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STRALIS



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VEHICLES
PRODUCTS
PEOPLE
BUSINESS

The Commercial Vehicle Show 2017

Our industry operates in a world where change is constant and uncertainty is a fact of life. The ability to see all the latest vehicles, related products and services - and to talk face to face to the people who supply them, all in one place - is therefore ever more vital.

That's just one of the many reasons why a visit to the Commercial Vehicle Show 2017 is a must for anyone who wants to plan for whatever lies on the road ahead. See you at the NEC Birmingham, Tuesday 25th - Thursday 27th April 2017.



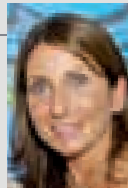
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COMMENT

Well, it has happened - Article 50 has been triggered and the UK is now on the long and winding road leading to the exit from Europe. The great unknown awaits. Depending on which side of the fence you are sitting, it's good news or bad news. But what we in the industry want to know, how does it affect us?



As negotiations about leaving begin, Richard Burnett, Chief Executive of the Road Haulage Association, has made an impassioned plea for the needs of the trucking industry to be centre stage, saying that the trucking industry is the life blood of the UK economy. "We literally deliver our economy, with 85% of everything we eat, drink, wear or build with travelling by truck," he says.

"For the good of the UK economy the government must achieve a Brexit outcome that guarantees frictionless movements through ports and across borders, a level playing field for UK truckers to compete with those based on the continent, and a continuing ability to recruit foreign drivers.

"Our ferry ports, and the border in Ireland, need to have arrangements that allow trucks to move freely away from border areas. Simply using current customs practices and applying them to UK/EU traffic risks delays of biblical proportions which would strangle growth and hurt the entire economy. We risk the chaos of Operation Stack becoming the norm and being replicated on the approach to every ferry port in Britain. A bad outcome for the UK road haulage industry will be a bad outcome for UK Plc."

In the meantime, everyday life goes on. News that improvement work can now proceed for the A6 between Belfast and L'Derry is clearly a welcome boost, especially for the haulage industry. As Seamus Leheny, the FTA's Policy Manager for Northern Ireland, says, the news means work can now commence on upgrading this antiquated stretch of the road network, to ensure that another piece of the A6 jigsaw is completed. Goods will have improved journey time reliability, something that has held back businesses in the affected region in the past and has been proved unattractive to potential inward investment.

To other matters now: in this issue, we have lots of positive stories to tell as businesses continue to invest in the future despite the uncertainties of Brexit and the ongoing difficulties at Stormont.

Apart from all our usual features, we also have our annual guide to shipping, as well as a look forward to the Commercial Vehicle Show at the NEC in Birmingham which sees the return of all the leading truck manufacturers.

Until next time, why not keep up to date with what's happening across our industry 24/7 by logging on to our website at www.exportandfreight.com

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IVECO STRALIS
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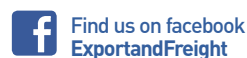
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CIRCULATION: Ireland's specialist magazine for the transport industry. Export & Freight is packed with news, information, developments and trends dedicated to the local marketplace. Export & Freight is a controlled circulation journal, posted each 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.



Schmitz Cargobull Invests In Rigid Body Sector Growth

Schmitz Cargobull has invested in its future growth in the rigid market, with the appointment of a new National Sales Representative - Truck Bodies, to further develop the company's presence in the growing sector.

Tom Stott, 23, brings more than six years of experience from Cartwright, with a strong emphasis on customer service. In his new role, Stott will help customers of all sizes save money, with rigid truck bodies offering a low total cost of ownership.

Tom Stott says: "With urban delivery now a booming market in the UK and Ireland, the rigid body market has huge potential for expansion, and we're committed to supporting operators in this competitive sector."

He adds: "Schmitz Cargobull's trailers lead

the market thanks to cost-effective features developed in-house, backed by outstanding customer service. Our rigid bodies also offer those advantages, which will benefit customers requiring world-class, high-tech assets combined with the functionality of a rigid. Supported by our range of value-added services, hauliers can get everything they need to maximise the cost-effectiveness of their operations from a single source."

Ideally designed for urban deliveries, Schmitz Cargobull's rigid bodies incorporate a variety

of advanced technologies, including a double-decker pallet stacking system that doubles carrying capacity for non-stackable goods, and flooring that is lighter, more slip-resistant and easier to clean than conventional flooring, as well as being PIEK-certified for low-noise operations.

Schmitz Cargobull also offers a range of services designed to reduce the total cost of ownership of each rigid body, including telematics for optimal route planning and temperature control, and full-service contracts for repair and maintenance Europe-wide. The rigid bodies also maintain a higher residual value than comparable products in the market. Tom will be based at Schmitz Cargobull UK and Ireland's head office in Warrington, reporting to Managing Director Alan Hunt

FORS freezes subscription fees for second year in row

FORS, the Fleet Operator Recognition Scheme, has confirmed a freeze on its membership subscription fees in 2017 – the second year in a row that FORS members will enjoy this financial benefit.

And, the news gets better as some smaller fleet operators will see a reduction in their FORS subscriptions as rates are restructured for companies with between one and five vehicles.

FORS will now apply a flat rate of £80 per vehicle for fleets with up to five vehicles. A discount of £15 will be applied to single-vehicle operators, who will then pay a reduced fee of just £65. This restructure will mean that the majority of members with smaller fleets will benefit from lower annual subscriptions. Existing operators running fleets of three vehicles will have their subscriptions held at their current fee in 2017.

Subscription fee structures for larger fleets, along with costs for initial and annual follow-up audits, also remain at 2015 rates. "What this shows," said FORS Director, John Hix, "is that FORS is very much in tune with the operating community and the demands it faces with the cost of running commercial vehicle fleets – whatever their size and make-up."

"We enjoyed a good deal of positive feedback at our FORS Members' Conference," he said, "and, quite rightly, operating costs, were uppermost in the minds of members. So, we wanted to make sure our fees are as keen as possible and we will remain receptive to member feedback."



Iveco forges ahead with eight-strong Tata Steel Stralis order

Tata Steel has replaced the truck fleet at its Lisburn site with eight Stralis Hi-Way tractor units – the steel production giant's first UK order from Iveco.

The 6x2 twin-steer trucks will operate from the facility at Moira Road and transport steel products around the region, and over the border into the Republic of Ireland.

Delivered by Newtownabbey-based Iveco dealer NI Trucks, Tata Steel's new Stralis tractors (AS440S46TX/P) were supplied with a three-year Iveco Elements repair and maintenance package, and liveried in Tata Steel's white and blue colours. The new arrivals replace eight existing tractor units, and are expected to clock up about 120,000 km each, annually.

Tata Steel's Transport Manager for Ireland, Jack Horner, says: "We trialled demonstrators from a handful of different manufacturers prior to placing the order, but the Stralis came out on top after

performing faultlessly and proving very efficient on fuel. Our drivers really appreciated the comfort levels in the top-of-the-range Hi-Way cab – and given they're the ones behind the wheel all day, going with Iveco was an easy decision to make!

"The whole experience with NI Trucks – from initial enquiry to

delivery – has been fantastic. The projected total cost of ownership is also very competitive, particularly with the R&M deal bolted on," adds Horner.

All eight trucks are powered by Iveco's Cursor 11 engine, which produces up to 460 hp between 1,500 and 1,900 rev/min, and up

to 2,150Nm of torque between 925 and 1,500 rev/min. The Cursor range features Iveco's HI-SCR technology, which meets the stringent Euro VI emissions limit without the need for forced regeneration. This means vehicle productivity is increased, as Iveco's HI-SCR system requires neither driver involvement, nor downtime from active regeneration, meaning no fuel is utilised to burn particulates and no energy is lost to cool down exhaust gases. Tata Steel is Europe's second-largest steel producer, operating factories at IJmuiden in the Netherlands and Port Talbot in Wales. The company also works from sites across mainland Europe, including facilities in Belgium, France, Germany and Turkey, as well as further afield in Canada and the USA.



Sean Clarke, Business Development Director for NI Trucks, receiving the keys to a fleet of eight IVECO Stralis Hi-Way tractor units to Tata Steel's Transport Manager for Ireland, Jack Horner.



"IT'S THE BACK UP – THE PEOPLE PART – WHERE SCANIA EXCEL."

"Scania's are tough but it's their people that make the difference. Our local depot is very flexible and work around what we need. Even those dealers further afield always go out of their way for us. It's all about the back-up."

Terry Axon, Director
Allan Morris



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Ray Ashworth to retire after 48 years in UK truck business

After 48 years working in the UK truck industry, the last eight years as DAF Trucks Managing Director, Ray Ashworth (63) has announced his retirement.

Ray Ashworth will be succeeded by Robin Easton (50), who leaves his post as Managing Director of PACCAR India.

Ray Ashworth is expected to complete formal duties over the next few months. He retires with DAF Trucks continuing its dominance of the UK truck market; a leading position it has held uninterrupted

for more than two decades and with a record 30% share above 6.0 tonnes in 2016.

Robin Easton returns to the UK, his home country and where he began his career, following a successful tenure as Managing Director at PACCAR India – a position he held for two years.



A Sleek Runner Trailer Tyre

The recently launched Semperit RUNNER family has been met with a very positive response from quality-conscious transport companies that attach considerable importance to an attractive price-performance ratio.

Semperit is now expanding its comprehensive truck tyre range in the field of trailer tyres with the RUNNER T2 in size 445/45 R 19.5.

This tyre size is of particular interest for the so-called megatrailers and semi-trailers that offer a load volume of up to 100 m³ and require a low platform height in order to comply with the statutorily permitted total vehicle height.

In an industry where efficiency is always a top priority, the RUNNER T2 is a welcome top performer, with its small diameter and high mileage potential.

The optimised tyre contour with a reinforced shoulder, the new tread design and the newly developed rubber compound of the RUNNER T2 lead to high mileage with optimised rolling resistance. This is also expressed in the EU label value "B" for fuel efficiency. The trailer tyre is also marked as an M+S tyre and meets the statutory requirement for use in winter conditions.

Thanks to its robust carcass design, the Semperit RUNNER T2 445/45 R 19.5" is retreadable and is thus a cost-effective, sustainable solution, even beyond the lifetime of the first tyre.



FORS welcomes CheckedSafe as latest Associate

CheckedSafe, a company providing apps to facilitate the compliance checks required by DVSA and FORS, is one of the latest companies to become a FORS Associate.

FORS, the Fleet Operator Recognition Scheme, now boasts over 85 Associates, many of whom provide offers and discounts exclusively for FORS members. The CheckedSafe DVSA Vehicle compliance App digitises the vehicle

defect card by allowing drivers to complete a daily driver walk around check, a first user check or a vehicle pre-use check from a smart phone or tablet. Previously, all checks had to be completed manually, but the Vehicle compliance App ensures

that the checks are simple, easy to complete and all defects are reported in real time. No more waiting around for paper cards.

Paul Wilkes, FORS Business Services Manager said, "CheckedSafe offers fleets a simple and effective solution

to help them improve operations and to make daily checks quick and easy. It is important for FORS members to understand the importance of remaining compliant in the most efficient way to help them save time as well as money."

Dennison Trailers Celebrates Milestone

Dennison Trailers has created a special one-off gold trailer to celebrate production of its 50,000th unit since the company was formed, and added extra sparkle with Xbrite+ forged aluminium wheels.

Number 50,000, a Slope Frame ISO Tank trailer ideal for the transportation of hazardous liquids, is one of 34 trailers that will be supplied in a new deal with Suttons International, an innovative logistics and supply chain company that has a global presence and a major name in the haulage industry.

As well as its aesthetics and easy-clean properties, the ultimate advantages of operating with Xbrite+ forged aluminium wheels includes extra payloads, reduced diesel usage, decreased CO₂ emissions and less wear

on surrounding parts, including expensive components such as tyres and brakes.

James Dennison, Managing Director of Dennison Trailers, says: "I'm proud to announce that we've reached such a fantastic milestone, and we're very pleased that the 50,000th trailer has gone to Suttons International. To add Xbrite+ forged aluminium wheels for their looks and performance was a natural choice."

The Lancaster and Naas-based company began life as Dennison Brothers back in 1964, before becoming Dennison Trailers Ltd in 1966.



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

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

Joe Frizell, Director
TW Frizell Ltd

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VOLVO TRUCKS AIMS FOR 20% MARKET SHARE IN UK

While 2016 was another great year for Volvo Trucks in the UK & Ireland, the manufacturer's long term aim is to achieve a 20% share of the UK heavy duty market, as Export & Freight's Helen Beggs discovered during a recent Press Lunch in London.

Volvo Trucks see further development of rigid sales and the maintaining of its strong tractor unit performance as key to securing this ambition, we were told by Mike Corcoran, Commercial Director of Volvo Trucks for the UK & Ireland with responsibility for Truck Sales and Transport Solutions.

"We feel pretty upbeat about 2017, though we expect the market to be down by around 10%, but we're not lowering our market share expectations. We expect growth in the sales of our distribution vehicles, such as FL, FE and FM, plus construction vehicles," said Mike.

"Certainly our order book has started well for 2017 and is now in its best position since 2008. With a product range extending from 10-tonnes through to 150-tonnes, Volvo can offer a bespoke transport solution for just about every application within that range."

He added: "We have had a large focus on improving our rigid sale. This has shown in increased orders for the last few years and we are seeing that come through in our improved overall market share."

"One particularly pleasing result has been in Ireland, where Volvo heavy truck registrations were up 66% which drove our market share from 19.3% in 2015 up to 22.7% in 2016, back near where we would want it to be."

Service Contracts

Volvo Trucks' Service Contract Sales continued to show strong performance in 2016, while the Used Trucks business has also been performing strongly.

"Our three-year Contract Penetration has grown from 40% in 2014 to 56% in 2016 with an ambition of 60% in 2017," said Mike. "Contract Hire is a key part of this and we are grateful to have a fantastic Used Truck Business to support this. Today we typically sell around 30% of our sales on some form of Residual Value or Buyback which means our Used Truck department has to deal with in the region of 2,000+ returns per annum in addition to part exchanges."

"In 2016 we sold over 2,100 Used Trucks in a tough environment. We have a long established Used Truck Retail Business across our Dealer Network and aim to retail as many Used Trucks as we can to keep the rolling population as high as possible in the UK & Ireland."

Dynafleet

Another Volvo success story has been in its telematics offering, Dynafleet. "Currently we now have a 76% subscription rate on new truck sales with many customers upgrading to 4 years and 5 years as well as adding on the Positioning Plus feature."



"In addition, our Network of Fuel Watch Managers and Driver Trainers are working closely with our customers to demonstrate how Dynafleet can be used to get the best out of their Volvo trucks."

"Enabling the trucks to be connected to the dealer network provides the basis for us to work with customers on fuel usage statistics, environmental reports and pre-emptive diagnostics. We have also worked with a number of our customers on APIs which connect Dynafleet to other systems."

Dealer Network

Volvo Trucks' network of 86 dealers throughout the UK & Ireland is long established with many of its partners having been with the manufacturer for many, many years. Recently, it awarded Northern Ireland dealer, Dennison Commercials – one of Volvo's longer established dealers – the accolade of 'Dealer of the Year' Award for 2016.

"From an aftermarket point of view all our dealers are very aligned and focussed on Uptime and Compliance. We currently have a first-time MOT Pass Rate of 97.1% and a Dealer first-time parts pick of 92.5% - 98.5% if you include the Volvo parts warehouse in the UK. We work closely with our Dealers on Performance to ensure these standards are kept at these high levels."

He also highlighted Volvo's commitment to

Apprenticeships. "Given the current shortage of skilled technicians in the truck business, we have long been involved in 'growing our own'. Indeed, since 2005 Volvo Trucks have been working in close partnership with Stephenson College in Coalville, Leicestershire to deliver a world class training environment to our new recruits."

"Currently we have 70 new-start Apprentices on various programmes and - to date - nearly 300 apprentices have passed through their doors. Indeed we are proud of the fact that we now have four females on the technician apprenticeship scheme this year."

50th Anniversary

One final piece of 'big' news from Volvo is that this year sees the manufacturer's 50th anniversary in the UK, having started life as Ailsa Trucks in Barrhead, Scotland way back in 1967 when it finished that year with sales of 165 trucks!

To mark this milestone, Volvo has commissioned 50 special edition Ailsa Trucks available in FH (4x2, 6x2 & 6x4) or FH16 (6x2 & 6x4) available in Black & Gold or Gold & Black with I-Shift Dual Clutch and Globetrotter XL cabs, and in April it is also holding a special gala dinner at which it will be auctioning one special edition FH16 with a large proportion of the proceeds being donated to charity. The vehicle has been specially airbrushed with highlights of Volvo's history in the UK & Ireland.

50 YEARS
1967-2017
VOLVO TRUCKS



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EXCITING NEW VENUE FOR EXPORT & FREIGHT TRANSPORT & LOGISTICS AWARDS

The annual Export & Freight Transport & Logistics Awards is moving to Belfast's premier venue - the Waterfront Hall - Thursday 14th September.

This magnificent venue, which has undergone a £30 million revamp to extend its facilities, features stunning views over the River Lagan, spectacular event technology and a fine dining experience, taking the Awards to a dynamic new level of theatre and entertainment.

The Awards event, now into its 16th year and which has outgrown its traditional venue at the Ramada Hotel, will be staged on Thursday, September 14th and will, of course, include a superb gala dinner and some top class entertainment.

The new extension to the Waterfront, opened just last April, includes a 2,000-seat auditorium, a gallery and bar areas, two exterior terraces with spectacular riverside views, and a new dedicated riverside entrance leading to a 660m² reception area.

With its fantastic city centre location (just a five minute drive from Belfast City airport and a two minute walk from the nearby train station), our awards night at the Waterfront Hall will be an unforgettable experience!

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

With 20 categories, there is bound to be one or more that is applicable to your area of expertise and activity, whether it is road transport, shipping, workshop or fleet management, training, driving or health and safety. Virtually every aspect of the transport and logistics sectors is catered for; this is your opportunity to show that you can be among the best in your particular field, so let's hear from you!

New Categories

We have added several new categories this year, including 'Excellence in Maritime Logistics' which honours and acknowledges the contributions made by individuals and organisations involved in the maritime logistics sector – from shipping lines and shipping agents to freight forwarders and warehousing.

The award will be presented to the



company / individual who has shown consistent excellence in their approach to business, in their implementation of measures and strategies to further enhance their business model to meet customers specific needs and in their engagement with and support for their client base.

The 'Top Team of the Year' award, meanwhile, is open to all companies and businesses in every sector of the logistics industry – from transport operators and exporters to shipping companies and vehicle dealerships.

It recognises teams within the organisation who by working together on a project, initiative or strategy, have made a significant contribution, perhaps by overcoming difficulties or challenges to do so; you'll find details of the other categories elsewhere in this issue.

Apart from receiving a beautiful and much sought after cut glass trophy, you will also benefit from the industry-wide recognition and

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

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

Book Now!

As tables for the gala dinner and awards presentation - and overnight accommodation at the adjoining Hilton Hotel accessed from the Waterfront Hall by a connecting corridor - are traditionally booked up very quickly, we would advise you get in early so as not to miss the transport event of the year!

You'll find all you need to know elsewhere in this issue of Export and Freight and online at www.exportandfreight.com



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STRALIS XP, the TCO₂ champion.

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Eye-catching Mercedes-Benz Actros is a capital asset for Abbey

Abbey Upholsterers & Specialist Joinery ticked nearly every box on the Mercedes-Benz options list when specifying what must be one of the most impressive 18-tonners on UK roads.

The long distance Actros 1836 is an LnR variant with ultra low frame height. The truck is also fully air-suspended while its wind-cheating StreamSpace cab features a factory-fitted four-man bench seat, which means it can carry a crew of six in safety and comfort.

A third-generation family business, Abbey Upholsterers & Specialist Joinery is based in Carrickfergus, County Antrim, and purchased its new flagship from Newtownabbey Dealer Mercedes-Benz Truck & Van (NI).

The truck's bespoke body was built by Drumack Coachworks, of Ballymena, which also fitted its roof fairing, cab collar and side skirts. The specialised box incorporates a system of adjustable bars which drop down from the roof and give the operator the flexibility to add a second deck at the optimum height for the job at hand.

A real head-turner, the truck wears an eye-catching livery with colour-coded bumper and mirrors, set off by Xenon headlights, a roof-mounted light bar and airhorns, Alcoa alloy wheels and a grille-mounted three-pointed star that can be illuminated at night. Design flair is also evident inside, where the optional Style-Line interior employs chrome-effect trim and other enhancements to give the cab an up-to-the-minute ambience.

Abbey Upholsterers & Specialist Joinery was founded more than 90 years ago by George Devlin. Today, his son, also George, is Managing Director, while grandsons Paul, Des and George Junior also work for the family concern.

The company, which also runs a number of Mercedes-Benz Sprinter vans, specialises in the manufacture and restoration of furniture and serves retail, hospitality and leisure industry clients – among them Belfast's prestigious Titanic Centre – as well as the residential sector.

The Actros spends much of its

time in London, where Abbey is extremely busy after completing a series of high-profile projects, including one at the former Olympic Stadium, which is now home to West Ham United FC. Next come corporate box contracts at Wembley Stadium and Arsenal FC's Emirates Stadium.

Paul Devlin explained: "We're working with top-end clients so it wasn't enough for the truck to be fit for purpose, it also had to look the part. When you're parking outside Harrods, or in residential Belgravia, image is all

important and must be spot on."

