, according to Nicola Walker. "The business community should see this as a call to action, we should be supporting each other and working together to maintain our sector so vital for the Irish economy. This is a tough business to be in with competition from within Ireland and across the EU. "What is needed as they have asked for, is a level playing field. In an industry where margins are very low, it is difficult for



Nicola Walker

companies to compete and pay the living wage when foreign competitors are not paying similar levels. The FTAI is working for a strong future for Irish transport operators and it is about time the politicians realised that without government support this will have a negative impact on the current growth in the Irish economy."





## Yale celebrates production of 400,000th truck at Craigavon plant

To celebrate production of the 400,000th truck at its plant in Northern Ireland, Yale Europe Materials Handling recently celebrated the production of its 400,000th forklift truck at its manufacturing plant in Craigavon.

To mark the occasion, the company has made what it called 'the largest single charitable donation in its history.'

As the specially manufactured truck rolled off the production line, employees at the Craigavon factory handed it over to international charity Oxfam, for use at its distribution centre in Bicester.

The ceremonial presentation of the Yale Veracitor VX, which has been signed by all of the staff at the Craigavon factory, was made to Oxfam Finance

Director Alison Hopkinson by Craigavon Plant Manager Jim Downey before a specially invited audience of employees, suppliers, and dignitaries, including the Minister of the Department of Enterprise, Trade and Investment, Jonathan Bell and the Lord Mayor of Armagh City, Banbridge, and Craigavon, Darryn Causby.

Iain Friar, Yale brand manager, said: "We are all incredibly proud that the 400,000th truck has been produced here in Craigavon, and we wanted to celebrate the contribution

made by so many people in achieving that milestone.

"We also wanted to choose a charity with the same ethos as Yale, an organisation like ourselves that has people at its core. Not only is Oxfam internationally recognised for helping people in need, we felt that one of our forklift trucks would actually be of real benefit to its operation."

Alison Hopkinson of Oxfam said: "This forklift truck will be used in our Bicester warehouse where we hold equipment to deploy at speed wherever in the

world there is an emergency.

"The new truck will replace the 20-year-old model our logistics team currently use. So not only does this truck represent a real cost saving to Oxfam, it will help us come to the aid of people in desperate need more efficiently."

As Oxfam's truck needs to be always ready to respond to emergencies Yale's UK dealer, Briggs Equipment has offered to maintain and service the truck. This is another example of Yale working with its partners to tailor the solution to the client.



Pictured (L-R) Harry Sands, managing director EMEA Hyster-Yale Group; Rod Hogg, logistics manager, Oxfam; Jonathan Bell MLA Minister of the Department of Enterprise Trade and Investment; and Alison Hopkinson, Oxfam finance director.



“

We've been running Scania's for 30 years. Until recently, we still had a couple of Euro 3s, and they were still keeping up with the 5s. But the Euro 6s are so much better. We're routinely getting 1.2-1.5mpg more from them – sometimes as much as 2. All round, it's just a much better truck. We've got 2 more on order.

Richard Wixey  
Managing Director, Wixey Transport

”





## £4.4million investment in new Goldline fleet from Scania



**Twelve new high spec** Goldline Double Deck coaches secured through Scania dealers Road Trucks in Larne have recently gone into passenger service on the Belfast to Londonderry route. Representing an investment of around £4.4million, the new Scania Caetano coaches will operate in the North West, primarily on the popular Londonderry to Belfast Route, which carries over 800,000 passengers every year. The £4.4million investment in 12

new coaches has been largely funded by the Northern Ireland Executive through the Departments for Regional Development and Enterprise, Trade and Investment through the European Sustainable Competitiveness Programme.

Transport Minister, Michelle McIlveen said: "With over 800,000 passengers travelling on this route every year, they will now be able to enjoy an even better travelling experience with extras such as seat charging points; low floor accessibility and they are also some of the most fuel efficient and environmentally-friendly buses in Northern Ireland."

Translink Group Chief Executive

Chris Conway said there has been a 53% increase in Goldline passengers over the last decade. "Investment in Goldline is paying-off; we want to showcase the range of features and passenger benefits that are attracting more and more people to travel on board this modern coach service. "Our fleet of Goldline coaches offer free Wi-Fi, comfortable leather seating, generous legroom, modern interior surroundings, automatic climate control, security CCTV, tinted and double-glazed windows – all of which provide a comfortable and relaxed journey experience."

## Wrightbus Makes A 'Wise Move' With New Retail Offer

**Wrightbus has announced** a direct sales offer which enables customers to purchase a variety of new and used vehicles from stock, thereby providing fast and easy access to the buses they need for their businesses. In line with this move, the company has appointed Chris Wise, who is also National Parts Manager, to head up the retail operation. This will sit alongside the arrangement Wrightbus entered into with

Close Brothers Commercial Vehicle Solutions in 2015 to offer buses with immediate availability on a rental or leasing basis.

Ian Downie, Managing Director - Sales & Customcare for Wrightbus, said: "For many operators, such as local authorities, time can be of the essence, particularly if they are looking to initiate new routes quickly and therefore need immediate delivery of their new buses. With our retail offer, we are building small

volumes of single deck stock with immediate availability. This provides our customers with a fantastic opportunity to operate one of the most fuel efficient vehicles in the sector, providing excellent value for money.

"Our arrangement with Close Brothers has already proved to be popular with customers when looking to rent vehicles or for finance packages which can be tailored to their individual requirements."

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SCANIA  
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ON FUEL**



## Major Strangford Ferry infrastructure improvement works on the way

**A £750,000 contract for improvements to the Strangford Lough off-shore moorings and ferry slipway has been awarded to Saintfield - based company Dawson-WAM Ltd.**

**The contractors will** carry out the works over the next few months in preparation for the delivery of the new Strangford Lough Ferry Service vehicle ferry in autumn 2016. Transport Minister Michelle McIlveen said: "I want to

congratulate local firm Dawson-WAM which will carry out the essential improvements.

"I recently visited ship builders Cammell Laird to view the progress on the construction of the new Strangford Ferry. It was really impressive to see the

progress being made and to hear that the build is on schedule.

"This £6million investment by the NI Executive will see the replacement of the existing MV Strangford, which is now over 40 years old. The new modern ferry has been designed specifically for this important route and will provide a more reliable and efficient ferry service for the public in the years ahead.

"Whilst at the shipyard, I also visited the MV Portaferry II, the main vehicle ferry which operates on the Strangford Lough Ferry Service. The MV Portaferry II was in dry-dock in the Cammell Laird shipyard undergoing an extensive refurbishment, costing £400,000. These essential maintenance works are necessary to meet Maritime and Coastguard Agency

safety standards and will ensure that the vessel is fit for service for many years to come."

Construction work to re-grade the Strangford slipway is underway and is due to be complete in approximately 12 weeks. Installation of the new moorings will be completed in the same period.

During the construction period there may be some disruption due to construction traffic particularly in the immediate Harbour area and in the vicinity of Strangford Green. Transport NI, however, will work closely with contractor to ensure that the works are carefully programmed and every effort will be made to minimise any inconvenience to local residents, harbour users and ferry passengers.

## Mercedes-Benz Confirmed As 'Sponsor Speaker' For FTA Annual Conference

**Mercedes-Benz Trucks has** been confirmed as the 'Sponsor Speaker' for the forthcoming Freight Transport Association (FTA) Transport Manager Conference which will take place on Wednesday 9th March at the Johnstown House Hotel and Spa in Enfield, Co. Meath.

At the event, where Mercedes-Benz will have a manned trade stand, the company will make a presentation on 'Total Transport Efficiency' and

detail the topics coming on stream for Mercedes-Benz Trucks over the next number of years.

Commenting on an expected attendance of 140 delegates who combined have approximately 10,000 trucks on the road, Neil McDonnell, FTA Ireland's General Manager and Chairman of the Conference, said: "With an exciting line-up of speakers and a packed programme, this promises to be a popular event."



“ We’ve been running our five new Euro 6 Scania for just two months. In 60 years these are the first Scania we’ve had. Already, they’re averaging 13.5% better than the rest of our fleet. Those are very good numbers, and they’ll have a serious impact when we consider future purchases. ”

David Brown  
Managing Director, Brown's Distribution







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HAVE  
THE BEST**



## New 20mph zones for Belfast City Centre

A 20mph speed limit zone has been introduced in Belfast City Centre.

It is the most extensive of five pilot 20mph zones introduced in Northern Ireland without the use of physical speed reducing measures such as road humps.

A spokesperson for DRD said: "The introduction of these new speed limit zones are part of the Department's commitment to the Northern Ireland Road Safety Strategy.

"We believe these schemes will improve safety for all users of Belfast city centre particularly pedestrians and cyclists without causing any undue inconvenience for drivers.

"All the pilots will be closely monitored to evaluate their effectiveness and may be rolled out to similar areas in other parts of Northern Ireland."

## New Drink-Drive Limits for Professional Drivers

**A comprehensive package**

of new measures to improve road safety has been passed by the Assembly, including lowering of the drink driving limit for HGV and novice drivers –from 80mg to 20mg per 100 ml of blood – by 2018.

The new Road Traffic (Amendment) Bill will also see tougher police powers for breath tests, night restrictions on young drivers carrying passengers and a mandatory minimum period for learning to drive before taking the test.

The Bill also provides for a graduated penalty scheme where the penalty for an individual offence reflects the amount of alcohol involved. In addition, it gives the police powers to establish roadside checkpoints to provide for more routine breath checking.



Airport operations director, Alan Whiteside with Swissport manager at Belfast International, Jean Foster.

## Swissport Creating 100 New Jobs at International Airport

**Ground handling services company, Swissport, is to create 100 new jobs at Belfast International Airport to deal with planned airline growth.**

**The company has** launched a major recruitment drive which will see its workforce at Belfast International increase to 350 approximately.

The Swissport expansion follows hard on the heels of news that security company, ICTS, is adding forty new staff to its payroll.

This latest development at the airport will be worth more than £1.6 million in wages annually to the Northern Ireland economy.

Swissport manager, Jean Foster, says the 100 additional jobs will be in several areas of activity including passenger check-in and baggage and freight handling.

Ms Foster said: "Swissport is clearly delighted with the growth in passenger numbers at the International. There will be a significant increase in the number of aircraft movements and that means greater demand for the wide range of services we provide.

"We're an essential cog in the wheel at the airport, and this expansion will see us confirmed as the single biggest employer on the site. This year, we expect to see double-digit growth in passengers and that's powering our rapid expansion plans."

Belfast International Airport Operations Director, Alan Whiteside, says Swissport, which is the world's leading provider of ground and cargo handling services to the aviation industry, is to be congratulated for responding so promptly to anticipated passenger and aircraft increases.

Mr Whiteside said: "This is second big job announcement we have made in as many weeks and is a boost not only for South Antrim but for the Northern Ireland economy.

"These jobs are demand-driven. The fact that they do not depend on a single penny of

support from the Government means we're seeing a win-win for the wider economy and the taxpayer. This proves how Belfast International is a real engine for growth, and it's a real pity that Ministers at Stormont don't seem to understand that or choose to ignore it.

"This airport has the potential to create thousands of new jobs and hundreds of new businesses if Ministers gave the sector the relatively small levels of support it needs to attract new airlines and open new routes.

"We also need Ministers to confront the issue of Air Passenger Duty (APD). It's the ball and chain that's holding us back. Without it, we could make a major contribution to growing the private sector economy in Northern Ireland"

## Initiative to educate Irish SME's in export

**The Irish Exporters** Association's National Export Hub in partnership with InterTradeIreland has launched its Export Knowledge Programme, a new educational programme aimed at supporting SME's to improve their exporting capabilities. The programme will take selected participants through an educational and support led journey to improve their capability to export into existing and new markets on the

Island of Ireland and internationally.

Applicants are initially assessed to ensure that their business has the structure and resources to support growth and entry into new export markets. A total of twenty businesses will be selected in early 2016 to embark on a seven month educational workshop programme covering every aspect of the export journey.



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## Commercial vehicle registrations reach all time high

British commercial vehicle manufacturing rose by a third in 2015 when almost 95,000 CVs rolled off production lines, according to figures released by the Society of Motor Manufacturers and Traders (SMMT).

**Demand surged by** a third in both domestic and overseas markets, with Europe taking the lion's share of exports (88%), followed by Asia (6.3%). Meanwhile, manufacturers closed 2015 on a high note, with output for December up 7.7% compared with 2014, driven equally by British and overseas markets. Mike Hawes, SMMT Chief Executive said, "Commercial vehicle production ended 2015 on a very positive note, with another month of growth in December resulting in a substantial boost to volumes for the year. Exports continued to make up half of UK CV demand, with more than 47,000 vehicles destined for overseas markets, fuelled by the continued recovery of our biggest trading partner, Europe." Growth in 2015 was fuelled by the van sector, where demand, buoyed by the ongoing online shopping boom and attractive finance deals, hit record levels - up 15.6% to 371,830 registrations. Trucks also showed robust growth in a return to form for the sector, with registrations up 25.5% to 52,064 units, following a slower year in 2014 after regulatory upheaval resulted in a distortion of fleet renewal patterns.

