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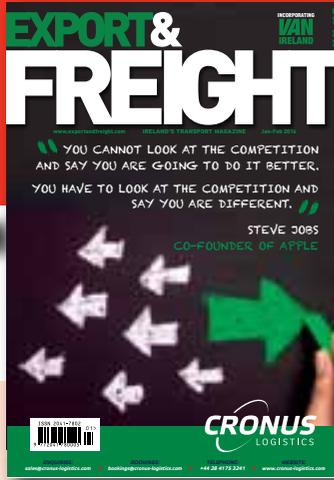
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## COVER STORY

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### COMMENT

Welcome to a New Year. We trust it brings with it all that you wish for – and by all accounts, the year ahead does hold plenty of promise on so many fronts.

The past year saw lots of high points and only a few low, with truck volumes on the rise and new investment coming through in many areas to indicate that all is, once again, well with our industry – and if the various pre-Christmas press briefings we were privy to are a measure to go by of how business is shaping up for the year ahead, it's looking good. We trust you share our optimism!

From our point of view, there is lots to look forward to in 2016, such as the CV Show at the NEC in Birmingham, our very own record breaking Masters Golf Day at the Lough Erne Resort – one of the premier networking events around – and, of course, another Export & Freight Awards, preparations for which are already underway following the resounding success of the 2015 event.

So, what do we have for you in this first issue of the New Year? You can read about how Scania dealers Road Trucks is set to play a major role in Belfast's new Rapid Transit System, and about why a Northern Ireland company described as the 'AA for trucks and trailers' has launched a new service in Belfast. Meanwhile, following a second year of record trailer production at their manufacturing facilities, SDC say they are very optimistic about the year ahead. And we also have a report on the return to the UK market of the Chinese built LDV van range thanks to a deal done with the Dublin based Harris Group.

Our test drivers have also been busy, putting a DAF's CF 400 8x4 tipper and an Iveco Daily tipper through their paces. Plus, we have our regular features from the FTA and RHA, whose columns always make interesting and timely reading.

Well, that's it for now – everyone here at Export & Freight wishes you all a happy, peaceful and prosperous New Year. We really do appreciate your continued support. In the meantime, 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)

Helen Beggs  
[Helen@4squaremedia.net](mailto:Helen@4squaremedia.net)



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

Circulation: Ireland's specialist magazine for the transport industry. Export & Freight is packed with news, information, developments and trends dedicated to the local marketplace. Export & Freight is a controlled circulation journal, posted each month to exporters, manufacturers, hauliers, own account operators, transport suppliers, commercial vehicle manufacturers, rail companies, bus and coach operators and manufacturers, air and sea terminal, passenger and freight ferry operators, shipping agents and freight forwarders, to name but a few. Export & Freight is also sent to members of professional bodies, including the IRTE, Institute of Quarrying and Institute of Freight Forwarders, FTA and RHA. Export & Freight is also available in your local newsagent. Export & Freight, is published by '4 SM (NI) Ltd', at The Old Coach House, 12 Main Street, Hillsborough, N. Ireland BT26 6AE. We are a completely independent voice and are not connected to any Institutes or Associations within the industry. Our aim is to publish accurate, specific and dedicated information, targeting each sector of the transport industry, throughout Ireland. The publishers cannot be held responsible for any inaccuracies supplied by the contributors. All rights reserved. The contents of this publications may not be reproduced or transmitted in any form, either in part or in full, including photocopying and recording, without the written consent of the owner. Nor may any part of this publication be stored in a retrieval system of any nature without prior written consent of 4 SM (NI) Ltd.

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

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## Henderson Wholesale Chooses Renault Trucks



From left to right: Harry Nash, Diamond Trucks; Iain Latimer, Diamond Trucks; David McCracken, Henderson Wholesale Ltd; and Raymond Coulter, Henderson Wholesale Ltd – pictured with one of nine Renault Trucks Range Ts joining the Henderson Wholesale fleet to deliver for its SPAR & ViVO brands in Northern Ireland, following a competitive tender

**One of Northern Ireland's leading distributors of food and grocery-related products, Henderson Wholesale Ltd, has chosen the Renault Trucks Range T and Range D as the latest additions to its 40-strong mixed fleet.**

Following a competitive tender, Renault Trucks offered the best deal overall, including impressive whole life costs, vehicle performance, a comprehensive 2-year repair and maintenance

contract as well as being able to deliver the vehicles to a deadline.

Supplied by Renault Trucks' approved dealer, Diamond Trucks, an initial order of seven 44 tonne Range T460 6x2 mid-lifts and one Range D26 280 6x2 26-tonne rigid fitted with a Gray & Adams refrigerated body are delivering to the Henderson Group's owned franchise brands in Northern Ireland including Spar, Eurospar, Vivo, Vivoxtra and Vivo Essentials.

"We were particularly impressed by our local Renault Trucks' approved dealer in

Newtownabbey," comments Henderson Wholesale's Fleet Engineer, David McCracken. "They were able to offer us an attractive overall package which included the ability to supply the trucks promptly along with a proven aftersales service. Keeping our vehicles moving is a key priority for our business so Renault Trucks reliability and performance, together with a two year comprehensive repair and maintenance contract, an additional four year manufacturer warranty,

safety inspections, service and MOT really sealed the deal."

David continues: "Driver acceptance was crucial and the availability of a demonstrator tractor unit gave them the opportunity to familiarise themselves with the truck and provide feedback. I am delighted to say that the drivers have been very impressed and are extremely happy with their working environment within the new trucks. So far the mpg has been good and we have arranged to have driver training to improve this further. Overall we have been so pleased with the new Renault Trucks that we now ordered an additional two Range T tractor units, increasing our Range T fleet profile to nine - an indication of our confidence in the Renault Trucks' product and the aftersales support."

The Henderson Group has been distributing food and grocery-related products to the convenience retail sector for over 100 years. Operating from its warehouse in Mallusk, Henderson Wholesale provides support for independent retailers who trade under one of the Henderson Group brands. Henderson Wholesale provides a unique support package to its retail partners including marketing, IT support, logistics, retail services, training and development, trading support, business development managers, central warehousing as well as fresh foods.

## Belfast based Hireco secure £500k deal with trailer giant Krone

**Hireco has invested £500k in securing the purchase of 20 GRP box vans from leading trailer manufacturer Krone.**

Hireco now employs over 100 people across the UK and Ireland, with depots in London, Manchester, Reading, Belfast and Dublin. The company was

set up 30 years ago, and has more than 5,000 vehicles on the road across the UK and Ireland.

This deal underlines Hireco's commitment to investment in fleet having spent £25m last year and £20m so far this year.

Hireco Commercial Director Tony Wan was keen to highlight his reasons for choosing Krone trailers in this investment. "Our customers need the assurance of high security and secure loading when conducting logistical tasks. Krone's dry liners have a unique door locking mechanism which guarantees against break ins and owing to the trailers' inherent strength, they can also cope with form-fitted loads without the need to strap. Furthermore, they come with Code XL certification which is important for our European service."

In addition, Tony talked about

the properties of the trailers and how buying quality equipment creates dividends long term:

"Flexibility is key to a good rental trailer and in this regard, the Dry Liners tick the box. The specification achieves 2.7m internal height for UK & Ireland with an overall height of 4m for European use, therefore compatibility with road safety across Europe is covered. Our customers will be delighted to be able to avail of Krone trailers as our business grows and invests in the future."

Hireco rents trucks and trailers to industry leading transport and logistics companies including Wincanton and DHL, as well as Norbert Dentressangle and Asda. Hireco also provide transport companies with long term fixed price servicing and breakdown cover from its 24/7 service centre located in Belfast.



Hireco's Commercial Director Tony Wan



## FORS to deliver Staying Legal courses free of charge

The Fleet Operator Recognition Scheme (FORS) is offering 100 fully accredited Driver Certificate of Professional Competence (DCPC) Staying Legal courses to FORS operators - free of charge.

The courses are available until 30th April 2016 to all FORS accredited operators and those attending will only need to pay the DVSA upload fee of £8.75.

The Staying Legal course is designed to inform all HGV drivers of the requirements to remain compliant, when driving an HGV commercially on public roads. The learning aims are to raise the overall HGV compliance standards, along with the protection of the actual Operators Licence.

Staying Legal is fully DCPC accredited and amounts to a seven hour DCPC training module, towards a driver's graduated total.

FORS operators can book their free place by visiting; [www.stayinglegal.co.uk](http://www.stayinglegal.co.uk).

## Goggins Transport Increases Mercedes-Benz Fleet

Irish haulage company Goggins Transport has increased its fleet of Mercedes-Benz trucks by taking delivery of four new Actros tractor units.

The new additions bring to ten, the number of Actros units purchased by the company in the past year – a decision that Mercedes-Benz commercial vehicles sales manager, Fergus Conheady says 'further underlines the proven resilience and excellent fuel efficiencies that the Actros provides.'

Delivered in Goggins Transport's distinctive white and red livery, the four new Actros 2545LS, 2.5m StreamSpace cabs are all equipped with a flat floor, tilting sunroof, luxury bed, refrigerator, Mercedes-Benz PowerShift 3 and Predictive Powertrain Control.

A privately owned, family run freight company founded in 1979, Goggins Transport has



two depots in Dublin, one in Galway and one in Liverpool and operates over 80 tractor units and in excess of 150 trailers.

Their latest order follows the recent Fuel Duel Challenge tests conducted by Mercedes-Benz which showed that on Irish roads and in Irish conditions, the Actros uses 10.4% less fuel than its main rivals.

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## Road Trucks To Play Major Role in Rapid Transit System



Transport Minister Michelle McIlveen pictured with [from left to right] Jan Van Hool of Belgian-based company Van Hool, John Marks from Road Trucks Ltd and Chris Conway, Group Chief Executive from operators Translink



Michelle McIlveen pictured with Road Trucks Limited Managing Director, John Marks

**Transport Minister Michelle McIlveen has announced the award of a £19 million contract to supply a fleet of 30 vehicles for the new Belfast Rapid Transit (BRT) system.**

Belgian-based company Van Hool won the contract and will be supported locally by Road Trucks Limited of Larne, who will provide commissioning, maintenance and specialist support services for the BRT vehicles.

The Managing Director, John Marks, said: "This new project complements our existing business, leveraging the knowledge built up over more than 30 years, with the quality of our staff playing a key part in being able to expand in this way."

The new vehicles, known as Exqui.City, will be built over

the next two and a half years, and are scheduled to come into service on the new BRT network in September 2018.

Commented Michelle McIlveen: "This represents a very significant step forward in the Belfast Rapid Transit project which, as part of the Executive's Programme for Government, is set to transform public transport in Belfast.

"The purchase of the new BRT vehicles represents a significant investment by the NI Executive in our public transport system. The sleek and modern vehicles will be specifically designed for Belfast and will mark a new era for public transport in Northern Ireland.

"I congratulate Van Hool on their successful bid in the open European procurement

competition which attracted interest from manufacturers across Europe. I also want to congratulate Road Trucks Limited of Larne who will play a key role in this significant contract."

The BRT vehicles will be 18 metre long articulated buses with a capacity of around 100 people. The tram-like buses will be a key part of the BRT system image. They will have three sets of double doors providing easier and quicker boarding and alighting, air conditioning and high quality materials for passenger comfort, CCTV for passenger safety and on-board passenger information screens, audio announcements and Wi-Fi. The vehicles will utilise some of the latest hybrid technology with lower noise, vibration and pollutants.

The Director of Design and Development of Van Hool, Jan Van Hool, said: "There is a rapidly

growing demand for tram-like buses, such as the Exqui.City, in major European cities. We are very pleased to have secured this important contract for the supply of the rapid transit vehicles for Belfast. The contract is very significant for both Van Hool and our local long-term partner, Road Trucks Limited."

The BRT system will be operated by Translink when it begins services in September 2018 and said Chris Conway, Translink Group Chief Executive: "These modern, attractive vehicles will provide an enhanced passenger journey experience offering faster journey times along dedicated routes in the city.

"This is an exciting project for the city and we look forward to the introduction of these high quality services to attract and encourage even more people to travel by public transport."

## FTA Commended on Road Safety Initiative



Seamus Leheny, FTA Policy & Membership Manager - Northern Ireland, is pictured with Jonathan McKeown from Crash Services (left) and TV presenter Frank Mitchell from UTV.

driving then the other half out on bikes with trainers from Sustrans.

This meant the drivers experienced the challenges faced by cyclists in Belfast at first hand with excellent feedback from participating companies to date.

The road safety council remarked that this was an excellent proactive scheme by the local transport industry aimed at reducing accidents between cyclists and lorries in Belfast and other urban areas.

Due to its initial success the scheme will be delivered again in Belfast during 2016.

**FTA were highly commended at the recent NI road safety awards held in Belfast for the Safe Urban Driving Scheme it delivered in the city.**

The scheme involved FTA taking HGV drivers on a one day training course in Belfast involving half day theory training in safe urban

## LDV To Make New Year Return to UK

**The Chinese built LDV van range is set to make a return to the UK market this month, thanks to a deal done with the Dublin based Harris Group.**

It's seven years since the range disappeared from the scene, but the Harris Group, which has an arrangement to market the vans in Ireland, is to begin importing LDVs into the UK; the vans will be sold through a 16 strong dealer network.

Built by SAIC Maxus, which is part of the Shanghai Automotive Industrial Corporation, the V80, based on the popular Maxus, will be the first to be made available, in chassis cab, panel

van and minibus versions.

It is powered by a Euro-5 2.5-litre VM Motori turbo diesel engine, matched to a Mitsubishi 6-speed manual transmission and will come with a five year / 125,000 mile warranty and roadside assistance package.

Standard features of the revamped model will include cruise control, reversing sensors, air conditioning, and electrically adjustable heated mirrors, as well as Bluetooth and dual airbags. There are also long term plans to introduce an electric version, and a new pick-up truck.

But before that, later this year we can expect to see the newly designed G10 panel van, powered by a 1.9-litre diesel engine.

## New specialist lender announced for SME sector

**The Strategic Banking Corporation of Ireland has announced that Dublin based Finance Ireland is to oversee a new €50m loan facility for the SME sector.**

Under the terms of the deal SMEs will be able to access more and lower cost funding for equipment, machinery and vehicles through Finance Ireland, a Dublin based specialist lender. It's understood the preferential interest rates will be typically 2% lower than current market rates.

Finance Ireland Executive Chairman Billy Kane said the deal was excellent news for SMEs, many of whom face significant challenges accessing funding.

"This deal will make more funding available to the SME sector, will do so at a lower cost and will also increase competition amongst lenders in the sector.

"Finance Ireland is delighted to be the first non bank to be approved by the SBCI for SME lending and the expertise and established distribution channels we have built up will ensure that the advantage of lower cost

funding is passed on in full to SMEs over the term of their loans.

"Finance Ireland has its own Direct Sales team and we will be interacting directly with SMEs to ensure their requirements for highly competitive loans for cars, vans, forklifts and specialist equipment are met in the coming years."

SBCI Chief Executive Nick Ashmore said the Corporation was there to help solve problems in the SME lending market and help SMEs to support jobs and grow their business.