Paul said the company had "future protected" itself as far as emissions legislation was concerned, by investing in the latest, Euro VI engine technology. A full suite of cameras giving the driver a 360-degree view and proximity sensors linked to audible alarms also meant it was fully compliant with the requirements of FORS, the Freight Operator Recognition Scheme.

"The crew cab is a huge asset," continued Des Devlin. "It means we can fly a team over to London, pick them up and transport them directly to a job site. Each individual has a seat belt, the vehicle's low working height makes life easier – and also safer – for operatives when loading and unloading, and we've also fitted attack alarms. Again, therefore, we're fulfilling our Duty of Care to employees."

The Actros is powered by a state-of-the-art 265 kW (360 hp) straight-six engine which is paired with a Mercedes PowerShift 3 automated transmission. "We received a first class service from Mercedes-Benz Truck & Van (NI)'s sales executive Paul McCrory," added Des Devlin. "The Actros is a joy to drive and very comfortable, and represents a real statement of intent as far as our growth ambitions are concerned."



Going for growth: Paul Devlin, with Abbey Upholsterers & Joinery's stunning new flagship.

Driver Trainers graduate from DAF Academy

A group of five DAF Driver Trainers has successfully completed the DAF Dealer Driver Trainer programme after graduating through the DAF Academy at the DAF Trucks' Thame headquarters. Throughout 2016, DAF Trucks has been delivering a series of intensive learning programmes to a select group of DAF Dealer Driver Trainers.

23 fully-qualified DAF Dealer Driver Trainers now provide practical driving training at each of the DAF Dealer network's 34 sales locations. Today, DAF Dealer Driver Trainers are in place to provide customers with professional driver training, at a local level and throughout the DAF Dealer network.

The training programme has been funded and delivered in a joint endeavour by DAF Trucks and the DAF Dealer network.

The DAF Academy is home to a wide range of product and aftersales training courses, and is also the centre of driving excellence for DAF Trucks. Headed-up by Mandy Wannerton, DAF Trucks' Commercial Trainer

& Press Demonstration Driver, the DAF Dealer Driver Trainer team comprises a select group of professional driver trainers fully conversant with the DAF product range.

"While modern commercial vehicles are becoming easier to drive," said Mandy Wannerton, "the many technological advances and driver aids mean subtle changes to driving style can have a large effect on performance. Our new DAF Dealer Driver Trainers are shown every characteristic of the DAF product," she said, "and, importantly, that incisive product knowledge will allow them to demonstrate to drivers how to get the very best from their DAF trucks – regardless of the model."



(L-R) Spencer Williams – NorthWest Trucks; Duncan Lancaster – Channel Commercials; Mandy Wannerton – DAF Trucks, Commercial Trainer; Ray Ashworth – DAF Trucks, Managing Director; Ian Joyce – Ford & Slater; Ian Affleck – Imperial Commercials; and Peter Jackson – Econodrive.

IMPRESSIVE PERFORMANCE OUTSTANDING DEALER SUPPORT



“We recently introduced three new DAF trucks to our mixed fleet and have been very impressed with the efficiency of the vehicles and the excellent service from our local DAF dealer. The driver feedback has also been very positive, highlighting the comfort and spaciousness of the cab.”

Colin Spurrier
Regional Distribution Manager

To see what else Colin had to say go to
www.dafblog.co.uk/whitworth

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DAF
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Versatile Conti Hybrid Drive-Axle Tyre Available as Hot-Retreaded ContiRe

“Hot-retreaded tyres make an important contribution in keeping fleet operating costs to a minimum,” says Ralf Benack, Retreading Director Truck Tyres EMEA (Europe, the Middle East and Africa).

“We are constantly expanding our range of hot-retreaded tyres, and the Conti Hybrid line – which was developed for combined use on regional and interstate highways – is extremely important thanks to its broad range of applications. Since their launch, the new Conti Hybrid tyres have impressed customers with their long service life and outstanding cost-effectiveness.

“The hot-retreaded ContiRe Hybrid tyres retain all the best features of new tyres, proving an economic and sustainable choice. The ContiRe Hybrid HD3 drive-axle tyre is now available in sizes 295/80 R 22.5”, 315/70 R 22.5” and 315/80 R 22.5”.

The Conti Hybrid family offers long service lives, an ability to perform in a diverse range of applications and robustness. To produce the hot-retreaded ContiRe™ tyres, fresh rubber is applied to the entire carcass; when heated, the rubber becomes firmly vulcanised with the carcass.

The ContiRe Hybrid HD3 has the same rubber compounds as the new tyre in both the tread and

the sidewall. It also retains all the best features of the new tyre, such as low weight, optimised rolling resistance and high ride comfort.

The tread on the ContiRe Hybrid HD3 features a block design with numerous integrated sipes in a 3D geometry. The sipes extend down to as much as two thirds of the entire tread and, thanks to greater block stability, offer much better wear behaviour whilst simultaneously acting as gripping edges, ensuring exceptional traction even during braking and acceleration on wet roads. The ContiRe Hybrid HD3 carries both the M+S label and the three-peak mountain snowflake (3PMSF) symbol.

Kitting out fleets with hot-retreaded tyres makes both economic and ecological sense. Around 75 percent of the raw materials required for tyre production can be found in the carcass. If this is then reused after its first life cycle, this saves not only valuable resources but also money as hot-retreaded tyres are typically around 25 percent cheaper than new tyres.

TyrePal remote monitoring system accredited by FORS

TyrePal, a leading tyre pressure monitoring specialist, has been awarded accredited supplier status by the Fleet Operative Recognition Scheme (FORS).

The company offers commercial tyre pressure monitoring systems including TeleTPMS, a remote solution.

TyrePal's TeleTPMS remotely monitors the tyre pressures of a fleet of commercial vehicles, removing reliance on individual drivers. Each tyre pressure is measured when stationary and mobile, and transmitted via GPS to a remote database where it can later be retrieved for analysis. Data can be viewed by the fleet manager and the driver.

The system not only provides continuous monitoring, but also gives alerts for high pressure, low pressure, fast leakage of air or high temperature. These alerts can be delivered to the fleet manager by text or email. This type of monitoring helps improve driver behaviour and compliance with safety procedures.

“FORS accreditation means we have been recognised for the increases in safety and efficiency we provide,” says Peter Tillotson, business development manager for TyrePal.

A free month of TeleTPMS is available for accredited FORS operators on up to 30 vehicles, a possible saving of £300. The system is suitable for HGVs, buses, coaches and trailers. It boosts safety, improves fuel economy and allows for both driver and fleet operator to view the tyre's status.

DAF Trucks sees clearly at CLOCS Progress Event

DAF Trucks presented two specialist ‘urban-centric’ trucks at the latest of the CLOCS progress events at London's ExCel Centre.



A 12-tonne DAF LF 180 FA tipper-chassis fitted with a range of active and passive safety features was showcased with a new ‘Cycle Vision’ passenger door from Imperial Group's specialist conversion company, Mackworth Vehicle Conversion.

A DAF LF 260 urban artic in Tradeteam colours completed the pairing, and, with its Don-Bur single-axle ‘urban’ trailer, was spec'd precisely for the

testing environment of inner-city operations – challenging for both vehicle and driver.

CLOCS, the ‘Construction Logistics & Community Safety’ initiative continues to champion on-road safety while fostering positive liaison between truck operators and vulnerable road users. DAF Trucks remains one of CLOCS most committed supporters, as its two vehicle exhibits demonstrated.

“With urban deliveries facing

ever-tightening controls,” said DAF Trucks Marketing Manager, Phil Moon, “and with an overwhelming array of safety devices from technology providers available for retro-fit, operators have to consider carefully which are the most sensible systems; those which have the potential to save the lives of vulnerable road users and those which do not impact upon the driver's ability to focus on his fundamental responsibility – driving.”



FUSO CANTER TRUCKS NOW AVAILABLE WITH FACTORY BODIES



Rear Tipper

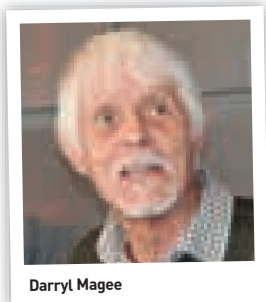
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- Choose Aluminium or Steel Side Walls
- 3 Way Tipper also available

fuso.ie





Darryl Magee

Darryl Calls Time on His Career in the Publishing World

Former Export & Freight publisher and more recently publishing consultant Darryl Magee has retired from the industry, which he has 'served' for over half a century.

At 78, Darryl says he wants to spend more time with his family and grandchildren, but equally he wants to pursue his passion for golf, painting and singing, and who could deny him that after such a successful career in the publishing world. Having spent much of his life working alongside Darryl, Export & Freight editor David Stokes recently met up with him to recall the good old days, and typical of his sense of humour, he cautioned: "I don't want this to sound like an obituary – there's a lot of life left in the old dog yet!"

He adds: "It's been a difficult decision to step down. I love the industry and the people in it and I will miss the buzz and excitement of getting out and about meeting clients, many of whom have become good friends over the years, and remain so."

A qualified HGV driver, Darryl spent many years 'test' driving trucks and vans for the magazine, for which he reported from all over Europe and further afield. "I will definitely miss the travelling, although I haven't done so for a few years now." However, he'll certainly not be putting his feet up. As an active member of Portadown Male Voice choir he has a full schedule of engagements lined up. "Over the coming weeks we will be doing concerts all over the north and south of Ireland, and I also want to take up painting once again and, of course, there'll be the odd holiday abroad, so I don't anticipate being bored."

While Darryl may miss the association of his work colleagues, his work colleagues and business partners will most definitely miss him. Comments Export & Freight publisher Garfield Harrison: "I am proud to say that Darryl has been my mentor for the last 20 years and I have learned so much from him. His energy, passion, desire and publishing skills have been so evident over the years and he will be sorely missed."

"His people skills, whether on the editorial, advertising or HR side, are amazing and the one thing he has always drummed into us that you should always 'treat people the way you would like to be treated yourself and you will never go far wrong'. This is what all of us at Export & Freight have tried to adhere too."

"Everyone at Export & Freight wish Darryl and his wife Olive a long, happy, healthy and well deserved retirement."

Those sentiments have been echoed by fellow Export & Freight publisher and Editor-in-Chief Helen Beggs: "I have known Darryl for almost 30 years and he has always been an absolute gentleman, both in business and in his personal life."

"Our business wouldn't exist today if Darryl hadn't founded Export & Freight some 45 years ago and we owe him a great debt of gratitude for that. He taught Garfield and I all we know and the standing and respect in which the industry holds him is extensive. He will be sadly missed by all who know him in the industry and we wish him nothing but happiness on the golf course and with his wonderful family and grandchildren." Another life-time friend is Billy Austin who grew up with Darryl in Portadown and who,

in some ways, was a catalyst for Darryl's long and successful career in the publishing world. Their professional paths first crossed at the Portadown Times, a weekly newspaper that was then part of the Morton Group.

Recalls Billy, an accomplished artist who now runs his own print & design company, Austin Graphics: "As Advertising Manager at the Portadown Times there came a time I needed an assistant, and who better, I thought, than my old mate Darryl. A quick learner, he was soon promoted to Advertising Manager of a sister paper, the Lurgan Mail."



Starting out all those years ago – Darryl with Billy Austin

"Along with another advertising colleague, Ivor Smith, sadly now deceased, and a great editorial team behind us, we helped build the Morton Group into a highly respected and very profitable enterprise."

"Darryl and I became Directors in the Morton Group and as new challenges called we decided to set up our own operations. Darryl founded Export & Freight, along with the

late Andrew Crozier, and I started my own company, and as they say, the rest is history."

Not quite! A lot happened along the way. Tales of Darryl's exploits are as boundless as they are endless.

As a salesman he just didn't take 'no' for an answer. Persistence was his middle name. Like the time we were working on the Lurgan Mail, me as Deputy Editor and Darryl as Advertising Manager. He had been striving for over a year to encourage a local fashion retailer to begin advertising in the newspaper again after a 22 year 'break' brought about by an earlier experience when the shop owner had taken out a full page advert, the headline of which should have read in very large and bold letters: 1,000 SHIRTS FOR SALE. Alas, when the paper was published on that Thursday morning, to everyone's horror, someone had failed to spot that the letter 'R' was missing from the word 'SHIRTS.' The owner didn't quite see the funny side, even though all 1,000 shirts sold out very quickly! It led to the retailer shunning the newspaper for over two decades before Darryl began appearing on the scene week after week after week. At first, the shopkeeper kept showing him the door, but he finally relented. Darryl got a 'yes' and the retailer was back on the advertising pages. Darryl's perseverance had paid off, a quality that has contributed to his outstanding and prolonged success in the publishing world. Adds Billy: "There was always a serious side to business, but there's no doubt our early days were filled with fun and laughter. Great times, indeed. I wish Darryl a long and happy retirement."

As we all do here at Export & Freight. Our office door will always be open to him.

Darryl captured on canvas by his life long friend Billy Austin





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FUSO CANTER EVEN MORE VERSATILE WITH SCATTOLINI BODIES

The FUSO Canter has become even more versatile, thanks to a deal with Scattolini, one of Europe's leading manufacturers of platform and tipper bodies, as Export & Freight's Phil Eaglestone discovered during a recent meeting with the team from FUSO Ireland.





As of now, the FUSO Canter can again be ordered with ex factory bodies. Three-way tippers and platforms from Scattolini, for example, turn your 3.5-ton FUSO Canter into a fully-functional workhorse ex factory.

With tipper and platform variants available in three different lengths, there are almost 80 Canter models available for the 3S and 3C model variants. This impressive range of ex factory bodies for single-cab and crew cab vehicles is currently unmatched by any other manufacturer.

There's no doubt that these special bodies available ex factory ensure that your Canter is ready to go where it's needed as soon as you take it over. The aluminium platform bodies and steel tipper bodies that are now offered can be combined with any weight category, any cab and any one of a range of different wheelbase lengths.

The Scattolini platform body, for example, features aluminium sides and a non slip sandwich floor with water-resistant bonding; firewall protection comes as standard.

The Scattolini three-way and rear-end tippers – available in four lengths for single-cab and crew cab vehicles – also feature aluminium side walls, a robust, penetration-resistant steel floor, and a tipping angle of 45 degrees; they also have a lockable toolbox, accessible from both sides, offering up to 1075 litres of space behind the cab.



Optional Extras

A plastic toolbox is also available for all body types. The advantages of this include: additional stowage space for tools; low weight; and simple accessibility.

A rear ladder rack, too, is available for all body types, offering simple securing of work materials, low weight, and enhanced safety.

All Scattolini bodies come with a 3 Year/100,000km warranty, while the FUSO Cab and Chassis always have 5 Year / 150,000km warranty.

eCanter Update

We were also given an update on the launch of the zero-emission eCanter, an upgrade of what was formally known as the Canter E-cell, which will be available from FUSO dealerships from mid-2019.

Technically, the eCanter is radically different from its predecessor and benefits from the extensive findings of customer trials with the

second generation and the reduced costs of battery and component technology.

The new eCanter uses a permanent synchronous electric motor with an impressive output of 185 kW and torque of 380 Nm. Power is transferred to the rear axle by a standard single-speed transmission.

The Fuso eCanter's locally zero-emission drive will not only reduce the impact of exhaust and noise emissions on city centres, but will also be an economically attractive alternative to diesel engines. Fuso say that thanks to lower technology costs the eCanter will be launched to market at a competitive price. In addition there will be lower running costs compared to an equivalent diesel model.

The eCanter, which will feature safety systems such as ESP, ABS and LDWS, will be available in 3.5 tonne and 7.5 tonne variants, while several wheelbase configurations will be made available at a future date yet to be announced.



SCANIA GEARING UP FOR BUSY YEAR AHEAD

Fresh from one of its busiest ever years with record performances in many areas, Scania say 2017 is shaping up to be yet another exciting year as it continues the transition towards the Next Generation Scania, as Export & Freight's Helen Beggs reports from a special press event in London.



Managing Director of Scania (Great Britain)
Claes Jacobsson.

Mattias Carlbaum, Scania's Executive Vice-President, Commercial Operations, told the gathering that the UK was now one of their biggest markets and that the manufacturer was increasingly focusing on sustainability and the environment, cutting fuel costs and increasing energy efficiency.

Scania, he said, will also design the world's first full scale autonomous truck platooning operations, with two new trials taking place over the coming year between port terminals in Singapore; platooning has already shown the potential to achieve major fuel savings as well as to contribute to increased road safety.

Closer to home, Scania, which celebrated its 125th anniversary in 2016, continues to power ahead in the UK, driven by the recent launch in Paris of their Next Generation truck range.

"That," said Managing Director of Scania (Great Britain) Claes Jacobsson, "was a once in 20 years experience for us; the launch of an entirely new range, designed from the ground-up. The Paris launch, which was attended by a number of members of the press and around 30 major fleet operators, was followed by a series of customer ride and drive events in Sweden. In total, some 900 customers joined us for a visit to Sweden to experience our new products for themselves.

"Our new range was not our only message at these events; we also took the time to talk to our customers about connectivity, flexible maintenance programmes and sustainability, all of which are now key themes for Scania," he said, adding, "And I'm delighted to report that just a few short weeks after its launch, the new Scania S-series,

which features an all-flat floor, was voted International Truck of the Year for 2017."

Strong Market

Looking forward to the year ahead, Andrew Jamieson, UK truck sales director for Scania (Great Britain), commented: "We're still seeing a very strong market, December order intake was exceptional, and January too has been beyond expectations with activity levels at a good level

"That said we do anticipate a slightly lower market volume for the year, with three out of the last four years being record volumes, there is no driver for increase and we've already caught up any historical post-recession shortfall there may have been."

He added: "2015 was an all-time record for Scania registrations in the UK, and in 2016 we managed to beat that record by a reasonable margin. We registered 7,283 vehicles, beating the previous record of 7,075. And this all on the back of our current model range - genuinely a great product, with great fuel consumption and a network back-up that our existing customers appreciate, and along the way we've engaged with some new customers too.

"It's interesting when you go back to the market statistics and consider that while we're market leader in 3-axle tractor units, the percentage share must have increased having achieved the volumes we have in a shrinking sector. Overall we'll be beyond 20%, and would anticipate this being between 20.4 and 20.8% depending on the final outcome for the market registrations."

He said the construction sector remained strong. "This is again a sector we lead, with the durability of the Scania product, combined

with payload capacity being a winning package. Order intake is also particularly good, and at the end of January we're pretty comparable to the prior year with just 27 vehicles difference, and hence the year is off to another strong start."

After referring to the launch of the Next Generation range, he commented: "We have a long way to go with further new products to be added to the range and selling our current models alongside them for some considerable time to come.

"It will be an interesting period for us, but one that comes with plenty of new opportunities too; our whole philosophy of working closer to the customer, tailoring our solutions all to create benefits in total operating economy. Couple this with the increasing portfolio of alternative fuels, from HVO through to gas and hybrid - the job certainly won't be boring and I'm sure we'll give you plenty to write about in the coming months and years too."

Driver Training

Meanwhile, 2016 saw Scania match in driver training its annual commitment on technician training with over 9,000 man days of training. This was fulfilled through anything from CPC, licence acquisition through to coaching via its optimised services.

"Telematics is an obvious one and we exceeded 34,000 connected vehicles just in the UK by the turn of the year and we expect to push beyond 40,000 by the year-end," said Andrew. "For me I see the driver training and coaching as the next big partnership between us and our customers, and I tell the sales team if you don't grasp it you'll be left behind."



Andrew Jamieson, UK truck sales director
for Scania (Great Britain).



Next Generation R Series (left) and S-Series trucks.

DAF Trucks UK tops 30% market share

With a growth in registrations of nearly 21%, DAF Trucks further strengthened its position in the UK truck market in 2016.

Figures released by the SMMT showed the built-in-Britain marque ended the year with 13,911 registrations, equating to a commanding 30.1% market share above 6.0 tonnes GVW. It is the first time DAF Trucks has topped 30% share in its 22-year market-leading dominance of the UK commercial vehicle business. These numbers gain even more significance in light of the growth of the overall market volume: the overall market volume was up 5.3%

to 46,231 units in 2016 compared to 43,898 in the previous year.

DAF Trucks registered 2,376 more trucks in 2016 compared to 2015 – in itself a 20.6% increase over 12 months. Almost 14,000 registrations means that close to one-in-three trucks sold in 2016 was DAF-branded.

DAF Trucks Managing Director, Ray Ashworth, was understandably delighted at the news. "This is a record breaking performance which has been achieved with

a product range of the highest quality, reliability and productivity, supported by a dedicated dealer network," he said. "I want to thank all of our customers who have purchased DAF over the years which has resulted in us retaining and further extending our leadership of the UK market.

"We have a product range that is arguably more reliable, more efficient and more productive than any other on the market, and, crucially, we provide an aftersales portfolio that sets DAF Trucks

apart from the rest. Operators know that a truck is only as good as the back-up it receives," said Ashworth, "and here we see clear evidence yet again – and for the 22nd year in succession – DAF Trucks' unwavering commitment to its customers. Over 30% market share in 2016 is a fantastic result."

The very positive news for DAF Trucks in the UK reflects an impressive performance for the DAF brand on the European stage in 2016. DAF's market share above 16-tonnes GVW grew to 15.5%, strengthening the company's position in almost all European countries; today, DAF Trucks is market leader in The Netherlands, the UK, Poland, Hungary and Bulgaria.