### MAN's 'One Century' Book

# WINNER

Kevin Kealy

MAN stands for -  
Maschinenfabrik  
Augsburg-Nürnberg.  
(Machine Works of  
Augsburg and Nuremberg,  
truck manufacturer).



## New MD confirmed at Montracon

**Montracon has confirmed the appointment of Paul Avery (49) as Managing Director.**

**With nearly 30 years** in the commercial vehicle manufacturing sector, Paul joins Montracon from trailer maker Schmitz Cargobull (UK), a company he joined 24 years ago.

There he rose through the ranks from design engineer through engineering, research and development to general manager and then managing director - graduating in mechanical engineering and business management on the way. In particular, Paul led Schmitz Cargobull's successful

development into new 'high volume' sectors to provide a broad product offering. He also led the development of a full range of "one stop shop" services for customers.

On his appointment, Paul said: 'I join Montracon, at a time when the business has a very healthy order book in what remains a buoyant market. Montracon already makes the widest model range available from any European trailer manufacturer and I intend to use my experience to build on this and the company's other



Paul Avery

strengths, to drive further growth and to consolidate Montracon's position as market leader.'

## Michelin X Line Energy Tyres Approved For Mercedes-Benz Actros

**Michelin has unveiled two new tyres in what the company terms its 'fuel-saving X Line Energy range', counting Mercedes-Benz as a launch customer after the manufacturer approved the fitments for its Actros truck.**

**Michelin's new 385/55 R 22.5 X Line Energy F** steer and **315/70 R 22.5 X Line Energy D2** drive tyres will be available for customers to specify as original equipment for Actros trucks shipped from January 2016. When operated in conjunction with a trailer featuring Michelin's current X Line Energy T tyres, this will mark the first complete set of truck tyres on the market to obtain an A-rating for fuel efficiency in line with EU tyre labelling standards. The X Line Energy F steer tyre in its new 385/55 R 22.5 size benefits from an innovative circumferential

'raindrop sipe' tread pattern, which evolves in the last one-third of its life to help generate grip levels close to that offered when the tyre was newly fitted. This new tyre also incorporates Michelin's anti-splash technology, pioneered by Michelin for aircraft tyres, which is designed to reduce the projection of high water from the sides of the front axle tyres in wet weather.

The latest generation X Line Energy D2 drive tyres also feature Michelin's 'Tower Pump' sipes, which improve braking and transverse grip on wet surfaces by temporarily storing the water in the contact patch.

## New Category for 15th Annual Export & Freight Transport & Logistics Awards

**With preparations already well underway for what will be our 15th annual Export & Freight Transport & Logistics Awards, we will soon be announcing an exciting new category. We can't say much at the moment, except: watch this space for all the details!**

**As Ireland's premier** platform of recognition for the transport industry, the awards night has been designed to celebrate all the hard work, determination, and ongoing investment that make the industry what it is today. This is your opportunity to show that you can be among the best in your particular field. 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 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! This is YOUR event and your

support and participation will be very much appreciated by all of us here at Export & Freight. Apart from receiving a beautiful and much sought after cut glass trophy, you will also benefit from the industry-wide recognition and prestige that comes with such success. It is also a night to network, to meet old acquaintances and make new friends and business contacts. Entering any category or categories is simple and fast and you can do it online. You don't have to be nominated for any awards, just enter yourself or your company directly. Of course, if you also want to separately nominate any companies or individuals other than your own, you can do so. You'll find all you need to know elsewhere in this issue of Export and Freight and online at [www.exportandfreight.com](http://www.exportandfreight.com)

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# An Innovative System Offering Total Control Over Fleet

Managing the maintenance of a fleet trucks can be challenging at the best of times, even if you only have a couple of vehicles on the road, but what if you could simplify the task and save both time and money? You can with Fleetminder!

**This innovative, and** in many ways, unique fleet maintenance and workshop management software is all about giving you total transparency right across your business.

Developed and continually refined over more than a decade, Fleetminder is not only the leading fleet maintenance management software brand in the Irish market, but it is also making a big impact across the UK and further afield,

and not without good reason.

Today, most fleets employ telematics to monitor fuel efficiency, driver behaviour and other aspects, but Fleetminder goes much further because it includes a dedicated maintenance module which enables fleet managers and workshop operators to support the maintenance, inspection and management of vehicles and workshop processes.

In essence, Fleetminder is an invaluable user-friendly, practical paperless workflow tool which helps you to manage the complete life cycle of vehicle inspections, servicing and maintenance, which is why more and more operators are now enjoying the benefits it brings to their business.

"There are various components to Fleetminder; it is not a 'one system fits all' product because not every operator will require the complete package so they can choose which components are best suited to their business," explains Graham McCarthy, Marketing Manager at ASC Software Ltd who develop and distribute the software.

## Stay Compliant

Fleetminder not only helps keep your trucks on the road, but it also keeps them fully compliant, greatly minimising the potential of being 'caught out' at roadside checks.

It automatically identifies vehicles for maintenance and repair and all inspection and maintenance records can be easily retrieved at any time – forget paper-based systems, such as wall charts and diaries; the graphical scheduler in the Fleet Preventative Maintenance Planning module replaces these error-prone systems with one that really works.

And whether you have in-house

workshops or send work out to third party workshops, FleetMinder is equally effective, allowing you to easily control labour and parts costs.

It can even help you overcome the challenges of stock control, with its workshop inventory software helping to minimise stock losses and reduce cash committed to maintaining unnecessary stock - and it also makes the process of re-ordering parts very simple.

In addition, Fleetminder integrates with all popular accounting packages, cutting administration and duplication of work.

Fleetminder customers typically report savings of up to 15% on stock and warranty claims, and 10-15% on labour & most importantly a 20% reduction in breakdowns due to a more effective preventative maintenance system.

Of course, there's so much more to Fleetminder – and if you happen to be visiting the forthcoming Commercial Vehicle Show at the NEC in Birmingham in April you'll be able to meet the team when a new version of the product is expected to be launched.



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# Longer Life Trailers



“When looking for a new trailer I will consider cost, longevity and what features are most important to our customers. In my experience the SDC chassis and trailer frame is **long lasting**, and the **workmanship** is to a **very high standard** which allows us to deliver on our promise of high quality customer service.

SDC Trailers not only look the part, but they also deliver on quality and reliability. SDC build a strong and **highly robust trailer** that is ideal for the unpredictable climate and infrastructure we have across the UK and Ireland.”

Brian McManus, Director, Surefreight

“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**.

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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 offer a complete trailer refurbishment service as well in order to further extend the trailer life.”

Norman McBurney OBE, McBurney Transport



# NIBC TELEMATICS PACKAGE SAVES RIVERRIDGE RECYCLING TIME & MONEY

Export & Freight finds out more from Stephen Thompson, RiverRidge Recycling

**R**iverRidge Recycling, Northern Ireland's largest independent waste management company, has been utilising bespoke Telematics services from NIBC for five years. Previously we were using the services of a number of different providers to achieve our goals; this cost us both financially and was time consuming for our administrative staff.



Stephen Thompson, Transport Manager, RiverRidge Recycling and Elizabeth Vuagniaux, Business Development Manager, NIBC

NIBC combined all of our demands into one complete tailored package which is extremely user friendly for a novice, yet offers complex reporting for the more assiduous. Settings can be restricted to suit the user depending on the level of access required. As Transport Manager for a multi depot company, operating a broad range of municipal spec vehicles, it is essential that our transport teams have access to efficient Telematics that ensures drivers are monitored at all times and customers can be provided with the estimated time of arrival and vehicle location should it be required. From an operational point of view and to remain competitive it is essential that we drive down costs, yet offer an unrivalled service to our customers. With uncertainty over fuel prices, NIBC helps us to monitor driver behaviour such as **harsh braking, idling, speeding and MPG**. Reports like these can be traditionally cumbersome and over populated with information. Reports like these

can be traditionally cumbersome and over populated with information.

*NIBC's interface is simple yet effective, offering access to the exact information that we require, displaying it in an uncomplicated format that allows drivers to understand any driving style issues that we may be trying to improve.*

## Further Investment

Due to continued company expansion, we recently invested further with NIBC for a further five years in July 2015 and introduced In Vehicle CCTV and Remote Tachograph Downloading software to our package.

**The cameras were effective within a week of being installed.** One of our vehicles was involved in an alleged fraudulent insurance claim, which the front facing camera captured, and upon playback showed no foul play on the company's behalf. We were advised this could've cost us in the region of £60,000 had we been deemed liable, not to mention our driver who may have faced an Investigatory. There has also been a marked decrease in speeding incidents with our own vehicles, now that drivers are conscious we have access to live recording of their driving behaviour.

## The Remote Tachograph Downloading

software saves us immense time in manually capturing tachograph data as is required by law. As our fleet expands, this was becoming a more laborious task. Now we receive downloads daily, which results in us being able to react to driver infringements quicker than we would if we were stretching it to the legal 56 days.

At a glance we can also ensure that a driver has their digi card inserted, ensuring we capture incidents of missing mileage instantly. **When addressing drivers' infringements, it is easier to educate a driver when the infringement has occurred in the previous day, rather than viewing multiple incidents over a 3-4 week period, when a driver cannot remember the exact day or circumstances in question.**

Alerts are easily programmed to remind the traffic office when MOTs are due, as well as service and safety inspections. Due to

restrictions on Operating Centres and vehicle movements, security alerts are set to notify us should a vehicle leave the Operating Centre outside of scheduled times. This is assisted by geo fencing, which allows us to monitor driver arrival and departure times at customer premises. Some of our Blue Chip customers require telematics reports to monitor turnaround times within their premises. These are accurate and easily presented, and supported by GPS pulses every 30 secs, assuring us we can account for our vehicles' movements at all times.

## NIBC Service

Throughout the whole process we were very impressed with the support that we received from NIBC, which in some cases were required outside of normal business hours. As RiverRidge Recycling continues to expand, we have one less hassle in the knowledge that NIBC continues to develop their offerings at the same pace. Staff are knowledgeable and patient with any queries, and frequently conduct site visits to ensure we are not just treated as a client, but continue to show interest in our business to see if they should adapt their processes to suit.

I look forward to a continued working relationship with NIBC, and as technology evolves, I am confident that they will be at the forefront of new developments, and RiverRidge Recycling will benefit as a result.





**///** The quality of camera footage is excellent, it has enabled us as the broker to successfully defend incidents & claims involving smaller vehicles where it may have been wrongly assumed in the past, were the fault of the HGV. The technology also strongly promotes better driver behaviour. Our experience with RiverRidge has shown that the initial outlay can be quickly recouped, with savings in claims paid, which will reflect favourably in premium prices going forward."

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Commented **John Kielty**  
Commercial Director, Autoline Insurance

**nibc Ltd.**  
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**///** It is vital to provide our members with a system that gives them everything they need in one place. It is far easier to operate and understand, therefore saving them time and money. Ultimately, if the use of telematics technology leads to safer and more considerate driving, this should lead to safer roads for all of us."



Commented **June Powell**  
FTA's Director of Operations

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## Providing an insight into the workings of the Transport Regulation Unit

**Hopefully many readers will be in the happy position of never having been called to a public inquiry by a Traffic Commissioner, but have nevertheless wondered about the procedures of such an event.**

Delegates at the forthcoming Freight Transport Association (FTA) Transport Manager Seminar Northern Ireland will have that opportunity to do so, when a mock public inquiry will be held providing an insight into the workings of the Transport Regulation Unit.

The public inquiry is a formal hearing held by a traffic commissioner. There are three main types – those held to determine licence acquisitions; reviews of operating centres; and those held for regulatory reasons.

The annual FTA seminar continues to ensure Transport Managers, and in turn their business, have the very latest information, guidance and best practice advice surrounding legislation and enforcement changes. There will be an action plan that can be implemented into their operations from most sessions to help their business remain safe and compliant in 2016.

In addition to the mock-public inquiry at this year's event held at the iconic Titanic Building, Belfast on 2 March, the keynote speaker will be the Minister for Department of Regional Development (DRD) Michelle McIlveen MLA, who will discuss the departments' future plans and priorities for roads investment and sustainable transport and how both will



**Prices for attending this event have been frozen for the second year running, the cost for FTA members being £265 plus VAT for the first delegate and £225 plus VAT for subsequent delegates; the cost for non-members is £330 plus VAT for the first delegate and £290 plus VAT for subsequent delegates.**

Traffic Commissioners are responsible for licensing and regulating operators of heavy goods vehicles (HGVs), public service vehicles (PSVs) and local bus services, and can also take action against their drivers.

Freight operators may be called to a formal public inquiry so that more evidence can be gathered to help the TC 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

At the FTA event the mock PI will be led by Donna Knowles from the TRU and will feature representatives from the Driver and Vehicle Agency (DVA), a solicitor and the former president of the Society of Engineers (SoE).

Attendees to the Transport Manager seminar – sponsored by Brigade Electronics, will be able to follow the process and workings of a public inquiry; from the initial written correspondence right through to the actual hearing, and will conclude with an explanation of the outcome and best practice advice.

affect the commercial transport industry.

In addition Mike Beare, Director of Transformation at the Driver & Vehicle Agency (DVA), will talk about modernisation plans for the DVA such as new vehicle test centres, with particular emphasis on the new online driver licence system for NI due to go live later this year.