"This deal brings a major new player to the market who will help drive competition in Irish SME lending. Greater competition will make it easier and cheaper for Irish SMEs to borrow. Finance Ireland will bring cheaper long term finance for SMEs who plan to invest in equipment, machinery or vehicles."

Pictured at the announcement were Billy Kane, Executive Chairman of Finance Ireland(I), and Nick Ashmore, CEO of SBCI.



## IEA & AA Team Together

**The Irish Exporters Association and American Airlines recently hosted the final event in a series of four exclusive business roundtable briefings aimed at providing a platform for Chief Executives, Managing Directors and Business Leaders to connect and share best practice when doing business with the United States.**

Simon McKeever, Chief Executive of the Irish Exporters Association, commented: "With over 140,000 people in Ireland employed by 700 US companies, almost half (49%) of Irish exports outside of the EU ending up in the US and 25% of FDI in Ireland coming from the US, American business in Ireland is a significant driver of our economic growth."

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## Renault Trucks Range C Joins Quinn Building Products



As part of a major capital investment programme to replenish its 140-strong fleet, Co. Fermanagh-based Quinn Building Products has introduced the first

Renault Trucks Range Cs into its mixed line-up.

The two 32-tonne Range C380 8x4s, supplied by Renault Trucks' approved dealer, Diamond Trucks, are part of an ongoing stock

investment with the objective of reducing the age of all vehicles and replacing the full fleet over the next three to four years. The new Range Cs have just hit the road, delivering roof tiles to building sites and builders

merchants all over Ireland.

"Since Quinn Industrial Holdings took control of the business last December, there has been a major refocus on rapidly returning the business to profitability and growth," explains Transport Manager Gearoid Gilheany.

"We are obviously delighted that sales are already up in most divisions and the new Range Cs will play an important role in further growing our business. We decided to go with the Range Cs as we've had previously favourable experiences with Renault Trucks Kerax eight-wheelers and the deal with Diamond Trucks included a comprehensive warranty, which swung it in Renault Trucks' favour.

"We also found the Range C to be a very comfortable drive, with impressive visibility and a shorter wheel base, but same length of body makes it very manoeuvrable especially for deliveries with limited access. The Range C is also extremely reliable and especially durable both on and off road. In fact we are so impressed that we are already in discussions for an additional ten heavy rigids to join the fleet later in the year."

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



## Sawyers and Morgan McLernon sign up to Michelin solutions



### Sawyers Transport and Morgan McLernon are the latest local companies to sign up to EFFITURES by Michelin solutions.

The price-per-kilometre (PPK) deals cover the two companies' fleets of DAF, MAN, Renault, Scania and Volvo tractor units and a mix of trailers.

Michael McLernon, Managing Director at Morgan McLernon, says: "Our deliveries are always highly time-sensitive, so keeping our trucks on the road safely and with a minimum of downtime is absolutely essential. Since signing up to the EFFITURES programme, our fleet downtime has fallen to an all-time low, and Michelin solutions' tyre management expertise is helping us get the best from every casing in terms of longevity, safety and durability.

"Outsourcing tyre management to a company of Michelin's pedigree is proving a truly cost-effective

solution for a fleet of our size. The comprehensive programme offers a predictable tyre budget linked to fleet activity, and allows us to keep up to date with tyre usage statistics through regular reporting and feedback. It means we can make informed business decisions without the need to crunch the numbers ourselves."

And commented George Lee, Operations Director at Sawyers Transport: "Signing up to Michelin solutions' EFFITURES tyre management programme is another example of our commitment to delivering the best possible service to our customers.

"The sheer amount of time saved by Michelin solutions handling our tyre management processes is priceless for the future growth of the business. With tyre fitting and husbandry being managed elsewhere, we can get back to what we do best – ensuring our customers' cargos

arrive on time, every time."

He added: "The agreement means we will be getting the best from every Michelin casing in terms of durability, longevity and safety, and being able to access in-depth analysis of the tyre budget, mileage statistics and regular tyre inspection reports streamlines the company's day-to-day operations and cuts down on red tape."

Both companies will fit Michelin

X MultiWay 3D XDE drive and XZE all-position tyres – the manufacturer's latest generation regional tread pattern, which offers a strong combination of fuel efficiency and mileage performance, plus an improved resistance to accidental shoulder damage. Trailers will benefit from Michelin's sturdy X Multi T tyres.

Michelin solutions adopted a joint approach to both Sawyers and Morgan McLernon's EFFITURES programme alongside local service provider A One Tyres, a Michelin Durable Partner, which will remain responsible for supporting the company's fleet.

Signing up to the EFFITURES solution provides the two transport companies with the services of a dedicated team of business support personnel, auditors and fleet operators, to ensure its tyres are serviced to the highest possible standards.

Michelin solutions will also carry out fleet wide tyre safety inspections and develop a shared action plan to ensure harmonised operations – cutting complexity and red tape while ensuring safety, regulatory compliance and peace of mind.

## Dennison Commercials Apprentice Technician Wins National Award

**Aidan Kilkenny, apprentice technician at Dennison Commercials in Newry, recently came out tops in a heavy vehicle skills competition**

Along with two apprentices from other UK Volvo Dealers, Aidan competed in a very challenging selection process and semi-final at Stephenson's College, before competing against other manufacturers at the NEC in Birmingham as part of the UK 'WorldSkills' show.

Competed in six challenging tasks, of which he was graded against very strict marking criteria, Aidan performed to a very high standard. The process concluded with Aidan winning the entire competition!

Adam Plastow, Commercial Academy and Apprenticeship Manager for Volvo UK said:



**Aidan Kilkenny receives his award from John Eastman, Vice President, IRTE**

"Aidan conducted himself in an extremely professional manner, from taking part in the competition, to discussing our industry/apprentice programme with potential apprentices and their parents."



## GTS Transport Services order 15 new Dennison Curtainsider Trailers

Operating an extensive fleet of vehicles and over 200 trailers, GTS is a company ideally positioned to provide the reliability and consistency of service demanded by its many customers across Great Britain and Ireland on a daily basis.

This has been possible, in part, to their close working relationships with many of their UK partners. This includes companies such as Dennison Trailers from whom GTS have recently ordered 15 new curtainsider trailers.

Encompassing a host of specific features that meet a variety of operational, design and health and safety requirements, the timber spec platform model offers BPW ECO drum brakes, Bridgestone 168 pattern tyres and Trucklite lights as well as a hardwood floor with steel omega section making it easier for forklifts loading through the rear of the trailer.

With an overall height of 4.5



meters, driver friendly stainless steel locking buckles, ship lashing rings and 13 pairs of deck rings recessed into the floor, the new trailer clearly demonstrates Dennison's innovation and engineering excellence and why they are still one of the UK's most successful and highly regarded manufacturers of

trailers for the haulage, logistics and construction industries.

James Dennison, MD of Dennison Trailers comments: "We are very proud of our association with GTS, a business which shares many of our own values as a company – that of listening to the customer and understanding

their individual requirements. This latest order is an acknowledgment of quality of our curtainsider model which we believe is better built and better designed – featuring for instance a bolted main body which is stronger, stiffer and easier to repair in the case of accidental image."

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## Topaz to be acquired by leading global retailer Couche-Tard



**Topaz Energy Group Ltd, Ireland's largest convenience and fuel retailer, is to be acquired by the publicly quoted Canadian company Alimentation Couche-Tard (known as Couche-Tard).**

The two companies have signed an agreement that will lead to the acquisition by the Canadian company of Topaz Energy

Group Ltd together with linked companies Resource Property Investment Fund plc and the recently-acquired Esso Ireland Ltd (collectively referred to as Topaz). The transaction is expected to close in Spring 2016, subject to the usual regulatory approvals and closing conditions. Couche-Tard is one of the world's leading convenience and fuel

retail businesses. The company has around 15,000 sites across its network in North America (U.S. and Canada), Europe (Norway, Sweden, Denmark, Poland, the Baltics and Russia), Asia and the Middle East. Approximately 100,000 people are employed in its network across the world.

Topaz has a network that includes 464 service stations, 162 of which are company owned and a commercial fuels operation with over 30 depots. The business employs over 2,000 people across the island of Ireland.

Commented Topaz Chairman, John Callaghan: "The last two years have been a period of phenomenal development and improvement for the company. With the steadfast support of the Board, our management and staff, we have established a well capitalised group of growing businesses which, with the recent amalgamation of Esso in Ireland, is the undoubted industry leader.

"We are delighted to have agreed this transaction with Couche-Tard who are recognised

as world leaders in the fuel and convenience store industry. We know they will build on the foundations we have put in place and bring a new dimension to the industry in Ireland to the benefit of the economy, our customers and our staff. We wish Couche-Tard well and look forward with confidence to an exciting future."

Emmet O'Neill, Chief Executive of Topaz, described the transaction as a "game changer" for the retail sector in Ireland. He said the deal followed a transformation of the company: "In the last two years Topaz has moved from being a challenged business to one which has been transformed at every level and which now leads the market here. We have refinanced the company, upgraded the infrastructure, acquired and built new sites and convenience stores and ultimately acquired the business of Esso in Ireland. This transaction is a reflection of the immense effort made by everyone on the team and across the company over that time."

## WIN a FREE copy of MAN's 'One Century' Book



The limited edition hard back book follows the story of commercial vehicle production throughout its 100-year history.

Titled MAN – One Century and written by Henning Stibbe and Mat-

thias Georgi, the book spans around 300 pages with all the history – from the early years to the present day.

It contains many large format photographs and shows the evolution of commercial vehicles, covering many

aspects over the years, and why MAN has been a leader in vehicles based on diesel engine technology for more than 90 years.

It is a limited edition, and can be purchased only through Amazon in the UK, but one lucky 'Export & Freight' reader has the opportunity to get their hands on it by answering the following simple question:

### Q – What do the initials M.A.N. stand for?

Email your answer, together with your name and address, to [phil@4squaremedia.net](mailto:phil@4squaremedia.net) by January 31st 2016.

The first name pulled out of the hat will be presented with a copy of MAN-One Century. Good luck!



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As a long-time and much appreciated customer, TBF Thompson say their staff are dedicated to keeping Liam Connolly on the road.

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# A Truck-Load of Pulling Power

## Liam Connolly (Roadfreight) Takes Delivery of New DAFs

Liam Connolly (Roadfreight) of Lisnaskea will be serving their customers even more effectively with five new DAF trucks.

Delivering consignments big and small since 1981, founder Liam Connolly and his family have decades of experience in the industry and are dedicated to the fast, competitive and personable services they offer. With 3 new XF and 2 LF trucks added to the fleet, Connollys are working harder and faster than before.

Providing pulling power for large loads, the DAF XF460 gives operators the performance they need at fuel costs they will love.

Driveline innovations such as the Paccar MX engine brake, high fuel injection pressures and variable geometry turbo charger ensure the truck's MX-13 engine strikes the perfect balance between performance and efficiency. A lightweight, steel chassis and aerodynamic

bodywork reduce unnecessary fuel consumption through low unladen weight and optimised airflows.

Designed for distribution, the DAF LF220

is packed full of features to ensure quick, efficient delivery. Its dynamic PX-7 engine is efficient, reliable and low maintenance with hard wearing, robust components. A lightweight, steel-chassis gives drivers superior rigidity and handling while lowering kerb-weight, further reducing fuel consumption. For maximum manoeuvrability, the LF also boasts the smallest turning circle in its class with a steering angle of 90o.



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## Legislation Update: UK Businesses Can Take Advantage Of New Customs Legislation



Many UK companies are still uncertain about how to implement the impending changes, or even are unaware, of the European Union and HMRC legislation for goods passing through Customs procedures, which could have a direct financial impact on how they do business.

The new Union Customs Code (UCC) takes effect from May 1 2016 and is intended to standardise the movement of trade across EU member states, simplifying Customs rules and improving security and safety of both inwards and outwards goods, while HMRC's Alcohol Wholesaler Registration Scheme (AWRS) comes into full effect from April 2017.

Financial penalties and restrictions imposed on goods are the downside for those not compliant, but on the flip side of what may be considered an imposition for many companies is the competitive advantage by having the correct accreditation in place, which is why they should be seeking support from Customs specialists.

Failure to be compliant with the new conditions of the UCC and one of its cornerstones, the Authorised Economic Operator (AEO) scheme, could damage vital sectors like logistics, which is worth over £74billion to the UK economy.

Langdon Systems, which has over 30 years' experience in supplying Customs expertise and technology in a wide range of sectors, estimates that of the 196,000 UK businesses involved

in logistics currently less than 400 are AEO authorised, well behind their main European competitors like Germany which has in excess of 11,000.

Each company's AEO requirement may be different dependent on where they sit in the supply chain but the focus should be on mitigating risk and securing Customs processes by ensuring the standard is met, which should be viewed as an opportunity and can provide cost savings.

An AEO certificate is an internationally-recognised quality mark demonstrating that a company's role in the supply chain is secure with Customs controls and procedures, which are efficient and compliant. Businesses with accreditation get quicker access to some simplified customs procedures and, in some cases, the right to 'fast-track' shipments through certain HMRC safety and security procedures.

Langdon Systems' Customs Manager, Dave Bradbury, said: "AEO status will become a necessity for many businesses trading internationally. As well as the financial implications, failure to attain AEO status will result in delays of release for all goods from a Customs Procedure and the possibility of lengthy ones where further scrutiny/examination is required. It is important therefore that those providing logistics services are aware of the implications and impact on them when dealing with businesses authorised for Customs activities."

Mr Bradbury added: "Around 40% of Langdon Systems' existing client base has already

taken advantage of our AEO programme for their Customs and logistics operations and the company is currently rolling out the offering to non-clients to help firms avoid the pitfalls of not being accredited, including withdrawal of existing Customs Authorisations."

### Excise Duty

In addition to the UCC, new laws are coming into force to tighten the business-to-business sale of alcoholic beverages as HMRC cracks down on fraud to ensure the Exchequer gets its full share of excise duty, estimated at over £10billion annually.

To meet the requirements of HMRC's AWRS registration scheme to tackle alcohol duty fraud businesses must review their obligations, even with companies who would not consider themselves to be wholesale.

The Wine and spirits sector, a fiercely cut-throat market where margins are very tight, leaves no room for error. Compliance

with the latest tax schemes and EU legislation will provide for a significant competitive edge for companies over competitors who are incurring dwell time or additional guarantees to operate Customs Procedures.

Mr Bradbury concluded: "We're working with high profile retailers and distributors of alcohol products to ensure that they are compliant with the new measures. However, even if you have Excise Duty sorted out, the new UCC from May 1st 2016 could upset the appletart for companies dealing with imported goods from outside the EU. You need software that can do all the legwork, such as the returns and reporting to other member states for checking recipients and guarantees for the movement of goods."

In an environment in which industry is increasingly targeted, compliance and assurance for legitimate business is paramount. Prevention of exposure to fraud, financial difficulties and possible legal action is essential.

## Wrightbus Opens New Customer Sign-Off Centre

Wrightbus has opened its new dedicated Customer Sign-off Centre at its Ballymena factory, which has been created as part of the company's drive to enhance the overall customer experience.

Richard Harrington, Engineering Director for Go-Ahead London, joined the Wrightbus team and carried out a ribbon cutting ceremony to declare the facility officially open.