Interlink Express to become 'DPD Local' in major rebranding

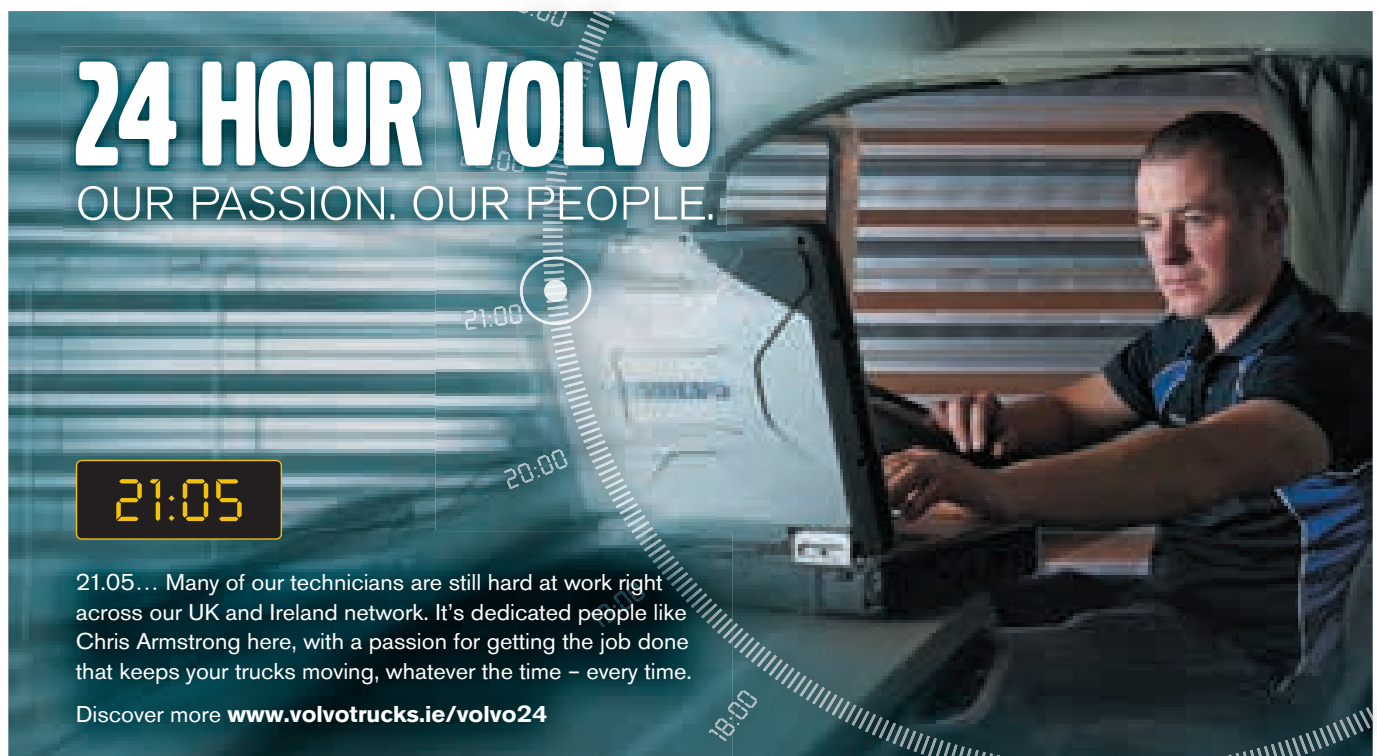
One of the UK's most successful parcel delivery firms, Interlink Express, is to be rebranded 'DPD Local' as part of a move to create greater brand consistency within the DPD Group.

Interlink Express, one of the UK's largest franchise operations, was founded in the UK in 1979 and has been experiencing double

digit growth for the last five years. The company operates from 90 local depots around the UK and uses the same award winning

technology and services as sister company DPD, but focuses on providing a more local service for shippers with smaller volumes.

The change to 'DPD Local' will enable the operation to continue to grow and build on its key differentiators - local knowledge and service - while benefiting more directly from the strength of the DPD brand, both in the UK and Europe. The new brand will carry the tagline; "Your local delivery experts" and emphasise the fact that DPD Local is part of the DPD Group.



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HANNON TRANSPORT CONTINUES TO DIVERSIFY WITH LAUNCH OF HANNON COACH



Aodh Hannon, Managing Director, & Victoria Hannon, Operations Manager of Hannon Coach, outside the Companies Headquarters.

Hannon Transport has launched a new coach company and has designs on becoming a major player in the medium to high-end coach hire industry.

The move into coach is a continuation of a deliberate diversification programme over the past decade by the Northern Ireland company.

A well-established player in the international refrigerated transport sector, Hannon Transport is now bringing that experience in logistics to the coach industry.

Managing Director, Aodh Hannon believes that, like the logistics industry of 10 - 15 years ago, the need to provide ever-higher quality can ultimately, only be delivered through efficiencies and economies of scale.

"As a company, we have always been prepared to move our business forward. Our move into the coach industry is a continuation of our diversification strategy," says Aodh.

To deliver on its vision, particularly for the Corporate Hire sector, Hannon Coach has significantly invested in its new fleet of quality coaches.

The company believes that the benefit of its logistics experience and relationships with key transport partners will give it an edge in delivering a step-change in affordable quality within the coach industry.



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DIAMOND TRUCKS STRENGTHENS SALES TEAM



Renault Trucks dealer Diamond Trucks have strengthened their sales team with the recent appointment of Matthew Keys to the role of Sales Executive.

Although still in his mid-Twenties, Matthew is no stranger to the industry. From a farming background, he holds an HGV licence and can often be found behind the wheel of a truck, having worked in the past for one of the Province's leading haulage companies as a fleet supervisor.

His first introduction to Renault Trucks was through his time at Renault Trucks approved dealer Toal Truck Services, Middletown in County Armagh where he was employed as Operations Manager for two years.

Although only having joined the team at Diamond Trucks earlier this year, Matthew has already made a positive impact at the Mallusk based dealership.

"Renault Trucks have a fantastic product portfolio," he says. "Having been brought up on a busy family farm in Tyrone and having worked within the industry I know exactly what an operator needs, and with Renault we at Diamond Trucks are well placed to meet those requirements, with a vehicle range from 3.5 tonnes to 44 tonnes."

Matthew, who has been spending much of his working day meeting new and established customers around the Province, says he has long term ambitions and is aiming to help increase Renault Trucks market share in Northern Ireland.

"This new appointment represents a great career opportunity for me and my goal is to build solid and lasting working relationships with customers. I realise there is more to



Matthew Keys - Diamond Trucks Sales Executive.

just selling a truck; there needs to be strong and dependable after sales support, and we are here to serve the best interests of our customers. There is no such thing as 'nine to five' in the haulage industry, so if a customer needs to contact me at any time of the day or night, I will always be available."

Matthew's appointment has been welcomed by Diamond Trucks' Dealer Principal Iain Latimer. "Matthew will be a great addition to our team. He is enthusiastic and keen to build the business and the brand in the months and years ahead."



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FTA TRANSPORT MANAGER CONFERENCE A HUGE SUCCESS



After the hugely successful Transport Manager series elsewhere in the UK, the FTA's Transport Manager conference made a successful return to Northern Ireland recently.

Held at the Culloden Estate & Spa in Belfast, the day-long event was packed with industry leading speakers and the very latest information, guidance and best practice advice surrounding legislation and enforcement changes.

Key industry speakers and experts included the Director General of the British Irish Chamber of Commerce and the Driver and Vehicle Agencies Head of Enforcement and Director of Operations, on the latest and future issues affecting transport operations. 'Be Connected, Be Compliant, Be Confident

in 2017' was the overall theme of the conference programme, the main sponsors being Iveco, Goodyear and Brigade, with the media partner being Export & Freight. Delegates heard from John McGrane, Director General of the British Irish Chamber of Commerce; his views of Brexit and the impact this could have on transport and the movement of goods across the country were enlightening. Next up was Jeremy Logan, Head of Roadside Enforcement, Driver and Vehicle Agency (DVA). He shared the DVA's priorities when

it comes to enforcement and targeting, including findings during roadside checks and plans for future enforcement, outlining new developments and targets.

'Leading transport safety at work' was the subject of another presentation, made by James Firth, the FTA's Head of Licensing Policy and Compliance Information.

With health and safety being a key priority for enforcement bodies, this session looked at the responsibility of both a company and the position of Transport Manager, with managers being informed on how to influence top-level management on this point.

Inspector Rosie Leech, Police Service Northern Ireland (PSNI) then provided delegates with the Service's latest findings on driver and vehicle safety, including insecure loads,



Jeremy Logan (DVA), Rob Saunders (FTA's Member Advice Centre), Pat Delaney (DVA), John McGrane (Chamber of Commerce), Christopher Snelling (FTA), Rosie Leech (PSNI), James Firth (FTA)



GOODYEAR TYRES - Joe Burns, Regional Sales Manager



BRIGADE ELECTRONICS - Jonathan Jenkinson, Business Development Manager and Zoe Page, Marketing Executive.



British Irish Chamber of Commerce. John McGrane, Director General.



Freight Transport Association. Seamus Leheny, Policy & Membership Manager.

mobile phones and new alcohol limits.

Be Excellent

Taking a look at 'Industry accreditation and earned recognition' was Christopher Snelling, Head of National and Regional Policy & Public Affairs. He explored accreditation and standards across the industry including earned recognition, an update on the changes to FORS and the development of FTA's new Truck Excellence scheme.

Martin Flach, Product Director at the event's headline sponsor, Iveco, discussed enhancing vehicle performance and efficiency, focusing on alternative fuels, total cost of ownership, last mile logistics and emissions.

How does your fleet compare to those across the country? That was the question later posed by Pat Delaney, Director of Operations, Driver and Vehicle Agency. He went on to inform delegates on the latest statistics and variations concerning annual test pass rates, the common

reasons for failure and advice to Transport Managers in preparing for these tests.

Be Responsible

The conference also heard that there is still a lot of uncertainty surrounding Brexit and delegates had the opportunity to unearth these concerns and identify the implications to logistics operations during an informative presentation by the FTA's James Firth who outlined how operators could plan for any changes.

'Avoiding incidents on the highway' was the subject of another presentation – by the FTA's Rob Saunders, Manager of Engineering Information. He spoke about the five most common issues on the highways being fuel spills, tyres, brake problems, lost loads and ratchet straps. He discussed the knock-on effect of such subjects when they occur and what Transport Managers and drivers should be doing to avoid these incidents.



Lisa Fuller IVECO & Ian Jones IVECO

The conference was rounded off by Seamus Leheny, the FTA's Policy & Membership Manager for Northern Ireland, who presented an essential legislative round-up and technical update, highlighting the main topics on the horizon that transport managers need to be aware of in order to ensure the safety, compliance and efficiency of their business.



Sean Clarke (INI Trucks) and Martin Flach, Product Director IVECO



Eric Higham and John Gill, Freight Transport Association.



Translink. Keith Pollock, Level Crossing Risk Co-ordinator



Pat Delaney, Director of Operations, Driver & Vehicle Agency.



Christopher Snelling, Head of National and Regional Policy and Public Affairs (FTA).

McCulla Ireland Opt for More Iveco Stralis Trucks

McCulla Ireland, one of the country's leading providers of Ambient, Chilled and Frozen logistics solutions throughout Ireland, the UK and Europe, have recently taken delivery of three new Iveco Stralis tractor units from NI Trucks.

The new 6x2 Stralis vehicles will be maintained by NI Trucks in Mallusk and Portadown, while the specialist temperature controlled trailers will feature McCulla's distinctive white livery, unique logo and branding: 'Be more, Deliver more, Expect more'.

The vehicles are fitted, as all McCulla vehicles are, with inbuilt tracking and temperature monitoring systems to provide up to the minute information about the location and condition of a client's products. The trucks also feature sleeper cabs.

Comments McCulla Transport Manager Brian Beattie: "We were first attracted to the Stralis because of its reputation as a powerful and reliable transport vehicle. We also knew they were well priced and fuel efficient, all essential considerations to any transport company when buying new vehicles.

"The team at NI Trucks helped us



out by giving us a demonstration vehicle so we were able to gauge how well it suited our needs.

"As one of the leading frozen/

chilled and ambient transport companies in the Ireland /UK and European markets, our vehicles need to be robust enough to withstand the varied loads we

carry and the long journeys that we cover every day. After testing, we were confident that the Stralis was the right lorry for us and we now have 20 in our fleet."

Do you recognise this man?

Perhaps not.

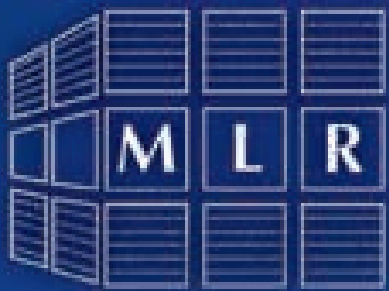
His name is Phil Roe, Managing Director Transport at DHL, and he recognises the importance of an efficient, compliant and, above all, a safe fleet of trucks.

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

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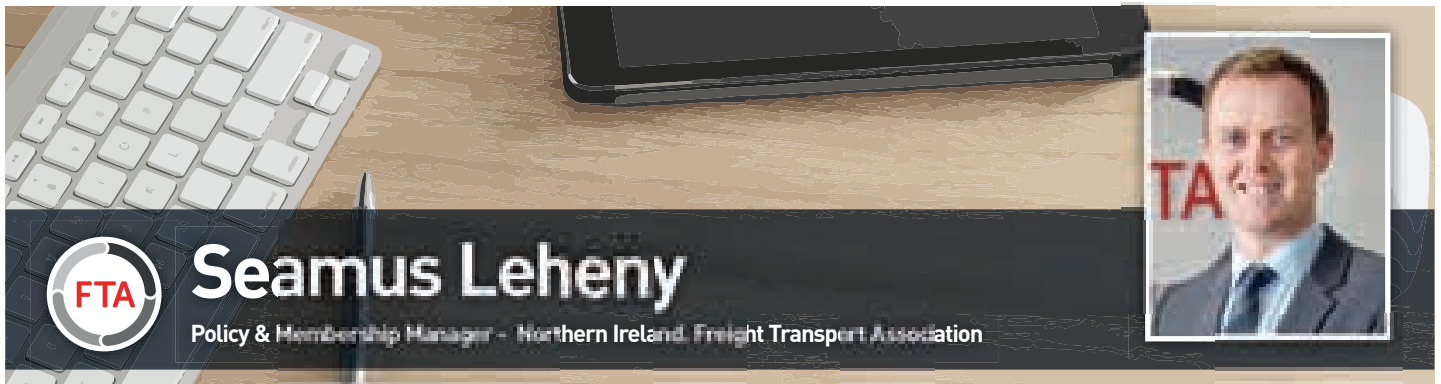
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Seamus Leheny

Policy & Membership Manager - Northern Ireland, Freight Transport Association



FAIR BUT ROBUST ROADSIDE CHECKS VITAL FOR SAFETY

This month I've been out with DVA, the NI Environment Agency and PSNI on a roadside enforcement operation...

Safety and accident prevention should be top priorities for operators and the penalties for flouting the rules are tough, as illustrated by the recent Bath tipper lorry court case which saw a haulage firm boss and his mechanic jailed for a string of offences.

At the end of January, the owner and mechanic of the Wiltshire firm were jailed after one of its vehicles, a 32-tonne truck with faulty brakes, killed four people when it careered down a steep hill in Bath on the 9 February 2015. Each of the defendants were convicted on four counts of manslaughter, with the owner of the company receiving a prison sentence of seven years and six months while the mechanic was sentenced to five years and three months.

Interestingly the driver of the lorry was cleared of any wrongdoing. The haulage company involved was described by the prosecuting QC as "a shambles from start to finish". It was found that the firm did not carry out the recommended brake efficiency tests on the vehicle, which had almost 450,000 miles on the clock at the time. The final safety check carried out by the mechanic was also described as "wholly inadequate".

In sentencing, the judge said that the brakes were in an appalling state and the lorry should not have been on the road and emphasised the owner and mechanic were not concerned for the public. In conclusion, he said it was an example of extreme negligence and incompetence, including botched repairs to the 11-year-old truck and an inadequate defect checks system.

Thankfully here in Northern Ireland we have been fortunate not to have such an incident occur and long may that continue. One way to help ensure this is to have a firm but fair enforcement of goods vehicles. Roadside checks on HGVs are a valuable and highly visible way for the authorities to ensure vehicles are roadworthy and drivers have the correct entitlements on their licence.

I was recently invited to spend the day on an operation involving the Driver & Vehicle Agency (DVA), the NI Environment Agency and the PSNI to witness how roadside checks are carried out and what happens when a driver or vehicle is found to be non-compliant.

Serious Issues

The operation was based at Sprucefield, just outside Belfast, and any trucks suspected of being overweight were escorted to the local

weighbridge, where several were found to be one or two tonnes above the limit.

Overloading is a serious issue, not just for vehicle safety but also for our road infrastructure. It's important that operators carry out the necessary checks to ensure loads are within the legal limit and checks loads independently at a public weighbridge if in doubt.

Drivers who were stopped had tachograph records, licences and vehicle roadworthiness checked. One driver stopped on the day did not have the correct entitlement on his licence – a serious issue for his employer to deal with.

It was useful for me to witness the operation first hand as it helped me to appreciate the challenges facing the DVA, and it also allowed me to explain the measures FTA members are taking to improve safety and compliance.

The recent court case and conviction in Bath put the safety of heavy goods vehicles in the spotlight and caused questions to be asked about the checks in place. O Licensing is a complex issue for the public to understand but it sets robust and demanding standards to which operators must adhere.

Most of the vehicles I saw inspected were operating legally, which was very encouraging. But the Bath crash highlights the importance of strong enforcement. Rather than putting in place more legislation, FTA would like to see the Government invest in targeted operations to identify non-compliant operators and weed them out of the industry.

It is very encouraging that the DVA is in the process of developing and introducing new IT systems similar to OCRS in Great Britain, which will assist in targeting the non-compliant operators here thus leaving the many good compliant operators alone to focus on their day-to-day work.

Illegal operators threaten the livelihoods of those who follow the rules. They cut costs by failing to invest in vital safety and compliance which the vast majority of operators here in Northern Ireland do, thereby putting everyone at risk. Fair but robust enforcement of the rules is vital to stamp this out and it is something FTA will continue to work on with the relevant authorities.



Pictured with me here are DVA regional enforcement manager Mark Willis and chief executive Paul Duffy.

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Exceeded Drivers Hours Limit

A County Antrim haulage operator was convicted at Lisburn Magistrates' Court and fined a total of £375 plus £15 court costs.

The conviction arose when DVA Vehicle Examiners directed the driver of a 3 axle Scania rigid goods vehicle to the Department's weighbridge site at Sprucefield for the purposes of a vehicle weight check. The vehicle was found to be overloaded by 5.5% on axle one, 6.9% on axle two, 10.4% on axle three and 7.5% on its gross vehicle weight.

An analysis of the drivers tachograph print-out indicated that there was an infringement pertaining to daily rest on one occasion. The driver was cautioned and interviewed in relation to the matters.

In reply to being asked about the overloaded offences he said, "what can I say." When asked about failing to take the required minimum daily rest on a particular day he replied, "just a mistake."

Tachograph Offences

A County Antrim operator was convicted at Ballymena Magistrates' Court and fined a total of £600 plus £34 costs.

The conviction arose when the driver of a Volvo 3 +3 axle good vehicle in the operator's employment being was stopped at Larne Harbour.

An analysis of the driver's tachograph chart indicated infringements pertaining to the failure to take the required daily rest on three occasions covering the period of one month.

Declined 'Fixed Penalty'

A County Armagh Driver was convicted at Craigavon Magistrates' Court and fined a total of £400 plus £40 costs.

The conviction arose when DVA Enforcement officers stopped a Scania large goods vehicle in the Craigavon area. The driver was asked to produce his digital tachograph card for analysis but was unable to do so.

During a subsequent interview under caution the driver indicated that he had submitted an application for a tachograph card and that he thought he was allowed 14 days exemption. The driver was offered the option of a fixed penalty for the offence but he declined to take that option.

Fined £550 for Being Overweight

A County Armagh driver was convicted at Craigavon Magistrates' Court and fined a total of £550 plus £15 court costs.

The conviction arose when DVA Vehicle Examiners, working in the Portadown area, directed the driver of a Volvo articulated goods vehicle in combination with a 3 axle Montracon semi trailer to the DVA Test Centre in Craigavon for the purposes of a vehicle weight check using the Department's mobile weighpads.

The vehicle was found to be overloaded by 10.1% on axle one, 23.6% on axle two, 22.4% on its gross vehicle weight and by 6.95% on its gross train weight.

During a subsequent interview the driver was asked why he did not check the vehicle weight at either of the two DVA self weigh facilities (open 24/7) between Belfast and Portadown, namely at Garmoyle Street, Belfast and Sprucefield, Lisburn and the driver replied, 'I didn't realise that she was heavy'.

A prohibition noticed was issued restricting the vehicle speed until the load was taken to the operator's premises.

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Customer trial for heavy-duty electric truck in short-radius distribution

This year, Mercedes-Benz Trucks is bringing the world's first all-electric heavy-duty truck to market in a small series. Following the presentation of the Urban eTruck with 25 tonnes gross vehicle weight and a range of up to 200 km at the International Commercial Vehicle Show in 2016, the first vehicles will be delivered to customers this year.

As Stefan Buchner, Head of Mercedes-Benz Trucks worldwide, explained: "Following the world premiere in September 2016 at the International Commercial Vehicle Show the customer reaction was outstanding. We are currently talking to around 20 potential customers from the disposal, foodstuffs and logistics sectors. With the small series we are now rapidly taking the next step towards a series product. By 2020 we want to be on the market with the series generation."