Chairing the FTA seminar 2016 is Seamus Leheny – Policy and Membership Manager for Northern Ireland.

The programme of speakers will be:

- Keynote speech by Michelle McIlveen MLA, Minister for Regional Development
- Arlene Jamieson of Belfast City Council on the draft air quality action plan for Belfast and its potential impact on transport
- Mike Beare, Director of Transformation at the DVA on the new online driver licensing service for NI and plans for transforming DVA services
- Mock Public Inquiry with Donna Knowles, Head of the TRU



**For full details or to book a place at Transport Manager Northern Ireland call the FTA Member Service Centre on 03717 11 22 22.**



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# Iveco Eurocargo The Truck the City Likes

**With production of Iveco's new Eurocargo range now in full swing, we got the opportunity to get behind the wheel at a special 'ride & drive' day recently in Essex, as Export & Freight's Helen Beggs reports...**

**T**here were plenty of models to choose from, ranging from 7.5 tonnes up to 18 tonnes with a choice of day cab, crew cab, sleeper cab and high-roof sleeper cab models, underlining Eurocargo's impressive versatility.

Add to that, seven power ratings from 160hp to 320hp, 11 transmission options including four automated, five manual and two automatic, 15 wheelbases from 2,790mm to 6,570mm, a choice of 4x2 or 4x4, plus an extensive range of final axle ratios; not for nothing did it pick up the International Truck of the Year 2016 award!

Our time in the driving seat was limited, but sufficient for us to come away convinced that the future is bright for Eurocargo. In addition to the mainstream

rigids, new Eurocargo is available as a specialist conversion for road sweeper applications, plus the company has reintroduced a full line-up of urban artic models. These cater for gross combination weights from 18 tonnes to 35 tonnes – making it Iveco's most extensive urban artic range ever.

Another specialist conversion being offered sees the maximum gross vehicle weight increased to 22 tonnes on select models. Iveco achieves this by adding a single wheel lifting axle with servo-assisted hydraulic steering, making it particularly suited for distribution applications, yet without any impact upon vehicle manoeuvrability.

All 4x2 models are being built for the UK and Irish markets with a ZF automated EuroTronic gearbox as standard – a feature

first introduced onto Eurocargo in September 2008. Manual gearboxes, which are still common on the continent, and fully automated Allison transmissions, continue to be available as options.

Models with a dual passenger bench seat will also benefit from head rests as standard in the UK and Ireland, with other key features following the central European vehicle specification.

Purpose-designed as 'the truck the city likes', new Eurocargo conveys a feeling of spaciousness and freedom of movement: passage from the driver's seat to the passenger seat is facilitated by a flat, compact console and by the limited size of the engine tunnel, allowing for excellent cross-cab access. This also ensures that the driver can easily exit the vehicle

from either the right or the left.

The steering wheel features an all new ergonomic and stylish design, new soft-touch materials, and new controls for air conditioning, lights and automatic and automated transmission. The steering wheel controls for both the audio and connected Bluetooth devices promote road safety and enable the driver to focus attention on the road.

## Advanced Telematics

New Eurocargo is equipped with an advanced telematics system with the goal of providing all the tools necessary for the integrated control of all operations. Information is collected and analysed remotely: access to an intuitive portal allows the fleet manager to monitor a number of factors such as vehicle use and



detailed management of drivers and their driving style, whilst also making it possible to plan work flows and individual activities.

The new telematics system can be upgraded at different levels and by installing the Iveco DriverLinc display, the fleet management services features are enhanced. DriverLinc allows structured communication flow between the driver and the transport office, providing timely information for a prompt response. DriverLinc also adds tools to improve fuel efficiency, such as the 'driver coach', which supports the driver in improving his performance in real time.

The 'Advanced' service level includes state-of-the-art features to support the driver, both on-board and off-board: such as a detachable tablet that can manage functions ranging from navigation to job orders and signature capturing.

The 'Driver Coach' function helps to reduce fuel consumption, providing advice on how to save fuel. It does this by comparing performance with assigned objectives and supplies real-time feedback based on a set of 13 different driving style indicators. The Android platform guarantees shorter release cycles and easy customisation, allowing a high level of personalisation in job assignments.

## Safety First

For the first time ever, the new Eurocargo features an airbag integrated into the steering wheel, but, above all, focus goes to the crucial driver assistance electronic devices. In addition to the steering-wheel airbag, the new Eurocargo is equipped with all the key driving assistance systems.

The Lane Departure Warning System, fitted as standard, warns the driver when the vehicle is about to unintentionally change lane. Thanks to a camera



installed on the windscreen, the system can recognise the road markings and will sound an alarm when the vehicle drifts without the use of indicators.

In addition to the Enhanced Vehicle Stability Control (EVSC) safety device already standard on all models from 12 to 18 tonnes, new Eurocargo features the AEB, which measures the distance from the preceding vehicle, calculates the time for a potential collision and triggers a double alarm before automatically braking. The AEB is an active safety system which aims to at least mitigate, and possibly avoid, collisions.

Thanks to the EVSC and AEB applications, the Adaptive Cruise Control (ACC) is now available on the new Eurocargo. ACC is another safety/driving comfort

feature which automatically maintains the distance from the preceding vehicle, by adapting cruising speed using the radar, throttle, engine brake and brakes.

## Engines

Iveco developed for the new Eurocargo two new 4-cylinder engines at 160 and 190 hp, specially designed for city work. Thanks to the new pistons, the new injectors and the faster response of the new turbocharger, their compression ratio has risen from 17 to 1, to 18 to 1.

This improves the torque output by 8 per cent in typical urban operating conditions – that is, in the range just over 1,200 rev/min. The maximum torque of the two engines is now of 680 Nm and 700 Nm respectively, and maximum power is delivered at 2,200 rev/min instead of 2,500 rev/min.

Drivers can better exploit the higher engine torque at lower rpm, and this results in a greater response rate in acceleration and pickup. This means improved driveability, fuel savings and reduced CO2 emissions.





## Jungheinrich unveils revolutionary Kombi Stacker

Jungheinrich has announced the launch a totally new narrow-aisle Kombi Stacker – the EKX 514-516 electric order picker and trilateral forklift. With a payload capacity of 1.6 tonnes and a lift height of 18 metres, the new model offers maximum versatility for order picking and stacking operations.

**The truck is** equipped with state-of-the-art control technology, completely new motor technology and an efficient energy management system. Its intelligent design makes use of high-strength steels, resulting in a weight reduction of 150 kilograms.

"This means we can guarantee the efficient and economical operation of the stacker over two shifts with a single battery charge," says Steve Richmond, Director of Jungheinrich's Systems & Projects Division. The new Kombi Stacker eliminates

the need for extra batteries on a two-shift operation and cuts down on requirements for charging stations and extra manpower. "This is no idle promise. If a battery fails to hold a charge for two full shifts, Jungheinrich will replace it free of charge."

## Court Report

### Fined for Obstructing Officer

A County Tyrone Goods Vehicle Operator was convicted at Newry Magistrates' Court and fined a total of £750 for obstructing an Enforcement Officer.

The conviction arose when the Operator failed to provide information to an Enforcement Officer in relation to the alleged hire of his vehicle to a third party, thereby hampering a criminal investigation.

### Convicted on Multiple Offences

A County Down Operator has been convicted at Newry Magistrates' Court and fined a total of £1000 for failing to take a statutory daily rest and failing to maintain the vehicle's braking system.

The conviction arose when DVA Vehicle Examiners examined a 2 + 3 axle articulated goods vehicle on the A2 Road Newry and discovered a severe air leak from the vehicle's braking system. Further analysis of the driver's digital tachograph card also revealed a daily rest infringement.

### Minibus Driver on Multiple Charges

A Co Antrim minibus driver was convicted at Coleraine Magistrates' Court and fined a total of £700.

The conviction arose as a consequence of DVA Vehicle Examiners observing a minibus carrying passengers for hire or reward from Kilrea to Portrush. The vehicle was subsequently stopped and examined before reaching its destination where it was discovered that there was no tachograph fitted, no Public Service Vehicle Licence, Road Service Licence or valid Motor Insurance in force.

### TACHOGRAPH OFFENCES

**A County Tyrone driver has been convicted at Lisburn Magistrates' Court and fined a total of £500 for failing to produce his tachograph records to a DVA Enforcement Officer for inspection.**

The conviction arose when a 3+3 axle articulated goods vehicle was directed to the Department's weighbridge at Sprucefield for the purposes of weighing and examination. During the encounter, the driver produced several tachograph charts for inspection which revealed a number of discrepancies.

The driver was then asked to produce the remainder of his tachograph records for the previous 28 days; however he refused to cooperate and abandoned his vehicle.



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## 'Quickie' inspections risk non-compliance with legislation, warns CFTS

Consolidated Fork Truck Services (CFTS) is asking employers to think about how long each 'Thorough Examination' of their fork lifts is taking – and to question whether the inspections are thorough enough to assure legal compliance and truck safety.

"We regularly hear of Thorough Examinations being completed in as little as 10 to 15 minutes," says CFTS Technical Manager (North) Shaun Prendergast. "That's simply not enough to do a proper job."

Set up as a joint initiative between the Fork Lift Truck Association and British Industrial Truck Association, CFTS is responsible

for the comprehensive procedure and strict code of practice for the Thorough Examination of fork lift trucks which is followed by the scheme's national network of accredited Thorough Examination providers.

"A CFTS inspection of a small three-wheel electric truck typically takes at least 45 minutes, while a 2.5 tonne IC engine truck might take between 1.25 and 1.5 hours. As the complexity of the truck increases, the inspections grow longer. A conventional telescopic handler, for example, would take around three hours to inspect properly."

The CFTS examination is much more detailed, with a longer list of components and systems to check than many inspections. Shaun explains: "The standard CFTS checklist, on its own, contains 33 items. Each of these is expanded on, with clear instructions given in BITA Guidance Note

28 (Thorough Examination and Safety Inspections of Industrial Lift Trucks). This forms the basis for CFTS inspections."

"CFTS Thorough Examinations are not just visual. They include physical checks and measurements. For example, a CFTS-accredited inspector will frequently jack up the truck to examine the steering and linkages and will use a purpose-designed chain gauge to measure chain wear rather than just judging by eye or with a tape measure.

"After all, when it comes to workers safety and legal compliance, there's no room for guesswork. A poor choice of Thorough Examination provider could result in a heavy fine, a Health and Safety Executive FFI (Fee For Intervention), or even a horrific accident and prosecution under the Corporate Manslaughter and Homicide Act."



## Knorr-Bremse boosts sales in anniversary year

In its 110th year, Knorr-Bremse remains firmly on track for further success, posting sales of €5.83 billion in financial 2015 (+12%, 2014: €5.21 billion). Incoming orders rose 3% to €5.67 billion (2014: €5.51 billion).

The Commercial Vehicle Systems division posted sales of €2.49 billion in financial 2015 (+12%, 2014: €2.23 billion). Business here was largely driven by continuing strong demand in North America and Europe. In 2016, Knorr-Bremse expects to see the U.S. commercial vehicle market settle back to its normal level, while the market in Europe looks set to continue its recovery.

The major milestones for the company's future in 2015 were the acquisition of train control specialist Selectron and the start of production at the joint venture with Dongfeng, China's largest truck manufacturer.

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## HGV weight limit in Hillsborough

Regional Development Minister Michelle McIlveen has announced she intends to introduce an HGV weight limit in Hillsborough.

**The proposal will** introduce a 7.5tonne weight limit within the conservation area of Hillsborough in a staged approach. The first phase will apply to the stretch of Lisburn Street from the Culcavy Road to the Ballynahinch Road/ Main Street junction.

Michelle McIlveen said: "This scheme is designed to help reduce the large numbers of HGV traffic that travel daily through the historic village of Hillsborough but still allow

businesses to trade normally.

"I am confident the conservation area and those living and working in the village will benefit from this proposal.

"This proposal now has to go through a short legislative and consultation process and I would encourage everyone to make their views known. I am committed to improving the safety and the management of traffic on the road network around the Hillsborough area and I believe this

proposal will deliver that aim."

Following introduction of stage one, the scheme will be monitored and further phases considered if necessary.

The legislative process for the introduction of a weight limit will be advertised in the coming weeks and the public will be able to make representations to the proposal within 22 days of the date of the placing of the 'Notice of Intention' advertisement in media.



## Hankook Tire Expands Original Equipment Portfolio

**Hankook Tire is** expanding its original equipment (OE) portfolio in the heavy commercial vehicle (HCV) and medium duty segment as part of its existing OE agreements for Mercedes-Benz Trucks: Actros, Antos, Arocs, Econic and Atego. The updated tyre selection includes the e-cube MAX AL10+ and DL10+ as well as the SmartFlex AH31 and DH31, the company's highly reputed flagship products for the European market.

Hankook will additionally provide multiple options for 22.5 inch tyres, the best-selling TBR tyre size in Europe. Extending the OE fitment of the most-demanded heavy duty and medium duty trucks further strengthens the Hankook brand in a highly competitive market and is yet another milestone in the company's endeavour for sustainable growth in the TBR business.

## DSV Acquires Uti Worldwide

**The DSV Group** has acquired US based UTi Worldwide Inc., a global, supply chain services and logistics company with 21,000 employees in 58 countries. The combined company will be one of the world's strongest transport and logistics networks.