Pictured here are (Front row L-R) Richard Harrington – Engineering Director for Go-Ahead London, Fiona McMullan - Customer Sign Off Centre Manager and Mark Nodder - Wrights Group Chairman and Chief Executive Officer. (Back rows) Members of the Wrightbus team who worked on the development of the new Wrightbus Customer Sign-off Centre.





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## Renault Trucks Launches 'Ready For Business' Master Range



Renault Trucks has launched a 'Ready for Business' range of pre-bodied Luton, Tipper and Dropside vehicles built on the Renault Master by Renault Trucks platform.

Pre-converted by Renault Trucks' nominated coachbuilder, VFS Southampton, with full European vehicle type approvals, the Ready for Business range can be delivered from stock or with short body lead-times. All the vehicles

in the range come with a three-year (or 100,000 mile) warranty for both chassis and body.

"Designed with customers in mind, our Ready for Business range provides the ideal specification for a

multitude of applications," says Richard Chamberlain, LCV Manager, Renault Trucks.

"The excellent build quality and performance of the Master provides the perfect vehicle for this hardworking series and we are delighted to be working with VFS, one of the UK's premier body suppliers for vans, to ensure build integrity throughout. This pre-converted range, ready for work and with competitive prices, low maintenance costs and extended service intervals, together with the back-up and support of our network of commercial vehicle workshops, is an attractive, business-focused offer for van operators."

## Dennison Commercials Represented in National '24 Hour Volvo' Campaign

Volvo Trucks have recently launched a new aftermarket campaign, called '24 Hour Volvo', which includes the tagline "Our Passion, Our People".

This campaign encompasses a number of different media, from posters and pull up banners to online and print advertisements. The campaign uses real people from the Volvo UK & Ireland network.

Dennison Commercials have representation by four of their staff, Andrew Butler, Service Advisor at Ballyclare Dealerpoint, Lee Gailey, Parts Advisor at Ballyclare, Chris Armstrong, Technician in Dungannon

and Kevin O'Neill, Technician at Newry Dealerpoint.

"These staff were selected because they embody the key message in the 24 hour Volvo campaign 'Our Passion, Our People'. In particular, the two Technicians, Chris and Kevin, both have experience of working on the Volvo Action Service call out vans at their respective Dealerpoints, so they, of all people, know and understand the concept of being available to our customers 24 hours a day," said Laura Reeve, Marketing Manager for Dennison Commercials.

The four representatives from Dennisons very bravely agreed to go across to a Dealerpoint in East Anglia to take part in a photoshoot and received very positive feedback from those in Volvo that were involved.

Steve Goult, Product Manager for Commercial Aftermarket at Volvo Trucks said: "I was very impressed with the calibre of these people - they were so helpful and made this process (in extremely hot temperatures) a very successful activity. The technicians, Kevin and Chris, not only advised on a technical front, but were so prepared to roll up their sleeves and get involved in everything."



## Belfast based 'Serviceco' launches truck and trailer maintenance brand

A Northern Ireland company described as the 'AA for trucks and trailers' has launched its new service in Belfast.

Serviceco, part of the Hireco group, will provide a comprehensive maintenance and breakdown service for trucks and trailers across the UK and Ireland.

The company will create 10 new jobs with the brand move representing a £750,000 business investment.

Serviceco aims to become recognised as the UK's leading service and maintenance provider for trucks and trailers. Having already amassed more than 20 years' experience keeping the transport industry moving (with the company already looking after 6,000 HGV assets across the UK) Serviceco is well placed to achieve its goals.

Serviceco had been operating under the name of Certus in the past, however, after major investment and expansion of the customer profile, the company has now rebranded and relaunched.

Management has been working exceptionally hard behind the scenes to secure various major deals worth £2m with the likes of Heaton's and Wincanton.



General Manager Sam O'Prey

General Manager Sam O'Prey spoke positively about the breadth of services provided by the company: "We offer tailor made packages to take responsibility for servicing, MOT's, breakdown cover, repairs, tyre management and vehicle tracking. Our main operations are based initially within the UK and Ireland, with a view to globalising services in the future. We will be providing a bespoke service which will work for a range of customers, from one vehicle owner operators, to blue chip national accounts."

Serviceco operate a 24/7 call centre (in Belfast) and guarantee a 60 minute breakdown response time across the UK and 90 minute breakdown response time across Europe.

## New Series of Sunfab Piston Pumps from Hi-Power



Sunfab's Irish distributor Hi-Power, which has depots in Belfast, Dublin and Cork, is now stocking a new generation of high efficiency and compact bent axis piston pumps.

The SAP 012-108 DIN is a series of light weight casing piston pumps with a fixed displacement for demanding mobile hydraulics.

SAP 012-108 DIN covers the displacement range 12-108 cm<sup>3</sup>/rev. at a maximum pressure of 400 bar. It is a modern, compact pump which meets the market's high demands on flow performance, pressure, efficiency and small installation dimensions. It features a light weight metal casing design and offers smooth operation over the entire speed range. Other advantages include:

- Long life due to high quality demands on material selection, such as bearings, seals, etc
- Corrosion free light metal-housing
- Less heat generation due to better ability to dissipate heat through housing

The pump is either mounted directly on the power take-off or on a frame bracket via an intermediate shaft.

## Tour for Topaz Customers

Ireland's largest fuel and convenience retailer Topaz, recently brought a number of its customers to the chemical facility in the UK where its unique fuel additive was developed.

Fifteen customers went on the trip to Lubrizol's Hazelwood plant which is located about an hour's drive from Birmingham. Hazelwood, is the largest additive company facility in Europe and is a key R & D facility within the Lubrizol Corporation; Lubrizol is owned by Warren Buffet's Berkshire Hathaway group.

Topaz Commercial Director Liam Mulcahy said they received an in-depth explanation of the science behind the additive during the day long visit.

"One of the additives key qualities is its ability to clean engines by removing carbon deposits from building up on the fuel injection system. This leads to an improvement in fuel economy of between 3 to 6% as well as reduced emissions. Lubrizol is a world leader in this area and just like Topaz everyone in the company is passionate about what they do."

Pictured during the visit to the labs are Paul Toner (J Toner & Sons), Paul Stevenson (Senior Research Chemist Lubrizol Hazelwood) Eoin Gavin (Eoin Gavin Transport), Derek Campbell (Campbell Bulk), Jason Sawyer (Sawyer Transport) and Topaz Commercial Director Liam Mulcahy.





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## Hiab crowns MOFFETT World Championship winner

**MOFFETT, part of Cargotec's Hiab business area, has crowned Jan de Vaan from Baustoff-Metall, the Netherlands, winner of the first ever MOFFETT World Championship, which was held recently at MOFFETT's factory in Dundalk.**

Jan de Vaan took the title driving a MOFFETT E4, with a winning time of 5 minutes 51 seconds in a spectacular display of skill, speed and precision over the gruelling test course.

Wayne Bordoy from UK company Hardstaff Barriers Ltd., was the runner-up, with a time of 5 min 59 seconds, and Olan Murphy from Irish based Macroom Haulage Ltd., Ireland

took third place, with a time of 6 minutes 18 seconds.

The finalists had to negotiate a challenging course that was designed to test their ability to mount and dismount the MOFFETT, perform daily safety checks, negotiate obstacles, and pick up and place various loads in designated areas, all against the clock. They were also trying to beat the time set by the Mystery MOFFETT Operator, MOFFETT's very own local professional driver.

"I am very happy, it was a tough competition," said de Vaan, who has worked with the MOFFETT M4 for two and a half years. de Vaan takes home a prize of €2,500 in travel vouchers, together with the trophy and 'Operator of the Year 2015' decals for his MOFFETT.

## European operator TJ Hood looks to Krone for loading flexibility

**TJ Hood Transport, the European haulage, distribution and warehousing operator, has added a number of Profi Liner curtainsiders to their fleet which, says the company, allow faster, more flexible and more secure loading.**

Supplied by Krone, the new curtainsiders are specified with sliding roofs and come with Krone's unique Multi-Lock loading system which has up to 130 strapping points along each side rive.

"We provide a general service which caters for virtually any load," explains Mark Hood "and so the flexibility of these trailers is key to our operation. The loading access is good and with so many strapping points on either side, we can safely secure all types of cargo at any point along the trailer bed, which is ideal for groupage and mixed loads. Also, we can hook and un-hook from inside the closed curtain which is a benefit for the drivers."

Established in 1972 and based in Crumlin near Belfast Harbour, TJ Hood is a family run firm with a reputation for reliability and expert knowledge of the European transport market. The company operate a mixed fleet of Euroliners, vans, flatbeds, low loaders, container carriers and 7.5 tonne curtainsider trucks with tail lifts.

"It's important for us to keep a modern and diverse fleet," adds Mark. "That way, we remain competitive and can be confident in providing a reliable and efficient service. Certainly, these latest trailers from Krone match our requirements and the code XL certification that comes with them is a significant tick in the quality box."

The Profi Liner curtainsiders are manufactured by Krone in Werlte, Germany and supplied by Krone's Ireland sales operation. Krone currently produces over 40,000 units per annum from its five production plants, four of which are located in Germany and one is in Turkey.



# Renault Trucks Drives Down Customers' Operational Costs



**Renault Trucks has introduced a 12-month free of charge subscription to two of the key modules in its Optifleet fleet management solution – 'Optifleet Check' and 'Optifleet Map'.**

Available on all new vehicle registrations of Range T, Range C and Range K models, the offer marks a significant commitment from the manufacturer to help increase customer profitability through real-time monitoring and management of vehicle and driver to control the main areas of expenditure.

Nigel Butler, Commercial Director, Renault Trucks UK, says: "This high-value initiative supports our drive for strategic partnership with our customers; offering a free 12 month subscription with every new registration underpins our commitment to become every customer's operational cost champion. Renault Trucks' Optifleet systems keep operators in the picture by monitoring, measuring and analysing vehicle fuel consumption and driver behaviour. Managing this type of vehicle

information, together with the fuel-efficient design of the Renault Trucks' range, will deliver real cost savings that boost bottom line profitability."

'Optifleet Check' helps reduce fuel consumption by monitoring fuel and driving style remotely, by vehicle or by driver, analysing fuel consumption, time in the green zone, idling and braking, providing a complete picture of how each vehicle is performing in operation.

'Optifleet Map' geolocates vehicles in real-time, monitoring vehicle speed, position, direction and analysing routes taken to optimise journeys and thereby avoid wasted mileage.



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# A Lesson Not Learned

**Martin Reid**

RHA Director for Scotland and Northern Ireland



**Many months ago in this same publication I wrote an article voicing my concerns about the poor payment practices that are endemic within UK industry.**

It has recently been brought to my attention that not only has there been a lack of improvement in payment practices, but it could indeed be argued that things may have got worse. The recession meant the end of the road for many of the lower tier contractors within the road haulage industry – the sub-contractor's sub-contractors, if you will. Some surrendered

their licence because chasing payment became too onerous, some were taken down by other companies going bust and some decided to sell out to bigger companies. The result of this being that anyone who wishes to engage with the smaller haulage companies who remain are left to fish in an ever diminishing pool.

Logic would dictate that Tier 1 contractors would be

protecting such a vital part of their supply chain but what we are finding, and what our members are experiencing, is quite the opposite. In 2014 The European Commission proposed a maximum payment delay of 60 days from invoice unless both sides agree to longer terms, freely and without market coercion. Herein lies the rub.

Sixty day payment terms (from monthly invoice date this generally means up to 90 days) are already the norm, which brings its own problems, but we are seeing Invitation to Tender Documents stating that anyone tendering MUST agree to the payment terms (whether they be 40 days, 60 days or 90+ days) in order to be considered. I am not a lawyer but to me this would not appear to be agreeing "freely or without market coercion."

Late payment to sub-contractors brings additional issues to bear. The biggest single cost to hauliers is diesel which amounts to around 40% of overall costs. Setting aside the ridiculous amount of duty that has to be paid on fuel (don't get me started on this!) most hauliers must pay their fuel costs up front. In most cases fuel has to be paid within two weeks, which can often be before the actual service has been delivered. The reality is that hauliers who are Tier 2 contractors or below are outlaying money and not getting it back timeously and as such bearing an unreasonable amount of risk in supporting the supply chain. It is little wonder that during the recent recession 10 sub-contractors

were failing every day with 50% of those down to late payment.

So what happens when the shoe is on the other foot? By which I mean, if the client is dissatisfied? Perhaps the haulier does not deliver the goods in time, or if the condition of goods be questioned. We know that in cases like these the Client has little reticence in backing out of the contract and finding another haulier. So with that in mind the question must be asked why do we as an industry still carry out work for notoriously poor payers?

This simple answer is that not everyone does. Those that have the luxury of full order books can be picky, but full order books are a rarity and most hauliers must compromise, negotiate and work with their Clients.

Updating these practices will take a seismic change in how industry procures services. It could potentially take a major player to say they will not tender for the work under those payment terms and I have little doubt that many will also stand up and say "I'm Spartacus" in support. That being said there is little doubt that as soon as these companies walk away from the contracts then there will be a queue of hungry prospective subbies ready to step in.

I guess what I am saying is when goods and services are procured and delivered on time then pay your haulier quickly. If you don't, you may find the good ones will be working for someone else who pays quicker the next time you call.

# Renault Trucks At Cop 21 In Paris

Renault Trucks was at the 21st United Nations Climate Change Conference (COP 21) in Paris where it presented two major innovations for the transport sector - an all-electric 4.5-tonne Maxity Electric vehicle operating with a hydrogen fuel cell and a 16-tonne Range D all-electric truck currently being tested under actual operating conditions.

The fuel cell solution makes it possible to overcome two of the major limitations which have hampered the development of electrically-powered vehicles so far: their operating range and recharging time, since the time taken to refuel a vehicle with hydrogen is comparable to that of a vehicle running on Diesel fuel. Visitors also had the opportunity of discovering Renault Trucks' all-electric Range D, which



has been undergoing tests for the past 18 months by Speed Distribution Logistique, a specialised Ile-de-France carrier for Guerlain; it generates no noise or polluting emissions during its

nightly deliveries to Guerlain's Boutiques in the French capital. It carries out full 200 km delivery rounds in all-electric mode, taking advantage of partial recharges carried out according

to its battery capacity and a carefully planned delivery route. Renault Trucks' aim is to prepare a cost-effective zero-emission solution for its clients by the year 2020.

## RHA launches Calais Incident Reporting Line

As part of the Road Haulage Association's continuing engagement with government to achieve a solution to the problems hauliers are experiencing as a result of the migrant activity at Calais, the RHA has launched a 24/7 Calais Incident Reporting Line - (+44) 1274 863111.

Thousands of wallet-sized cards have been printed with the reporting line number, together with the telephone numbers for the emergency services in France and the UK. The Port of Dover is supporting the initiative and the cards will be issued

to drivers by ferry operators, P&O and DFDS and it is hoped that other cross-Channel operators will also participate. The reporting line will give hauliers and their drivers the opportunity to call in and officially log incidents of intimidation or incursion by migrants. Callers will be asked for their name, the nature of the incident, the exact location where the incident occurred and whether there was damage to their load or vehicle. The information gathered will be passed to the Home Office and Border Force teams.