Zero emissions, quiet as a whisper and with a payload of 12.8 tonnes, the Urban eTruck offers an impressive economical and environmentally friendly concept. Initially, a low two-figure number of units will go to customers in Germany, with more to follow elsewhere in Europe later. These

vehicles will be deployed in real-life transport operations. The aim is to apply the learnings from genuine applications and requirements, coupled with customer feedback, to

further optimise the electric truck's concept and system configurations. The tests will include use in shift operation, charging times plus battery and range management.



Stefan Buchner continued: "When it comes to future technological issues we have set the standards in the sector, for instance with regard to electric and autonomous driving plus connectivity. 2017 will now be our year of implementation: step by step we are developing the vehicles and systems to achieve market maturity."

In order to be able to depict the various application possibilities, 18- and 25-tonne models will be equipped with refrigerated, dry box and platform bodies. Together with a special charger which takes into account the increased demands on a truck, the vehicles will be handed over to the customers to use for a period of 12 months, during which they will be supported by Mercedes-Benz Trucks' road testing department. The use profiles and areas of application will be recorded, and the knowledge gained compared with expectations.

The Urban eTruck is part of a comprehensive electric initiative from Daimler Trucks. The light-duty FUSO eCanter electric truck will be in use in a global small series in 2017. Around 150 vehicles will be handed over to selected customers in Europe, Japan and the USA. Daimler Trucks is thus covering a wide application portfolio of electric trucks all over the world.

Volvo Trucks' Latest Concept Vehicle Tests Hybrid Powertrain

With the Volvo Concept Truck, Volvo Trucks has developed its first hybrid vehicle designed for long-haul applications. In combination with the vehicle's other improvements, the total reduction in fuel consumption and CO₂ is around 30 per cent.

Volvo Trucks first unveiled the Volvo Concept Truck in May 2016, but now it has now developed and enhanced the vehicle even further. In addition to the improvements in

aerodynamics, rolling resistance and reduced weight, the new version also features a hybrid powertrain – one of the first of its kind for heavy-duty trucks in long-haul applications.



"We strive to be at the forefront of electro-mobility and to constantly push the limits when it comes to reducing fuel consumption and emissions," says Claes Nilsson, CEO at Volvo Trucks. "Over the coming years, as society moves more and more towards renewable energy, we strongly believe that electro-mobility and hybrid technology will become increasingly important. The powertrain in our concept truck has been developed to improve transport efficiency and thereby help the industry towards sustainable transport. With the concept truck we will gain valuable knowledge and experience, which will help us develop the technology further."

The hybrid powertrain works by recovering energy when driving downhill on slopes steeper than one per cent or when braking. The recovered energy is stored in the vehicle's batteries and used to power the truck in electric mode on flat roads or low gradients. An enhanced version of Volvo Trucks' driver support system I-See has also been developed specially for the hybrid powertrain. This analyses upcoming topography to calculate the most economical and efficient choice between the diesel engine and the electric motor, in addition to the optimal time to use the recovered energy.

In long haul transportation, it is estimated that the hybrid powertrain will allow the combustion engine to be shut off for up to 30 per cent of the driving time. This will save between 5-10 per cent of fuel, depending on the vehicle type or specification and its drive cycle. It also offers the ability to drive in full electric mode for up to 10 kilometres, enabling the vehicle to operate with zero emissions and low noise.

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FAKE NEWS & THE AIR THAT WE BREATHE

Let's take time out from unreasonable customer demands, uncertainties around Brexit, and the current absence of a government in Belfast to look at an issue where haulage vehicles are in the lead – that is, air quality.

Lorries are not exactly top of the popularity polls. So when we get some good news about our industry, it is worth highlighting. The Euro VI trucks that the industry has been buying over the past three years are solving the air quality problem which is so taxing national government and local councils throughout the UK, and indeed Europe. But that is not widely recognised.

This is an important issue that could yet lead to restrictions on where older vehicles can deliver – Westminster government is drawing up proposals.

Let's wind back a few years. The Euro emissions programme which has been running for all vehicles since the early 1990s had failed to deliver the intended air quality improvements. Cars, vans and trucks, all disappoint. Most notably for us, Euro V trucks have been a major disappointment in real-world operation spewing levels of NOx far in excess of the test standard.

That is what has led to the controversies and court challenges on air quality and it is why we are failing to meet mandatory air quality targets, set by the EU but enforced in UK law. Vehicles on the road are failing to get anywhere near their emissions test standard in operation.

There is a huge irony in all this. The EU set the air quality targets. The EU set the road map for getting there, with the Euro emissions standards. But now that the road map has taken us off in the wrong direction, the EU appears to evade all responsibility. The blame lands on the member states and the burden on vehicle users, who bought in good faith.

One day, perhaps, the full story of how the EU worked to such inadequate test standards may come out. But I am not going to hold my breath (although in some parts of the country that's not such a bad idea for a while).

The significance of Euro VI heavy diesels – ie truck engines – is that they mark a turning point. The emissions standard was tightened, the vehicles perform to standard in real-world operation, and the result is transformation. It is hoped that cars will deliver from 2018 and vans from 2019, but they are not there yet.

Credit Due

Euro VI trucks are out-performing everything else on the road. But they, and the industry, are not getting the credit.

The Road Haulage Association was disappointed to see the Department for Transport in

London pointing the finger, by implication, at trucks in its newly-published Freight Carbon Review. HGVs, it said, produced 21% of road transport NOx even though they account for "only 5%" of vehicle miles.

I wouldn't think that record was particularly bad, even if it was true – which it isn't. After all, trucks are the most productive vehicles on the road. A laden 44 tonne, double-deck artic may be producing far more pollution than a car, or even a van, but it is doing a heck of a lot more work. It could be carrying around 20 times more than a van and how do you compare it with a car with a driver and possibly one or two passengers?

Fake News

But the 21% percent NOx figure isn't right. It is Fake News! It is based on figures published in 2014, which are used without reference to what has happened since – so it is reflecting in the past, rather than looking at the present and the future.

The RHA asked Volvo Truck in Warwick to guesstimate the proportion of HGV miles now being done by Euro VI trucks. Their very rough estimate was 33-40%, and rising month by month. This isn't a particularly sophisticated calculation, granted, but as it happens it chimes almost exactly with a figures used at a big road user changing conference in Brussels last month.

The significance hits home when you factor in that Euro VI trucks are reckoned to be around 90% cleaner on NOx than earlier vehicles. (The exact figure differs from study to study.) Transport for London, surely the toughest HGV regulator in Europe, calls them "ultra-low emission". So the 21% NOx figure is in reality around 14-15%, and falling. Even more graphically, press reports have suggested that real-world testing shows that the latest trucks are no more polluting than a VW Polo.

Credit is due to the Department for Transport – they took these points on board when we pointed them out.

The success of Euro VI is something of a double-edged sword. It does point up the deficiencies of previous trucks. But they remain the least polluting in terms of productivity and should be allowed to be replaced without further restrictions beyond those already announced.





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RHA To Deliver “Driving Britain’s Future” Workshop Programme

As part of Europe’s largest road transport conference, the Road Haulage Association is set to deliver an all-encompassing workshop programme entitled “Driving Britain’s Future”, which will cover a range of key issues impacting fleet operators.

At the Microlise Transport Conference RHA Policy Director Jack Semple will lead the programme looking at issues such as industry image and perception, and the impact on the skills shortage. Brexit will also be featured, with the RHA considering what it means for hauliers. Finally, driver health and welfare will also be discussed.

Semple will be joined by Deputy Policy Directors Colin Snape and Duncan Buchanan in a purpose built workshop space, found within the exhibition area of the conference, which is expected to welcome over 1,200 delegates.

“We are excited to be returning again to the Microlise Transport Conference – a must-attend event for anyone working in haulage and fleet operations,” said Richard Burnett, Chief Executive of the RHA. “The conference has



become a key date in the industry calendar and our programme will give delegates the opportunity to learn about a wide range of crucial topics at the top of the agenda for industry professionals.

“The Microlise Transport Conference has grown rapidly over recent years, reflecting the quality

and importance of the event.

We at the RHA look forward to contributing to what will again be a fantastic and valuable day.”

The main conference programme will see senior executives from the likes of DVSA, Eddie Stobart, Transport Commissioners for Great Britain, Government Office

for Science and the Institute of Couriers take to the stage, with further speakers to be announced over the coming weeks.

This agenda is supported by the RHA Driving Britain Forward’s workshop, as well as the Microlise workshop covering technology in transport; and the Motor Transport workshop featuring innovative industry suppliers.

“The RHA are working day and night for the benefit of the industry, across a whole host of issues and challenges,” commented Bob Harbey, Executive Director of Microlise. “We’re delighted they’ll be featuring heavily at the Microlise Transport Conference to provide insights across these issues to delegates attending on the day.”

Registration for the Microlise Transport Conference, which is free to attend are now open at www.microliseconference.com. The conference will take place on the 17th May at The Ricoh Arena in Coventry.

It will once again be chaired by award-winning motoring journalist, author, TV presenter and campaigner Quentin Willson.

The RHA’s Driving Britain’s Future programme can be found at www.microliseconference.com/rhaworkshop.

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Michelin Off-Road Truck Tyres Get Payload Advantage

Operators of civilian and public service all-terrain trucks can now benefit from a significant payload advantage thanks to Michelin’s new X Force ZL – off-road, deep tread tyres, which they say offers the highest tyre load-carrying capacity available on the market.

Designed for commercial vehicles with a gross weight of 7-13 tonnes, the new X Force ZL 335/80 R 20 tyres have a load capacity of 3,350kg per tyre – an increase of 775kg over the previous generation.

According to Michelin, the new range allow for payloads to increase by up to 400kg-plus per vehicle, without compromising the tyres’ speed rating (up to 110kph) or performance in the challenging off-road conditions faced by forestry, utility and fire services.

Damage resistance capabilities have also been further enhanced thanks to a new casing construction and reinforced crown area.



Krone: All from a single source

With the Profi Liner, Krone presents a true all-round vehicle that can be used flexibly for a large variety of applications.

For example, the industry-proven equipment includes a 30 mm thick, waterproof, glued and completely sealed slab floor, which is designed for a max. 7000 kg forklift axle load. Moreover, the TrailerSafetyFloor is equipped with a non-slip coating.

The load securing package also fulfils professional requirements, ranging from the Multi Lock external frame to the Multi Block loading beam, Multi Fix, Multi Wall, all the way to Multi Block Paper. With this equipment, the trailer meets the following load securing certifications: DCE 9.5, EN 12642 XL, VDI 2700, as well as beverages transport. The trade fair vehicle will be presented with a



full load, so that the fair visitors can test and evaluate the various load securing equipment.

With regards to safety, there is also the new Ice Protect Easy System, which prevents the formation of dangerous sheets of ice on the trailer roof. The Ice Protect Easy System is activated through an electric motor; the motor

actuates a mechanical hoisting device that is located under the trailer roof tarpaulin. By means of wire brackets, which are positioned between the transverse hoops and are interconnected, the roof tarpaulin is quickly raised by approx. 18 cm. As a result, water can no longer accumulate.

The standard equipment of this versatile, multi-functional semitrailer also includes the Krone axle, with fully automatic electronic lift axle control for the first axle. Meanwhile, Krone Telematics 'Dry 2' provides ultimate trailer monitoring - it keeps an eye on the location, operating data, coupling status and error messages from the brake system.

And last but not least, the Profi Liner is distinguished by distinctive Krone branding; i.e. all accessory parts are given the Krone look and a Krone number; this makes everyday operations much easier for the transport company, since they only have one contact person for all questions regarding service, maintenance and spare parts.

UK truck market remains strong as demand grows

2017 registrations of new heavy goods vehicles rose 5.3% to 46,231 units in 2016, according to figures released by the Society of Motor Manufacturers and Traders, marking the sector's third consecutive year of growth.

The year ended on a positive note, with 13,555 new HGVs registered in Q4 – a 2.3% improvement on the same period in 2015.

Rigid vehicles continued to fuel the market throughout 2016, with both the >6-16T and >16T

segments experiencing double-digit growth – up 21.6% and 14.5% respectively. The artics segment, meanwhile, ended the year down by -7.5%, but in the fourth quarter bucked the downward trend set earlier in the year, rising by 0.7% as an uplift in demand

for 3+ axle artics compensated for a decline in 2 axle vehicles.

Mike Hawes, SMMT Chief Executive, said, "Another year of growth for the HGV market in 2016 is a positive sign for the sector, particularly as it follows such an exceptionally strong 2015. HGVs

are essential for transporting vital goods around the country and their demand provides a barometer for the UK economy, so these results are certainly welcome. Looking ahead, we must ensure business uncertainty is minimised so that this success continues."

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Continental Tyres appoints new commercial sales and marketing director

Mat Wilkinson has been appointed as Commercial Sales and Marketing Director for Continental Tyre Group, with responsibility for the UK and Republic of Ireland.

With a career in the tyre industry which spans almost 20 years, Mat will be taking over from Arthur Gregg, who has moved to a new position within Continental, as Integration Manager for the Bandvulc business.

Mat began his career in 1998 working for Michelin Tyre Plc as a Truck Sales Manager. During his 11 years with Michelin, Mat gained experience in a variety of customer facing roles, from traditional sales, project managing CRM systems through to Michelin Fleet Solutions. During his final years with Michelin, Mat worked predominantly in PPK and Risk management, delivering advice and support to the Senior Management team, Key Account and Sales Managers. Most recently Mat spent six years with Bridgestone

Europe based out of their European head office in Brussels. While at Bridgestone, Mat was involved in the development of medium to long term strategies for the Commercial Business Unit, providing leadership to the business development, operations and system development departments as well as responsibility for the European Solution Business.

Says Mat: "These are exciting times in our industry. Customers have far more sophisticated expectations than ever before, requiring solutions which offer real business value as well as data that is meaningful, manageable and actionable. We no longer work in an industry which simply provides products, tyres are a financial asset for our customers that need to be managed not just maintained."



Mat Wilkinson

Fixed costs attract haulier to strike first MAN deal

MAN Truck & Bus UK has delivered its first vehicle with Northern Ireland haulier J Adams Transport and Sons.

It is also the first deal struck by new MAN sales executive Mark Lennox since he joined the firm from a career in the automotive industry.

Company owner John Adams said: "Mark arranged for us to have the de-monstrator in and it seemed to have gone down well with the drivers, but it wasn't until I drove it – to return it to MAN – that I realised what a good drive it was and decided I was definitely interested in adding one to the fleet."

"One of our contracts sees us doing runs across to the mainland and travelling to and from Carlisle and Cumbernauld as often as three times a week. The MAN TGX is used for those routes because of the contract hire pack-age we have secured. It helps us to know exactly how much we are going to be paying each month."

John added: "The driver who makes these runs has also praised the comfort of the cabs – in fact he said he has had the best night's sleep in the MAN cab than he has had in any other."

Mark Lennox said: "The MAN TGX has been on the road for a few weeks with J Adams Transport and Sons and has already established itself as a cost-effective addition to the fleet."

"The fact that the customer has a set cost each month for the vehicle each month is certainly an attractive prospect for any haulier and we are glad we have been able to meet John's expectations with the MAN 26.480."



DPD app smashes through the one million downloads barrier

Just 8 months after its launch, DPD's unique YourDPD app has chalked up a major landmark with its 1 millionth user download.

Johan Ortiz, from Sheffield, downloaded the app to become the 1 millionth user and was presented with £250 worth of vouchers by Andy Markham, General Manager - DPD Sheffield, to mark the occasion.

DPD launched the ground breaking app in May 2016 to enable customers to take complete control over their parcel deliveries, and ensure that they never miss a delivery again. Your DPD enables customers to create their own profile, set their

delivery preferences and track deliveries. The app even allows customers to request that drivers always avoid certain times of the day, such as the school run.

The app is free to download from Apple and Android app stores and is compatible with Apple Watches.

DSV Invests In Immingham Logistics Facility

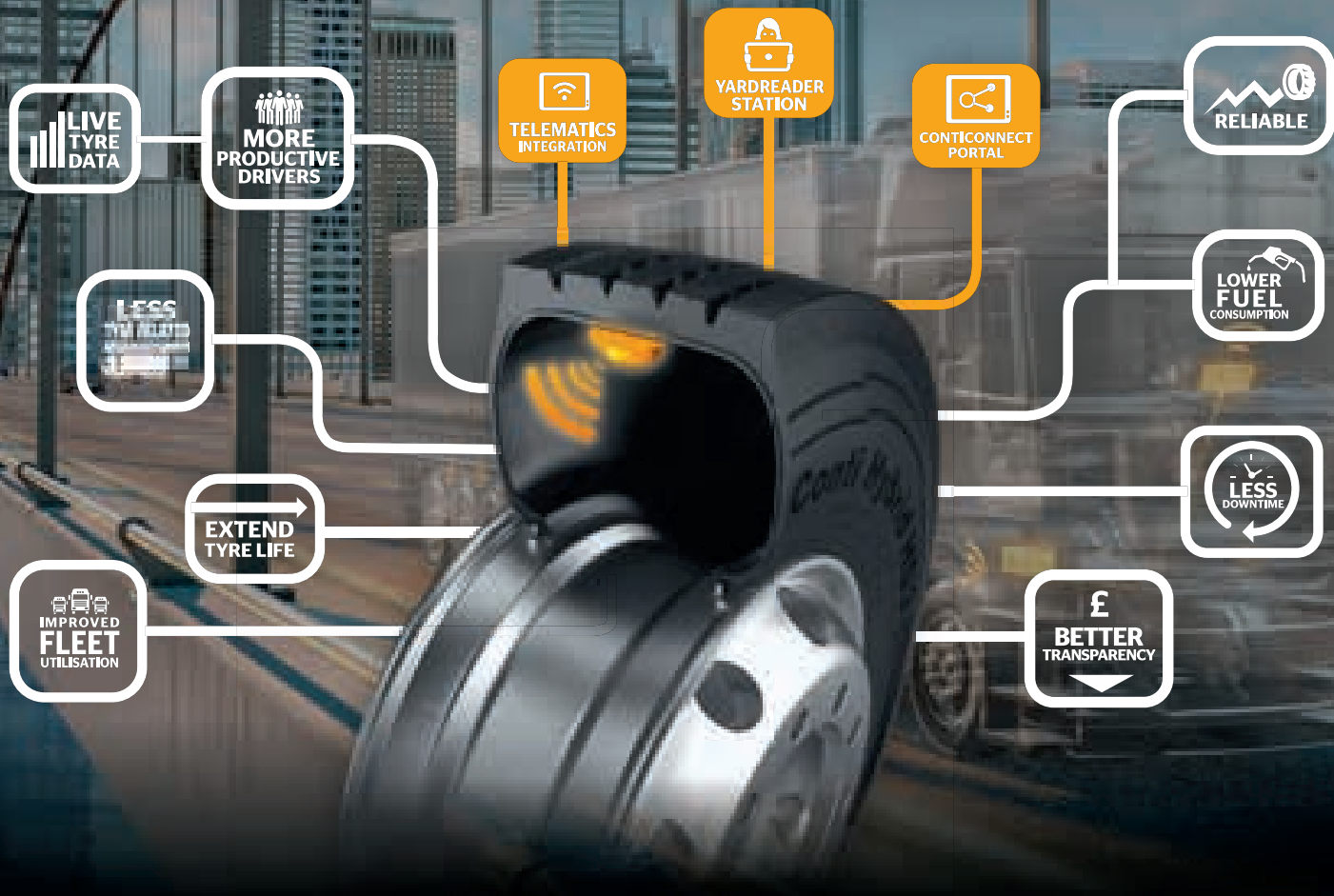
DSV is expanding its warehouse and new state-of-the-art offices in Immingham, Lincolnshire.

The centre, which is being increased to a 100,000 sq ft logistics facility, will be fully operational at the end of May and will provide DSV customers with additional capability and capacity to add to the company's existing resources in the region. It has been designed specifically to further streamline customer service levels and reinforce DSV's comprehensive domestic network in the UK.

Jesper Hansen, DSV Road Limited Managing Director says: "With this investment, we are consolidating, as well as future proofing, DSV's position in Immingham. This is really good news and sends a strong and positive signal to our highly valued clients and employees."

Karl Timmis, DSV Road Limited Director of Operations, explains the motivation behind this expenditure: "The expansion of the Immingham warehouse and the investment into these excellent new facilities is a result of the clear potential we recognise in this region. We look forward to seeing further developments in this important area over the coming year."

Strategically located on the east coast, Immingham has also become increasingly significant as a gateway to Scandinavia, Germany and the Benelux countries. Karl explains: "We are reinforcing the strong links we already value with the Nordic markets. We are confident that companies in this area will welcome our cutting-edge facilities and daily services. We are also anticipating increased European road groupage in the coming months."



A pioneering spirit, still innovating after 140 years.

Increasing efficiency and profitability, whilst reducing on-road risk. Lowering operating costs whilst increasing driver and load safety. All things are possible, with German engineering and innovation.

Hidromas Gold Series Hydraulic Cylinders

Hidromas, one of the world's leading manufacturers of hydraulic tipper components, are available exclusively across the UK and Ireland through BPW Limited.

Hidromas' gold series offer the highest quality cylinders featuring an advanced sealing system, with all stages made from hard chrome plated, cold drawn tube. The chrome plating gives a superior smooth surface finish to protect the seals from corrosion and most importantly, contamination by dirt and dust, which is vital for a long service life.

The unique design of the Hidromas gold series makes their hydraulic cylinders one of the lightest and strongest in the world. By using European cold drawn tube, the higher density material can produce thinner walled sections, therefore achieving considerable weight reductions whilst still retaining all the strength of a thicker and heavier hot drawn tube.