Comments DSV Chief Executive Jens Bjørn Andersen: "I have no doubt that the combination of the two companies is a recipe for success; and with our united network, we will create exciting opportunities for both customers and employees. We will now commence the integration process while taking care to maintain a high service level towards all customers. As we move forward, the commercial activities of DSV and UTi will continue under the DSV brand."

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**TRANSPORT & LOGISTICS AWARDS**

# 2016

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# EXPORT & FREIGHT

## TRANSPORT & LOGISTICS AWARDS

# 2016

### NEW CATEGORY TO BE ANNOUNCED!

#### 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.

#### 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.

#### Technician of the Year

TBC



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.

#### 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.

#### 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.

#### 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.

#### 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.



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

### Top Training Operator of the Year


☐ tick

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.

### Haulier of the Year


☐ tick

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.

### Own Account Operator of the Year


☐ tick

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

### National / International Logistics Specialist


☐ tick

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.

### Chilled Operator of the Year


☐ tick

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

### European Haulier of the Year


☐ tick

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.

### Transport Personality of the Year


☐ tick

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

### Irish Fleet Truck of the Year


☐ tick

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

## ENTRY FORM

### HOW TO ENTER:

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

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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](http://www.exportandfreight.com) or email to [helen@4squaremedia.net](mailto:helen@4squaremedia.net) or post to 4 SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down, BT26 6AE.

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# Next Generation of Digital Tachographs

Over the next couple of years, the EU regulation 165/2014 will be implemented specifying a new generation of digital tachographs to be fitted to newly-registered vehicles from around 2018/2019. Here, Es Shephard, the Freight Transport Association's Head of Member Advice, looks at some of the main features.

Some sections of this regulation have already been introduced, with the change in March 2015 to the operational radius of EU drivers' hours derogations for tools of the trade, carriage of live animals, the universal service provider and vehicles propelled by natural gas or electricity from 50km to 100km.

The new regulation proposes a variety of changes to the current specification for the digital tachograph.

It is thought that priority should be given to providing application which can assist drivers in interpreting the data recorded by the tachograph to enable them to be compliant with the legislation. Currently, the information available to the driver from the tachograph may not always give a true and accurate

picture of their driving hours.

The new tachograph specification features a connection to a global navigation system (GPS) that will record the position of the vehicle. This system will note its location at the start and end of the working day and also the position of the vehicle after every three hours of accumulated driving. The positioning service will be supplied only by manufacturers who offer it free of charge and no other positioning data will be stored in the tachograph unit.

Intelligent transport systems (ITS) or telematics are becoming more common in vehicles nowadays and can help the industry meet many challenges relating to transport volumes, fuel efficiency and driver behaviour. It is proposed that there be a standardised interface fitted to the next generation of digital tachographs

to enable interoperability with ITS applications. If any external device has access to personal data, it may only be used after the verified consent of the driver to whom the data relates.

In order to assist with targeted enforcement, the new digital tachograph will have a facility that enables data to be stored relating to certain events - for example the latest security breach, vehicle motion conflicts, over speeds, driving without a card or card insertion whilst driving. This data will be accessed remotely by enforcement authorities while the vehicle is in motion, thus allowing those authorities to determine whether a physical roadside check is necessary. This data is for this purpose only and will be deleted after the roadside check has been completed. The three new features listed



Es Shephard

above, GPS, ITS and remote event data, will be incorporated into tachographs fitted to newly-registered vehicles within three years of the entry into force of this regulation. With regard to the remote event data, the Member States will have to fit their enforcement vehicles with the necessary equipment 15 years after the implementation of this regulation, although individual Member States may decide to install the equipment earlier.

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# Overcoming Common Trailer Braking Issues

**Roger Thorpe, engineering manager at axle and suspension manufacturer BPW, discusses some common trailer braking problems, and how to diagnose and rectify them...**

**BPW's technical services** team is frequently called upon to help diagnose problems with trailer braking systems. Nowadays, these are nearly all controlled by EBS (electronic braking system) and this can aid diagnosis of system faults.

Problem causes can be largely split into three areas: the foundation brake (disc or drum), the trailer brake control system (ABS or EBS) and the towing vehicle.

Very often the clues to the cause of the problem will lie in the condition of the friction material (brake linings or pads) or on the friction surfaces of the drums or discs. Sometimes the symptoms for both drum and disc brakes can be similar, but it must be borne in mind that as disc brakes run hotter than drum brakes, these symptoms will vary across the two systems.

## Case 1:

A trailer is presented for the annual MOT test and fails on brake performance; very often this is its first test. The driver has not complained about poor brakes, so the first thing that we would do is look at the condition of the friction material and friction surfaces.



Roger Thorpe, Engineering Manager, BPW Limited

In most cases it will be seen that the friction surfaces are shiny, and that the friction material exhibits very little wear for the mileage that the vehicle has covered and also has a sheen on the surface.

This is a classic case of brake under-utilisation, which is sometimes referred to as

glazing. With endurance braking (retarders and engine braking) included as standard on most modern towing vehicles, this is now a very common problem. Sometimes there are a couple of tweaks that can be done on the trailer EBS system, but very often the remedy lies in

liaison with the towing vehicle manufacturer in order to get them to make an adjustment to the tractor EBS system.

People ask why this occurs at MOT time when the driver has previously not complained about poor braking. The answer to this question lies in the understanding of the braking pressures involved.

During normal driving the brake pressures delivered to the brake chambers are below 2 bar for 95 per cent of the brake applications. Even during an emergency stop the pressures are no more than 4 bar. During the brake roller test, the pressures are taken right up to 6.5 bar. Air pressure is directly proportional to friction surface pressure, and it is at these higher pressures that the under-utilisation effect takes place.

Occasionally we still come across cases where the vent plug bungs have not been removed when the brake chambers have been fitted to the foundation brake. This is especially troublesome with disc braked axles but also causes problems with drum braked axles.

Depending on which plugs have been left in place there can be either a pressure retained in the low pressure housing, causing a binding brake, or there can be a residual vacuum in the housing which has to be overcome by air pressure before the brake can be applied. It is this latter case which will manifest itself as under-utilisation.

Note that sometimes the bungs may be left in on only one or two wheel stations, causing the problem on those corresponding brakes.

## Case 2:

The customer complains of braking issues, normally poor brake performance. The







trailer is two or three years old, and in these cases the problem has usually been reported by the driver.

The clue here is that the brakes have performed well until now, and the owner is asked what has changed. Is there a new driver or a new towing vehicle or is the trailer being used on different types of work? The normal response is that nothing has changed, but that the brakes have been re-lined a little while ago.

Further investigation discovers that different or non-original linings have been fitted and this has upset the brake balance. During design, the coefficient of friction of the friction materials is balanced to the metallurgy of the friction surfaces, and any deviation in these two components can cause problems.

Don't forget that, during the manufacture of the trailer, a set of brake calculations is performed using the known parameters of the original equipment specifications of the friction materials. If this is changed then the brake performance will also change.

### Case 3:

A customer may have suffered with under-utilisation and has overcome the effect of this by fitting a different type of brake lining which has a higher coefficient of friction. All may have been well for the first few weeks or months, but then problems arise.

The heat generated by the higher coefficient of friction may cause the surface temperatures to rise on the friction material and friction

surfaces, giving rise to surface cracking. Some surface cracking is normal and it is removed continually by the natural action of wear in the friction components; indeed this is evidence of a healthy braking system where the friction surfaces are a dull pewter colour and the friction material is a matt grey colour. If cracks are generated too rapidly they become larger and join up, eventually forming long cracks which propagate through the brake disc or drum. In these cases, the friction material will start to disintegrate because the resin that bonds the material together has been drawn out and burned off.

The remedy here is to replace the friction material and the drums or discs if they are too badly damaged, and then to investigate why the under-utilisation occurred in the first instance.

### Case 4:

The customer will call to say that they are unhappy with the life they are getting from the friction material or, worse still, that the brake linings or pads are burning out with excessive heat.

Normally these cases demand a visit from one of our engineers, ideally to see the vehicle before material has been replaced. The engineer will check the condition of friction surfaces and material on all wheel stations. If the issue occurs only down one side of the trailer, it may suggest a problem with one of the modulator

valves in the braking system.

If the issue is only on one wheel station, then this may point to a problem with the brake chamber (remember the bungs) or the foundation brake itself. If the problem is uniform, then the engineer will look at the data in the EBS system.

### Brake Calculation:

The brake pressure control settings in the ECU will be checked, and if BPW has carried out the brake calculations, the parameters will be checked against those on the calculation sheet. The onboard data will be downloaded and checked for evidence of overloading, speeding, ABS cycling, roll stability activations and prime mover ESC (electronic stability control).

ABS cycling, where the ABS system continually sends test pulses down to the brakes because of high cornering speeds, can be a problem. This can be resolved either by driver training or liaison with the manufacturer of the system to eliminate any programming issues.

In cases where none of the above checks reveal a reason for the high component wear, then you may have to resort to more high-tech testing to determine tractor/trailer braking balance.

### Testing Developments:

We used to perform these tests statically by installing pressure gauges and regulator valves onto the tractor/trailer combination, and monitoring pressures in the complete combination. With the widespread use of EBS, the braking pressures balance out dynamically when the vehicle is in motion, and we have developed our own testing equipment to measure this. ECE regulations require that the EBS prime movers must allow static threshold testing, but BPW have found this unreliable.

The towing vehicle and trailer are installed with pressure gauges, temperature gauges and accelerometers, and data is fed back to a laptop computer in real-time as the vehicle is driven on a typical route. Later, the data is analysed and imbalances in braking identified. When the cause of the problem is established, we can then work with the tractor manufacturer and resolve the issue.

### Further Information

Further information on the wear and damage characteristics of both disc and drum brakes can be found in the 'Technical' section of the BPW website: [www.bpw.co.uk/technical](http://www.bpw.co.uk/technical)

# Tackling a Problem That Won't Go Away

**Martin Reid**

RHA Director for Scotland and Northern Ireland



**There can be little doubt that 2016 will bring with it a challenging time for the transport industry. Evidence would suggest that trading conditions are getting tougher and with over 100 major companies already issuing profit warnings for the year there may be justifiable reason for concern for firms further down the supply chain, in terms of both demand and pressure of rates and payment terms.**

**W**e do, however, run the risk of allowing slower market conditions to cloud industry issues. The RHA has for quite some time been

lobbying Westminster, Stormont and Holyrood to highlight the driver shortage to MPs, MLAs and MSPs alike. For most, finding qualified reputable drivers is

still an ongoing concern; but for others the slowing down of work streams has papered over the driver shortage cracks.

We must not lose sight of the fact that our driver workforce is ageing at a much faster rate than new entrants are coming into the road haulage industry. Even at times when work streams are slower, this fact does not change.

For that reason, the RHA is stepping up its campaign to raise the profile of the industry and change the way it is perceived. We created something entirely new for the industry with National Lorry Week last October and it will be repeated, on a larger scale, this year. The dates are September 19 to 24 and we will again be urging customers, public and politicians to 'Love the Lorry'. If you would like to get involved, do let the Scotland and Northern Ireland office know and we will be delighted to help.

## Funding

This is a vital role for Government to play, also. Last month I urged the Northern Irish Government to follow the Welsh Assembly's lead and fund driving licence acquisition (the larger the number the better) but I would ask that if they are not prepared to do this then they should at least follow the lead set by the Scottish Government and fund a research project to examine the problem.

The Scottish Government will be looking at the extent of the shortage, the diminishing pipeline of new drivers and what it can do, along with the industry, to find a solution. It recognises that the sector is a vital enabler of growth and that we need to lay a strong foundation for a secure supply of drivers who come into the industry with the right culture and training to work in what is

an increasingly demanding sector.

At the time of writing, Skills Development Scotland will have selected the successful partnership that will carry out this research and in the process, sit down and listen to hauliers, trade associations and the training organisations that operate in the road haulage sector in Scotland.

Although this is not quite as good as putting drivers into cabs, it will provide a robust set of numbers that we can take to Government to show the extent of our issues and almost be able to quantify the level of help needed to sustain our industry moving forward. It will provide a snapshot of where we are and will be completed by the end of March.

Once we see the outcomes and have a robust set of numbers we can sit down with the Scottish Government and work together on finding solutions.

The RHA have been involved since the outset of this project, liaising with Skills Development Scotland at the outset as well as being part of the selection panel. We would be delighted to do the same in Northern Ireland. We would urge ministers to give the road haulage industry in Northern Ireland the same courtesy and respect that the surrounding countries are doing. Help our industry by bringing it new entrants and in that way we can continue to underpin the Northern Irish economy as we have done for many years.

I finish this latest article with similar words as I ended the last. If this can be done in Scotland, then why not Northern Ireland?



## FTA publishes new edition of popular legal guide

The 54th edition of the Freight Transport Association's Yearbook of Road Transport Law, sponsored by Bridgestone, has now been published.

Fully updated for 2016, the Yearbook is an indispensable publication designed to provide those in charge of commercial vehicle fleets with all the information they need on road transport legislation.

The Yearbook's 460 pages cover all aspects of road transport law, including Operator licensing, driver licensing, weights and dimensions, Construction and Use and traffic regulations, together with related material regarding employment, health and safety, plus key addresses and other contact details.