## Goodyear Winter Tyres for Schmitz Cargobull Trailers

Schmitz Cargobull has approved Goodyear ULTRA GRIP MAX T as original equipment fitment on its trailers for customers operating in severe winter conditions.

Goodyear's recently-introduced truck winter tyres will be available in sizes 385/65R22.5 and 385/55R22.5 for trailers destined for regions such as the Alps, the Nordic countries and Russia.

"We are delighted that Schmitz Cargobull has selected our new ULTRA GRIP MAX T winter tyres as original equipment for its trailers," said Peter Platje, Director OE Sales Truck Tyres Goodyear Dunlop EMEA. "The performance these tyres offer in tough winter conditions is exactly what fleet operators should expect from a truck winter tyre: high traction and grip in severe winter conditions."

## Krone maintains sales revenues

Despite a difficult period marked by the impact of the Russian crisis and the expiration of EU milk production quotas.

The Krone Group generated sales of about 1.6 billion euros in the fiscal year 2014/2015, a result that is slightly higher than the previous year's result.

Domestic sales for the Krone Group rose to €482.5 million, reflecting an increase of €23.7 million or 5.2% over the previous year. About 32.0% of the domestic sales were accounted for by the agricultural machinery division and 68.0% by the commercial trailer business.

## MAN To Fit Fuel-Saving Michelin Tyres As Preferred Option

MAN has chosen Michelin's 315/70 R 22.5 X Line Energy tyres as preferred choice for its new EfficientLine2 model, after intensive testing revealed the tyres' fuel-saving credentials perfectly suit the long-haul truck's drive for efficiency.

In trials conducted with the support of Michelin's UK technical team, low rolling resistance Michelin 315/70 X Line Energy tyres ran a 130 mile test route for a week. The 315/70 R 22.5 X Line Energy tyres were being tested directly alongside sets of Michelin's X MultiWay 3D 'regional' tread pattern tyres in 295/80 R 22.5, 315/70 R 22.5 and 315/80 R 22.5 sizes. The tyres were fitted to a MAN TGX XLX 26.440, pulling a fully-laden tri-axle Don-Bur trailer. The 315/70 X Line Energy

tyres - designed to operate on long-distance journeys at a high average speed - showed around a five per cent advantage in fuel efficiency over the X MultiWay 3D tyres, which themselves blend strong fuel performance with excellent mileage potential for national and regional operations on a variety of road surfaces.

Les Bishop, Product Marketing Manager at MAN Truck and Bus UK, says: "The fuel efficiency achieved by MAN's EfficientLine2 is a result of a carefully selected combination of components - not least energy-efficient tyres.

"The intensive week-long testing process revealed that the ideal fitment for us was Michelin's 315/70 X Line Energy tyres; which is now the ideal fitment for new EfficientLine 2 models rolling off the production line."

## RHA National Lorry Week An Outstanding Success



RHA Dunlop Truck crossing Westminster Bridge



RHA chief exec Richard Burnett welcomes guests to the Parliamentary reception

**The Road Haulage Association has declared the first ever National Lorry Week to be an outstanding success and has confirmed that plans are already underway for an even bigger scale event in 2016.**

RHA Chief Exec Richard Burnett said: "We launched National Lorry Week with the #LoveTheLorry strap line to do two things. First, to raise the profile of our magnificent industry in the eyes of the public and the popular media and second, to hammer

home to government the very real challenges that we face, with particular emphasis on the critical driver shortage."

RHA member companies nationwide got behind the campaign, opening their yards to the general public, including many schoolchildren and hopefully, many potential future employees. The week featured in the national Sunday press, on over thirty regional BBC and independent radio stations and in national, regional and local newspapers the length and breadth of Britain.

Richard Burnett added, "The enthusiasm of our members and industry stakeholders from the start was overwhelming and the variety and scale of events was amazing. Members parked their HGVs in busy town centres, took them to schools and turned up at sporting events."

A large number of MPs from all parties, several senior civil servants and members of the national press attended the RHA National Lorry Week Parliamentary reception in the House of Commons.

"It presented us with the perfect opportunity to talk to MPs about the incredible job the industry does in delivering daily life and of course the problems that we as an industry face; in particular, the fact that we are currently between 45,000 and 50,000 drivers short. We have been following up these contacts and many are now actively helping us press our case to secure a proper LGV Apprenticeship and for emergency government funds for driver training to be made available."

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## Volvo's Apprentice of the Year



Left to right: Arne Knaben, Lewis McKay, Andy Kunze (Service Delivery Director, Volvo Bus)

The Volvo Group UK 'Jim Keyden' Award 2015, which is presented to the graduating Apprentice of the Year, has been won by Lewis McKay from MC Truck and Bus, Maidstone.

Inaugurated in 1995, the Volvo Apprentice Academy, described by Volvo Group UK's Managing Director Arne Knaben as "the

best and most advanced truck manufacturers' Apprentice Programme in the UK," celebrates its twentieth anniversary this year.

The 'Jim Keyden' Award, inaugurated in 2008 in honour of Jim Keyden, who along with Jim McKelvie, first brought Volvo trucks to the UK in 1967, is made annually to the Graduating Apprentice of the Year.

## FTA calls for support for Belfast airport plans

The Freight Transport Association is lobbying politicians to back plans for an Enterprise Zone and road improvements at Belfast International Airport to encourage investment and prevent it losing ground to its competitors.

BIA is the third largest handler of air freight in the UK outside of London, but rapid growth at Dublin Airport threatens to challenge its long-term future. FTA has written to politicians calling for the development of an Enterprise Zone to stimulate investment and road upgrades to improve access.

The number of passengers from Northern Ireland using Dublin Airport increased from 500,000 in 2013 to 864,000 in 2014. Continued growth could affect BIA's ability to attract long-haul flights, limiting its belly-hold freight operations. The sustainability of BIA's air cargo facility could also be threatened.

Seamus Leheny, FTA's Northern Ireland Manager, said: "Millions are being spent on attracting and retaining investment in high-end manufacturing such as pharmaceuticals and aircraft

parts, which all rely on air freight in their supply chain.

"Urgent action is needed to ensure Belfast International Airport is an attractive prospect for investors and has the necessary infrastructure to support efficient air freight operations. Road improvements and the development of an Enterprise Zone would help achieve this aim."

BIA is Northern Ireland's only air cargo facility but operators could switch to Dublin if it becomes a cheaper option, impacting on local logistics firms and the wider economy.

FTA has written to 6 MLAs from NI Assembly who represent South Antrim constituency where BIA is based and also to the NI Assembly Department for Enterprise, Trade & Investment Minister Jonathan Bell and the MP for South Antrim, Danny Kinahan.

Mr Leheny said: "As a designated Enterprise Zone BIA could offer a range of financial incentives for businesses like those in place at Manchester Airport, which was the first in the UK to develop an 'airport city'. FTA is calling on MPs to support BIA's proposals to help sustain its long-term future."

## Are You High Net Worth?

You may know Willis Insurance & Risk Management as specialists in the transportation sector...but did you know that we also excel in personal insurances such as home and contents?

by Robert Caldwell, Transportation Centre of Excellence Leader at Willis Insurance and Risk Management

### Standard insurance policies

will meet the needs of most customers when it comes to covering everyday assets and valuables. But as you endeavour with your inevitable online comparison search and start to key in specified items, you will find most insurers will either ask you to reduce your valuation to suit their needs or they will ask you to call them. This is the moment when a broker who specialises in high net worth insurance products blossoms.

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A high net worth policy benefits customers who have particularly valuable assets, such as an expensive home, a collection of fine art, high-end jewellery or motor vehicles, or perhaps your home is of non-standard construction. It might not necessarily be all of these but even one of these features may result in ineligibility for a standard policy. Standard policies may not encompass customers' full range of assets, providing an insufficient sum insured or one that cannot account for the sheer volume of valuables. Shoe horning your needs into a standard policy is the biggest mistake you can make.

### Buildings Cover

As part of a high net worth policy, 'buildings' is likely defined as the main dwelling, outbuildings, garages, swimming pools, tennis courts and other features on the property. High net worth policies typically extend cover beyond the limits of a standard policy to include buildings and features ancillary to the main house.

### Contents Cover

Contents are generally defined as the personal property which you own. This can include furniture,

furnishings, household goods and personal effects on a worldwide basis to cover multiple homes and those who may travel frequently.

### Valuables Cover

Insurers also offer separate valuables cover if customers have a specific list of valuables they would like to protect, such as fine art, antiques and collectibles...including extensions to cover the 'death of an artist'.

### Liabilities Cover

Liabilities cover protects against liability claims related to your property or household employees. Legal expenses cover defrays the cost of pursuing claims against another party, arising from, for example, a dispute over a contract or land title.

### Travel Cover

Most high net worth policies can offer a good level of annual travel insurance that covers cancellation charges, medical expenses while abroad, and costs due to delayed departure and missing luggage.

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In addition to the preceding list, there are many more additional covers available as part of high net worth policies, such as:

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# As 2016 gets underway, SDC reveals plans for the year ahead

Following a second year of record trailer production exceeding 9,400 units and expansion at their manufacturing facilities, SDC say they are very optimistic about the year ahead.

**The company is** a market leader in the development of specialist trailer equipment, with a strong focus on providing solutions that are tailored to their customer's logistics requirements. SDC offer a wide range of trailer designs and work closely within the legislative guidelines to develop trailers with improved trailer lifecycle costs and footprint.

Getting the year off to a good start, the manufacturer announced that they have ENXL certification on a new 4.2m Boxvan trailer following stringent testing by the VCA. The VCA symbol which will be displayed on SDC's ENXL trailer, is an indication of independently assessed quality and strength in the structural build. SDC offers this certification on eight of their trailer designs including two Straight Frame Curtainsiders with a fixed and sliding roof (13.6m and 15.65m), Step Frame Double Deck trailers, their Straight Frame 'Fastliner' trailer, a GRP box van and Platform Headboards.

SDC's Managing Director, Mark Cuskeran said: "We are pleased to be able to extend our range of EN12642XL certified trailers, providing our customers with more

choice and control in the trailer design process. Operators today have many different transport requirements and our success is dependent on being able to meet their logistics needs without compromising on trailer quality and durability. Despite introducing a number of modern technologies into our production process, we have retained the ability to customize our trailers at each stage of the manufacturing process."

In July of last year, SDC received a prestigious Motor Transport Award, underpinning the manufacturer's reputation for engineering innovation. The winning extendable skeletal trailer design allowed Scottish Haulier Malcolm Logistics to significantly improve their operational efficiency, while also reducing their carbon footprint. Both the manufacturer and customer received the National Innovation Award, with Malcolm's going on to win the Low Carbon Award for their environmental initiatives.

The 2016 Motor Transport awards will take place on 6th July in London's Grosvenor House on Park Lane, with SDC sponsoring the 'Livery of the Year' category which looks for the truck, trailer or van that portrays the most positive company image using a modern design.

## Trailer showcase

SDC have signed up to exhibit at this year's Commercial Vehicle Show in Birmingham, with plans to showcase their latest trailer technology at stand 5F101. The CV show is the largest and most comprehensive road freight transport event staged in the UK, expecting over 18,000 visitors and 445 exhibitors, it provides an excellent opportunity for visitors to source and sell trailers, trucks and all other types of transport equipment.

Following a series of international tradeshows and customer events in Germany, Saudi Arabia and Dubai, SDC have continued to make their mark on a global scale with a substantial increase in both trailer and parts business to export markets last year.

The manufacturer has signed up to a further two tradeshows in 2016, including Transport Solutions Middle East (14-16 March, Dubai) and the IAA Commercial Vehicle event (22 - 29 Sept, Germany). Touching base with their local market, they plan to sponsor the Export and Freight Golf day on 9th June at Lough Erne, Enniskillen.

## SDC Truck and Trailer Parts

SDC's Truck and Trailer Parts division has also established a global presence, providing a competitive commercial vehicle parts service to customers worldwide. Stocking over 15,000 parts and

consumables, the company has become one of the leading parts suppliers throughout Ireland with five depots and twenty delivery vehicles on the road.

Managing Director, Gavin Diamond, said: "SDC Truck and Trailer Parts only carry quality products and we are working with the leading component suppliers worldwide to ensure that we have the most up to date stock line. We have built excellent relationships with our suppliers over the last 38 years, which allows us to deliver the most competitive rates to our customers."

In October Gavin hosted another successful trade night, attended by over 240 customers at City North Hotel, Gormanstown. The annual event brings together fleet owners and suppliers to discuss their ongoing parts requirements. In November, SDC announced a 38.9% increase in turnover to £150.3million following ongoing success in their local market and an increase in orders for trailers and parts on an international scale. The company builds an average of 200 trailers per week, making them the largest manufacturer in the region and placing them firmly among the top five in Europe.

SDC's Managing Director, Mark Cuskeran, said: "Our performance is down to the quality of our products, our continued innovation, and especially to the hard work of our staff and loyalty of our customer base. Our order books are already healthy for the whole of 2016, and we are very optimistic of the year ahead."



# 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

“SDC Trailers have provided us with **quality, durability and maintainability** since 1990. The robustly engineered trailers are built to last and perform under the most challenging conditions.

Our curtainsider trailers from SDC require very little maintenance, after 8 years we generally replace the curtains and get a fresh coat of paint but providing there hasn't been any significant damage the trailer is as good as the day we bought it and will operate well for another 8 years.

SDC **quality** is **second to none**, providing up to 10 years more use than some of the other trailers manufactured today.”

Eugene O'Reilly, Managing Director, O'Reilly Transport



“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



# The DAF CF 400

## When the Going Gets Heavy...

**DAF's CF 400 8x4 tipper is specially developed for applications in the building and construction industry that require regular off-road driving, so we were looking forward to putting it through its paces at Boyd's quarry in Newtownabbey, but like a lot of cricket matches we've been to this summer, it was rained off, writes Export & Freight's Garfield Harrison.**

**Y**es, we had to choose the only wet day in a while to pick up the DAF CF, complete with a Thompson Loadmaster steel tipping body, from dealers TBF Thompson DAF, and guess what, at time of going to Press, it hasn't rain since!

Realising any attempt to enter the quarry was not in anyone's best interests, we took to the open roads of Counties Antrim, Down and Armagh to get a feel for it, and what

disappointment we had soon evaporated as we began to enjoy the day out.

While the Euro 6 CF 400 features an increased approach angle and high ground clearance for good off-road capabilities, its performance and handling on motorway and town traffic certainly impressed us, as we knew it would, having been behind the wheel of many a DAF truck in the past.

The CF boasts a class leading payload, as a result of its low kerb weight. This is largely thanks to the all-new chassis that is both light and strong, well suited to the construction sector, whether for the transport of aggregate, sand, cement and building materials.

The sturdy styling elements on the CF certainly give the vehicle an individual appearance. The robust bumper is mounted high to create a large 25° approach angle. Combined with a 40 cm ground clearance - thanks in part to the use of 'straight' front axles - this, although we didn't have opportunity to test it ourselves, would obviously provide excellent driving characteristics on unpaved roads and rough terrain.