Constructed for maximum durability and optimum efficiency these cylinders will operate



between a remarkable -40C/+60C. With no oil leakage and easy maintenance guaranteed, the gold series cylinders highly rated performance make them the ideal choice for tipper operators. The Hidromas range includes hydraulic

cylinders, gear and piston pumps, control valves, PTOs and complete wet kits, such as the new corrosion resistant aluminium oil tanks, all of which can be applied to truck and trailers for side or 3-way tipping.

Maximum durability and easy maintenance are inherent features of the unique Hidromas design. By sourcing like-minded suppliers, BPW is able to offer a diverse product range, one which allows customers to order high end components from one reliable source, BPW.

Mark Longmore, Business Development Manager of BPW Limited, says: "Each component of the Hidromas product range is engineered with meticulous precision, offering customers new high-end products from a name you can trust. And, as with every BPW product, it comes with our renowned customer service and support."

Michelin truck and bus teams to work closely in UK and Nordics

Michelin's truck and bus division has strengthened operations in northern Europe, with the heads of its commercial and marketing teams in the UK and Ireland taking on responsibility for Denmark, Finland, Iceland, Norway and Sweden.

The creation of a larger 'North Europe' team brings wider expertise and greater resources to staff across all seven countries, meaning customers will benefit from an even higher level of service.

The changes see Guy Heywood, [49], appointed Truck & Bus Commercial Director – North

Europe and Chris Smith, [33], appointed Truck & Bus Marketing Director – North Europe.

Guy Heywood will also continue as Commercial Director of Michelin Tyre plc, which sees him represent Michelin commercially in the UK and Ireland, co-ordinating across all product lines.

Commenting on the new role, Guy explains: "Bringing our teams together makes a lot of business sense. It streamlines processes, gives us greater critical mass and ensures we have access to wider industry knowledge, which in turn directly strengthens our offer to customers."

Thermo King Introduces New All-Electric Unit

Thermo King has enhanced its B-Series of efficient and environmentally friendly units for small delivery trucks and vans with the introduction of B-100 30.

The new non-diesel, vehicle-powered refrigeration unit adds an electric heating option within the same compact dimensions and the same high performance typical for the entire range.

"The new B-100 30 and the entire all-electric B-Series units are a perfect fit for customers looking for high performance refrigeration units for their "last mile" applications such as home deliveries or the transport of pharmaceutical products," said Eneko Fernandez, product management leader at Thermo King. "Having no diesel engine, the units gives transporters the flexibility of inner-city, low-emission zones operations

and contributes to the low total cost of ownership."

The B-Series range of zero-emission electric units are powered directly from the vehicle battery. They are compatible with vehicles equipped with original air-conditioning system requiring no drive kit or vehicle modification while the thin ceiling mounted evaporator contributes to increased payload space.

The new B-100 30 unit adds electric heating option to the current range providing constant electrical cooling and heating capacities. Heating capacity is independent from vehicle engine and ambient temperature.



FORS headline sponsor at Brake's Fleet Safety Conference

FORS, the Fleet Operator Recognition Scheme, will be supporting the Brake Fleet Safety Conference at the St John's Hotel, Solihull, on Thursday 25 May 2017.

FORS is the headline sponsor for its Fleet Safety Conference this year which will cover road safety related issues with a focus on drivers, their vehicles, road safety in the community and protecting vulnerable road users.

"Safety is at the heart of FORS and the Fleet Safety Conference is a great way for us to continue to spread that message and encourage operators to embrace best practice," commented John Hix, Concession Director at FORS.

"Brake continues to do a fantastic job in championing these aims and we look forward to working together once again to encourage real change in the industry."

Quinn Building Products Increases Productivity With New Renault Trucks

As part of an on-going investment programme that will replenish its full fleet over the next four years, leading construction product manufacturer, Quinn Building Products, is driving productivity and efficiencies across its operation by specifying 50-tonne Range K 8x4s and 39-tonne Range C 10x4s.



Supplied by the Northern Ireland Renault Trucks dealer, Diamond Trucks, the four 13-litre 50-tonne Range K480 Xtrem 8x4s, with Bennes Marrel tipping bodies, Optidriver automated gearbox with Optibrake + retarder, are on steel suspension throughout – three leaf on the front and ultra-heavy duty 11-leaf on the 32-tonne bogie. The 34 tonne payload enables each Range K to carry six to eight tonnes more on every load.

The Range Ks are part of a fleet of 26 eight-wheelers that transport 1.4 million tonnes of limestone rocks and crushed stone from the company's Swanlinbar quarry running on an 11 kilometre private road over the Slieve Rushen mountain to its Portland cement production plant at Ballyconnell, Co. Cavan.

Following extensive research to find a road truck that could operate at 50 tonnes, Quinn Building Products' Transport Manager, Gearoid Gilheany, identified the Range K480 Xtrem as the truck that met all his criteria.

Gearoid says: "This is all about productivity. We're already running vehicles at 35 to 42 tonnes, and we wanted to move to 50 tonnes road truck. Most of the equipment on the Range K Xtrem is standard, and payload advantage is fantastic - each truck runs 12 to 14 times a day across the mountain, which amounts to increasing productivity per vehicle by 100 tonnes each day, it's very impressive. We will be replacing more of our fleet shortly, and the improved productivity of the Range Ks will allow us to reduce the number of vehicles to 20."

He continues: "Although it's early days, we're pleased with the performance of the Range Ks. The Optidriver automated gearbox has been very well received by the drivers, and the trucks are working well on the challenging terrain, both in the quarry and over the mountain road. Fuel is also impressive, too."

Working for Quinn Cement and Quinn Lite, transporting bagged cement and thermal blocks across Ireland, the company's two new 39-tonne Range C380 10x4s provide the flexibility of five axles in the South and reverting to 32 tonnes when operating in Northern Ireland. The trucks, with fifth rear lift and steer axle, Thompson off loader body and Palfinger PK 18001 L crane, handle an increased payload of 4 tonnes over standard 32-tonners.

"The payload difference on the Range C five axles gives us an additional 22.5% every load, which means improved productivity and fewer journeys," comments Gearoid.

All maintenance of Quinn Building Products' total fleet of 150 trucks and 150 trailers is undertaken at the company's in-house workshop. Although located some 90 miles from Belfast and from Dublin, the company enjoys good back-up support from Renault Trucks, with Diamond Trucks holding impress parts for the Range Ks and Range Cs, as well as the existing Kerax, available for same or next day delivery.

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Concrete order boost for MAN

MAN Truck & Bus UK has supplied 3 new MAN TGS 35.440 8x4s fitted with Liebherr mixers to join the ready-mix fleet at Tracey Concrete.

Tracey Concrete, one of the UK and Ireland's largest precast concrete manufacturers, based in Enniskillen, has turned to MAN to supply the new vehicles as they were looking for a sturdy and reliable product



and MAN ticked both those boxes.

Anton Tracey said: "We have a fleet of approximately 30 lorries and half of our more recent additions are MAN.

"We opted for the MAN TGS and the 8x4 spec because we were looking for a vehicle with a strong chassis. They will be delivering Readymix and Flow Screed in to local sites with rough hilly terrain and the 440 engine is ideal for this.

"The trucks have been purchased due to a company expansion and also to replace old fleet." Brian Beattie, MAN area sales manager, added: "Tracey Concrete is a prestigious firm and we are delighted that they have recognised MAN for delivering vehicles that can meet their exacting requirements.

"The trucks will certainly be put to the test, but we are confident that they will stand up to the tough challenges and deliver on efficiency and quality."

Why automation alone won't kill the freight forwarder

The British International Freight Association (BIFA) has reacted to current speculation that Amazon and Uber may be about to launch their own global freight brokerage businesses by underlining "the vastly challenging and circuitous landscape" that traditional freight forwarders and brokers operate in on a daily basis.

The trade association for UK freight forwarders notes that while Amazon is yet to confirm its plans, Uber has already soft-launched Uber Freight, and according to Business Insider UK, the San Francisco based company, has ambitions to cut out freight intermediaries by introducing load matching apps which would provide real-time pricing. Smaller start-ups such as Cargomatic, Convoy and CargoX also have the same idea.

As for Amazon, it recently unveiled plans to build a worldwide services hub in the America mid-west, and has also acquired thousands of its own trucks, which some say sends

a firm signal of its ambition to take on brokers and forwarders.

But BIFA Director General, Robert Keen, believes that BIFA members have nothing to fear. Keen, who has led the trade association for nearly three years, outlines three reasons why BIFA's members will remain largely unaffected:

Resilience

"I have been working in the industry for over 40 years and have watched the naysayers and doom mongers in the media, and the wider industry, predict the demise of forwarders and brokers, only for them to have

been proven wrong. In fact, the opposite is true. We have more forwarders now than ever before."

Complexity

"Freight industry supply chains are highly complex and multi-layered. I find it hard to believe that there is an algorithm out there which can successfully absorb, understand and counter all the challenges that our members face on a daily basis. How, for example, does an app react to freak weather and negotiate customs issues?

Trust and Confidence

"Freight forwarders are often

described as the 'architects of the supply chain' and for good reason too. They understand the intricacies of the mosaic-like supply chain frameworks that exist, and most importantly, many of our members, over several decades, have acquired knowledge, experience and agility that the tech-startups will find almost impossible to match. How will they cope, for instance, when a truck carrying expensive and time-sensitive cargo breaks down? Who will arrange for a replacement truck? And who will guarantee the load? Many of these questions cannot be suitably solved by an app alone."

Montracon adds more bodies and a national sales manager

Montracon has launched a range of curtainsider and boxvan bodies for rigid vehicles, the move being seen as a further commitment by the manufacturer to its increasing involvement in this important fleet sector.

In addition, the company has announced the appointment of Sara Cleverley as area sales manager for rigid bodies.

Sara has joined Montracon following a career spanning almost 20 years in the truck industry, mostly in sales and sales support with nationally known companies in trailer and bodybuilding.

Joining the already established refrigerated body range for rigids of 18tonne gross plus, Montracon's curtainsider and boxvan ranges have been designed for chassis from 7.5tonne gross. The curtainsider features an all bolted galvanised steel underframe and is built to EN12642-XL; the boxvan features

an all bolted aluminium underframe.

Commercial vehicle finance provider and leasing specialist Asset Alliance has taken delivery of an order for 91 Montracon bodies, a mix of boxvans, curtainsiders and refrigerated. It has also placed a follow up order for a further 24, a mix of curtainsiders and refrigerated.

Speaking of the announcement, Montracon sales and marketing director John Rice said: 'Sara joins us at an exciting time, the more so as we are and will continue to introduce exciting new products in what is a parallel market sector to trailers. Moreover, we have now created dedicated engineering resource



Sara Cleverley – heading up Montracon body sales

to support our body products that, excluding the beaver tail machinery/plant mover that is produced at Mallusk, will be built in a dedicated facility at our Market Weighton plant.

'A curtainsider rigid will be one of four vehicles on the Montracon stand at the upcoming CV Show,' he said.

ARE YOU THE BEST? PROVE IT!

Send in the Entry Form or Enter online at

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CLOSING DATE for Entries 1st JUNE

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2017

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THURSDAY 14th SEPTEMBER**

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Entries and nominations are invited from individuals or companies connected with the Irish road transport & logistics industry, to enter in any or all of the categories listed

EXPORT & FREIGHT

TRANSPORT & LOGISTICS AWARDS

2017

Enter Below or Enter Online at www.exportandfreight.com

Safety Award



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

Driver of the Year



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

Technician of the Year



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

Excellence in Customer Service Award



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

Top Fleet of the Year



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

Innovation Excellence Award



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

Transport Manager of the Year



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

Trailer Fleet of the Year



This award will be presented to an operator whose trailer fleet proves itself in consistently offering exceptional standards in every aspect of operation, including use of innovation, safety performance, vehicle efficiency and operational uptime. The winner will also be able to demonstrate how their trailer specification is tailored to their operational requirements and supports their business objectives.

Van of the Year



This Award invites all van manufacturers to nominate one vehicle from their model range up to 7 tonnes which they see as the ultimate fleet truck for the UK and Ireland. The only conditions are that the nominated vehicle must be reasonably new and a proven workhorse for a wide range of locally, nationally or internationally running fleets. One will be picked as Van of the Year by an independent panel of Judges picked by the manufacturers.

SO HOW DO YOU ENTER?

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

Here are some points to consider:

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

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

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

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

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

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

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

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

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

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

Top Team of the Year



This award is open to all companies and businesses in every sector of the logistics industry - from transport and logistics operators to exporters, warehousing experts, shipping companies and dealerships - and recognises teams within the organisation who by working together on a project, initiative or strategy have made a significant and positive contribution, perhaps by overcoming difficulties and challenges to do so. A 'team' by definition could be made up by just two people or a hundred; size is not important. What is important is that the team can demonstrate outstanding achievement or accomplishment in their area or field of expertise.

Top Training Operator of the Year



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

Chilled Operator of the Year



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

Transport Personality of the Year



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

Own Account Operator of the Year



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

Logistics & Warehousing Specialist of the Year



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

Excellence in Maritime Logistics



This award category honours and acknowledges the contributions made by individuals and organisations involved in the maritime logistics sector - from shipping lines and shipping agents to freight forwarders and warehousing. The award will be presented the company / individual who has shown consistent excellence in their approach to business, in their implementation of measures and strategies to further enhance their business model to meet customers specific needs and in their engagement with and support for their client base.

Excellence in Compliance



This Award will be presented to a company providing evidence of tachograph analysis with a low level of infringements and/or showing continuous improvement; offering a proactive voluntary training (not DCPC) by staff aimed at improving understating of O licence undertakings and compliance and a system for managing payload weights to avoid overweight vehicles; evidence of a daily check system for drivers with a clear process showing actions taken when defects are found; evidence of checking drivers licences at least once per annum and detailed reports of regular safety inspections for vehicles

Haulier of the Year



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

European Haulier of the Year



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

Truck of the Year

Lightweight Distribution (2 axle)



This award invites all truck manufacturers to nominate one vehicle from their Light to Medium truck model range from 15 to 18 tonnes (2 axle rigid) which they see as the ultimate fleet truck for the UK and Ireland. The only conditions are that the nominated vehicle must be reasonably new and a proven workhorse for a wide range of locally, nationally or internationally running fleets. One will be picked as Lightweight Distribution Truck of the Year by an independent panel of judges.

ENTRY FORM

HOW TO ENTER:

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

ENTER ONLINE AT www.exportandfreight.com

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

You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category. The judges' decision is final and no correspondence will be entered into.

All entries are private & confidential. The winner will remain confidential until the event.

All entries/nominations should be received by 1st June 2017

via online submission at www.exportandfreight.com

or email to helen@4squaremedia.net or post to

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

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Champagne courtesy of A1 Tyres



Wine courtesy of MOTIS



Top Table Award courtesy of RHA



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or email table or seating requirements to helen@4squaremedia.net

Allen Logistics celebrates bicentenary with Mandata

Award-winning Allen Logistics NI Ltd is celebrating its 50th year in business and puts its success down to good old fashioned customer service and the ability to move with the times.

The family-owned business, working across multiple sectors of the road haulage industry started out life as a small, independent general haulage firm moving goods around Northern Ireland. In recent years however, the company has reinvented itself by rebranding, investing in new technology, and becoming a member of various pallet networks in order to grow the business on a multi-national scale.

Roger Allen said: "We now operate a fleet of 35 vehicles and we're doing over 3000 jobs per week across the UK and Ireland. We invested in a Mandata system to manage the growth of the business and move with the times, since then we've never looked back."

Twice-winners of the prestigious Export and Freight magazine Haulier of the Year award (2009 and 2015), Allen Logistics NI Ltd prides itself on its versatility and its consistently high standards of customer service, no matter what they're delivering.

"We're very flexible with the types of companies we work for," Roger said. "We work with Blue Chip food and drinks companies, and a

number of big retailers, but at the same time we also work for smaller, local and web-based companies; we're really not selective with our customers, we're always looking for new niches in the market so we can continue to diversify."

Providing a complete service for its customers from storage and distribution to picking and packing, Allen Logistics NI Ltd have been using a Mandata TMS complete with integrated Vehicle and Trailer Tracking and a POD scanning module to help support the business since 2008.

"We use our Mandata TMS for booking in jobs, which we then feed into our preferred pallet network for distribution; TPN Ireland Fortec, or Hazchem," Roger explained.

"Because of the lack of postcodes in Southern Ireland, we still do the majority of our route-planning manually, but we then use the TMS to allocate and manifest jobs out to a vehicle or a sub-contractor. The system also enables us to automatically allocate invoices to every job which simplifies our back-

office processes. "We also use Mandata's Web Services Portal which enables customers to book their own jobs online, which is good. A few of our customers use it to book up to 30 jobs a day which saves us a lot of time in the office, because we don't then have to enter the information onto the system and provides our customers with full job visibility."

Because of the various ways in which the different pallet networks work, for Allen Logistics, operating on behalf of 3 separate networks at the same time means that its systems have to work smart to support the company's unique way of working and meet stringent targets. "PODs are a big thing for us. We need PODs in by a certain time so our customers and other pallet members can view them, we now scan all our POD's into the Mandata system," Roger said.

"All of our customers can log in to and print PODs, so we just send all of our invoices out by email via the Mandata TMS, and customers' can then see the job number, view and print the



matching POD documents as they need and the job's done. The system provides customers with complete visibility and helps keep them informed, it's great."

Looking to the future, Allen Logistics NI Ltd is keen to continue to explore new aspects of the transport industry in order to grow over the next 50 years, whilst still maintaining those all-important service lead values.

"We're always looking for new forms of transport to branch out into and if we find a niche in the market we'll go for it, but at the moment we're happy to just keep doing what we do, looking after our customers and growing the business organically," Roger said.

ATS Euromaster Shares Expertise To Offer Third-Party MOT Training

ATS Euromaster is to share its expertise with the wider industry and offer accredited MOT training to third-party technicians.

The course, which is approved by the Institute of the Motor Industry (IMI) and used by ATS Euromaster to train its own technicians, is now available for any business that wants its MOT testers to benefit from the same high-quality training received by employees at the tyre and vehicle maintenance provider.

The five-day course, held at ATS Euromaster's purpose-built training facility in Aston, covers both Class 4 and Class 7 MOTs – plus management training is available for technicians wanting to run their own test centre. As well as these two courses, ATS Euromaster is also offering the annual MOT training and assessment course at locations across the country.

Fiona Thompson, Group Head of Learning and Development at ATS Euromaster, says: "ATS Euromaster enjoys a reputation of having expertly trained staff, thanks to the quality of our training programmes, which are interactive, professional and practical. Now other businesses will be able to benefit from our expertise with a training programme that provides the perfect combination of discussion, activity and theory."

She adds: "We believe our technical trainers are among the best in the industry and this new opportunity means trainee MOT technicians will be given the highest standard of training possible, exactly the same as our own expert technicians."



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WOODSIDE HAULAGE TAKE DELIVERY OF 60 NEW SDC TRAILERS

Woodside Haulage, one of the leading road haulage companies in the UK and Ireland, have taken delivery of 60 new curtainsider trailers from SDC Trailers in Toomebridge.

The 13.6m curtain-side trailers are an EN 12642 XL spec, with side mounted Henderson track system, spring loaded door retainers, 7 spansett winches with straps, cargo strap storage, a fitted folding Hazchem plate and GRP toolbox.

Managing Director Mark Woodside said the latest trailer order was part of their "ongoing investment to support growth and to maintain a modern trailer fleet whilst upholding our excellent track record for reliable transport services throughout Ireland, the UK and into Europe."

"We have been using SDC trailers for over 16 years and they continue to exceed our expectations. SDC have refined and enhanced their trailers over the years, making them easy to operate and maintain. They also offer a flexible approach which has allowed us to maximise our operations at no extra cost."

The 60 new curtainsiders have joined Woodside's 500 strong trailer fleet providing full load, dry freight transport services to manufacturers, retailers and industry. The Woodside Group companies also provide vehicle transport, pallet distribution, warehousing, road tanker services and air / sea freight services to a broad spectrum of customers in the UK, Ireland, Europe and worldwide.



Mark Woodside, Managing Director of Woodside Haulage (right) with SDC's Sales Manager for Ireland Jimmy McKernan

SDC reveal trailer line up for the CV Show

SDC Trailers have confirmed that they will return to the UK's premier commercial vehicle exhibition with five trailers representing the requirements of today's haulage industry.

First up is a 13.6M GRP parcel van in DX livery based on a proven design giving a robust and practical approach to an almost non-stop operation, fitted with a wide slat roller shutter and internal roof mesh to prevent internal damage this design is now a benchmark in UK parcel operations.

Recent years have shown a huge increase in the demand for 'urban' style reduced length trailers and this is represented by a tandem axle rear steer 10.6m curtainsider fitted with a BPW load restraint system, giving a practical and safe option in load security.

The third trailer lined up for SDC's show stand is a slimline neck skeletal trailer fitted with a Genmark UM4 Generator – the first in the UK with a remote unit - capable of carrying all combination containers at a lower than standard height.

Outside the NEC exhibition grounds SDC will have two rental / leasing spec curtainsiders, demonstrating their continuing support for not only bespoke design, but also the backbone of the haulage industry.

SDC's COO Enda Cushnahan said: "We are very excited to be back at the CV Show in 2017,

showcasing the latest trailer solutions from SDC. The CV show is an excellent networking event, giving us the opportunity to review the latest requirements from the road transport sector and look at how we can align our manufacturing accordingly."

"The long awaited and much discussed confirmation of additional Longer Semi Trailer (LST) licences is encouraging news for the industry and with the experience of building over 40% of LSTs to date, SDC Trailers are better placed than anyone to design, build and advise on this innovation."