## Iveco triumphs in 2016 Dakar Rally

Iveco has secured its place on the top step of the podium at the Dakar 2016. Gerard De Rooy, leader of Team PETRONAS De Rooy Iveco, won the 2016 running of the most competitive motorsport endurance rally in the world.

His performance over the 13 stages showed once again the pilot's outstanding driving and navigational skills and confirmed the Iveco Powerstar's supreme qualities. Iveco dominated one of the most competitive Dakar's ever, which saw five different truck brands inside the Top 10. Pierre Lahutte, Iveco Brand President commented:

"Iveco's triumph in the 2016 Dakar builds on the huge success we have already achieved with Eurocargo winning 'International Truck of the Year 2016' and Magelys 'International Coach of the Year 2016'. We put the excellent reliability of our trucks to the ultimate test in this year's Dakar, enabling the team's outstanding pilots to give their best performance in the race. I would like to thank Gerard De Rooy, Federico Villagra, Anton Van Genugten, Pep Vila and Ales Loprais and their remarkable teams for the determination and drive they have shown."

This is De Rooy's second victory in the Dakar's truck category. At the end of the competition, the Dutch champion dedicated his victory to his late Belgian navigator, Jurgen Damen, who passed away last year.

## Exploring New Opportunities

Investing time exploring new opportunities is becoming a fruitful journey for Britcom, the UK's leading exporter of trucks.

The Special Projects Team at Britcom have already uncovered new opportunities including sugar estates in Mauritius, explosive/

blasting in Mozambique, mining operations throughout Africa, forestry in Malaysia and Oil & Petrochemicals in the Caribbean. Their latest success story: a substantial order for new & unused right hand drive Renault Kerax 6x4 Tractor Units bound for the Caribbean.

Blakey Jones, Export Manager says: "At Britcom we historically exported used commercial vehicles to our customers and

most of these were destined to developing Countries. Over the past decade these markets have developed considerably and therefore the profile of vehicles we supply has changed.

"We have adapted to ensure we can still fulfil our customer's requirements in this rapidly developing world, and we are always looking for opportunities to purchase new specialist equipment for these clients."



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# Iveco's State of the Nation Good & Getting Better

**It's 30 years since Iveco began outlining on an annual basis their 'State of the Nation,' a milestone that was marked recently in Basildon in Essex at a gathering of journalists, including Export & Freight's Helen Beggs.**

**B**ack in 1985 weights had gone up to 38 tonnes as a result. Bedford had 11% of the truck market - and there was talk of banning trucks from the centre of London at night and at weekends. Over 6 tonnes, the market had just reached 51,000, having recovered from a so-called 'disastrous' low of 39,000 in the recession year of 1981. The market actually peaked at 65,200 in 1989, a high that's not be equalled since.

In between times, recessions have come and gone, with 2008 marking the start of what became the longest and most prolonged recession of modern times which saw demand falling to just over 27,000 and operators fighting for survival.

That's all behind us now and as Iveco's Brand & Communications Director Nigel Emms told the gathering, 2015 saw a return to what he called 'normal trading levels,' with the market stabilising around an average of 43 to

44,000, and looking set to stay that way in the foreseeable future.

Today, he said, there are greater efficiencies in long haul operations - with increasing numbers of operators turning to 3 axle tractors at 44 tonnes, with high cube or double deck trailers. Greater efficiencies, too, in pallet networks and urban distribution, with 6 x 2 rigs

replacing 18 tonners, and more productive, higher payload 12 to 16 tonners replacing 7.5 tonners, while eight wheelers are replacing six wheelers as the mainstream construction standard.

"Each and every one of these delivers greater efficiencies per tonne mile, but with fewer trucks," he explained, adding that with the emergence and

growth of e-commerce has come a growth in home deliveries and more demand for vans.

## Trucks

Taking a look at last year's figures, above 6 tonnes, the market totalled 44,063. That was 27.1% up on 2014 and tending towards what might have been regarded as some of the more optimistic forecasts twelve months ago.

Multi-wheelers led the way. There were a massive 8,522 multi-axle rigs registered last year, up 20.4% on the previous year. "Putting this into context, demand for 3 and 4 axle rigs now accounts for almost 20% of the total truck market over 6 tonnes - whereas back in 1985, that figure was just 9.5%," said Nigel.

Demand for 7.5 tonners hit 4,690 in 2015 - slightly up in volume terms on the previous year, but now just 10.7% of all trucks registered last year. That is the lowest percentage of 7.5 tonners for almost 40 years, and compares



Nigel Emms



Stuart Webster



with a 1985 figure of 28.7% . Demand, meanwhile, for 16 to 18 tonners hit 6,586 units, 38% up on 2014 and a positive rebound from several slow years. But it's eight wheelers that were - and continue to be - the real star .The resurgence of the construction industry over the last couple of years saw the 4 axle rigid sector rise to its highest ever total of 4,319. You have to go back to 1989 when the total market was over 65,000 to get even close to that number of eight wheelers.

Vans

Unlike trucks, legislation has had little or no direct influence on van demand in recent years. Where it has been of significance is in shifting the focus of truck operators away from 7.5 tonners and the like, towards 3.5 tonne vans, the main drivers being changes in consumer needs, the development of e-commerce and the uptake of internet retailing, and the growth of parcel deliveries to and from the high street. "Vans have never been more important in road transport, with overall van mileages growing much faster than trucks and growth in the demand for vans can only continue." In a booming 3.5 tonne market (up 18%), demand for the Iveco Daily went up by a massive 56.2% to 4,326 registrations overall. Iveco also enjoyed a 33% growth in heavy truck volumes. Trakker



and Stralis volumes grew in every heavy sector - 2 axle & multi-axle rigid, 2 axle & 3 axle tractors.

Year Ahead

Looking forward to the year ahead, Iveco Managing Director Stuart Webster said the industry should benefit from an increasingly healthier economy, including continuing lower interest rates and lower fuel prices. . "Of course, the big question on the van side is - how will the introduction of Euro 6 affect the market? Will it be as dramatic as with trucks in 2013/14? Or will we hardly notice? In common with other manufacturers, we're erring towards the latter, although we expect there will be a pre-buy effect of some sort. "Legislation rarely has a major impact on the buying patterns and demand for vans - ultimately, because they are very different beasts to trucks and because the

buyers tend to be very different, so with that in mind, we're forecasting a market of some 110,000 units between 3.5 and 6 tonnes - or another increase of some 8 to 10%. That could be a touch conservative." In trucks over 6 tonnes, it's a slightly different picture, he said.

"Trucks are immediately and directly affected by the advent of new legislation. There's nothing significant on the books for 2016 - so with a stable economy and business environment, we're expecting no dramatic changes to patterns of demand." However, on driver availability, he had this to say: "The industry is getting desperately short of drivers. Reality says the advent of the Driver CPC did much to encourage older drivers to retire and leave the industry, whilst too little is being done to encourage new and younger drivers in. "The conditions they have to work under put many of them off. The legislation that rules their lives is a factor deterring them from entering the sector.This is a crisis waiting to happen, and the time has come for the powers-that-be to take action at all levels."

At A Glance

Trucks (6.0 tonnes +)	Vans (3.5 – 5.99 tonnes)
1-DAF: 11,467 units (26.0%)	1-Ford: 26,572 units (26.2%)
2-Mercedes: 8,052 units (18.3%)	2-Mercedes: 25,363 units (25.0%)
3-Scania: 7,075 units (16.1%)	3-Peugeot: 9,837 units (9.7%)
4-Volvo: 5,538 units (12.6%)	4-VW: 7,844 units (7.7%)
5-MAN: 3,999 units (9.1%)	5-Fiat: 6,623 units (6.5%)
6-Iveco: 3,237 units (7.3%)	9-Iveco 4,642 units (4.6%)



# What constitutes an operating centre?



**Seamus Leheny**

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



**How can a transport operator determine what is legally considered to be his operating centre? It sounds like a simple question, but in fact there are a number of considerations that can determine the answer. FTA's Policy Manager for Northern Ireland Seamus Leheny explains...**

**L**egislation says that an operating centre is 'the place where a vehicle is normally kept when not in use'. But what do 'normally kept' or 'not in use' mean? Unfortunately, there does not seem to be a clear-cut definition. The Senior Traffic Commissioner's Statutory Guidance and Directions – the most recent revision of which was published by

Beverley Bell just before New Year – does not give a precise indication. Instead it is described as 'a question of fact and degree in each case', meaning that it often falls to the individual Traffic Commissioner or in the case of here in Northern Ireland, the Transport Regulation Unit (TRU) to make the final decision.

Even precedents set by the courts or Transport Tribunals give differing answers.

'Normally kept' could be considered as the place where the vehicle spends longest when idle. One court case looked at this on a day-to-day basis. A driver occasionally parked his vehicle overnight off the public road near his home if he was delivering locally the next day. At other times the vehicle was left either at the named operating centre or, due to the driver spending two or three nights a week away, in other parts of the country.

The appeal court agreed with the appellant that, because the vehicle was parked at the operating centre for a majority of the time during the year, this address would be where the vehicle was normally kept.

The Senior Traffic Commissioner's Guidance states that the Transport Tribunal – the body which hears appeals against Traffic Commissioners' decisions – found against one operator where a fifth of the fleet was parked away from the operating centre on most weekends, or in another case, where a vehicle was outside the operator's home for a few weeks.

So what constitutes 'not in use'? A vehicle could be parked

at a customer's depot for a number of days, but if the customer is gradually loading then it is in use. However, if a vehicle or trailer is left idle at a customer's premises for a number of days it could be deemed to be 'not in use'. And if it was there for a significant proportion of the year then the site could be deemed to be an operating centre.

Sometimes operators have claimed that a vehicle never stops – they use multiple shifts and it is never kept anywhere. When faced with this scenario, enforcement officers have in the past asked the question 'where will it be on Christmas Day?'.

Unsurprisingly issues around operating centres are often posed to FTA's Members Advice Centre, which handles thousands of calls every year. With this issue, every case has to be considered on its individual merits.

## DVA Changes

Meanwhile, on another subject, Paul Duffy, Chief Executive of the DVA and Mike Beare, Director of Transformation at

the DVA, attended a recent meeting of the Northern Ireland Freight Council to present to members present the changes that DVA will be making over the next few years to services such as driver licensing, test centres and enforcement.

DVA were extremely keen on getting transport industry input and feedback on these plans hence the engagement with the NI freight council. The day was a great success with members gaining a valuable insight into the proposed changes as well as enabling members to put forward their thoughts and ideas on the new DVA services that would benefit the local transport industry in Northern Ireland.

Over the next few years we are going to see new test centres being developed across Northern Ireland as well as the implementation of a new online driver licensing system in 2016, therefore it was vital that the transport industry was able to be a key stakeholder in how these projects are developed and eventually delivered.



Pictured here (l-r) are Seamus Leheny, FTA, John Purdy from TBF Thompson (Chairman of FTA NI Freight Council), Paul Duffy, Chief Executive of the DVA and Mike Beare, Director of Transformation at the DVA



# Conti Brand Impress Philip White Tyres – And Surefreight

Philip White Tyres has enjoyed a long and enduring relationship with one of our leading haulage operations, Newry headquartered Surefreight.



**Entrusted with caring** for the haulage operator's entire tyre programme, PWT has utilised the renowned Conti brand to keep the company on the road.

With multi locations in Northern Ireland and England, the Surefreight fleet requires tyre management to a high level – and that's what they get from PWT who constantly monitor and record every aspect of tyre performance, pressures and wear.

PWT has an in-house built tyre management software that tracks tyre usage and constantly monitors the pence per kilometre. This system ensures target PPKs are met and maintained; it also has a system to track fuel cost per tyre usage.

So why Conti? Well, the Conti Hybrid tyre range sets new standards in regional distribution traffic. It has been especially developed to be suitable for use on both regional roads and motorways and is German premium tyre manufacturer Continental's response to the increasing volume of distribution transport.

This tyre family is characterised by greatly improved tyre life

and outstanding fuel efficiency, guaranteeing fleet operators sustainable cost optimisation and supporting them in making their fleets as economical as possible.

The tyres in the Conti Hybrid family are precisely matched to each other and specifically designed for regional transport with use on motorways and offer up to 20% longer service life and 6% better fuel economy.

Take the Conti Hybrid HS3, for example. This steer-axle tyre offers a 17% improvement in service life. In addition, the optimised positioning of the tread material has reduced rolling resistance.

High levels of safety, excellent performance in wet weather throughout the entire life of the tyre and consistently excellent braking properties make the new Conti Hybrid HS3 the perfect universal tyre for operators like Surefreight.

Meanwhile, the drive axle Conti Hybrid HD3 offers an impressive 20% increase in service life over its predecessor. This improvement is mainly down to the new block design, which incorporates integrated sipes in a 3D geometry. These sipes,

which extend to almost two thirds of the total tread depth, provide higher block stability and therefore greatly improved wear behavior. In addition, and in their role as biting edges, these sipes ensure especially good traction throughout the entire life of the Conti Hybrid HD3, including when accelerating and braking in the wet.