A 3 mm thick steel plate is fitted under the bumper to protect the radiator. It can withstand loads of up to 4 tonnes and the lower section folds out to provide a practical and wide step. An optional step is available on the side of the cab to make it easy for the driver to inspect the load, with a handy bracket on the roof providing an extra hand grip.

### Day Cab

We had read somewhere that a high level of driver comfort and maximum ease of use were key requirements set by DAF when developing the CF Construction, and certainly the day cab on our test model lived up to expectations.

Providing an ideal working environment, the cab was really comfortable and it was easy to find a good position on the air suspended and heated driver's seat, with its high back and adjustable shoulder support.

The five-inch colour display of the DAF Driver Performance Assistant is positioned centrally on the dashboard, displaying information about fuel consumption, braking behaviour and anticipating traffic situations. Handy tips are provided on saving fuel, optimum use of the engine brake and the importance of topics including adjusting the deflector properly and correct tyre pressure. There is no doubt the DPA will motivate any driver to get the best out of the truck with as little effort as possible.



The central information display also provides useful vehicle information, such as the oil level, air supply, turbo pressure, axle load and PTO applications, as well as reminding the driver about the need for regular maintenance. The trip information records the distance travelled, duration time and average speed at the same time.

The central section of the dashboard has practical DIN slots, which provide space for the optional Truck Navigation Radio, with a radio/CD player, truck navigation system, Aux-in/USB connections for digital music files and a Bluetooth connection for streaming audio. A fully integrated DAF TruckPhone is available as a further option, which allows two mobile phones to be connected simultaneously via Bluetooth. Both are operated from the steering wheel and phone numbers and names are displayed on the dashboard. What more could a driver ask for?

## MX-11 engine

Our test model was powered by a 10.8 litre PACCAR MX engine, ideal for application not just in the construction sector, but also in the distribution segment and for heavy applications where low weight and the lowest fuel consumption is of utmost



importance. Its pulling power was impressive, most notably climbing the long hill up the M2 out of Belfast back to Mallusk.

It was matched to a 12-speed AS Tronic automated gearbox. Specific software on the AS Tronic, such as for on and offroad applications, ensures uninterrupted traction and effortless drive off, whatever the surface. The Hill Start Aid on the AS Tronic and automatic transmission stop you from rolling backwards on an incline without using the park brake — a convenient option for the driver.

Like all DAF trucks, our test vehicle was equipped as standard with a range of systems that help to improve safety, such as Electronic Braking System (EBS), Anti-Slip Control (ASR), Brake Assist and Drag Torque Control (traction control). It also featured the optional Lane Departure Warning System (LDWS).

All those safety elements are excellent, of course, but good visibility is a must when operating on busy construction or quarry environments, and the DAF CF doesn't disappoint. We enjoyed an unrestricted view through the windscreen and the side windows, reinforced by generous front and side mirrors that can be adjusted to the perfect position. Incidentally, day time running lights, with four LEDs at each side, also come as standard on the CF, to further ensure excellent visibility during the day. There was also a bumper mounted light unit with combined fog light and cornering light function., and two hazard beacon lights on the cab roof.

## Verdict

Despite not being able to drive in an off-road environment on the day, we learned sufficient about the DAF CF's handling, performance and comfort to realise you get a lot for your money here. This clearly is a real all-rounder of a truck that will take anything you can throw at it in its stride.

## Specification

**Model:** DAF CF 400 8x4 rigid  
Cab: Day Cab

**Engine:** Euro 6 PACCAR MX-11, 291kW/396hp

**Gearbox:** 12-speed automated AS Tronic

**Brakes:** Ventilated disc brakes at front, drum brakes rear

**Body:** Thompson Loadmaster 13m3 steel tipping body



# Court Report



## No Road User Levy or CPC Card

**A Republic of Ireland driver has been convicted at Newry Magistrates' Court and fined a total of £400.**

The conviction arose when DVA Vehicle Examiners stopped an Irish registered vehicle on the A2 Road, Warrenpoint. A check of the Department's records at the time revealed that no HGV Road Users Levy had been paid and when the driver was then asked to produce his driving licence and CPC card; he admitted he did not have a CPC card as he felt he didn't need one.

## No Operator's Licence

**A County Armagh haulage operator has been convicted at Banbridge Magistrates' Court and fined a total of £500.**

The conviction arose when DVA Vehicle Examiners stopped and directed a 2 axle Scania articulated goods vehicle to the Department's weighbridge facility at Loughbrickland.

During an examination of the vehicle it came to light that the vehicle did not have an Operator's licence.

## No Road User Levy

**A County Tyrone animal feed transporter has been convicted at Londonderry Magistrates' Court and fined a total of £600. In addition his driver was fined £250 for obstructing an enforcement officer.**

The court heard that DVA Vehicle Examiners observed an articulated vehicle operating in Londonderry and established that the operator had not paid an HGV Road User Levy.

The vehicle was subsequently stopped and directed to the DVA test centre in Omagh for the purposes of inspection; however the driver failed to comply.

The operator then arrived at the test centre and obstructed inspectors by removing evidential documentation from the scene.

The operator was subsequently asked to produce tachograph records and other related information in order to establish if the driver's work had been properly organised to ensure compliance with the regulations, however he failed to do so.

## Fined for being Overloaded

**A County Londonderry driver has been convicted at Dungannon Magistrates' Court and fined a total of £400.**

The court heard that DVA Vehicle Examiners stopped a 2 axle rigid Mercedes livestock goods vehicle and directed it to the Department's Weighbridge at Cookstown where it was found to be overloaded on axle 2 by 31.39% and by 25.9% in excess of its plated design gross vehicle weight.

When the driver was asked to produce his tachograph records; he admitted he was not using the tachograph.

## Tachograph Offences

**A County Tyrone was convicted on tachograph offences at Dungannon Magistrates' Court and fined a total of £700 with six penalty points also added to his driving licence.**

The conviction arose when DVA Vehicle Examiners stopped a MAN large goods vehicle in the Dungannon area. An examination of the vehicle revealed the absence of a Goods Vehicle Operator's Licence and when the driver was asked to produce his tachograph chart he was unable to do so.

He was also unable to produce a valid driving licence for the vehicle.

## Tachograph Had Been Altered

**A County Antrim Coach Operator and Driver have been fined a total £1,100 at Belfast Magistrates' Court.**

The court was told that DVA Vehicle Examiners had stopped a coach and requested the production of the driver's tachograph records for examination. An analysis of these records indicated that a number of tachograph recordings had been fraudulently altered in order to conceal daily rest infringements.

## Failed to Keep Records

**A County Londonderry Coach Operator and Driver have also been fined a total of £1,000 at Omagh Magistrates' Court for tachograph offences.**

The conviction arose when DVA Enforcement Officers stopped a coach and requested the production of the driver's tachograph records for examination. An analysis of these records indicated that the driver had failed to use his digital tachograph card, failed to keep a record of his driver's hours of duty and failed to take a statutory daily rest period.

An inspection of the vehicle also revealed that the tachograph recording equipment was faulty. The operator was subsequently interviewed for failing to take reasonable steps to organise his driver's work to comply with EU Drivers Hours Rules.



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# DAF Looking Forward to a Calmer 2016

**DAF Trucks in the UK have enjoyed what Managing Director Ray Ashworth describes as 'a pretty good year all round.'**

Addressing journalists at a pre-Christmas gathering in London, he said he looked forward to a New Year of steady progress for the industry, with calmer waters predicted in the absence of any major legislation impacting on business.

The environment, he believed, would continue to be high on the agenda in 2016 and with that in mind he suggested perhaps it was time for a review of national vehicle weights, which vary from country to country. While it might lead to less trucks being sold, there would be a positive environmental impact.

Looking back on 2015, he said DAF enjoyed a number of notable milestones, not least maintaining its unbroken 20 year run as UK market leader for commercial vehicle registrations above six tonnes, an achievement reached in the summer with a 29.2% share of the market in July.



Another successful landmark was the production of the 400,000th commercial vehicle at the Leyland assembly plant since it opened in 1980.

"Yes, contrary to what some people believe, trucks are still being built in Britain, and long may that continue to be the case," he said.

Another worthy achievement in 2015 was, he said, the celebration of the DAF apprenticeship programme which has been running now for 20 years. Regarded by many in the industry as the benchmark commercial vehicle training scheme for young people, the Programme

culminates in an annual Apprentice of the Year Awards and Graduation Ceremony.

To date, he said, DAF Trucks has trained 1,500 Apprentices since its inception in 1995, while a full 20% of all DAF Technicians at dealer level were trained on DAF Apprenticeships.

## A Smartphone On Wheels

**Personalised, predictive and always driveable - tomorrow's intelligent truck is more similar to a smartphone on wheels than a traditional vehicle.**

"Within a few years this is going to revolutionise productivity in the transport industry," says Hayder Wokil, Director Quality & Uptime at Volvo Trucks.

Today there are about 175,000 online-connected Volvo trucks on Europe's roads. A number of them can already today send information about when they need maintenance and some of the necessary service work can even be administrated remotely. However, this is just the beginning.

"In coming few years, for instance, the truck will be able to monitor its own health in real-time, promoting easier and quicker service which leads to higher productivity for all concerned - drivers, workshops and haulage firms," says Hayder Wokil.

In the future the truck will also make workshop administration easier by booking its own service as and when necessary, booking the appropriate mechanics for the relevant jobs and advance-ordering the necessary parts for delivery to the workshop.

Repairs will be able to be performed wherever the truck happens to be and will be carried out at an appropriate time in its working schedule.

"Service will be synchronised with the truck's operating timetable and will be booked at the nearest

workshop at a time when the vehicle would not normally be in operation, for instance at night or when the driver has to take a legislated break. Using online connectivity the truck will also be able to carry out simple self-repairs remotely," explains Hayder Wokil.

Tomorrow's truck will also enable more flexibility. As the connectivity potential for trucks continues developing, vehicles will be able to be specified to suit each individual operation, which in turn allows for greater cost efficiencies.

"The next generation of trucks will be increasingly personalised and will for example be able to be tailored to match the operator's needs and driving style. It will also be able to update its own configuration to suit specific transport assignments," explains Hayder Wokil.

However, although much of the technology for realising tomorrow's truck already exists today, it may take some time before the next-generation scenario becomes a reality.





## Lakeland Tyres Well Placed For Further Growth in 2016

It's been quite a 2015 for Fermanagh headquartered Lakeland Tyres, and the New Year is shaping up to be just as busy, with their new depots now well established in Belfast and Portadown, giving the company a more widespread distribution across the province.

**With the group** employing almost 60 staff province-wide, and 27 vans on the road, providing rapid response break-down cover, it's a significant commitment, which is backed up by continual excellent levels of customer service- something that is a core value of Lakeland Tyres as it supports an ever growing haulage service business. The company has certainly come a long way from when it was first established in 1973. Its history, though, dates back to the 1960's, when Jim Frazer worked for Dunlop Tyres in Belfast. Independent tyre retailers were very new back in 1970 when Jim used his vast tyre industry experience opening the first depot from a small garage premises in Pound Lane, Lisnaskea, initially starting

under the name Erne Tyres.

By 1973 the Lakeland Tyres name was established, the Lisnaskea branch had moved to the main street under the management of Jim's brother Alex, whilst the new Henry Street depot in Enniskillen had also, run by brother- Dessie who had also worked in Dunlop. Dessie's son Adrian was often seen in that depot from age 8, fitting up tyres with his dad, and earned the nick-name Corgi as he loved fitting lorry tyres.

"Those were different times," said Adrian. "The Enniskillen premises was really very basic. The customers used to drive in underneath a house and the tyres would be dropped down through a hole in the first floor. It was very manual in those days, all with levers, and the truck tyres used to have big

locking rings to grapple with."

By 1985 Alex and Dessie took complete control of Lakeland Tyres, and Jim had now set up Carryduff Tyres, still successfully run by his family today.

But in Fermanagh business was growing, especially as Adrian brought his drive to the company. "There was a move to 231A Main Street Lisnaskea in 1991, and I started to work on the haulage side of the business.

"About then we brought in the first break-down van - a glorious Talbot Express! There were only two employees then, a long way from where it is today.

"We also started big into alloy wheels in the 90's and sold over 100,000 TSW Stealths alone. I must admit that was a passion of mine at the time!"

Due to continued growth, the company had to move again in 2002 to old factory premises in Lisnaskea and by 2009 a purpose built 30,000 square foot tyre depot and headquarters was established in the town, the second largest depot in the UK. Two years later a new Enniskillen branch on the Derrychara road was opened. Today, many leading transport companies such as DFDS, Liam Connolly Road-Freight, Balcas, and the Quinn Group look to Lakeland Tyres for their fleet management programme - and with expansion throughout 2015 including the new Mallusk and Portadown depots, the company is clearly well placed to continue growing its customer base in the years to come.





# Lakeland tyres

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# Green Light for York Street Interchange Is Vital



**Seamus Leheny**

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



**When it comes to freight, roads are Northern Ireland's lifeline. Without the ability to spread the load across rail and inland waterways, the country's transport industry relies solely on its road infrastructure to get goods from A to B.**

This reliance on roads means investment in our local road infrastructure is vital, not just to improve connectivity and efficiencies but also to attract and retain inward investment.

I recently attended the Public Inquiry into the planned £180 million development of the York Street Interchange in Belfast and gave a submission outlining not just the Freight Transport Association's (FTA) support for the scheme but on behalf of the entire transport and logistics industry in Northern Ireland. The Public Inquiry lasted several days due to the high number of objections, however both the FTA and CBI submitted sound financial and economic cases in favour of the scheme on behalf of local industry.

I am sure many readers will be all too aware of the traffic congestion while travelling via the Westlink, M2 and M3 in Belfast, all due to several traffic signals at the junction with York Road. The proposed York Street Interchange will ultimately remove these traffic signals by building two new underpasses

below a newly-constructed York Street bridge, thus streamlining all traffic using the Westlink, M2 and M3. The new bridge will also improve connectivity between the city centre and North Belfast. The plans can be viewed at [www.yorkstreetinterchange.com](http://www.yorkstreetinterchange.com)

In our submission to the Public Inquiry, FTA highlighted the significant contributions that commercial goods vehicles make to the Government via the HGV road user levy, vehicle ownership tax and high fuel duty, therefore goods vehicle operators deserve a local road infrastructure that supports their industry.