"Our very own hospitality trailer will be on stand 5F101 to welcome new and existing customers, with our experienced staff on hand to discuss ways that we can maximise their transport operations."

The Commercial Vehicle show is the largest road freight transport event staged in the UK, attracting over 21,000 visitors and everything from truck, van and trailer manufacturers through to fork lift trucks, insurers, tyre, telematics, training providers, fuels and lubricants suppliers. Visitors can gain access to the three day show free of charge by registering on the CV show website.



TRAILERS DESIGNED TO YOUR LOGISTICS REQUIREMENTS

SDC offer a wide range of bespoke built trailers including box vans, curtainsiders, skeletals, platforms, urban and extended length trailers. When you invest in an SDC trailer, you are not only investing in the best technology, quality and flexibility, you're investing in the knowledge, expertise and understanding that comes from years of experience in the haulage industry.

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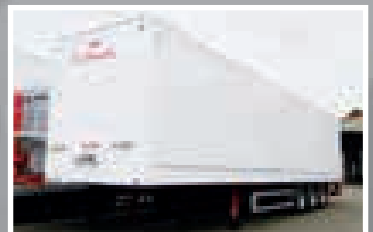
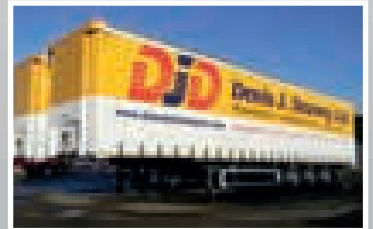
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HEAVY TRUCKS RETURN TO CV SHOW 2017

There'll be loads and loads at CV Show 2017, including some pretty heavy ones as three major truck manufacturers announce their return to the UK's biggest and best event for the road transport, distribution and logistics industries.

The free-to-attend event, which takes place at the NEC, Birmingham, from 25-27 April, has already attracted over 450 exhibitors and has a 10% bigger footprint than in 2016, allowing plenty of space to accommodate the return of two heavy truck manufacturers, DAF and MAN, along with Guest Trucks, a major distributor for Iveco.

DAF Trucks will attend the CV Show with the theme of DAF Transport Efficiency, returning to its traditional location in Hall 5 adjacent to an additional, large outside exhibition area, which will be home to the company's new Showtrekker hospitality trailer.

DAF Transport Efficiency encompasses a range of product enhancements such as Silent Mode and Predictive Cruise Control, supported by its range of customer support services, namely, DAFaid, DAF MultiSupport R&M packages, DAF Parts and PACCAR Financial.

On show will be a mix of models from the company's LF, CF and XF ranges supported by DAF experts from across the company. DAF Trucks in-house finance division, PACCAR Financial, will also be present, showing DAF First Choice, its approved used programme.

"We're very excited to be back at the CV Show in 2017 and to be flying the flag for the heavy truck industry," said DAF Marketing Manager, Phil Moon. "We've enjoyed a market leading position for over two decades now, and it's for good reason.

"We're a very sociable company, too," he said, "and CV Show visitors will be made to feel very welcome on the DAF stand, in our outside exhibition area and on our fantastic new Showtrekker hospitality unit."

Meanwhile, MAN will be using the show for the UK public debut of its new van – the TGE – alongside its range of heavy trucks.



"The TGE will fit seamlessly into the MAN family and will mean there is an MAN vehicle to meet every application across the commercial transport market," said Martin Pickering, MAN Truck and Bus Marketing Communications Manager.

The MAN TGE will fill the requirement for a light commercial vehicle with a gross weight rating between 3 tonnes and 5.5 tonnes and will be ideal for everyday light transport tasks in the transport and haulage sector.

"The attraction of the CV Show for a leading manufacturer such as MAN is not just the number of visitors, but the quality of those visitors. It is a fabulous networking opportunity for us and allows us to meet with our existing clients and build strong leads with potential customers," added Pickering, "footfall at the show is always impressive."

Finally, Iveco will be represented via Guest Trucks, its biggest heavy truck dealer group, which will also have a sizeable stand.

Of course, it's not just the trucks that will draw the crowds to CV Show 2017. As

the largest and most comprehensive road freight transport, distribution and logistics event staged in Britain, The CV Show caters for every operator's requirements and is purposely designed to be a one-stop shop for anyone involved in associated industries.

CV Show Director, Rob Skelton, said, "We're delighted to see DAF, MAN and Iveco via Guest Trucks returning to the CV Show in 2017. Heavy trucks are a vital part of the freight and logistics industry in the UK and their presence adds a real attraction to the Show, as well as giving the manufacturers the opportunity to connect with some of the key players across the haulage industry and demonstrate their products and services, all from one venue."

To register to attend the CV Show for free and find out more about the Show's many features, including some new live elements - details of which are to follow - and a full exhibitor list and floorplan, go to www.cvshow.com

Giti Tire Unveils 'Genesis'

As part of its European truck and bus rebrand project, Giti Tire has announced that its UK retread programme has been renamed Giti Genesis.

Originally known as GT REE-Tread, the next-generation products remain a high-quality, hot cure bead-to-bead retread which are only manufactured using Giti casings in partnership with a leading UK-based operation.

Giti Tire will use CV Show 2017 to unveil the first phase of its Giti branded truck and bus tyre range, with no less than 20 patterns making their European debut. The display will feature new product lines, conversions of existing patterns from GT Radial, many of which have been improved through increased load index label results or 3PMSF winter accreditation, and other tyres from around the world which have been recognised as strategically important and certified for use in the EU.

Last year it was announced that the Giti name will replace GT Radial in the truck and bus segment to create a singular global platform and streamline product development. The tyres will continue to sit at the top of the mid-tier segment with extensive value-added service support. Giti Genesis is available in two patterns: the GDR690 regional drive axle tyre is available in 295/80R22.5, 315/70R22.5 and 315/80R22.5; the GTR990 regional trailer tyre is offered in size 385/65R22.5.



Hankook presents new tyres

Hankook Tyre UK will be presenting their expanding portfolio of commercial vehicle tyres, including the new all-season trailer tyre SmartFlex TH31 displayed in size 385/65 R22.5.

The SmartFlex TH31 is an all-year tyre for medium to long haul applications. It offers four main tread grooves to ensure optimum water displacement, a chamfered profile block design to prevent material splintering and extra-wide closed shoulder area which supports high driving stability and ensures good lateral stability as well as even wear.

New for 2017, the Hankook stand will be featuring a 'Wheel of Fortune' which visitors can spin to win Hankook goodies as well as the opportunity to gain free entry to a draw to win 2 tickets to a 2017/18 Real Madrid home game including flights and hotel stay! The winner shall be announced after the exhibition ends.

Millbrook at the 2017 CV Show

Millbrook Group, the leading independent vehicle testing and validation services provider, has expanded its varied offering for commercial vehicle testing and development, with its latest services all to feature at the CV Show.

The company has had an aggressive investment programme over the last 12-18 months, which is expected to continue following its acquisition by Spectris plc in September 2016.

For many attendees, the 2017 event will be their first opportunity to see what Millbrook Group has to offer to the CV industry, and their first chance to speak with a member of the team to hear how the services can suit them.

Trailer Manufacturers Pull Out All the Stops

Many of the industry's leading semi-trailer manufacturers will be pulling out all the stops to ensure visitors to this year's CV Show are kept in tow.

Major trailer makers,

including SDC, Cartwright, Chereau, Don-Bur, Ekeri, Gray & Adams, Lawrence David, Montracon, Tiger and Transdek will be on-site, with innovations designed to save hauliers money by maximising space and improving fuel economy.

CV Show director, Rob Skelton, said, "To the general public, a trailer is just a trailer. But to hauliers and fleet managers, there are many innovations in their design that allow operators to reduce their costs and improve their environmental performance, which are increasingly important in the logistics industry. The CV Show is the perfect opportunity to see some of this innovation first hand."

Cartwright will have its biggest ever stand at the Show. The company's managing director, Mark Cartwright, said, "Following the success of our stand at the CV Show last year, we have taken a decision to invest in a larger stand this year, reflecting our expanded product range designed to meet the requirements of our client portfolio across all markets."

Milo Cheney, a spokesman for trailer maker Lawrence David, added, "The CV Show is a great networking event and launch platform for all businesses involved in the commercial vehicle industry. This year offers a great opportunity for Lawrence David to launch our completely new vehicle, along with numerous exciting new features."

Tiger Trailers will be using the Show to launch its new 52-pallet moving deck trailer, which will be making its public debut in Hall 5. Sales director, Darren Holland, said, "There has been such strong interest in the product that we've built a demonstrator to take pride of place on our stand at the NEC, and which we're making available for customers to trial nationwide."

Montracon celebrates 40 years in the trailer industry by taking its largest ever stand. Three vehicles, a



Montracon curtainsider body – one of 91 for Asset Alliance

rigid bodied curtainsider, a double deck reefer and a more versatile machinery/plant carrier, make their show debut. A fourth vehicle, a 13.6m curtainsider trailer, adds a further splash of colour, being finished in the company's 40th anniversary livery.

Making its first appearance at the Birmingham show, the curtainsider rigid body is displayed mounted on a 26tonne DAF chassis and is one of an order for 91 rigid bodies, including boxvans and refrigerated, supplied to commercial vehicle finance provider and leasing specialist Asset Alliance. The 9m curtainsider body is of all bolted galvanised steel construction and is built to meet EN12642-XL load security standard.

Asset Alliance has subsequently placed an order for a further 24 bodies, a mix of refrigerated and curtainsiders.

The twin, lifting deck reefer has been developed to accommodate more pallets than previous Montracon models, with the 44 split 18 on the upper deck, 18 on the lower and 8 over the swan neck. This trailer is also displayed fitted with the Axcend Trailmaster - in addition to a reversing safety aid, it provides continuous monitoring of the trailer's performance with a view to optimising utilisation.

A lower profile neck coupled with pop up pneumatic neck ramps has widened the load carrying versatility of Montracon's MT45 machinery and plant carrier. As well as all else, it can now readily handle access platforms and agricultural machinery.

As well as the trailers themselves, CV Show 2017 will give showgoers an insight into some of the key trailer-related safety and security systems on offer, as well as associated components such as tail-lifts, loader cranes and forklifts.



Montracon Double decker accommodates 44 pallets.

Van Manufacturers Will Make Big Impact

All the main van manufacturers will be represented at this year's show, but one of the big talking points is likely to be the MAN TGE, making its first UK appearance.

It's certainly a foray into new territory for MAN; with TGE, the long-established truck brand enters the world of light commercial vehicles for the first time. The introduction of TGE means that the MAN range now starts at 3.0 tonnes, which when combined with its truck models, increases to an impressive 250 tonnes.

With TGE, MAN is clearly evolving into a full service provider when it comes to having the right solution for every transport task. The new TGE sees MAN transferring all its usual customer oriented services from the truck business into the light commercial sector.

In addition to panel vans and combi vans, the variation of vehicle bodies is almost infinite with the addition of chassis cab models with single and crew cabs. Of course, the latter can also be ordered with a wide variety of configurations. In terms of vehicle dimensions, for the new MAN TGE there are two wheelbases, three roof heights and three vehicle lengths to choose from.

VW Crafter

This year's visitors will also be the first to see VW's new flagship vehicle, the all-new Volkswagen Crafter, as it makes its official UK debut.

To demonstrate the quality of the new Crafter, VW will also be displaying the vehicle that successfully completed the 40,000 km Crafter2Craftsmen tour.

Volkswagen Commercial Vehicles

will also have a special Crafter Mobile Service Clinic on display. Alongside the new Amarok V6, a number of other models will be showcased, including the Caddy, the Caravelle and the multi award-winning Transporter.

Peugeot & Citroen

Partner brands Peugeot and Citroën have extended their zero emissions LCV ranges with the introduction of two new vans. The Citroën Berlingo Electric L2 550 LX and Peugeot Partner SE L2 are on sale now.

Both vans offers 250mm more load length than the existing model (2,050mm compared to 1,800mm), and the load volume is extended to 3.7m³ (in comparison to 3.3m³).

The Lithium-ion battery packs are fitted beneath the load floor, providing the same load area dimensions as an equivalent diesel powered Berlingo or

Partner model. The new versions also feature twin sliding side loading doors as standard.

In response to customer feedback, all new electric models have a 16amp, Type 2 charging cable, supplied as standard with the vehicles. The cable is compatible with the majority of public access charging points, and in November 2016, the Government announced a workplace grant that enables customers to take advantage of a price reduction for Type 2 EV charge points.

The 22.5kWh high-capacity Lithium-ion battery packs offer a range of up to 106 miles, measured on the NEDC cycle. Both can be re-charged to 80% of capacity in 30 minutes from a dedicated rapid charge point. The drive motor also provides regenerative braking when the vehicle is slowing



down, helping to re-charge the batteries and reduce brake wear.

Isuzu D-Max

Prior to going on sale in the Spring, the new generation Isuzu D-Max will have its public debut. D-Max has been extensively overhauled, with a brand new 1.9 litre turbo diesel engine, which produces 164 PS and 360Nm of torque.

The engine builds upon D-Max's workhorse character and retains the 3.5 tonne towing capacity and 1 tonne payload whilst providing a quieter, more refined and economical driving experience. Inside, a range of new touchscreen entertainment systems are available, equipped with Apple CarPlay™ and Android Auto™ as well as updated ergonomics and trim quality.

As per previous D-Max models, Shift-On-The-Fly 4x4 is a key feature of the 17MY truck. The rotary dial allows the driver to select four-wheel drive on the move as well as low range gears. New Hill Descent Control and Hill Start Assist are fitted across the range.



Thermo King To Premiere New Units

The CV Show 2017 will be the UK premiere of the new Thermo King SLXi platform of single- and multi-temperature trailer refrigeration units and the new Hybrid Drive Trailer concept leveraging FRIGOBLOCK inverter technology.

The new Thermo King SXLi range includes customisable operational parameters to meet customer needs, their application and ambient conditions. The customised profile conditions create optimised performance and fuel savings of 10 to 20 percent, compared with the predecessor.

The SLXi is the industry's first fully telematics-enabled refrigerated trailer unit, delivering full visibility of the unit and load condition

with Thermo King's new TK BlueBox communication device and Bluetooth® as standard.

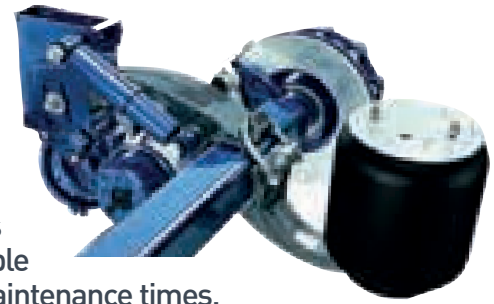
The TK BlueBox collects and stores unit data, which can be accessed through a free app on smart phone or Bluetooth-enabled device. This provides two-way communication that enables real-time unit management and access to critical data. Users can manage defrost, pre-trip, set point and additional operating mode settings remotely,

without a contract or subscription.

The new Hybrid Drive Trailer concept, meanwhile, combines the proven expertise and technologies from both Thermo King and FRIGOBLOCK and will become part of the SLXi refrigerated trailer platform. The Hybrid Drive Trailer concept offers additional fuel and operational savings, as well as low emission and noise levels enabling transport companies access to inner city areas and restricted zones.



BPW To Highlight New Heavy Duty Axle & Suspension System



BPW will highlight their drum and disc brake axles featuring ECO Plus 3 hubs with ECO Air COMPACT suspension. Applying the Formula 1 principle for simple removal of the entire wheel, these hubs considerably reduce servicing and maintenance times.

Making a CV Show debut is the new Airlight 2 Heavy Duty (AL2-HD) axle and suspension system. Designed for fleets with arduous duty cycles and axle loads up to 12 tonne capacity. Following extensive off-road testing, AL2-HD is ideal for the logging and quarry

industries and double decks. This low maintenance system has a clamped axle connection, to easily repair parts rather than having to replace a complete axle.

BPW offer an extensive range of products to support trailer

builders. Alongside BPW landing legs, ERMAX lighting systems, they will showcase Hestal trailer components. Widely known for their EN12642XL rated sliding pillars, fitted as standard by many trailer builders, they also offer drop-sides and CargoMaster, a strap lift

system which meets DVSA load securing guidelines. Other stand highlights are our idem telematics systems. A fully integrated telematics system, that gives management a valuable overview of transport operations to improve fleet utilisation and efficiency.

RHA Showcase Set to Impress

The RHA welcome Goodyear Dunlop and their crowd pulling racing bug game to share its stand space this year, following the success of last year's joint venture.

The RHA stand itself will showcase to members and visitors alike how the RHA, under Richard Burnett's leadership, are 'making waves' in the industry. "Our commercial activities for the Show

include; analysis demonstrations, our new Shop catalogue with more products than ever will be ready in time for Show, the opportunity to speak to our both training and compliance teams."

Legal Services and FR8 insurance experts will be on hand to answer any questions from hauliers. Information on the RHA's other exclusive business partner services will be available ranging from vehicle inspections, rescue and recovery, health & safety services to the relaunch of the RHA Fuelcard.

"Our active policy team will be present at the Show to provide members with the latest campaigning achievements and our ongoing work with Government and beyond as we continue to lobby for our industry and everyone in it."



Apollo Tyres On the Move

Apollo Tyres Ltd, a leading tyre manufacturer which has been establishing itself in the European market since 2009 and has ambitious plans for 2017, will also be at the show to promote its range.

With manufacturing bases in Asia and Europe, it exports its products to over 100 countries. Its brands offer a comprehensive product portfolio spread across passenger car, light truck, truck-bus, agricultural, off-road and bicycle tyres.

A new manufacturing facility in Hungary, with a planned investment of €475 million, is soon to be operational. The company markets its products under its two global brands – Apollo and Vredestein.

Apollo Tyres Ltd has one of the largest radial tyre production capacities in India with 25% market share in the truck tyre sector there, and a strong truck-bus radial heritage that represents 47% of its global revenue. Apollo and Vredestein's extensive distribution network also includes over 3,500 dealer outlets in Europe.

Goodyear Launches New Business to UK Market

The CV Show will see the UK launch for Goodyear Proactive Solutions. This innovative new business offers a suite of demonstrated Vehicle-To-Fleet operations management solutions featuring advanced telematics and predictive analytics technology.

Using intelligent computer algorithms, a wealth of data derived from Goodyear's extensive commercial tyre and service business, and clear, accurate reporting, the solutions allow fleet operators to precisely identify and resolve tyre-related and potential safety issues before they happen. It enables fleets to monitor their vehicles and tyres in real time, affording them a competitive

advantage whilst helping to increase their profitability and operate more sustainably in a rapidly changing environment.

"We are witnessing a transformational shift that is reshaping commercial trucking. In a digital economy, consumers and businesses expect deliveries to be faster, cheaper and more flexible, and in response the industry is becoming increasingly connected and



automated. Goodyear Proactive Solutions offers fleet managers a one-stop, user-friendly solution to help reduce their total cost of operations and improve the uptime, efficiency and sustainability of their fleets," said Marc Preedy, Commercial Director UK&I for Goodyear.

NORTHERN IRELAND LOGISTICS AND TRANSPORT ANNUAL GALA DINNER

The NI Region of the Chartered Institute of Logistics and Transport recently hosted its Annual Gala Dinner at Titanic Belfast. 300 guests were treated to a champagne reception followed by a sumptuous 4-course dinner.



Nick McCullough, Chairman, CILT NI.



The Chartered
Institute of Logistics
and Transport

The host for the event was Zoe Salmon and during dinner guests were entertained by The Irish Magician, Rodd Hogg. After dinner, guests enjoyed hearing from Michael O'Neill MBE and Adrian Logan. The evening was rounded off with music from the Ruth Jennings Jazz Band. The gala event also included the presentation of the 'CILT / RSA Insurance Outstanding Contribution to the Industry Award', which was presented to Roy Adair CBE, Chief Executive, Belfast Harbour Office.

The CILT Regional Committee recorded its thanks and appreciation for sponsorship support received from Stena Line, A&L Goodbody, Grafton Recruitment, RSA NI, Topaz, A One Tyres and Nitro Asset Management.

Photography by Jake Samuels



Nick McCullough, CILT NI and Gavin Mitchell, RSA NI presenting Roy Adair CBE, Belfast Harbour Office, with the annual award for Outstanding Contribution to the industry.



Michael O'Neill MBE (Guest Speaker), Anna Breen (Principal Sponsor, Stena Line), Nick McCullough (Chairman, CILT NI), Zoe Salmon (Event Host) and Adrian Logan (Guest Speaker).



Nicola Walker and Helen Beggs.



John Watson and Fionnuala O'Donovan, Topaz.



Aaron Clydesdale, Samantha Jordan, David Currie and Lisa Bicker, A One Tyres.



Brian McCorry MILT, His Honour John Martin and Oliver McStravick.



Dr Oscar Williamson CMILT, Wilma Farrell and Charlene McGonagle.



Anna Breen, Stena Line (right), presents the star raffle prize to Laura Weatherup.



Michael O'Neill MBE in conversation with Adrian Logan.



Gareth Walls, A&L Goodbody and Nick McCullough, Chairman, CILT NI.