The new Conti Hybrid HT3 employs rubber compounds that have been especially developed for trailer tyres and boast major savings over the tried-and-tested predecessor. One example is the newly developed tread compound, which further increases the service life of the Conti Hybrid HT3 by 8%.

In addition, the new compound improves the grip of the tyre, receiving the EU label value "B" for its performance in the wet. The Conti Hybrid HT3 has also been awarded the EU label value "B" in the category of fuel efficiency. A 6% improvement in fuel consumption was achieved through an optimal combination of rubber compound in the tread and sidewall and optimised tread groove geometry.

## 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, Lderry, Castleblayney and Dublin, remains an independently owned family run company, established in 1982.

In recent times, more than £250,000 has been invested in new fleet vehicles and garage equipment enabling Philip White Tyres to further expand their brand image. Investment has also been made in a Research & Development Software Programme tailored specifically to help fleet customers improve their tyre efficiency and expenditure.

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.

## RHA Oppose Planned New Migrant Camp at Dunkirk

The Road Haulage Association says it is dismayed at the news that a new migrant camp is to be built at the Dunkirk ferry port, approximately 30 miles from the Port of Calais.

**"This will not** solve the problem of migrants causing yet more misery for the thousands of UK-bound hauliers who regularly use this alternative route to cross the Channel", said RHA chief executive Richard Burnett. "The issue must be resolved, not doubled.

"Britain has committed £19 million in funding for fences, CCTV and other security measures at Calais since the crisis erupted in June and has already invested £7 million in a secure HGV parking area and additional fencing at the Port. We now learn that the French government will apparently be picking up the £1.1 million bill for the new camp. As experience has clearly shown, this will barely scratch the surface of the problem.

"Migrants at Calais already outnumber security officials by 18:1. Our greatest concern is that the number of staff will be reduced and redeployed at Dunkirk. The inevitable outcome of this will be that what is already a bad situation will get much, much

worse. It is unthinkable that lives, already at risk, are lost."

The RHA will continue to push for deployment of the French military at Calais and will be requesting a meeting with the Mayor of Calais, Madame Natacha Bouchart. Madame Bouchart has also voiced her concerns for the citizens of Calais who have been placed in an untenable situation.

"This is now a critical situation which cannot be allowed to continue", continued Richard Burnett. "The lives and livelihoods for hauliers and for thousands of Calaisians are now being put at severe risk. Pressure must be brought to bear on the French government to act.

"The situation at Calais will not disappear any time soon and that is where the focus must remain. It must be addressed and resolved it as effectively and quickly as possible. Duplicating the problem to another port 30 miles away is not the answer".

## Transporter and Caddy Do VW Proud

Volkswagen Commercial Vehicles produced a new UK sales record in 2015, registering over 43,200 new vans. The Transporter, Crafter and Amarok all saw sales increases in 2015, while the brand's passenger carriers and campervan registrations took VW's total 2015 registrations to 47,739, up 7.8 per cent on 2014 (44,297).

**VW maintained its** number two position in the light commercial vehicles sector, recording a market share of 11.59 per cent.

The Transporter, the sixth generation of which was launched in September, accounted for 20,533 registrations, up over 10 per cent from 2014 when 18,593 sold. Just under 4,000 Amarok models were registered (3,908), representing a rise of over 26 per cent on the previous year.

Volkswagen Commercial Vehicles also recorded a strong performance for its largest van, the Crafter, with over 8,000 (8009) registered for the first time. There was a small dip in Caddy sales – from 14,007 to 13,611 – caused largely by the transition from the third to the fourth generation model.

Commenting on the brand's 2015 performance, Director of Volkswagen Commercial Vehicles, Carl zu Dohna, said: 'Launching two new products in 2015 – which make up three-quarters of our volume – was always going to be an exciting and challenging project. I'm delighted that we produced another sales record and look forward to consolidating and building on this performance as we start 2016.'

**EXPORT & FREIGHT**  
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## Ford Stretching its Market Lead

**Ford increased its UK market lead in 2015 while recording 39 consecutive years of car sales leadership and 50 years of UK commercial vehicle (CV) sales leadership. Ford is carrying significant sales momentum into 2016, outpacing UK industry growth in all sectors: total vehicle, cars and commercial vehicles (CVs).**

**Andy Barratt, Ford of Britain** chairman and managing director, said: "2015 has seen a transformation across the network with 57 new flagship FordStores now open representing a combined investment of over £50 million by these dealers. "In 2015, Ford extended its sales lead in a fiercely competitive market and launched a number of award-winning vehicles and technologies. We aim to reinforce

our sales lead in 2016, after very encouraging results in November and December that saw Ford exceed overall sales growth in all sectors of the market."

Ford Transit has led the UK CV sector from its launch in 1965 and Ford's CV range secured a 24.8 per cent share in 2015, up from 23.5 per cent in 2014. Ford's CV sales lead of 61,041 in 2015 increased by 38.8 per cent compared with 2014, while Ford's

UK total vehicle 2015 sales lead of 126,609 units increased by 16.1 per cent compared with 2013.

Ford's fresh and extended CV range helped deliver Ford's second best ever commercial sales in 2015. UK CV sales in 2015 were 429,576 up 16.5 per cent, compared with 2014. Ford CV sales in 2015 were 106,356 up 22.9 per cent, compared with 2014.

## VW Secures new contract with Northern Ireland Electricity Networks

**Northern Ireland Electricity Networks Ltd has renewed its long-standing partnership with Volkswagen Commercial Vehicles, adding 28 Crafter panel vans to its already sizeable fleet.**

**NIE Networks is** responsible for managing 47,000 kilometres of overhead and underground cables that deliver electricity to 850,000 homes and businesses across Northern Ireland. As part of its regular replacement vehicle programme, the fleet, which currently comprises over 400 vehicles, has been boosted by the additional 28 new Volkswagen Crafter models.

The company opted for the Crafter CR35 MWB panel van due to its ample load space, rear-wheel drive functionality to help access remote areas, and ability for bespoke conversion. Each Crafter will be equipped with specialist racking solutions, depending on purpose and equipment carried. The new vehicles will be used within the connections side of the business, to help join new customers to the electricity network or alter existing connections for homes and businesses across the country.

NIE Networks is a business that puts its customers first, and as part of this commitment a number of the new Crafters will be used as 24/7 emergency response vehicles. To help reduce costly vehicle downtime, Volkswagen's award-winning aftercare support will keep NIE



Networks' engineers on the road, and assist by sourcing a like-for-like courtesy vehicle if a van is off the road for more than a couple of hours.

David Corry, Supply Chain and Fleet Manager, NIE Networks, commented: "As the network company, we have a responsibility to ensure homes and businesses across Northern Ireland have a reliable electricity supply. It was the reliability and the first-rate aftersales service offered by Volkswagen which helped to make it an easy decision when it came to replacing vehicles on the fleet. We have had excellent experience in the past with Volkswagen, and we're pleased to continue the relationship."



# LDV Is Back As Harris Group Wins U.K. & Ireland Distribution Rights

One of Ireland's oldest automotive distributors has secured the distribution rights for both the U.K. & Ireland for LDV commercial vehicles.

**T**he Harris Group is bringing LDV back and marked its return with the launch of the LDV V80, available in four models, including a chassis cab; talks to appoint a Northern Ireland dealer are currently underway.

LDV vans are manufactured in China by SAIC Maxus (part of the Shanghai Automotive Industrial Corporation). By 2020, SAIC will have invested \$2.2bn in growing and developing the LDV brand globally, including the launch of a new SUV, a 4x4 Pick-up and the all-new G10.

According to Liam O'Neill, VP of the Harris Group, it's great news both for van drivers and for the future of the light commercial vehicle category in the U.K. and Irish markets.

"Commercial van sales were the first to go when the recession kicked in, but the market for this category has been revived with sales in Ireland growing by more than 40% in 2015, outperforming both the passenger and heavy vehicle categories," said Liam. "We anticipate significant further growth for 2016 and beyond and this positive prediction is shared by the team at SAIC Maxus, which is showing huge support for the re-launch of the LDV brand."

"It is a great honor for the Harris Group to have won the distribution rights for LDV from SAIC. There was very stiff competition for the distribution of the LDV brand from both the U.K. and Irish markets but I believe our team's focus, along with our extensive network and our long-term plan for LDV, together with our passion to bring this iconic brand back to the market was a winning combination."

"There are a lot of similarities between how business is done in China and how it is conducted in our markets. Building strong, personal relationships that are built on mutual trust was critical to the success of the agreement. The fact that the Chairman of SAIC, Mr Lan Qingsong, the

Deputy General Mr Xu Qihua and their senior colleagues from China flew in to join us for the recent launch is testament to the company's commitment to rebuilding the LDV brand. It is also indicative of the strong bond that has developed between our two companies."

The Harris Group has already started building an LDV dealer network in both markets and the medium-term goal is to create a strategic network of dealers in the U.K. and Ireland.

"This is phase one of LDV's return to our markets. The V80 is a great van with all the right credentials," continued Liam. "I am confident that the future for LDV isn't just bright, it's shining and there are already a number of events planned for later this year."

"The Harris Group and SAIC will have a substantial stand at the CV show in Birmingham to showcase the LDV brand in April and has many other product offerings coming on stream right through to 2018, with the addition of new LDV variants including a G10 panel van and MPV, a 4x4 pick-up and an LDV SUV and the return of the much-loved LDV Minibus range."



## Model Line-Up

The LDV V80 is currently available in four models; Short Wheel Base, Low Roof (SLR); Long Wheel Base, Medium Roof (MMR) and Long Wheel Base, High Roof (LHR) and Chassis Cab (CC) with a GVW (Gross Vehicle Weight) of 3.200KG or 3.500KG

LDV V80 vans are powered by an advanced, economic 2.5-litre turbo-diesel four-cylinder engine, designed by Italian engine manufacturer VM Motori. The engine produces up to 100 KW (136 BHP) of power and 330 Nm of torque transversely mounted on the frame front wheel drive. The engine employs a common rail fuel injection system for improved combustion efficiency, as well as low fuel consumption. The spec is completed with a very slick, dash mounted six speed gearbox.

The V80 offers car-like handling and driver comfort and is loaded with smart features such as rear parking sensors; Air Conditioning; Cruise Control; daytime running lights, mirror indicators and fog lamps.

There's also the added benefit of recessed load tie down points and a heavy duty cargo mat. Two standard pallets can be carried

in tandem in the load area of all models, courtesy of the 1380mm width between the wheel arches and rear barn doors that open to 270 degrees, which make for easier loading - particularly with a forklift. Its low floor clearance offers greater room, payload and ease of loading, so there's an LDV for every job. LDV V80 is built for capacity and efficiency. Its large load area offers a substantial 6.4m<sup>3</sup> of volume in the short wheel base model, which extends to a massive 10.4m<sup>3</sup> and 11.6m<sup>3</sup> on the long wheel base medium and high roof models respectively.

Standard safety equipment includes dual airbags, rear parking sensors and four wheel disc brakes with ABS (Anti-lock Braking System) and EBD (Electronic Brake-force Distribution). For both driver and passenger there's no compromise on comfort, as the LDV V80 comes complete with air conditioning, remote keyless entry, radio with MP3 connectivity, Bluetooth connectivity, 8-way adjustable driver's seat, power windows and electric heated mirrors.

The warranty on all LDV V80 vans is for five years or 200,000k and includes five years roadside assistance cover as standard.

## Vauxhall Is UK's Top Van Maker For 14th Year Running

Vauxhall built over 60,000 vans in the UK last year, making it Britain's number one van maker for the 14th year running, according to figures released by the Society of Motor Manufacturers and Traders.

**Driven by UK** Vivaro sales of over 28,000, Vauxhall manufactured 60,280 vans at its plant in Luton, Bedfordshire.

The offer of four years' zero per cent APR finance, four years' free servicing, a four year warranty and four years' AA cover, was particularly popular with retail customers where Vauxhall was number one in this segment.

Meanwhile, Vauxhall also built over 90,000 Astras at its manufacturing plant in Ellesmere Port, Cheshire. The much-lauded, all-new seventh-generation model is available in showrooms now.

"We are delighted to be the UK's leading van manufacturer for the 14th year running," said Rory Harvey, Vauxhall's Chairman and Managing Director. "The Luton-built Vivaro is the lynchpin of our award-winning van range and we are very proud of our 113 year heritage of building vehicles in Britain."

Vauxhall's all-new Vivaro, launched in 2014, and secured 1,500 jobs at the UK's only dedicated light commercial vehicle plant after workers won a ten-year contract and a £185 million investment.

Thanks to the outstanding attitude and work ethic of the workforce, the Luton plant beat world class competition from across Europe to build the new van.

Rival Ford shut its Transit factory in Southampton 2013 making Vauxhall's Luton facility the sole flag bearer for UK van manufacturing, on a site where over eight million vehicles have been built since 1905. The factory is a major exporter with 52 per cent of production destined for European markets.

Supplier firms across the country also benefit from £600 million of business over the life cycle of the second-generation Vivaro with 40 per cent of content sourced locally from UK suppliers, up from 24 per cent for the previous van.



## Mercedes-Benz Vans Celebrates Sixth Consecutive Year of Growth

Mercedes-Benz Vans sold 36,212 vehicles in the UK in 2015 – the company's best ever year, and an increase of 3.4% on 2014.