## Key Points

Some of the key points I made at the Public Inquiry were:

- Improved connectivity of the strategic road network – majority of freight movements in Northern Ireland transit the Westlink corridor at some point in their journey
- Improved port access and supply chain – improved access for traffic to and from Belfast harbour, as well as improving journey time to Larne harbour for vehicles originating south of Belfast. Key figures were used to illustrate the importance of improving the connectivity with Belfast harbour, such as approximately 970,000 HGV import and export movements to and from the harbour each year
- Transport costs – fuel accounts for around 40% of operating costs for hauliers, therefore it will result in freight traffic operating more efficiently and more cost effective. The Public Inquiry noted some of the data we used as evidence such as those compiled by the International Road Transport Union based in Switzerland that showed the effects of stop-start movements. It outlined if a 40-tonne lorry stops once within 1km it increases fuel consumption by 86%. There is a staggering 200% increase in fuel consumption if the lorry stops twice within 1km when compared to same vehicle travelling at a consistent speed
- Environment – modern Euro 5 and 6 HGV engines were highlighted as being extremely good at cutting carbon emissions when driven at a consistent speed, but these benefits are hindered when the vehicle is driven at inconsistent stop-start intervals. A recent assessment by Belfast City Council that examined the impact of the proposed York Street Interchange would have on air quality was highlighted. The results of this research indicated that by removing stop start traffic and having a consistent moving traffic flow at the junction could reduce concentrations of road nitrogen dioxide by approximately 60%. This clearly demonstrated the benefits in air quality improvements to those living and working near the Westlink
- In addition to industry support for the scheme at the Public Inquiry, FTA outlined specific industry requests to be implemented during any construction phase of the York Street Interchange. The construction phase will have a major impact on freight movements to and from Belfast harbour as well as deliveries in and around Belfast, therefore any constraints put in place must take into consideration the need for goods vehicles to still have adequate access to the city centre and the port. Any appropriate diversions must be made safe and suitable for HGV traffic
- FTA requested that an appropriate real-time information system is established to advise operators driving to or via Belfast and exiting Belfast harbour estate on anticipated travel times and delays. A dedicated website and social media facility was also requested
- Finally FTA requested assurance that adequate access and parking for goods vehicles

making deliveries or collections within Belfast city centre. It was suggested this could be done with the implementation of additional HGV loading bays (17 at present in city centre). By making it easier for goods vehicles to get suitable parking within the city, this will hopefully offset any delays in actually driving into and out of the city

All of these requests were noted on the day by the Inspector in charge of the Public Inquiry and the Department for Regional Development (DRD) has agreed to work with FTA going forward on any traffic management plan for the proposed scheme construction phase.

## Early Decision

The Public Inquiry decision will be made in early 2016. If approved, construction is due to commence Autumn 2017 with a three-year construction phase so hopefully we can look forward to a new streamlined, efficient, free-flowing York Street Interchange by the end of 2020. Of course we must not forget that work cannot commence until funding for the scheme is granted by Stormont, but the good news for this scheme is that the DRD envisages EU funding of up to 40% due to it being part of the European Ten-T road network which is for strategic road networks that link ports (the A8 to Larne received similar EU funding).

FTA will continue to support and lobby local Ministers on behalf of our local members to proceed on time with construction of the York Street Interchange, as well as other vital strategic road upgrades across Northern Ireland. It is hoped construction on the A6 upgrade Moneynick to Castledawson will commence in 2017, another vital scheme fully supported and being lobbied for by the FTA.

For now all eyes will be on the outcome of the York Street Interchange Public Inquiry and hopefully the days of vehicles sitting idle on the Westlink will be numbered.

## New Eurocargo Voted International Truck of the Year 2016



**Iveco's New Eurocargo has been named 'International Truck of the Year 2016', judged by a panel of leading road testers from 25 countries across Europe.**

The Iveco medium segment truck fought off strong competition to win the award, which is presented annually to the vehicle introduced into the market in the previous 12 months which has made the greatest contribution to road transport efficiency based on criteria which include technical innovation, comfort, safety, driveability, fuel economy, total cost of ownership and environmental footprint.

This award comes on the back of the 'International Truck of the Year 2013' title won by the Stralis, 'International Van of the Year 2015' by New Daily and 'International Coach of the Year 2016' by the Magelys. It is an important recognition of Iveco's strong focus on technology for sustainability and reduced total cost of ownership.

Gianenrico Griffini, International Truck of the Year Chairman,

summed up the jury vote: "Iveco has delivered a new medium duty truck that, once again, raises the bar in a highly-competitive segment in which Eurocargo has set the market benchmark in the last 25 years."

The vote was announced at Solutrans, the biennial road transport trade show in Lyon, France. Pierre Lahutte, Iveco Brand President, received the award from Griffini during the show's gala dinner, and commented: "We are very proud of this recognition for New Eurocargo – a vehicle we've labelled 'the truck that the city likes', because it is respectful of people and the environment.

"With half a million sales worldwide, Eurocargo has held the lead in the European medium truck segment for years. What's more, we are the only truck and bus manufacturer to have four 'vehicles of the year' in production – a strong recognition of the investment the group has made in our product range renewal as well as the leadership of our technology such as our Euro VI HI-SCR."

## DSV Named As Extra Mile Finalists For BIFA Awards

**DSV has been named as a finalist for the BIFA Awards 2015 in the Extra Mile Award Category which rewards companies that have shown innovation and/or excellent customer care for the past year, requiring specific examples to show how value has been added to services and client experience.**

DSV has been recognised for the Customer Dialogue

Programme, which prioritises constant care through the development of personal relationships to learn how to improve services and consequently retain customers for longer.

Now in its 27th year, the prestigious BIFA awards recognise and reward professionalism and high standards throughout the shipping and forwarding industry.

The Awards ceremony will take place at The Brewery in London on 21st January 2016.

## Employment tax fraud a serious concern, says RHA

**Fraud involving the tax status of lorry drivers is becoming a serious concern for the transport industry, the Road Haulage Association warns.**

Haulage drivers are increasingly being paid as if they were self-employed rather than through PAYE, the RHA says. That is likely to be correct if the driver owns the truck but if the truck belongs to someone else the correct status is PAYE, regardless of where the payment is coming from.

Dodging the correct tax code means that the employer evades income tax and National Insurance and also a raft of drivers' rights under employment law. This gives an unfair advantage over firms that work within the law.

With a growing driver shortage in the UK, this means that law-abiding hauliers are losing drivers and work to firms and drivers who break the law," said RHA chief executive Richard Burnett. "The practice is also damaging to law-abiding driver agencies that are losing drivers to less reputable competitors. Incorrect tax status is not a new issue but it has become a much more serious concern this year."

The RHA suspects that there are several reasons for the increase in

fraud. It may be that some firms simply want to cut corners, while others are being poorly advised. It is clear that a growing number of drivers think they can set up a business and charge a higher net rate by evading their due tax. Scams are rife among drivers who come to the UK from Eastern Europe for a limited period; but the fraud is far from limited to these drivers, the RHA says. The only way to be self-employed as a lorry driver is to be driving your own lorry – never someone else's.

Richard Burnett continued: "Our concerns are for the health of the UK haulage sector. It is coming under increasing pressure to break the rules and hauliers who may inadvertently be paying drivers off payroll may face a heavy claim for back tax and penalties of up to 70% of the tax and NI arising. Also, individual drivers could face bankruptcy if they evade tax payments and then HMRC enforces its rules."

The RHA has raised the issue with HMRC, which agrees that the RHA's interpretation of the rules is correct. "The growing illegality is of real concern to our members who all want fair competition. This should be of concern to ministers and we look forward to effective enforcement action."

## Verilocation prescribes telematics package for healthcare logistics fleet

**Movianto, the pharmaceutical and medical supplies specialist division of Owens and Minor International, has installed a telematics fleet control package to 305 vehicles and trailers which, says the company, has improved overall fleet efficiency in just four months.**

Supplied and installed by Verilocation tracking solutions the system comprises CANbus telematics, trailer tracking, temperature monitoring and the latest in 3G in-cab camera surveillance.

"We evaluated the options on the market and undertook various trials and tests during the early summer," says Movianto's Central Support Manager, Penelope Pullen. "Our objective was to find a telematics solution which could provide a comprehensive

range of easily retrievable vehicle data, while facilitating remote access from any of our 10 locations nationwide."

The system enables Movianto to check every load during transit and to keep an audit to verify correct temperatures at each stage of the cold chain. It also shows when doors are opened and closed.

It not only sends instantaneous SMS and email alerts if a temperature set point is breached but also lets the traffic office know when deliveries have been made. All information is then securely stored for review as and when needed.

Furthermore, the trailers are fitted with Verilocation's highly robust GPS trailer-tracking units which enables full visibility of the fleet 24 hours a day and ensures Movianto keeps tabs on each valuable asset.

# EXPORT & FREIGHT

# GOLF MASTERS 2016

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# and for the Non-Golfers

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



GM15-006

GM15-007

GM15-008



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## Vauxhall Celebrates One Million Vivaro Vans Built In Luton

**Vauxhall's manufacturing plant in Luton has built its one millionth Vivaro-type van; the milestone Vivaro was handed over to BT Fleet, Vauxhall's biggest Vivaro customer.**

**Vauxhall is the** UK's number one commercial vehicle maker, a position the manufacturer has held for 13 years since Vivaro production started. The lynchpin of Vauxhall's top-selling van range, approaching a quarter of a million Vivaros have been sold in the UK including 24,500 over the past year.

"We are very proud to celebrate this milestone at our Luton manufacturing plant," said Rory Harvey, Vauxhall's Chairman and Managing Director. "Our hardworking and dedicated workforce at Luton produce vehicles of exceptional quality so it is no surprise these UK-built Vivaro vans are so successful in the marketplace."

"I'm delighted to take delivery of the one-millionth Vivaro on behalf of BT Fleet," said Mike Langford, Senior Customer

Relationship Manager, BT Fleet.

"We have purchased 13,368 Vivaros from Vauxhall over the past 11 years and they have served us well. The van has evolved over time to meet the changing needs of our workforce, and I believe the vans we are taking delivery of at the moment are their best yet.

"As with all the commercial vehicles on our fleet (circa 30,000) we work very closely with manufacturers like Vauxhall to source the right product that is able to meet the needs of our people today and for the next five to seven years.

"Key to us when deciding which product to buy is working very closely with the people who will be driving the vans, manufacturers and converters to get the right product aligned to our business needs and strategy."

## TGE van expands MAN product range

**Simon Elliott Managing Director of MAN Truck & Bus UK says there are exciting times ahead with the launch of a new range of van.**

**The much-anticipated MAN TGE** will be revealed at the IAA Commercial Vehicle Show, in Hanover.

The new product will offer various power ranges with front, rear and four-wheel drive and a choice of transmissions, producing a vehicle to meet all van drivers' needs.

It is anticipated that the new product will allow for further development of the UK Dealer Network.

Simon Elliott, the former Managing Director of Volkswagen Light Commercial Vehicles, said: "Customers have repeatedly asked me about the possibility of an MAN van, so it's great to be able to confirm that we are in the market.

"This new addition to our range puts another building block in place for our future. We are keen to offer

the HGV approach to repair and maintenance for our customers by reducing operator downtime."

He added that when he worked for VW, his ethos was 'van people, talking van language to van customers'.

"That belief has not changed," he stressed. "Having the right product with the right strategy, backed by a great dealer network that understands what customers want, will be key to the success of the MAN TGE range.

"I am confident that our new product will do very well in a competitive market. The next few years are going to be very exciting."

He says that Andrew Taylor has already been appointed to head up the MAN van project to produce a vehicle offering 'that really resonates with customers.'

# Iveco presents the New Daily Electric

**After the resounding success of the New Daily, winner of the prestigious International Van of the Year 2015 award, Iveco unveils its new Daily Electric.**

**The Iveco New Daily Electric** is a 100 per cent electric, zero-emissions vehicle which guarantees maximum sustainability, offers superior levels of reliability and is perfectly suited for urban missions, such as door-to-door distribution and passenger transport.

There are a number of new features on this model compared to the previous one. Energy consumption is reduced thanks to high-efficiency, low-weight electric auxiliaries, and battery life has been extended by up to 20 per cent.

Furthermore, the New Daily Electric boasts an increased payload capacity of around 100kg. Battery performance is optimised for all weather and temperature conditions, and the batteries are 100 per cent recyclable.

In addition, the vehicle's Iveco-patented flexible charging modes allows operators to recharge the New Daily Electric in public or in private infrastructure, by connecting to a fast-charging station for an average charge time of just two hours.

The New Daily Electric offers best-in-class efficiency, with an extended range of up to 280km, measured in accordance with type-approved NEDC (New European Driving Cycle) obtained with a three-battery configuration.

The vehicle allows the driver to choose between two driving modes: Eco and Power. In Eco mode, the engine torque is moderated to minimise

energy consumption, without imposing any limits on the maximum speed of the vehicle. In Power mode, the driver can enjoy the full performance of the electric drive motor.

The Regenerative Braking system is another major new feature of the New Daily Electric, allowing the driver to decide which braking method to use while driving. Depending on the characteristics of the road and the traffic conditions, the most appropriate braking mode for that particular moment can be selected, minimising energy consumption while maintaining superb driveability.

The vehicle's nearly-silent running characteristics contribute to a reduction in noise pollution, and enable night-time deliveries in urban areas. In addition, the New Daily Electric is equipped with a pedestrian acoustic alert system as standard, which is activated automatically when driving at speeds of 0-30km/h.

Inside, the New Daily Electric is equipped with a 7" detachable tablet and an electronic dashboard for vehicle data management, while best-in-class navigation technology comes courtesy of TomTom Bridge for Iveco. A semi-integrated dashboard dock delivers the comfort of a built-in system and the flexibility of a detachable device.



# Improved standard equipment across the Kangoo Van range

The Renault Kangoo Van range has been upgraded and improved, making the small business vehicle an ideal proposition for business customers.

**The improvements mean** that there is now substantial standard specification across the Kangoo Van range with every trim level receiving DAB radio with Bluetooth, USB and AUX ports as standard.

Every Kangoo Van and Kangoo Van Z.E. panel van will now have a full steel bulkhead separating the passenger and cargo compartments, providing greater safety for occupants in the event of an accident whilst also ensuring that loads are securely located. In Crew Van Cab models, the bulkhead is a multi-positional feature giving owners the flexibility to vary passenger and cargo space.

The new range now includes Business and Business+ trim levels, aligning with the Renault Traffic and Renault Master. Standard equipment also includes ECO mode, load area lighting, roof bar fixings, Electronic Stability Control (ESC)

with Hill Start Assist and Grip Xtend, electric front windows, Titanium upholstery, electric variable power steering, a front 12-volt power socket, grey side protection moulds, anti-lock brakes with electronic brake force distribution (EBD), a driver's airbag a height-adjustable driver's seat, deadlocks, the Renault anti-intruder device (R.A.I.D.) and remote central locking.

On top of the above standard equipment, the Kangoo Van Z.E. also comes with a wall-mounted (Type 2, Mode 3) charging cable, a recharging socket (up to 16amp), Z.E. onboard computer, Z.E. Voice cabin pre-heating/pre-cooling and low rolling resistance tyres.

All-new features specific to the Kangoo Maxi Crew Van and Maxi Crew Van Cab include left and right side sliding doors, interior side panel and an extra

row of three folding passenger seats split one-third/two-thirds. Further new features on Business+ models include electrically operated folding door mirrors, one-touch descending electric front windows, a centre console with armrest, an overhead parcel shelf, rubber flooring in the load area, manual air conditioning, body-coloured front bumper and rear parking sensors.

Options across the range include metallic paint, additional load anchorage points, an increased payload of 800kg, front passenger and lateral airbags, a swivelling bulkhead with folding passenger seat, cruise control with speed limiter, automatic headlights and wipers, a folding front passenger seat and the Renault R-Link multimedia

and navigation system – now controlled via a button rather than the touchscreen, resulting in less time that the driver's gaze is averted from the road. The upgrades mean there are now 32 variants, all powered by highly efficient dCi units, available as panel or crew vans. The same two body styles are offered with the four Z.E. models. Business trim is the entry point to the range regardless of power unit, bringing greater conformity to Renault's commercial vehicle line-up, while dCi versions also offer a higher-specification Business+ grade. There are also two ML20 models, powered by the dCi 90 ENERGY engine, with an increased payload of 800kg instead of the standard 650kg.