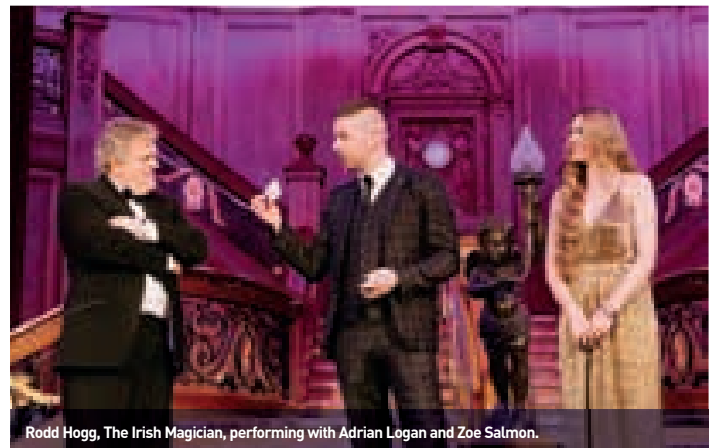
Event Host, Zoe Salmon.



Rosie Leech and Garfield Harrison.



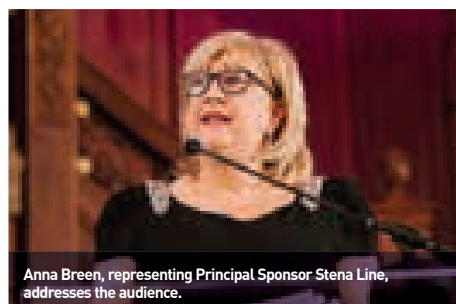
Kevin Byrne FCILT, Stephanie Latta and Richard Atkinson CBE FCILT, all representing CILT.



Rodd Hogg, The Irish Magician, performing with Adrian Logan and Zoe Salmon.



Katie Doyle, Martina Seeley and Claire Dooher, Grafton Recruitment.



Anna Breen, representing Principal Sponsor Stena Line, addresses the audience.



Seamus Deighan, Claire McComish and Peter Morrow.

New deal continues close relationship between AA and Volkswagen

Volkswagen Commercial Vehicles is extending its working partnership with the UK's largest motoring organisation, The AA, with an order to supply 158 Transporters.



The additional vehicles come on top of The AA's order last year for around 500 Transporter vans, which were fully converted at The AA's conversion site in Oxfordshire.

The Transporters will be used as roadside and recovery vehicles, specially-equipped

with warning beacons, racking and a deployable recovery trolley. They will allow The AA's engineers to provide a premier roadside breakdown repair and recovery service 24 hours a day, 365 days a year.

Twin batteries and a higher spec driver's seat,

among other options, have been added to each vehicle. Out of the 158 Transporters, 24 have a DSG gearbox, allowing for a smoother drive and better fuel economy.

Like all Volkswagen Commercial Vehicles, The AA's new Transporters benefit from Volkswagen's award-winning aftersales programme, and with 72 dedicated Volkswagen Van Centres and 24 Authorised Repairers across the UK, patrols will never be far away from support.

Chris Wiltshire, Fleet Engineer for The AA said: "We couldn't be happier to continue the fantastic relationship The AA has with Volkswagen Commercial Vehicles. We have a vehicle that has been developed to suit our needs, and which is converted with specialist racking to accommodate The AA's tow system, additional equipment and tools.

"The close working partnership provides services to The AA's wider customer base and supports Volkswagen Group by providing the dedicated Volkswagen breakdown assistance service."

The AA will continue to replace a proportion of its 2,200 strong fleet of breakdown vans, which are coming to the end of their operational life, with Transporters, which have proved to be dependable, right for the job and efficient.

Renault-Nissan Alliance Forms Light Commercial Vehicle Business Unit

The Renault-Nissan Alliance is creating a light commercial vehicle business unit to expand its global presence in this growing segment.

By unleashing the full potential of Renault's van expertise and Nissan's truck know-how in key markets, the Alliance intends to grow its light commercial vehicle sales worldwide. In the spirit of the Alliance, partners will leverage complementary markets and products while

maintaining their own brand identity, sales and revenue.

"The combination of Renault, Nissan and the early collaboration with Mitsubishi Motors in a single Alliance LCV Business Unit will boost sales and deliver greater synergies," Alliance Chairman and CEO Carlos Ghosn said. "With

this move, we plan to expand our market leadership by accelerating our performance in current and new, high-growth markets, based on each company's core products and market knowledge, and driven by customer needs."

The Unit will continue to maximise cross-development and cross-

manufacturing and is expected to deliver further synergies in costs and technology.

Renault and Nissan have established cross-production of vans and trucks over the last several years; for example, the Nissan NV300 van is built on the Renault Trafic platform; the Nissan NV400 van is built on the Renault Master platform; and the Renault Alaskan pickup is built on the Nissan Navara platform. The new Renault-Nissan LCV Business Unit will also handle Nissan's body-on-frame SUVs, including the Nissan Armada and Nissan Patrol.

FTA To Stage Free Van Event in Newtownabbey

The Freight Transport Association is holding a free van event in partnership with Mercedes-Benz Truck and Van on Wednesday 17 May at the dealership in Newtownabbey.

The morning will focus on van safety and managing risk, using a fictitious fatal crash to highlight the consequences of a poorly-managed operation. Delegates will watch a film of mock interviews under caution and will explore the issue from the perspective of the driver, manager and company owner.

During the afternoon there will be an opportunity to meet FTA staff and find out about

the benefits of Van Excellence membership and other FTA products and services, including the innovative Vision compliance software and the Association's Vehicle Inspection Service.

FTA Head of Vans Mark Cartwright said: "Effectively managing risk is vital in van operations. Driving is the most dangerous thing most of us do as part of our job and poor vehicle maintenance, driver fatigue and distraction are

key issues to consider. The morning session will provide a snapshot of what can happen when these things aren't kept in check - with fatal consequences." The event starts at 10am at Mercedes-Benz Truck & Van NI. It is free to attend and lunch will be provided.

To book a place contact FTA Member Relations Manager Jayne Currie at jcurrie@fta.co.uk or on 07818 450359

Vauxhall In Partnership With MCE British Superbike Championship

Vauxhall Commercial Vehicles will be the official commercial vehicle partner for the 2017 MCE British Superbike Championship (BSB).

A total of six vans will be utilised by MCE BSB to provide both track and offsite support during the season and the fleet will include four Movano and two Brit-built Vivaro panel vans.

To celebrate, Vauxhall invited riders Billy McConnell and James Rispoli, from Team Quattro Plant FS-3 Kawasaki, to its Luton van plant to handover the vans.

"We are delighted to announce this partnership with BSB and are looking forward to providing them with vans for the forthcoming season," said Steve Bryant,



Plant Director at Vauxhall's Luton van plant Mike Wright with Riders Billy McConnell, James Rispoli and MCE British Superbike Championship Series Director Stuart Higgs

Vauxhall's Head of Commercial Vehicle Brand.

"The Movano and Brit-built Vivaro vans not only look great but will provide fantastic load-lugging capability both on and off the track."

MCE British Superbike Championship Series Director Stuart Higgs commented: "We are delighted to welcome the Vauxhall brand to the series. The fleet will help with on track logistics and we can't wait to get the season underway in just over a week at Donington Park."

The vans made their debut at the first race of the season at Donington Park on March 31 – April 2.



VIVARO LIMITED EDITION NAV

The Vivaro Limited Edition NAV looks the business, and is the business. With touchscreen satellite navigation to keep you on track and 17" alloy wheels to make the right impression, it's the real deal. Call 0345 740 0777 or visit www.vauxhall.co.uk/vivaro

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Official Government Test Environmental Data. Fuel consumption figures mpg (litres/100km) and CO₂ emissions (g/km). Vivaro Panel Van range: Urban: 35.3 (8.0) - 40.9 (6.9), Extra-urban: 42.8 (6.6) - 51.4 (5.5), Combined: 40.9 (6.9) - 47.0 (6.0). CO₂ emissions: 178 - 155g/km.*

*Fuel consumption information is official government environmental data, tested in accordance with the relevant EU directive. Official EU-regulated test data are provided for comparison purposes and actual performance will depend on driving style, road conditions and other non-technical factors. General Motors UK Limited t/a Vauxhall Motors reserves the right to change, amend or withdraw this offer at any point in time. Correct at time of going to press.

Renault Trucks Appoints New LCV Manager For UK & Ireland

Renault Trucks UK Ltd has appointed Grahame Neagus as its new Head of LCV responsible for the UK and Ireland.

Grahame, who has over 30 years' industry experience in truck and van OEM roles, as well as heading the Lex Autolease LCV Department, joined Renault Trucks on 1st February 2017.

Grahame takes overall responsibility for the design and implementation of the Renault Trucks' Light Commercial Vehicle strategy from 2.8 to 4.5 tonnes, with a brief to grow the company's LCV penetration through its established UK and Irish dealer networks.

Says Grahame: "There are some new and very exciting developments coming on stream for Renault Master in 2017 and 2018, so there is a real opportunity for us to educate the market on the class-leading

product and service differentials we offer because of our truck, rather than car-based, heritage. Now is the time to create clear blue water between us and the current market players; my focus is to add value and to communicate the compelling reasons for purchasing Renault Master through Renault Trucks."

Grahame reports to Nigel Butler, Commercial Director, Renault Trucks UK Ltd., who commented, "Grahame's proven LCV and industry experience, plus his clear understanding of the challenges faced by the market, will significantly reinforce our presence with our existing customer portfolio as well as identify new growth opportunities."



Grahame Neagus

New Generation D-Max Arrives in UK

The new generation D-Max arrives in the UK this Spring and Isuzu have just announced the range line up and pricing for the new truck.

The range line up from the much-loved D-Max is retained; Utility, Eiger, Yukon, Utah and Blade with a range of single, extended and double cab variants available.

The entry-level Utility D-Max, priced from £15,749 (CVOTR) comes equipped with LED daytime running lights, Hill Start Assist, Hill Descent Control, Bluetooth connectivity, power windows and air conditioning.

Eiger double cab (from £20,499 CVOTR) adds a reversing camera, 16-inch alloy wheels, body coloured bumpers, audio system with CD player and 6 speakers.

Yukon (from £20,499 CVOTR) adds 18-inch alloy wheels, silver side steps, new 7-inch multi-function touchscreen, LED rear lights, Cruise Control, rear load liner and a leather steering wheel.

Utah (from £24,149 CVOTR) takes comfort up a notch with keyless entry with push button start, Apple CarPlay™ and Android Auto™, satellite navigation, DAB digital radio, roof bars, leather upholstery with heated front seats, rear parking sensors, automatic air conditioning.

The range-topping Blade (from £26,999 CVOTR) adds tinted

windows, 9-inch multi-function touchscreen, remote locking lower tailgate, Blade puddle lamps, front and rear parking sensors, and a colour-coded Aeroklas canopy or sports bar with roller cover.

D-Max has been extensively overhauled with the biggest changes under the bonnet. A brand new 1.9 litre turbo diesel

engine has been fitted, which produces 164 PS and 360Nm of torque. The engine builds upon D-Max's workhorse character and retains the 3.5 tonne towing capacity and 1 tonne payload whilst providing a quieter, more refined and economical driving experience. Another key benefit is that the new engine meets Euro 6 standards without the need for addition of AdBlue.

As per previous D-Max models, Shift-On-The-Fly 4x4 is a key feature of the 17MY truck. The rotary dial allows the driver to select four-wheel drive on the move as well as low range gears.

Finally, the D-Max comes with a five-year / 125,000-mile warranty, and was the first pick-up in the UK to be offered with such a comprehensive peace-of-mind package. Running costs are kept down by 12,000-mile or 24-month service intervals, five years' recovery and European cover, a three-year paint warranty, and a six-year anti-corrosion warranty.





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BIG ON PRACTICALITY, STYLE & COMFORT



The Mercedes-Benz Citan clearly has a lot going for it, which is just as well because it has plenty of competition, not least from the likes of the Peugeot Partner and Citroen Berlingo, as Van Ireland discovered on a recent test drive.





Our 109CDI model, supplied courtesy of the Mallusk based Mercedes-Benz dealership, may be among the smallest vans in the manufacturer's range, but it is big on style and performance, and in the range there is a certain attractive versatility, too.

The Citan, available in three lengths and with a large load compartment yet compact exterior dimensions, has been specifically tailored to meet the everyday urban needs of trades people and business owners.

Fitted with a five speed manual gearbox, and featuring electrically assisted power steering, we were impressed with its car-like agility and manoeuvrability on the congested streets of Belfast and Lisburn and in the busy centres of towns like Lurgan and Portadown, with the fuel efficient 90bhp 109 CDI engine providing all the power and performance we needed.

Comfort levels were what you would expect from a Mercedes saloon, with the Citan obviously having been built around the driver as is demonstrated by the fully adjustable seat which makes it easy to find your perfect position no matter your size or shape.

The steering wheel, too, is height adjustable, while all controls are laid out ergonomically and within easy reach. The easy-to-read instrument cluster includes shift point display, which tells you when to change gear for maximum fuel efficiency and everything else is where you need it to be, or where you'd expect it to be, all combining to create a practical and comfortable working environment.

More often than not, a van doubles up as a driver's office during the working day, so in addition to standard FM and AM reception, the LCD display radio offers a range of intelligent connections to help you stay connected while on the road. There's Bluetooth connectivity to your mobile phone, for safe, hands-free calling. You can stream audio from your phone or MP3 player, connect – and recharge – your devices through the USB port or use the audio AUX interfaces. And there's even a standard 12v socket in the centre console, to charge tablets or laptops, if necessary!



Stowage Space

But, of course, if you are in the delivery business or are a tradesman you'll want some practical stowage space for all your bits and pieces, and the Citan doesn't disappoint. As well as the lockable glove compartment, there's generous stowage space in both front doors, with the option of a stowage compartment in the centre console, in addition to practical head-level stowage running the length of the windscreen.

And what about cargo space? Well, the Citan, as we mentioned, may be compact but it is also versatile. With three different loading lengths of up to 2137 mm and with a loading height of 1258 mm the Citan panel van, for example, offers you a transport capacity of up to 3.8 m3 with a payload capacity between 435 kg and 770 kg.

In order to ensure the generous cargo space can be used to the maximum, up to two sliding doors (standard on the crew van) and twin rear doors which open up to 180 degrees afford unrestricted access to the load compartment. In the panel van, the driver and co-driver are protected by a steel bulkhead as part of the load-securing concept.

The cargo carried can be secured to standard-fit load-securing rings on the load compartment floor. Wooden side panelling is available as an option to protect the metal surfaces and improve sound and heat insulation – ensuring delicate goods also arrive in good shape.

And the standard wooden floor not only makes loading, but also cleaning easier.

Safety Features

The Citan comes with electrically adjustable, automatically heated exterior mirrors on both the driver and passenger side as standard, which can be adjusted using a rotary switch in the armrest on the driver's door.

The Citan is also fitted with Start-off Assist as standard – take your foot off the brake pedal on an uphill slope and braking pressure is maintained for a short time, so the vehicle doesn't roll back before you have chance to accelerate and pull away.

This is an integral part of the van's ESP system, only engaged on gradients of around 4 % and upwards, and designed to make everyday stop/start city driving a little bit easier. It's not activated when pulling away on the flat or on a downhill slope.

The only van in its class with electronic stability control as standard further enhances the Citan's safety credentials; ESC, for example, comes into its own on slippery road conditions. A driver's airbag is also standard.

Verdict

Yes, combining style and comfort with practicality and performance, the Citan certainly has a lot going for it. It is a small van that makes a big impression. But you don't have to take our word – get behind the wheel and find out for yourself.



Truck manufacturers call for action to prevent aftermarket manipulation

The European Automobile Manufacturers' Association (ACEA) has expressed its concern over the emergence of a device that can apparently manipulate emissions controls in trucks.

They say truck manufacturers have invested heavily in complex exhaust control technology that is delivering extremely clean heavy-duty vehicles which meet the stringent Euro VI emission standards.

The association is now strongly condemning the advertising, sale and use of any aftermarket device that can be used by truck operators to turn off emission control systems.

The key NOx reduction technology for trucks is Selective Catalytic

Reduction (SCR), which requires the controlled dosing of a diesel exhaust fluid called AdBlue to enable effective NOx reduction. Recent media reports have shown that 'AdBlue emulator' devices are being installed by truck operators in order to by-pass or stop the AdBlue injection system.

If there is no AdBlue injection, there will be no NOx reduction in the SCR. This saves truck operators the cost of AdBlue refills at the environmental expense of higher NOx emissions. The truck

operator may also qualify for lower motorway taxes or other benefits by officially running a Euro VI truck, which in practice will not be operating as it was designed to, because the truck operator chose to fit one of these devices.

There are many websites of suppliers and marketers offering such devices, in several EU member states and also outside the European Union, at a range of prices and capabilities.

ACEA already raised its concerns in 2012 with the European

Commission and the member states, but no action was taken. The issue of aftermarket devices was also raised by Denmark several years earlier, but the general view at that time was that this should be a matter for national enforcement.

ACEA now calls on the European Commission and member states to:

- Ban the advertising and sale of any aftermarket device (hardware or software) that can by-pass vehicle emission control systems or enable the removal of important parts of the emission control system.
- Apply random road-side enforcement by police who are authorised to stop and check vehicles, so that truck operators are aware that if they are caught using one of these devices they will face a substantial fine, or their vehicle will be treated in the same way as if vehicle safety systems were defective.

Changes In Wrights Group Management Team Confirmed

Wrights Group have confirmed some recent changes to its management team, as the company continues its focus on product innovation, customer choice and support.



David Barnett takes on the role of Business Development Director.

With Ian Downie leaving the business, Commercial Director Sam McLaren has assumed responsibility for all vehicle sales activities. Sam will continue to be supported by a sales team which includes Head of Sales Steve Jackson, Head of Commercial Gary Kernohan, National Accounts Manager John Hartley and Retail Sales Manager Chris Wise.

Group Managing Director Steven Francey, said: "I would like to thank Ian Downie for the contribution that he made to Wrightbus during his two-year tenure. In a fast-paced business environment, it is important to continually reassess and refine our organisational structure so that we keep closely

aligned with customer demands and market trends.

"In Sam McLaren and Damian McGarry we have two very safe and capable pairs of hands in guiding our sales and Customcare operations respectively. David Barnett is another long standing Wrightbus employee and, as a very talented and experienced engineer, he is ideally suited to take on the expanded business development role."

Former Group Finance Director Mark Johnston has also left Wrights Group to pursue interests outside of the industry – Nigel Connolly has assumed the role of Head of Finance.



Sam McLaren assumes overall responsibility for sales activities at Wrightbus.

Fulda Launches High Load Truck Trailer Tyre

Fulda is introducing the Ecotonn 2 HL high load trailer tyre to meet the demands of truck operators wanting to maximise profits by increasing payload.

Nearly 80% of European countries now permit maximum permitted vehicle weights in excess of 40 tonnes, so operators want to optimise the capacity of their vehicles. The 385/65R22.5 Ecotonn 2 HL enables just that, allowing 10-tonne axle weights so that trailers can carry greater payloads. In addition to its increased capacity, the 385/65R22.5 Ecotonn 2 HL, which has a load index of 164K/158L, classifies as a winter tyre with the M+S marking, and the EU tyre label grades endorse its good fuel economy,

wet grip and low noise.

"The attractive price levels of Fulda truck tyres along with the benefits offered by the new Ecotonn 2 HL 10 tonne trailer tyres makes this tyre a very attractive choice for fleets," said Marc Preedy, Commercial Director Goodyear Dunlop UK. "The new tyre not only allows operators to make maximum use of increasing permitted weights but also carries the M+S winter classification and features a robust construction for longer life."

As well as the robust carcass construction, which provides a high

level of retreadability, the main feature of the tyre is the tread, which has six wide ribs designed to withstand the stresses experienced by trailer tyres. This gives high mileage and good resistance to damage. Groove design comprises wide, zig-zag grooves that provide many gripping edges to the circumferential ribs as they go through the footprint. This means a high level of braking performance on both dry and wet roads. The EU tyre label grades endorse the tyre's good fuel economy and braking performance with 'B' grades in both fuel economy and wet grip as well



as boasting the lowest noise rating of one audio wave and a figure of 69 dB. The new Fulda 385/65R22.5 Ecotonn 2 HL, which is replacing the standard version is regroovable and retreadable, and available now.

Irish Ferries Looking for Another Year of Growth

Irish Continental Group's Ferries Division had a strong year due to increased volumes, reduced fuel costs and increased chartering activity.



Year end results show revenue was 2.9% higher at €209.8 million (2015: €203.9 million). EBITDA in the division increased by 11.0% to €70.7 million (2015: €63.7 million) while EBIT rose by 8.7% at €52.3 million (2015: €48.1 million) principally due to higher freight and car volumes, lower fuel costs and increased chartering activity.

Commenting on the results Chairman John B McGuckian said: "2016 was another successful year for the group with growth in revenue of 1.5% to €325.4 million and earnings before interest, tax, depreciation and amortisation (EBITDA) of €83.5 million, up 10.6%. The strong performance for the financial year is underpinned by increased car and freight volumes and increased charter revenues."

The RoRo freight market between the Republic of Ireland, and the U.K. and France, continued to grow in 2016 on the back of the Irish economic recovery, with the total number of trucks and trailers up 7.0%, to approximately 952,000 units. On an all-island basis, the market increased by around 5.8% to approximately 1.75 million units.

Irish Ferries' carryings, at 286,100 freight units (2015: 272,500 freight units), were up 5.0% in the year with volumes up 5.6% in the first half and 4.4% in the second half. The freight market enjoyed strong growth in 2016 helped by favourable economic conditions in the Republic of Ireland. The growth in the freight market reflects the continued strong performance by the Irish Economy and our ongoing focus on our customer needs.