**Several records have** been broken for the brand during 2015, including the biggest ever June, September, and December in terms of registrations for Mercedes-Benz Vans. September was actually the biggest month ever for Mercedes-Benz Vans in the UK, registering 6,264 vehicles (a 7.9% increase on the previous record-breaking September in 2013).

Sales of Citan have increased by nearly 10% over 2014, to 2,978 registrations, with Sprinter also outselling 2014, with 17,995 van and 7,717 chassis registrations in 2015. Vito volume remained stable, despite the disruption of a change in model, while Used vehicle sales increased by 16.8% over the previous year.

Mercedes-Benz Vans is not just selling more vehicles, but welcoming more customers, with a 16% increase of new customers compared to 2014.

Mercedes-Benz Financial Services (MBFS) also had a record-breaking year, funding almost £300m (£294.3m) vans in 2015, a 16% increase over 2014. MBFS continues to fund one in three Mercedes-Benz Vans in the UK.

Steve Bridge, Managing Director, Mercedes-Benz Vans UK, said: "We were very clear that 2015 would be our year of sustainability, focused on maintaining our impressive registration benchmark; so to achieve this in some style with so many records again broken, is a fantastic achievement and testament to the hard work and commitment of our colleagues."

"And we are clearly doing something right – not only are we selling more vehicles, but we are selling more vehicles to more customers, which is key. Our products are award-winning, and our services that take care of customers once they've purchase our vans, are market-leading. We do everything from financing and insuring a van, to repair and maintenance, roadside recovery, and can even dispose of a van at the end of its life, and we're finding more and more that our customers are taking up this full service offering."

"This year for us will be focused on more of the same; ensuring we deliver the best offering to more customers and I look forward to sharing our successes."

## Best Ever Year For Renault Van Sales In UK

Renault's UK van sales increased significantly in 2015 to 25,458 vehicles – up 39.5 per cent compared to 2014 and significantly outpaced the UK van market which grew by of 15.5 per cent.

**That's according to** the official figures released by the Society of Motor Manufacturers and Traders. Full-year market share stood at 6.7 per cent – up 1.2 percentage points on 2014.

Renault's strong growth in vans during 2015 has been aided by the new Trafic's first full year of sales. Recently crowned What Van?'s 'Best Medium Van' for the second consecutive year, the Trafic has proved popular with business users across the UK with 13,700 of the third generation model being sold in the UK last year – up 49 per cent on 2014.

Commenting on the results, Ken Ramirez, Renault Group UK Managing Director, said: "Renault has seen strong growth in vans in 2015, with the first full-year of sales of the award-winning new Trafic, our 2015 performance reflects Renault's ever-increasing appeal in the UK van market with our offering of an innovative and efficient range of vans, supported by our growing business-focused Renault Pro+ network, and continues to aid in the delivery of our GO5+ mid-term plan objectives."



# EXPORT & FREIGHT

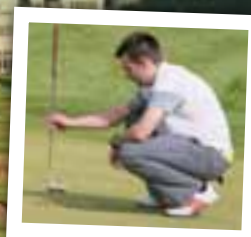
## GOLF MASTERS 2016

THURSDAY 9TH JUNE  
THE FALDO CHAMPIONSHIP GOLF  
COURSE AT LOUGH ERNE RESORT

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

This event becomes more and more popular with each year and 2015 saw the addition of some non-golfing activities. A staple in the Transport and Logistics calendar don't miss out on the opportunity to sponsor, play golf, try your hand at some blind-fold off road driving and network with colleagues and customers at the magnificent Lough Erne Resort.

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## Peel Ports Secures New WEC Lines Service For Liverpool

**Dutch company WEC Lines has begun weekly calls at the Port of Liverpool, providing a new option for shippers looking to access central and northern UK markets.**

**The brand new** service connects Liverpool with Lisbon, Setubal, Leixoes and Sines and vice versa, with other links to Ireland, Scotland, Morocco, Spain and the Canary Islands.

WEC Lines said: "This is a major new development for us, offering a dedicated, faster and direct container service for our customers in the Iberian peninsula, north Africa and the Canaries. We're seeing growing demand to ship via Liverpool to provide better access to the heart of the UK. The additional supply chain benefits that Peel Ports are able to offer, from quayside services to trimodal transport options, have also been important in our decision. So, our hope is that this will just be a first step towards increasing trade to important UK markets via the North-west." The company is considering further opportunities in reefer and consumer goods on the route.

## Belfast Harbour Trade Figures Suggest Mixed Growth in NI Economy

**Belfast Harbour has revealed that it handled 23 million tonnes of cargo during 2015, similar to its throughput for 2014.**

**The tonnages suggest** a varying performance between sectors in the wider Northern Ireland economy with commodities linked to the energy and consumer sectors growing, and the agri-food sector declining. The number of freight vehicles handled, an indicator of consumer confidence, increased by 5,000, surpassing 480,000 for the first time. Imports of home heating oil grew by 13% to 843,000 tonnes as oil prices fell, driving liquid bulk imports to a five-year high of 2.3m tonnes.

Northern Ireland firms exporting construction materials also had a good year with stone exports rising by 6% to a record 1.5m tonnes. Exports of cement products were up 84% to 199,000 tonnes, the highest level for seven years.

Animal feed imports, however, fell back by 9% as the local agri-food sector reacted to well-documented difficult international trading circumstances during 2015. These included Russian economic sanctions on EU food products, and falling demand from Chinese and Middle East markets.

Roy Adair, Belfast Harbour's CEO, said: "While the overall figures suggest a steady economic performance for the wider Northern Ireland economy, there have been winners and losers. Construction material exports and freight traffic linked to consumer activity have been largely positive, as has been heating oil imports within the energy sector.

"On the downside, international marketplace challenges have negatively impacted Northern Ireland's agri-food sector, leading to a 9% fall in animal feed imports, offsetting any tonnage gains and resulting in a similar tonnage performance to 2014.

"Overall, though, tonnages are more than seven million tonnes higher than the recession's low point and our long-term projection is for continued tonnage growth. To support this the Harbour progressed a number of



projects during 2015, including an upgrade of its Roll-On / Roll-Off and container handling facilities, plus a new Cruise ship berth."

Regional Development Minister, Michelle McIlveen, said: "The 2015 trade figures demonstrate that Belfast Harbour continues to be an anchor point for the Northern Ireland economy, supporting businesses in a variety of sectors. It will be increasingly important that the Harbour's plans are shaped by the Executive's wider priorities. Infrastructure development will be a key driver for the local economy and I'm pleased to note that the Harbour continues to invest to facilitate future growth."

Steel imports were up 6% to 125,000 tonnes, almost three times higher than the recession's low point of 2009, but container traffic declined by under 2% to 123,000 boxes, suggesting a slight decrease in overall manufacturing activity. Ferry passenger numbers dipped slightly by 2% to just under 1.4m following three years of growth, while cruise passengers calling at Belfast continued to grow, increasing to 115,000 in 2015. Figures published recently revealed that during 2016 the total number of cruise visitors will continue to grow to 145,000.

## A Record Year for Dublin Port Company

**Dublin Port Company's trade statistics for 2015 show a record year for trade, with growth year-on-year of 6.4%.**

**Total throughput for** 2015 was 32.8 million gross tonnes with 7,166 ship arrivals in the year, exceeding the port's previous record levels of 2007. There was balanced growth between imports and exports in 2015. Imports were up 6.5% at 19.5 million gross tonnes, while exports were ahead by 6.4% at 13.3 million gross tonnes. In previous years, growth in Dublin Port was driven by increasing exports. However, in 2015, the strengthening of domestic demand saw imports rise slightly faster than exports. Volumes in 2015 were 1.9m gross tonnes or 6.1% higher than in

the Port's previous record year of 2007 at the height of the boom. There was particularly strong growth in imported trade vehicles with 102,149 vehicles imported, an increase of 25.8% in the year. The unitised modes also grew very strongly with Ro-Ro units growing by 6.8% to 877,826 units. This is 145,000 more than came through Dublin Port in 2007. The volume in Lo-Lo containers increased by 8.6% to 614,226 TEU. On the tourism side, 1.8 million ferry passengers travelled through the port in 2015, representing a 5.1% increase on last year and placing Dublin Port on a par with major national airports

including Cork and Shannon. In addition, 2015 was a strong year for the port's cruise business with 149,000 visitors on 93 cruise ships, up 8.1% and 5.9% respectively on 2014. The strong growth was driven, in particular, by the port handling cruise ships greater than 300m in length for the first time. Eamonn O'Reilly, Chief Executive, Dublin Port Company, said: "2015 was an exceptional year for Dublin Port with a 6.4% increase in cargo volumes. We have seen growth over the past three years of 17.3% and are now well ahead of where we were at the height of the boom in 2007.

"It is timely that we received planning permission for the Alexandra Basin Redevelopment Project during 2015. This is the single largest port development project ever in the country and will help us to continue to cater for the expected high levels of growth in future years.

"We also finalised debt facilities of €100m with the EIB during 2015 and succeeded in securing €23m in grant funding from the EU for our investment plans.

"Our growth in recent years has been driven by the investment decisions of our major customers including Irish Ferries, Stena Line, Seatruck, CLdN, Doyle Shipping Group and Ecocem, and it is essential that we match these customers' commitments by investing in nationally important port infrastructure in Dublin, the country's premier port."



## Harland and Wolff Secures £4m Stena Line Contract

**Stena Line has continued its tradition of supporting the local maritime industry by placing a £4.4m contract with Harland and Wolff for the refit of its Irish Sea ferry fleet.**

**Over the next** couple of weeks, seven Stena Line vessels will visit the shipyard on a carefully sequenced timetable to facilitate a range of specialist works including annual inspections, passenger facility upgrade work as well as ongoing technical enhancements. Stena Line recently celebrated 20 years of its operations in Belfast. In 2015, Stena Line transported 1.4 million passengers, 318 000 cars and almost 500 000 freight units on its Belfast services to Cairnryan, Liverpool and Heysham, employing 900 staff. Paul Grant, Stena Line's Route

Manager said: "Our refits are very important to ensure the smooth and safe running of our expanding fleet of ships. The decision to place the majority of our refit contract work with Harland and Wolff allows us to play our part in helping to support local business. "Furthermore, the good working relationship with Stena Line has helped introduce the shipyard to other companies within the Stena Group and we were delighted to see our sister company Stena Bulk bring the 117 000 ton ice class Aframax tanker

Stena Arctica to Belfast for the first time in a £1m specialist inspection survey and upgrade programme in November 2015." Stuart Wilson, Harland and Wolff's General Manager (Ship Repair) said: "We are delighted that our relationship with Stena goes from strength to strength. This key partnership is integral to the business growth enjoyed by both companies and we look forward to working with Stena in 2016 and beyond." Over the last 5 years, Stena Line has supported the local ship refit and repair industry to the



tune of £13m with a range of refit, upgrade and maintenance projects which has helped to secure the retention of key ship repair skills in Northern Ireland for the longer term.

## Increased Traffic Reported By Port Of Cork

**Total traffic through the Port of Cork and Bantry Bay Port Company in 2015 reached a total of 11 million tonnes.**

**Total Trade traffic** at the Port of Cork reached 9.8 million tonnes up a significant 10% on 2014 traffic figures. Bantry Bay Port Company dropped slightly from 1.3 million tonnes in 2014 to 1.1 million tonnes in 2015. Total container volumes through both Tivoli and Ringaskiddy Container Terminals in the Port of Cork grew by 8% compared to 2014 figures with over 205,000 TEU's handled; the Port has received planning permission to move all container operations to Ringaskiddy in the near future. Dry bulk cargos such as animal feed, increased by 2% in 2015 while fertilisers and cereals both decreased slightly. Liquid bulk cargo, predominantly the oil traffic through Whitegate Oil Refinery, currently owned and operated by Phillips 66, continues to have a significant impact on the overall traffic through the Port of Cork with oil traffic

in 2015 showing an increase of almost 20%. This significant increase in 2015 is attributed to an increase in demand from the domestic market as recovery takes hold and due to maintenance shut-down in the Whitegate refinery in 2014 which affected refining for a six week period. Traffic from the Bantry Bay Oil Storage Terminal is operated by Zenith Energy, which accounts for 100% of the commercial traffic through Bantry Bay Port. Commenting on the 2015 trade traffic results, Port of Cork Chairman John Mullins said: 'Achieving traffic figures which are in line with pre-recessionary time highlights the beginning of the positivity returning to the market and I am confident that we can sustain this growth across 2016. Container traffic increased by 8% indicating the confidence in the consumer market for imports and the

growth of exports in the agricultural and pharmaceutical sectors. The Port's move to Ringaskiddy is vitally important to meet expected further growth in this market.' He continued "Whitegate oil Refinery operated by Phillips 66 is a key customer within the port and we are extremely encouraged to see oil traffic up compared to 2014. Phillips 66 currently has the refinery on the market for sale and we would remain hopeful that it would be sold as an operating refinery." The Port of Cork cruise business grows year on year with 55 scheduled cruise liners calling to Cork in 2015. In total these liners carried in excess of 145,000 passengers and crew to the region. Brittany Ferries had another very positive year with their seasonal service from Cork to Roscoff carrying 84,378 passengers in 2015. This figure is up compared with 2014 and it is hoped that 2016 will be another busy year for Brittany Ferries when sailings resume.