## One of the world's biggest electric vehicle purchases to date

Posten, the Norwegian postal service, has ordered 240 Renault Kangoo Maxi Z.E.s., marking one of the world's biggest electric vehicle purchases so far.

The Kangoo Maxi Z.E. is well-suited to the everyday tasks of many business types, including administrative and courier companies, thanks to its official range of 106 miles (NEDC), which Renault estimates to be between 53 and 84 miles in the real world, depending on ambient temperature and driving conditions. Over the last few years, electric vehicle sales in Norway have been stimulated by a committed government incentive policy. At the end of 2015, electric vehicle sales account for 20 per cent of all new vehicle sales in the country. It is expected that there will be 200,000 electric vehicles across the country by 2020, accounting for 10 per cent of all cars on Norwegian roads.

In Norway, electric cars are exempt from VAT and road tax. They pay no parking fees, road tolls or ferry charges, and they are entitled to use bus lanes.

The Renault electric vehicle line-up in the UK consists

of Twizy, ZOE and Kangoo Van Z.E. all providing zero emissions in use motoring, a silent and calming driving experience and strong electric power delivery at all speeds.

Awarded the accolade of International Van of the Year 2012, the Kangoo Van Z.E. range consists of four versions – the two-seater Kangoo Van Z.E. and longer-wheelbase Kangoo Van Maxi Z.E., and the five-seater Kangoo Van Maxi Crew Z.E. and Kangoo Van Maxi Crew CAB Z.E. with extra side windows.

As at end of October, Renault electric vehicle sales in the UK rose by 91.3 per cent year-to-date, as at end of October, to 1,475 vehicles – significantly outpacing the overall UK electric vehicle market which rose by 53.8 per cent. Total Renault electric vehicle sales in Europe year-to-date stood at 16,545 vehicles – 13,539 of which were ZOE's, with sales of the popular small hatchback up 82.7 per cent on January-October 2014.

## Volkswagen Commercial Vehicles returns to CV Show

Volkswagen Commercial Vehicles has confirmed it will be attending the Commercial Vehicle Show, which takes place at the NEC in Birmingham from 26-28 April 2016. It is the first time the manufacturer has attended the show since 2011.

Following the successful market introductions in 2015 of its two core models, the Caddy and Transporter, Volkswagen will be preparing to launch the new Amarok in 2016 and all-new Crafter in 2017. They say the CV Show provides the perfect environment in which to meet new and existing customers. Commenting on Volkswagen's decision to return to the CV

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





# Iveco Daily Makes for Top Tipper

Over the last couple of months, we have been putting the new Iveco Daily in its various guises through its paces on Northern Ireland's roads, last but certainly not least being the 35C15 chassis cab version, complete with an Ingimex tipper body, as Van Ireland's David Stokes reports.

**W**ith gross vehicle weights of up to 7.2 tonne and payloads of up to 4,900 kg, there is certainly a strong market for this particular variation of the Daily; you've only got to take a look around you, such is their popularity, and it is not difficult to appreciate why, especially considering the many virtues of this new model.

Having already put a fully loaded 7.2 tonne 70C17 HV top of the range model and a 3.5 tonne Hi-Matic to the test, we knew what to expect, not least from the comfort cabs which are all virtually identical.

Picking up our Daily 35C15 from Iveco dealers NI Trucks at Mallusk, we headed cross country through County Antrim and on to the airport road down into Moira before heading to the County Armagh

market town of Lurgan where we stopped for photos and a welcome coffee in the historic setting of Brownlow House.

Along the way we encountered what are typical road and weather conditions, a journey that reinforced what we'd learned from our earlier experiences; the Iveco Daily is now even easier to handle, especially for someone like me who's more accustomed to driving cars – and it really did feel like being behind the wheel of a family saloon; as Iveco claim in their sales brochures, even the driving position and feel are the same as in a good passenger car.

Such a smooth and easy ride was due, no doubt, in no small measure to the truck's Quad-Leaf front suspension system, which improves handling, comfort and dynamic response. This, we are

also told, ensures maximum stability even in the face of sharp changes in direction when fully laden, reducing roll and pitch to a minimum, even at high speeds.

Iveco have also enhanced the driveability of the Daily pick-up without compromising its outstanding agility in tight spaces: its kerb-to-kerb turning circle of 10.5 m tops the commercial pick-up segment, as we discovered while negotiating some restricted town centre streets in and around Lurgan.

Powered by a 2.3 litre Euro 5 EGR engine, matched to a 6 speed synchromesh gearbox, the Daily was both pleasurable and relaxing to drive on our journey down the M1 motorway into Belfast, across the West Link and on to the M2, even though we did encounter some heavy traffic along the way, and although

we didn't have opportunity to put it to the test, we are also assured the Daily truck performs just as well on a construction site as the open road.

So what exactly is 'new' about this New Daily? Well, some 80% of the chassis cab's body panels are new. The seat (H-point lowered by 15 mm), steering wheel (20 mm smaller and 7 degrees more vertical) and windscreen (40 mm more glass with a 4 degree improvement in visibility) are new. The dashboard has been entirely redesigned so that drivers can operate the controls comfortably, without compromising their driving position.

The ergonomics, which are top-ranked in the chassis cab class, are accompanied by better soundproofing and more efficient climate control.

A working driver, of course, needs some practical working space, and the new Daily doesn't disappoint as it utilises every available area within the cab, providing a multitude of closed and open storage compartments. It even has a drop down table positioned between the driver and passenger seat and under seat storage. Other standard features include driver's airbag and dual passenger seat with headrests. Visibility from the driver's seat is excellent, thanks to the presence of exterior mirrors with integrated wide angle mirrors.

Standard safety features includes ABS (anti-lock brakes), EBD (electronic brake force distribution), ASR (traction control), and Hill holder; other electronic safety systems (such as lane departure warning) can be specified as options.

The new vans also have a new range of info-telematic equipment, which now includes three audio system levels and a navigator with specific commercial vehicle routes.

We should, perhaps, too, make mention of the Ingimex tipper; this is optimised for strength and



weight, resulting in a light and robust body with an excellent payload. It features as standard a top and bottom hung steel tail-board, three level load rail lashing assembly to assist operators in securing a diverse range of cargoes, compact under-floor hydraulic lift mechanism with overload and hose burst

protection, theft resistant hinges and a whole lot more.

Designed and tested to meet the latest European standards, its bolted construction makes for fast and simple maintenance – and it comes with a three year warranty.

Iveco tell us that in both single-

wheel and twin-wheel variants the Daily is used for tipper conversions more than any other truck in the light commercial vehicle class. We're not surprised. This is a compact, fuel efficient workhorse that not only is tough, versatile and robust, it handles and performs exceptionally well.



## Further delay on Heathrow decision will hit investment, warns FTA

**The Freight Transport Association is warning the Government that further delay in a decision on a third runway at Heathrow will damage the UK's international reputation and discourage investment from overseas.**

In July the long-awaited Davies Commission report concluded that Heathrow was the best option for airport expansion in the south east because of the economic benefit to the whole country. FTA urged

the Government to make a quick decision, but today a six-month delay was announced while more consultation takes place.

Chris Welsh, FTA's Director of Global and European Policy, said: "Yet another delay in a decision on future investment in airport capacity is damaging the UK's international competitiveness. Approximately 40% of Britain's imports and exports are dependent on air freight. The UK's ability to access existing and new markets is in danger of being seriously impaired by a failure to invest in Britain's core infrastructure capacity.

"Worse still, as the Government dithers, is the damage done to our international reputation and the signal it sends overseas investors who are likely to question the UK's capability to invest in vital infrastructure required to maintain and enhance the UK's connectivity. Organisations such as OECD and the World Bank have highlighted that Government interventions on infrastructure investment are essential in attaining good connectivity and efficient logistics and are vital components in a nation's ability to compete in the global economy."

FTA commissioned its own report in 2014 focusing on the

importance of air freight to the UK economy and airport capacity in the south east. The report by York Aviation confirmed Heathrow as a vital hub for air cargo, offering 191 destinations and moving 1.5 million tonnes of freight annually. The airport is currently operating at 98% capacity and needs to expand to meet demand.

Last month Heathrow announced plans to invest £180 million in its cargo facilities, enabling it to halve processing times and double the volume of air freight cargo it handles. FTA says a third runway is crucial to enable the airport to remain competitive.

## DFDS Named World's Leading Ferry Operator for Fifth Year



Max Foster, Passenger Director at DFDS and Graham Cooke, President and Founder of WTA.

**DFDS has been awarded the prestigious accolade of 'World's Leading Ferry Operator' at the 2015 World Travel Awards gala ceremony in Morocco for the fifth year in a row.**

The World Travel Awards, hailed as the most prestigious and sought after awards programme for the travel and tourism industry, are designed to recognise companies who demonstrate a commitment to excellence in the global travel and tourism industry. The winners are decided by votes from travel industry professionals and consumers.

In addition to the World's Leading Ferry Operator accolade, DFDS also received the title of Europe's Leading Ferry Operator at the European leg of the World Travel Awards held in September 2015. Wayne Bullen, freight sales director, for the Channel routes

at DFDS comments: "It is a huge honour to be awarded the title of World's Leading Ferry Operator and I would like to pay tribute to our staff, who work tirelessly to deliver the best possible service for all our commercial customers.

"We believe that ferries provide a vital link to Continental Europe for hauliers and commercial drivers and we strive to put the needs of our customers at the heart of our business. That is why I am excited about increasing our tonnage on the Channel next year, when we introduce the two new ships on our Dover-Calais route. This will increase our fleet of ships on the Dover-France routes to a total of six, offering up to 17 daily departures from Dover to Calais and Dunkirk in France. This cements our commitment to providing our customers with a fast, frequent and reliable service on the short sea."

## McIlveen officially opens £50million A2 Shore Road Greenisland dual carriageway

**Transport Minister Michelle McIlveen has officially opened the Northern Ireland Executive and EU funded £50million A2 Shore Road Greenisland dual carriageway scheme.**

The A2 is a vital link in the strategic road network between Belfast and Carrickfergus carrying on average around 35,000 vehicles each day.

The scheme widened approximately one and a quarter miles (1.9kilometres) of the A2 Shore Road between Jordanstown Road and Station Road, upgrading the section of road to an urban dual carriageway. An entirely new dual carriageway of approximately one mile (1.6kilometres) was built between Station Road and Seapark. Four roundabouts connect the new section of road to the existing road network.

Performing the opening ceremony Michelle McIlveen said: "The construction of the

new dual carriageway represents a significant investment in our road network. It also resolves the problem of a major bottleneck for peak-time traffic travelling between Belfast and Carrickfergus and drivers are now benefiting from reduced journey times.

County Down based Graham Construction were lead contractors in the project. Construction of the scheme began in March 2013 and the new dual carriageway became fully operational in September this year.

The final cost of the scheme is expected to be up £50million. EU funding for the project was secured as the result of inter-departmental working between the Department for Regional Development (DRD) and the Department for Enterprise Trade and Investment (DETI). The funding boost was secured through the European Sustainable Competitiveness Programme for Northern Ireland which is administered by DETI.



Ceremony celebrates completion of £50m dual carriageway. Pictured here (L to R) are: Leo Martin (GRAHAM Construction), Michelle McIlveen (Transport Minister), Kevin Monaghan (Transport NI)



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The Sustainable Village provided a showcase of innovative products, materials, ideas and information for anyone interested in harnessing, improving, or even just measuring, energy efficiency, recycling performance and waste management – here's to next year!





Stena Line Chief Operating Officer Hans Nilsson (left) joined Belfast Harbour Commercial Director Joe O'Neill and Stena Line Route Manager (Irish Sea North) Paul Grant to mark the 20th anniversary of the ferry company's Belfast operations.

## Belfast Key To Stena Line Success

Twenty years on from setting up its ferry services in Belfast, Stena Line is set to make 2015 its busiest year to date for car and freight numbers.

In the two decades since it moved to Belfast, Stena Line has expanded its services significantly and today the company employs over 900 staff, transports 1.4 million passengers, 318 000 cars and almost 500 000 freight units annually.

When the Irish Sea's leading ferry company established its Belfast operation on 12th November 1995, it operated three ferries to one port in Scotland. Today, that service has expanded to seven vessels operating year round services to Cairnryan, Birkenhead (Liverpool) and Heysham with a mix of freight and leisure traffic.

Stena Line has delivered some impressive numbers on its Belfast services over the last two decades including transporting 26 million passengers, 5.5 million cars and over 4 million freight units. But as Route Manager (Irish Sea North) Paul Grant states, behind the numbers it's the quality and reliability of the service that has been the hallmark of Stena Line's successful Belfast operation.

"The opportunity to develop a significant presence in Belfast was always going to be based on how well we developed our customer offering. Today our modern fleet offers a range of quality facilities have helped to set the standard for travel on the Irish Sea including Spa facilities, exclusive Plus lounges, family suites and dedicated Freight Driver lounges. When these facilities are back

up by award winning crews and market leading punctuality and reliability figures, the next two decades look equally as exciting."

Stena Line has also taken a positive view of the development of the local economy over the last two decades. Hans Nilsson, Stena Line's Chief Operating Officer (COO) said: "Stena Line and the Stena Group are long term supporters of Belfast. Over the last two decades alone, working in partnership with Belfast Harbour, we have invested over £330 million in establishing and developing our services to and from Belfast. In fact this week we will have an eighth Stena vessel in Belfast with the 117 000 ton ice-breaker series Stena Arctica undergoing a major refit at Harland & Wolff, further testimony of support for and confidence in the local Northern Ireland economy."

Stena Line's Irish Sea North region has experienced a number of notable milestones over the last two decades including the construction of a new £35 million VT4 terminal in Belfast in 2008 and in 2011 the company established a new port and terminal facility at Loch Ryan Port (Cairnryan) adding two award winning Superfast vessels. In the same year it also acquired the Belfast-Liverpool/Heysham routes from DFDS.

## Irish Continental Profits Increase

In the seasonally most significant quarter of the year, the three months to 30 September.

Irish Continental says group revenue rose 10.4% to €105.5 million (2014: €95.6 million) while EBITDA rose to €38.6 million, compared with €28.4 million in the same quarter in 2014. Operating profit in the quarter was €34.2 million versus €24.0 million in the same period in 2014.

Summer trading has been strong with volume and revenue growth across the Group's two operating segments; Ferries and Container & Terminal. Group fuel costs in the quarter were €10.3 million (2014: €14.8 million) reflecting lower commodity prices partially offset by a stronger dollar and the amendment of marine environmental regulations requiring the Group to consume more expensive fuel grades.

In the period from 1 July 2015 to

7 November 2015 total passengers carried increased by 3%, while cars carried increased by 5%. In the RoRo freight market, Irish Ferries volumes were up 8% in the period. Container freight volumes for the same period were up 7%. Units lifted at our container ports at Dublin and Belfast were up 51%, with underlying port lifts up 5% after adjusting for Belfast VT3 concession volumes in 2015.

Meanwhile, following the award of the Services Concession for the operation of a combined container terminal at Victoria Terminal in Belfast Harbour, the consolidation of its existing container volumes at Belfast has been completed.

Progress on developing volumes through Belfast and harnessing the efficiencies of a single terminal are continuing.

## Belfast Harbour and Phoenix Natural Gas 'Stage' Juvenile Crime Initiative

A new initiative to address juvenile crime has taken to the stage thanks to the Creative Learning department at the Lyric Theatre, Belfast Harbour and Phoenix Natural Gas.

The 'Blackout' play was performed in more than 25 schools across Northern Ireland in partnership with Hydebank Wood College and the PSNI.

Some young offenders are touring with the company and taking part in post-show discussions sharing their experiences.

Pictured are members of the cast with Jenni Barkley from Belfast Harbour, Alastair Pollock, Executive Director of Phoenix Natural Gas and Philip Crawford from The Lyric.



## Irish Shipping volumes up 12%

The latest quarterly iShip Index, published by the Irish Maritime Development Office (IMDO), shows that shipping and port activity in the Republic of Ireland rose by 12% in the third quarter of 2015 when compared with the same period in 2014.

The latest analysis also indicates that all of the five principal freight segments grew during that period.

Unitised traffic, which consists of Roll-on/Roll-off (Ro/Ro) and Lift-on/Lift-off (Lo/Lo) traffic, continued to rise steadily and has now shown consistent growth for an extended period, with an average growth rate of 6% per quarter in unitised traffic since Q2 2013 as measured by the iShip Index.

The majority of Ro/Ro traffic moves between Ireland and Great Britain and this freight segment is a simple but reliable indicator of the level of trade between both economies. Encouragingly, the Ro/Ro freight sector saw volume growth of 6% in the

third quarter to 254,068 units.

Lo/Lo laden imports have now risen for eight consecutive quarters, reaching 96,828 teu in Q3, 2015. Lo/Lo laden exports grew 0.4% from the previous quarter to reach 68,249 teu in Q3, 2015. Overall, Lo/Lo container traffic increased 2% to 165,076 teu in the same period.

When reviewing unitised traffic, it is worth noting that both Lo/Lo and Ro/Ro freight move in an all-Island setting. Therefore, when Northern Irish ports are included, all-island Ro/Ro volume grew by 5% in Q3 2015. All Island traffic in the Lo/Lo laden sector grew 3% overall, with imports rising 3% and exports by 4% for Q3 2015.

## Northern Ireland's first i6 Integral

**Chambers Coaches' new Irizar i6 Integral is a unique sight on the roads of Northern Ireland, being the first Euro 6, 53-seater in the province.**

Prepared in the operator's distinctive bright yellow livery, the coach joins a fleet of 19, among which are five Irizar PBs.

"We were interested to see how the i6 stood up alongside other coaches," said Director Rodney Gallagher. "The i6 certainly offers a quiet ride. And the drivers appreciate the space you have behind the wheel. Overall, it's going really well. It's been out on a few tours and had great feedback. So far, so good."

Chambers' latest addition has been set out with 53 half-leather PB seats with footrests, full carpet, a twin monitor/DVD system, centre sunken toilet and reversing camera. It is powered by DAF's MX11 271



Euro 6 engine with ZF's fully-automatic Ecolife transmission.

Rodney Gallagher is also a Director of Glenshane Coaches, winner of Most Improved Operator at this year's Federation of Passenger Transport Northern Ireland

Awards. At the award evening he was singled out for his efforts in resurrecting Chambers, considered one of Northern Ireland's most famous coaching names.

"We'll be looking to Irizar UK again I'm sure," he said. "Their

products stand up well against anything else on the market and we get on well with Irizar UK's Business Development Manager Julie Hartley, so I'm sure it'll be an option for us next time we're in the market for a new coach."

## Approval for HGV Driver Trailblazer Apprenticeship

**Both the Freight Transport Association and the Road Haulage Association have welcomed the approval from the Business and Innovation Department (BIS) for an LGV apprenticeship Trailblazer scheme but is pressing for confirmation that the scheme will cover the cost of licence acquisition.**

RHA chief executive Richard Burnett said: "The approval of the LGV apprenticeship scheme is good news and a victory for our campaigning and lobbying work. However, it is essential that the apprenticeship includes the costs of licence acquisition. After all, licence acquisition lies at the very core of training new lorry drivers.

"An LGV apprenticeship that doesn't cover the cost of the licence is like having a truck without an engine. At this stage, it's just not clear if licence acquisition is covered by the scheme so we'll be pressing this issue with ministers in the coming days.

"The approval of an LGV apprenticeship Trailblazer scheme is certainly a step in the right direction, but we need bold strides if we are to tackle the driver shortage."

While the RHA welcomes this

new scheme, it will continue in its lobbying efforts for government to make £150m available, to be paid direct to hauliers so that they can fund the training for the new drivers that the industry so desperately needs.

Meanwhile, the FTA has described the decision as common sense.

FTA Skills Development Manager Sally Gilson said: "It was vitally important for the freight and logistics sector that quality training for HGV Drivers was recognised and that a formal route existed for young people to come into the role.

"I would like to mention the hard work and time that Colin Snape of food transportation and distribution company Nagel Langdons has put into bringing together this apprenticeship."

Previously, the FTA has stated that the average age of a professional lorry driver is 48 and the freight and logistics industry is desperate to engage with young people, and for that, access to apprenticeships for professional drivers was essential. The Association added that without the option of vocational funding for apprenticeships the logistics industry will be left bereft of funding options for driver training.

## Leyland Trucks celebrates 'Building Britain' with 400,000th vehicle

**Leyland Trucks has celebrated the production of its 400,000th commercial vehicle at its Leyland assembly facility.**

The vehicle, a DAF XF 460 FTP tractor unit, was handed over to customer, Carr's Flour of Silloth in Cumbria, in a presentation as the vehicle rolled off the production line.

Steve Mattinson, Transport Manager at Carr's Flour, was invited to Leyland Trucks as part of the production facility's 'Building Britain' events – a series of customer visits hosted jointly by Leyland

Trucks and DAF Trucks UK.

The Leyland facility is one of Britain's leading manufacturing sites and is the centre of design and production for the DAF LF range. The plant also produces UK-registered, right-hand-drive DAF CF and XF models as well as a significant number of vehicles for export to markets in Europe and around the globe.

The 400,000th vehicle is a notable milestone for the company since production started in the current facility in 1980. "We're very proud to have reached such a significant landmark," said Leyland Trucks managing director, Bryan Sitko.



## Renault Trucks Anticipate A Happy New Year



Nigel Butler

**The past year has been good to Renault Trucks, with the manufacturer looking to build on their successes in 2016.**

That was the message from a pre-Christmas press briefing by UK Commercial Director Nigel Butler.

He revealed all ranges in the Renault Trucks line-up had performed well throughout 2015, with the Range T in particular showing significant growth at 1,483 registrations, followed by healthy sales of the Range C and K (84% growth to 435 registrations) and Range D (69% growth to 305 registrations).

Renault's LCV performance across the year was a record for the manufacturer, with a 70% increase in year-

on-year registrations.

That success has been attributed to the introduction of more dedicated LCV staff and new offers like the 'Ready for Business' bodied range - and low rate finance offers which have been proving very popular.

With a focus on fuel efficiency, Renault have also attracted more new fleet and retail customers, while dealers across the network continue to invest heavily in service quality improvements and new or upgraded facilities. Locally, Nigel referred to how quickly Diamond Trucks had established themselves at Mallusk.

On the trucks rental side, he revealed that the BRS contract hire operation has grown its fleet to 2,000 units, with almost 500

new contracts signed in 2015.

Renault Trucks Financial Services also had a strong year. Some 40% of new vehicles are now being financed by RTFS.

So what of the prospects for 2016? Nigel reckons the overall market in the medium duty sector in 2016 could grow by up to 5% to around 7,600 units, while the heavy duty market may show some marginal growth, but more likely would be largely in line with 2015.

"As for Renault, there will be no major change in direction," said Nigel. "What we are doing is working, so we will keep on with our strategy for growth - to reinforce brand values, further focus on service quality and gain more new customers."

## Bell: Innovation paying dividends for Wright Group

**Enterprise, Trade and Investment Minister Jonathan Bell has praised Ballymena bus builder Wrights Group Ltd for its innovative approach to manufacturing and design.**

Speaking following a visit to the Wrightbus factory, Jonathan Bell said: "Wrightbus has become synonymous with innovation, excellence and cutting edge research and development.

"The Ballymena-built iconic 'New Routemaster Bus' is instantly recognisable right around the

world. As well as featuring in the James Bond movie 'Skyfall', it has quite rightly been used as the flagship symbol of the 'Great' campaign, advertising all that is good about industry in GB and Northern Ireland. As well as employing almost 2,000 people across the Group, Wrights is strategically important to the local supply chain, sourcing around £40m per annum from Northern Ireland companies."

Jonathan Bell added: "By continually investing in its future, Wrightbus has ensured that it remains a market leader and

this is paying dividends in terms of establishing the firm as a significant player across a range of global export markets, including Hong Kong, Singapore and India.

"I have been hugely impressed by what I have seen on the factory floor and by what I have heard from management about the company's plans for the future. Success is achieved by constantly looking ahead and seeking out new opportunities. The innovative products that are created in Northern Ireland by Wrights Group and are in demand right across the world,

make it a shining example of why research and development are so important to our economy."

Commenting on the visit Chairman and CEO of Wrights Group, Mark Nodder said: "We are very pleased to host Minister Bell at Wrightbus. These are challenging times for manufacturers in the local economy, and the visit is much appreciated. Wrights Group has an ambitious vision of growth in the future, and the support of the DETI Minister and Invest NI is very welcome."

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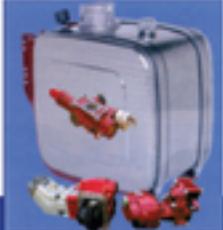
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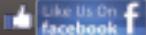
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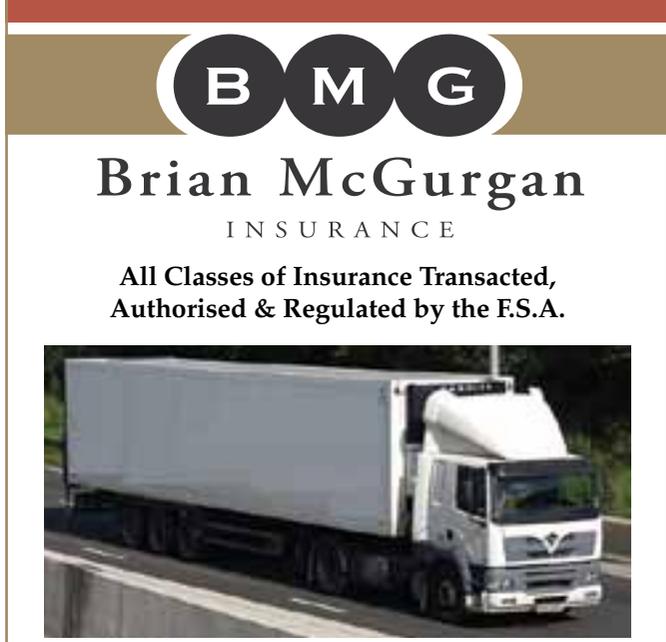
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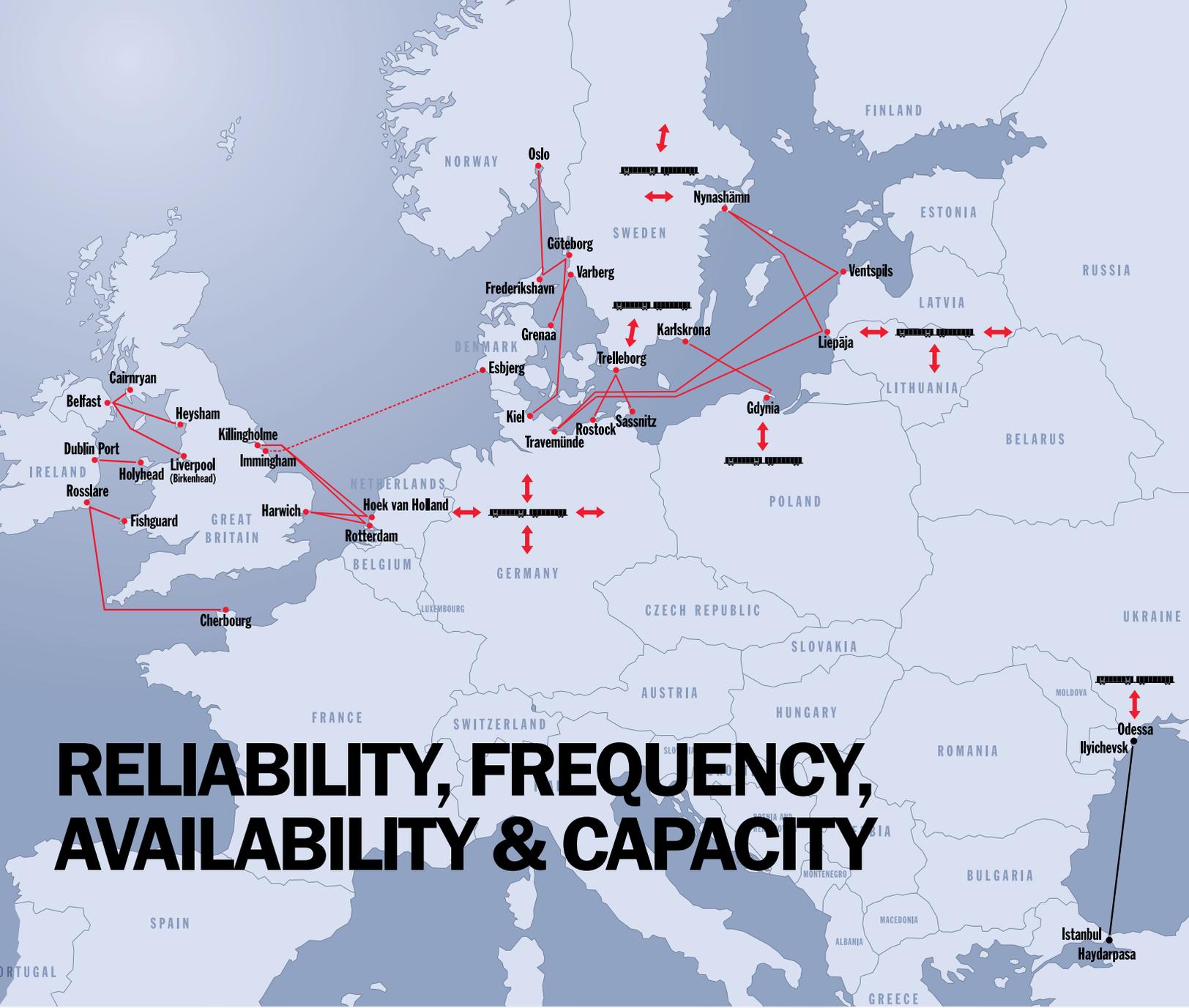
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