## P&O Ferries Closes Its Larne-Troon Service

**After a comprehensive** review of its options, P&O Ferries has decided to close its loss-making Larne-Troon route with immediate effect, but the company has also confirmed it will continue to operate its full Larne-Cairnryan route services throughout 2016 and into the future. P&O Ferries has operated this additional seasonal route since 2003, but say that 'the stark reality is that the company is continuing to make losses, and sadly the income from ticket sales is not sufficient to cover the annual vessel and port operating costs.' In a final attempt to make the route economic the

company reduced the service in the off-peak months last year, whilst maintaining the full service in the peak months of July and August. Whilst this measure did significantly reduce the operating costs, the route remained loss-making. Since the last sailing at the end of September P&O Ferries has continued to negotiate with a number of suppliers and other organisations including the search for a lower cost chartered fast-craft to be able to continue but it has been unable to develop a solution for the company. There will be no redundancies, with all permanent staff being found alternative roles within the company.

For customers, the company has confirmed that in 2016 the P&O Larne-Cairnryan service will continue to operate up to seven sailings each way every day of the year, maintaining its reliable service for freight, tourist and domestic customers, on what is still the shortest and most frequent crossing between Northern Ireland and Scotland. The purpose-built European Highlander and European Causeway vessels will also be undergoing £500,000 of on-board improvements over the next 18 months, and before Easter this year will be adding over 50 seats to each ship, as well as upgrading or updating a number of the passenger

areas and facilities, including the provision of 'Free Wi-Fi that Works', and using more locally sourced produce and recipes for the food courts. The company believes that this decision will enable a more secure future for its employees and for its customers on the Northern Corridor. East Antrim DUP Assemblyman Alastair Ross says the closure is regrettable and added: "With major investment in upgrading the A8 Belfast-Larne road completed recently tourist and freight routes into Larne are becoming more attractive again, and I would hope that the port can grow its business in the years ahead."

# O-Licensing

## More and More Trucks on the Road to Compliance

**In the bad old days as many as six in every 10 trucks travelling Northern Ireland's roads were found to have one or more defects. Today, only two in every 10 are non compliant. What a turn around!**

**H**owever, the transport industry here shouldn't be resting on its laurels; there's still a lot of room for further improvement. That is the message from Donna Knowles, Head of the Transport Regulation Unit which has been instrumental in raising the compliance rate from a low of around 40% to today's high of 80%.

As Export & Freight's David Stokes reports, it is just over three and a half years ago when O Licensing was introduced through the Goods Vehicles Licensing Operators Act (Northern Ireland), bringing hauliers in the Province into line with the rest of their

colleagues in UK; almost 6,000 such licences are currently in force here.

The groundwork was initially laid for the legislation and the subsequent establishment of the Transport Regulation Unit by Donald Armstrong who was succeeded on his retirement by Ms Knowles in 2014.

She previously worked at Queen's University, the Northern Ireland Office and the Department of Justice before joining the Department of the Environment to head up the Unit which oversees the application process and the issue of licences and manages the disciplinary elements of the legislation. Enforcement of the regulations, however, remains with DVA and the Police

Service of Northern Ireland

Once a regular contributor to Export & Freight, as readers will know, Donald's passion for the industry was boundless, and his successor is every bit as enthusiastic for a sector that is both challenging and complex, even for those who have been working in it for many years.

"It hasn't just been a steep learning curve; it has been practically vertical!" says Donna. "From absorbing and understanding the legislation itself to coming to an appreciation of the daily difficulties and challenges of a transport operator has been quite a journey, and it is not over yet, but it is one that I am enjoying immensely because I know the work of



## Improving Image

For many years the haulage industry has had an image problem; as in most areas of life, it only takes the illegal behaviour of a minority to reflect badly on the rest, and while a hardcore 'cowboy' element still exists, there's a strong perception that things

are definitely improving.

"We would like to think that the TRU and O Licensing have had a positive influence in creating a better image of the haulage sector, and I believe the industry in Northern Ireland does feel happier about itself as a result. I think, too, that bringing own account operators into the licensing regime has made a big impact – and, of course, the industry itself is working very hard to build a more

appealing image, not least because it needs to attract new and younger recruits to overcome the driver shortage."

Certainly, it is no secret that in the past, Northern Ireland's image, too, in GB suffered badly – and to some extent still does today – because of the level of non-compliance, and that does have a negative impact on operators here who regularly travel across the Irish Sea. However, the fact that drivers from Northern

Ireland are increasingly more compliant is slowly but surely being recognised at roadside checks in GB.

Adds Donna: "I engage regularly with Traffic Commissioners in GB and I take every opportunity to promote the improving image of the industry in Northern Ireland. Just three and a half years on from when O Licensing was introduced here there have been major steps towards becoming more



the TRU is having a positive impact on the industry.

"There are still those who flout the regulations and I guess there always will be, but the majority of operators do want to be compliant, and they are prepared to work with the TRU to achieve that goal; the figures are showing that.

But is the TRU regarded by the industry as a friend or a foe? "We might be regarded as a foe to those who still think the regulations are an imposition and a hindrance to their business, but we are a friend to those who embrace Operator Licensing and appreciate the benefits of the regulations and strive to become ever more compliant; a fair and level playing field is in the interests of everyone in a business that is highly competitive.

"The regulations bring other benefits, too, including improvements in road safety as trucks are being better maintained and regularly serviced and, of course, that in turn also impacts positively on the environment."

## Public Inquiries

The TRU brings only the most serious of breaches before a Public Inquiry; there have been 75 such hearings since the formation of the TRU, with 80 licences having been revoked, and two being curtailed.

Less serious issues are dealt with in a more informal manner. On occasions, a verbal warning is appropriate, although in some instances the Unit will request the DVA to

carry out a compliance audit followed by a second interview with the operator to assess whether any improvements have been made in the interim.

In the last available Compliance Survey, figures show that of 640 HGVs checked a fifth of them were issued with a prosecution, prohibition or fixed penalty notice regarding a roadworthiness defect and/or a traffic offence, but a high percentage of verbal warnings were also issued.

The most common defects are lights/signals (27%) and brakes (25%), with wheels and tyres accounting for just over 6%. Other defects include exhausts, steering, tachographs and fuel.

## Fronting

So are there any areas of particular concern where more work is required? "We still have issues regarding so-called 'fronting.' That is where an operator will use other people's identities – perhaps a partner or a relative who have a clean record – to carry on in business if their licence has been revoked or if they believe they are about to have it taken away. It is a very serious offence."

If such behaviour is suspected, the operator in question may find themselves in front of a Public Inquiry where ownership of the business will come under very close scrutiny. There already have been a number of successful prosecutions for 'fronting,' resulting in hefty fines.

Public Inquiries, though, don't always end on a negative note. In one recent case where 'fronting' was suspected there was a positive outcome after both the previous licence holder and the new applicant were able to present a strong case.

"We don't view a public inquiry as a stick to beat someone with. It is a fact finding exercise and once the facts of an individual case are established, there can be a happy ending. That said, we will not shy away from taking the appropriate regulatory action where there have been serious failings."

## MOST COMMON DEFECTS

Lights/Signals  
27%



Brakes  
25%



Wheels/Tyres  
6%



Other defects include exhausts, steering, tachographs and fuel.

Donna Knowles,  
Head of the Transport  
Regulation Unit



compliant. As I have said, there is still work to do, but the transport industry here is clearly heading in the right direction and we can all take a degree of satisfaction in that.

"It is in no one's interests if an operator has their licence suspended or even revoked; that is a last resort, a worst case scenario. We do not want to put anyone out of business. We do have a listening ear. We are here to help those who want to help themselves."

# Smartdrive Expands Its UK Operation With Two New Senior Appointments

SmartDrive Systems, a leader in commercial vehicle and passenger transit driving performance solutions that reduce collisions and improve fuel efficiency, has strengthened its team in the United Kingdom with the appointment of Penny Randall as marketing manager and Phil Morrell as regional sales manager. Both appointments are important moves in SmartDrive's strategy to grow its brand presence and customer base in the UK market.

**Penny Randall brings** over twelve years' experience in the commercial vehicle industry to SmartDrive, having previously been employed in marketing and

communication roles at truck OEM, Renault Trucks UK Ltd, most recently as marketing director. Before this, she spent 14 years in the marketing and PR agency

environment, so brings a well-rounded set of skills and industry knowledge to this pivotal role. "I'm delighted to have joined SmartDrive at this exciting time in its UK development," noted Penny. "SmartDrive is at the leading edge of video safety solutions for the commercial fleet and passenger transit markets. I look forward to helping fleets understand how our video safety program generates material improvements in safety and operational efficiency." Phil Morrell brings a strong skillset to the new regional sales manager role. With more than seven years' experience in the telematics and automotive industry and 10 years' experience in the insurance and travel industry, he has a

proven track record of delivering consistent sales growth through account management, business development and new product launches. Prior to joining SmartDrive, Phil was a commercial relationship manager at TRACKER Network (UK) Ltd, a provider of stolen vehicle recovery and vehicle asset management systems. "SmartDrive has an exceptional solution that helps protect UK commercial vehicle and passenger transit operators by providing fleets with a clear understanding of the risks their drivers face on the road every day," stated Phil. "The time is right in the UK market for the SmartDrive solution and I'm delighted to be on-board."



Penny Randall



Phil Morrell

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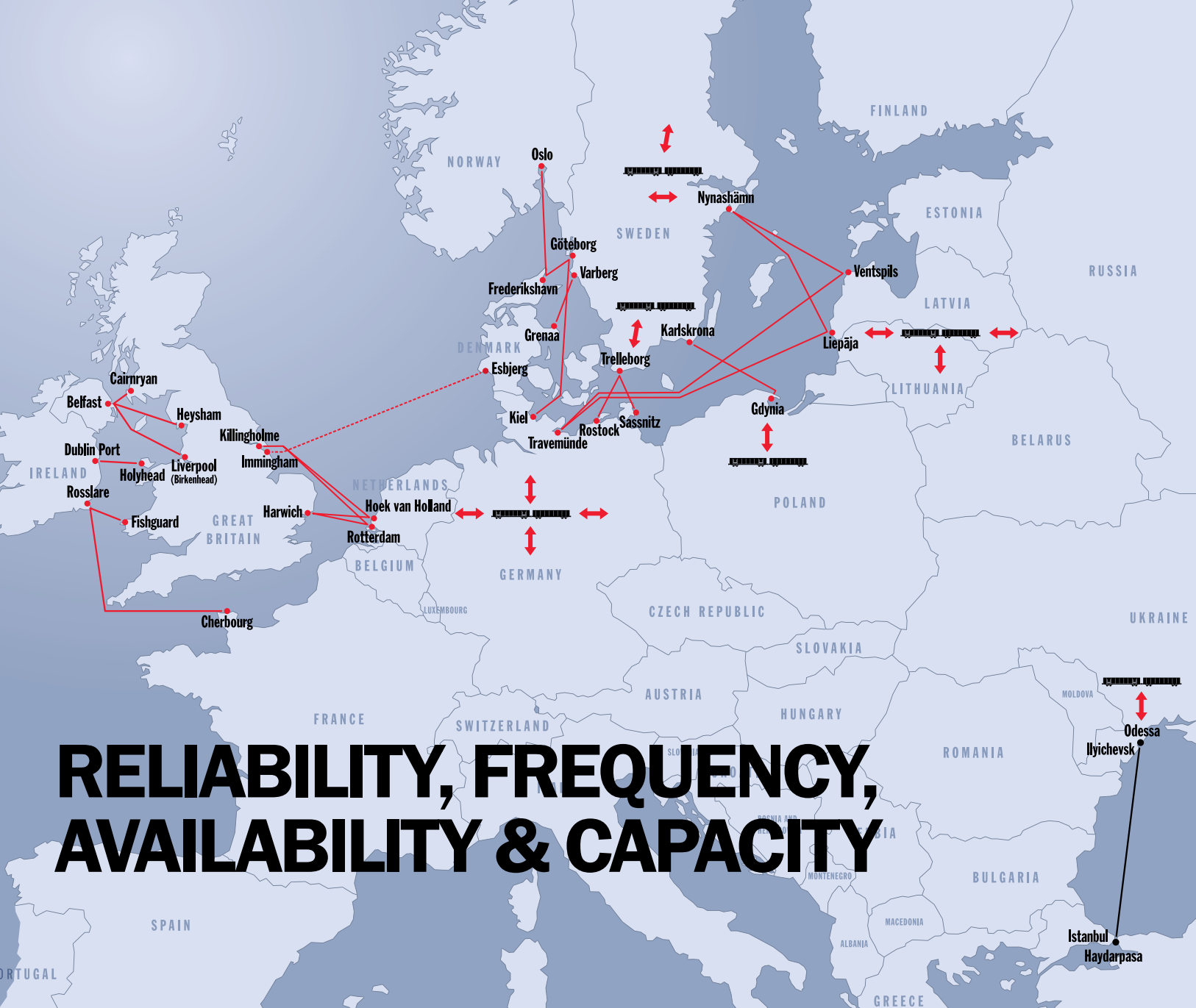
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