Container Division

Revenue in the container and terminal division increased to €123.9 million (2015: €118.2 million). "Revenue is derived from container handling and related ancillary revenues at our terminals and in Eucon from a mix of domestic door-to-door, quay-to-quay and feeder services with 70% (2015: 71%) of shipping revenue generated from imports into Ireland.

"With a flexible chartered fleet and slot charter arrangements Eucon was able to adjust capacity and thereby continue to meet the requirements of customers in a

cost effective and efficient manner."

EBITDA in the division increased to €12.8 million (2015: €11.8 million) while EBIT rose 13.2% to €10.3 million (2015: €9.1 million) which included a full year contribution from the consolidated container terminal in Belfast.

In Eucon overall container volumes shipped were up 6.0% compared with the previous year at 303,600 teu (2015: 286,500 teu). The resulting revenue increase was offset by a 34.0% increase in vessel charter costs as the market for container vessels tightened.

Containers handled at the Group's terminals in Dublin Ferryport Terminals (DFT) and Belfast Container Terminal (BCT) were up 15.9% at 288,100 lifts (2015: 248,500 lifts). DFT's volumes were up 1.9%, while BCT's lifts were up 42.3%. The increase in Belfast arises from the full year operation of the consolidated container terminal at Victoria Terminal 3 (VT3). The process of combining the two existing container terminals in Belfast was completed in September 2015.

Trading Outlook

"Despite the current uncertainty surrounding the impact of the UK decision to leave the EU and the weakness of Sterling, the Irish Sea markets continue to perform well," reports the chairman.

"World fuel prices have increased over the last number of months, but they remain at manageable levels and our fuel surcharge mechanisms remain in place. The weakening of Sterling versus the Euro since June 2016 will continue to affect the Euro value of UK originating revenues.

"Due to the ongoing improvement in the economic outlook in our sphere of operations, we look forward, to another year of volume growth in our markets, but with higher fuel prices and weaker Sterling. Nonetheless, we expect 2017 to be a year of strong cash generation and to see the continued strengthening of our balance sheet. We look forward to the arrival in 2018 of our new ship which will bring cost savings and significant additional earnings potential to the Group."

Ferry freight boosted by recovering economy

Ferry freight carried on UK ferries rose by 3.5 per cent in 2016 as an indicator of a recovering economy in the UK and Ireland, according to annual figures published by the ferry industry.

Some 4.57m freight vehicles were carried on ferries in 2016 with increases on three main sectors surveyed between the UK and Ireland or continental Europe.

Ferry freight has grown for the last five years and has risen by 19.6 per cent since 2011.

The data comes from the 2016 Ferrystat figures released by Discover Ferries, the industry body for ferry operators.

The most popular freight sector - on routes between Dover and Calais/Dunkerque - saw a 2.1 per cent increase to 2.59m units. Freight on these routes is up 25%

in the last four years, with Dover seeing £119bn of trade moving through the port each year.

A further factor in the strong performance has been in the improvements in late 2016 to security at the port of Calais, including the closure in October of the "Jungle" migrant camp by French authorities.

Bill Gibbons, director of Discover Ferries, said: "These are strong figures and are an indicator of the recovering Irish and British economies and show the continuing success story of ferry freight. Ferry freight which has

risen in the last five years. This is a very positive story in this sector and one that should continue despite the uncertainly surround Brexit."

Mr Gibbons said ferry freight was forecast to grow further over the coming decade, driven by Dover, although this was dependent on the UK remaining part of the European customs union or finding a solution that will not hamper the flow of goods through UK ports.

The Port of Dover recently revealed it enjoyed its busiest day ever for freight in November with more than 10,500 freight vehicles crossing in one day.

Freight on the Irish Sea routes rose by six per cent to 1.72m units including 500,000 units on routes to Belfast from Heysham, Cairnryan and Liverpool, a record year for freight on these routes. Western Channel routes were also up by 2.4 per cent to 254,000 units.

The freight survey does not include the North Sea and domestic routes.

Discover Ferries member ferry operators include Brittany Ferries, Caledonian MacBrayne, DFDS, Irish Ferries, Isle of Man Steam Packet Company, Isles of Scilly Steamship Group, P&O Ferries, NorthLink, Red Funnel, StenaLine and Wightlink.

WARRENPOINT PORT POSTS ANOTHER RECORD BREAKING YEAR

Records continue to be broken by Warrenpoint Harbour Authority, with the port handling 3.5 million tonnes of cargo in 2016, that's up by over 7% on the previous year's figures.



Pictured here (L-R) are Seamus McMahon; Sales Director; Quinn Industrial Holdings, Peter Conway; Chief Executive Warrenpoint Harbour Authority, Dara O'Reilly; Chief Finance Officer; Quinn Industrial Holdings and Kieran Grant; Finance Director; Warrenpoint Harbour Authority.

Now recognised as one of the premier ports on the island of Ireland, Warrenpoint has seen volumes significantly increase across virtually all operational sectors, including ro-ro, containers, animal feed imports and cement exports.

Chief Executive Peter Conway said: "Another strong performance by the port reflects the recent improvements in the economy both in Northern Ireland and the Republic of Ireland. The port remains a major economic driver for its hinterland, creating prosperity and securing additional employment. At any given time, we have over 250 people working within the harbour."

Indeed, as trade continues to expand at Warrenpoint, a 20 -25 Year Master Plan for the port is presently being drawn up; it should be ready by the middle of the year and will involve a public consultation.

A big contributory factor to the port's ro-ro success has been Seatruck Ferries which offers more than 20 crossings a week between Warrenpoint and Heysham. For the first time, the company broke through the 100,000 units mark, ending the year handling 107,000 units.

With HGV drivers becoming harder and harder to find, Seatruck offers hauliers the option of drivers dropping off the trailer in the yard and then instead of being stuck on the ferry they can go on another job. This maximises driver time on the road, better utilising what is a scarce resource.

Export Hub

Another major development at the port has been the opening in January of a new £2.5m cement export hub, with Warrenpoint Harbour Authority

securing a 10 year deal with Quinn Cement.

The export hub, which has an operational capacity of 7,500 tonnes, is dedicated to the export of bulk cement from the Quinn Cement operations in Ireland. The investment is a key pillar in Quinn Cement's growth agenda for its GB operations.

Commented Dara O'Reilly, CFO of Quinn Industrial Holdings: "This is an important and timely development for the business ahead of Brexit. It will allow Quinn Cement to strengthen our supply chain for bulk product, accommodate more flexible transport from our production facility in Co. Cavan and enhance the competitiveness and sustainability of our operations on both islands. It also represents an endorsement of our working relationship with Warrenpoint Harbour Authority who have been extremely good to work with."

And added Peter Conway: "This investment and 10-year deal demonstrates the long term commitment of both parties to the

successful business venture and is a major enhancement to the port's trade. Last year the port exported over 200,000 tonnes of cement and the Authority wishes Quinn every success in the future growth of its business.

"We are also currently working with another interested party with regard to a further major investment in additional facilities in the port."

Animal Feed imports for the agri-food sectors in both the north and south of Ireland, meanwhile, has also been growing, as has the port's container service operated by Cronus Logistics between Warrenpoint and Avonmouth in Bristol via Dublin and Cardiff.

Timber and steel imports have also been steady year on year, reflecting a growing improvement in the construction industry, especially around the Dublin area and across Northern Ireland.

A growing area of business is in the handling of project cargoes including wind turbines, while the development of the port as a cruise ship destination holds great potential, with three or four cruise ships expected to arrive at the harbour this year; efforts to encourage even more tourist visits from abroad are being stepped up in conjunction with Newry, Mourne and Down District Council and the local Chambers of Commerce.

There are, however, some concerns over Brexit, not least because of the port's close proximity to the border with the Irish Republic and the possibility of the introduction of tariffs and trade restrictions. "Whatever happens, though, I am confident we will be able to successfully work our way through it," said Peter.





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Stena Line enters partnership with Mercy Ships

The humanitarian NGO Mercy Ships and Stena Line have decided to enter a long-term partnership to raise general awareness about the charity, promote volunteering and charitable giving both within Stena Line itself as well as amongst its passengers and partners.

Mercy Ships owns and operates the largest civilian hospital-ship in the world to deliver free, world-class health care services to the poorest of the poor together with capacity building and sustainable development to nations in the developing world. Since 1978 Mercy Ships has helped more than 2.5 million people.

The ship's crew is made up of more than 400 volunteers from up to 40 nations. Surgeons, nurses, technical, marine and many other professionals, an average of a 1 000 volunteers yearly, pay their own expenses to aid those in need of safe surgical expertise and healthcare.

"We have found a partner with the right qualifications and commitment who, like us, sees the advantages and flexibility in having the sea and ships as workplace. Care is part of our soul which means that our sustainability work includes more than just environmental initiatives. Our partnership with Mercy Ships now becomes an important part of that work and it gives us an exciting opportunity to involve our staff, customers and partners in making a difference," says Niclas Mårtensson, CEO at Stena Line.



Pictured (l-r) are Pascal Andréasson, Head of Marketing for Mercy Ships Sweden and Stena Line's CEO Niclas Mårtensson.

"Mercy Ships is a unique organisation and we very pleased to see the great support from Stena Line. They have taken our mission to their heart and it is great to see their willingness to partner with us to support the work we do," stated Pascal Andréasson, Head of Marketing for Mercy Ships Sweden.

At the end of January, Stena Line's CEO Niclas Mårtensson visited the Africa Mercy, currently docked in Cotonou Benin, to see for himself the work done on-board. The Mercy

Ship is a former Scandinavian rail ferry which was converted to a hospital ship with five operating theatres and spends ten months at a time in African port cities.

The impressions at the visit were many as Niclas Mårtensson says: "I see the great need to support Africa, where Mercy Ships with their volunteers, their commitment and knowledge, make an enormous difference. During the stay on-board the vessel in West-Africa, where I met patients and saw the operation



The Mercy Ships vessel

of the organisation, I realised that this is a life-changing contribution. To see and experience this is a very important experience for me."

Stena Line's vessels and social channels will be able to reach some 10 million people every year with information about Mercy Ships. During the spring of 2017 Stena Line will cooperate with Mercy Ships Sweden to bring awareness of the charity's commendable cause on their vessels in all of Europe. Stena Line is also presently working to set up a programme for sponsoring staff/crew who would like to join as volunteers on Mercy Ships vessels.

Irish Shipping Volumes Remains Strong As Bulk Traffic Contracts

The latest iShip Index published by the Irish Maritime Development Office (IMDO) shows that shipping and port activity in the Republic of Ireland fell by 2% in the fourth quarter of 2016 when compared to the corresponding period of 2015.

However, the drop can be largely explained by a 7% contraction in Bulk traffic which was in turn driven by a 10% fall in Dry Bulk freight. On the contrary, unitised trade continued to rise steadily. Unitised trade is comprised of Lift-on Lift-off (Lo-Lo) and Roll-on Roll-off (Ro-Ro) traffic, and correlates heavily with Irish GDP levels.

Over 80% of ROI Ro-Ro traffic moves between the United Kingdom and the Republic of Ireland. As such, together with Lo-Lo (containerised trade), these categories provide a good reflection as to the performance of trade between both economies.

In Q4 2016, Ro-Ro traffic in the ROI grew by 7% year on year, which was 0.5% greater than that forecasted by the IMDO. Specifically, Ro-Ro traffic between the ROI and the UK grew by 6%, while Ro-Ro traffic between ROI and Continental

Europe saw a 10% rise against Q4 2015.

Lo/Lo Traffic

In Q4 2016, laden Lo-Lo traffic in the ROI grew by 5% year on year. When taken from January to December, Laden Lo-Lo traffic has expanded by 6% compared to January – December 2015. Laden Imports for the ROI grew by 4%. Laden Exports increased by 7%.

When Northern Irish ports are included, Laden Lo-Lo traffic growth remains at 5%. This figure was driven by Laden import growth of 3% for the island of Ireland, and laden export growth of 7%.

Bulk

Total Bulk traffic for the ROI contracted by 7% in the 4th quarter of 2016. When Northern

Irish ports are included, the contraction in total Bulk traffic for the island of Ireland was 4%.

As mentioned above, the 7% drop in ROI bulk traffic was driven primarily by a 10% drop-off in Dry Bulk traffic. This market segment was particularly affected by a decline in volumes of coal and animal feed, down 51% and 9% respectively.

Liquid bulk traffic in the ROI fell by 4% in Q4 2016, while ROI Break Bulk traffic saw 3% growth.

Offsetting some of drop in ROI Bulk, Northern Irish ports saw 6% growth in Total Bulk traffic in Q4, which meant that all island total bulk traffic saw only a 4% reduction.

Behind this was a 2% drop in all-island Liquid bulk and a 5% drop in all-island Dry Bulk. All-island break bulk however, saw 5% growth, driven by an 11% increase in Northern Ireland Break Bulk traffic.

The Central Bank in its most recent bulletin noted that to date, due to the absence of any weakening in the U.K economy, the impact on the Irish economy has been through the volatility of the euro/sterling exchange rate. Forecasted GDP growth remains positive. The Central Bank went on to say that while consumer sentiment (as measured by the ESRI consumer sentiment index) declined in Q4 2016, it has rebounded to its highest level since June 2016.

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Introducing the world's most fuel efficient RoPax vessels...

Last year Stena announced a newbuild contract of four RoPax ferry vessels with a planned delivery schedule during 2019 and 2020. The contract also contains an option for another four vessels to be ordered. The four vessels are being built at the AVIC Shipyard in China and the plan is to locate the vessels on the Irish Sea, specifically on Stena Line's routes to and from its expanding Belfast hub.

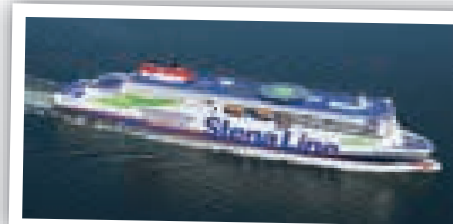
"The routes to and from Belfast are strategically very important to Stena Line and during the last number of years we have made significant investments in ports and vessels to improve and develop our capacity offering a frequent high quality service for our customers to and from Belfast," said Stena Line's CEO Niclas Mårtensson.

"Looking ahead, we intend to continue our ambitious development plan for our business in the region and the new vessels are a part of this strategic plan.

"During the last few years we have seen a steady

growth in freight and passenger volumes and we believe this will continue. Last year was a record year for us when we for the first time carried over 500,000 freight units through Belfast Port. These new vessels will be the largest ferries ever to operate between Belfast and Great Britain",

Joe O'Neill, Commercial Director, Belfast Harbour, commented: "Belfast Harbour has worked in close partnership with Stena Line over the last two decades to help it expand its Belfast routes into a flourishing hub and this very welcome investment news comes on the back of a record year for Stena Line's freight



business in Belfast Harbour. We look forward to welcoming the new vessels and the associated benefits they will bring to Belfast Harbour and the economy of Northern Ireland."

The new vessels are being constructed in line with Stena Line's strategic focus on sustainability.

"The new RoPax vessels will be among the most fuel efficient in the world with approximately 25% lower CO2 emissions per cargo unit than current RoPax tonnage," says Niclas Mårtensson. "Our aim is to lead the development of sustainability within the shipping industry and set a new industry standard when it comes to operational performance, emissions and cost competitiveness. The vessels will run on traditional fuel, but are designed to the class notation "gas ready" and are also prepared for scrubbers as well as catalytic converters, giving us flexibility for the future."

Artists bring new Perspective to Dublin Port & City

Dublin Port Company has announced the artists commissioned to create a series of site-specific public artworks in response to Dublin Port and its relationship with the City.

New works by Sheelagh Broderick, Silvia Loeffler and AEMI and Cliona Harmey will be unveiled at sites and on structures within Dublin Port over the coming months.

This is the latest development from Port Perspectives, Dublin Port's arts commissioning series for 2017, aimed at strengthening the bond

between Dublin Port and the City and bringing Dublin Port to new audiences through the arts.

An open call for proposals from Irish and international based artists attracted over 100 submissions from which the three projects were selected, as judged by a panel of experts drawn from the public arts commissioning,

education and heritage arenas.

Eamonn O'Reilly, Chief Executive, Dublin Port Company, said: "We were overwhelmed by the response and calibre of projects submitted following our open call last September. Dublin Port is delighted to commission original new works from three exceptionally talented artists, whose projects bring the

history, social fabric and industrial setting of Dublin Port to life in new ways – not just for those who work at Dublin Port, but for all who visit and especially for those who have yet to venture this far. We look forward to seeing the artists' works evolve over the summer, and to deepening the dialogue about Dublin as a Port City."

New crane to boost productivity at ABP's Port of Garston

The UK's leading port operator is set to grow its business in Liverpool after installing the world's largest hydraulic crane on the north bank of the River Mersey.

Associated British Ports (ABP) expects to increase productivity at the Port of Garston since the new crane's reach and capacity will enable the facility to handle a more diverse range of cargo and achieve faster turnaround times.

The decision to add a Mantsinen 200M crane to its equipment fleet reinforces ABP's commitment to invest in the port, which is now able to handle any vessel that can pass through the on-site lock.

The Port of Garston crane is one of five new equipment contracts, with a total value of £6million, signed by ABP and Cooper Specialised Handling, the UK's largest independent provider of port equipment and cargo handling solutions. This investment is part of ABP's wider £1billion improvement programme, which aims to support

customers with innovative logistics solutions.

Weighing in at more than 280 tonnes,



The world's largest hydraulic crane, a Mantsinen 200M, is now in operation at ABP's Port of Garston.

the Mantsinen 200M is the world's largest hydraulic crane. The Garston machine was built to meet the port's specific requirements and is the first to operate in the UK.

Carl Bevan, ABP's Divisional Port Manager at Garston, said: "We are expanding our operation at the Port of Garston and the new crane will play a key part in our development strategy, enabling us to derive key operating efficiencies while simultaneously opening up opportunities in new sectors. Ultimately, our aim is to offer greater flexibility to customers across the North West." Cooper's Managing Director, Tony Rooney, said: "In terms of throughput, which will vary depending on the commodity, we are targeting 1,500 tonnes per hour of steel coils and a rate of 800-1,200 tonnes per hour for cereals, aggregates, fertiliser and sand.

"With a capacity of 50 tonnes, the Mantsinen 200M can lift in excess of 10 cubic metres of agribulks at a time, but since the Garston machine will be feeding trailers directly, the priority is accuracy rather than out and out productivity."

guide^{to} **SHIPPING** 2017

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



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

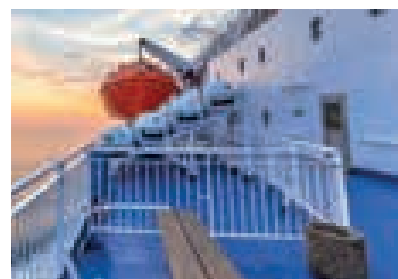


WELCOME TO OUR ANNUAL COMPREHENSIVE GUIDE TO SHIPPING

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

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

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



LOAD-ON/LOAD-OFF services

CRONUS LOGISTICS

www.cronus-logistics.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
BRISTOL	WARRENPOINT	CRONUS LOGISTICS	2/WEEKLY	Wed/Sun	MV Arslan V	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com
CARDIFF	WARRENPOINT	CRONUS LOGISTICS	1/WEEKLY	Sun	MV Arslan V	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com
CARDIFF	DUBLIN	CRONUS LOGISTICS	1/WEEKLY	Sun	MV Arslan V	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com
BRISTOL	DUBLIN	CRONUS LOGISTICS	1/WEEKLY	Sun	MV Arslan V	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com

ROLL-ON/ROLL-OFF services

BRITTANY FERRIES

www.brittanyferriesfreight.co.uk

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAEN, FRANCE	Portsmouth	Brittany Ferries	Up to 3 daily returns	Portsmouth: Morning/ afternoon/night Caen: Morning /afternoon/night	Normandie Mont St Michel	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
LE HAVRE, FRANCE	Portsmouth	Brittany Ferries	Up to 8 x weekly	Le Havre: Afternoon/night	Baie de Seine Etretat	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
CHERBOURG, FRANCE	Portsmouth	Brittany Ferries	Daily April to September	See website www.brittanyferriesfreight.co.uk	Normandie Express	Fast craft Small vans only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
CHERBOURG, FRANCE	Poole	Brittany Ferries	Daily	See website www.brittanyferriesfreight.co.uk	Barfleur	Multi-purpose	Tel: 0330 159 50011	Brittany Ferries Email: freight.sales@brittanyferries.com
ROSCOFF, FRANCE	Plymouth	Brittany Ferries	Up to 2 x daily	See website www.brittanyferriesfreight.co.uk	Armorique Pont-Aven	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
ST MALO, FRANCE	Portsmouth	Brittany Ferries	Up to 7 x weekly	See website www.brittanyferriesfreight.co.uk	Bretagne Pont-Aven	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
SANTANDER, SPAIN	Plymouth	Brittany Ferries	1 x weekly	See website www.brittanyferriesfreight.co.uk	Pont-Aven	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
BILBAO, SPAIN	Portsmouth Poole	Brittany Ferries	3 x weekly 2 x weekly	See website www.brittanyferriesfreight.co.uk	Cap Finistère Baie de Seine Pelican	Multi-purpose Multi-purpose Freight only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
SANTANDER, SPAIN	Portsmouth	Brittany Ferries	3 x weekly	See website www.brittanyferriesfreight.co.uk	Pont-Aven Cap Finistère Baie de Seine	Multi-purpose Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
ROSCOFF, FRANCE	Cork	Brittany Ferries	1 x weekly Mid-March to October	See website www.brittanyferriesfreight.co.uk	Pont-Aven	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com

ROLL-ON/ROLL-OFF services

IRISH FERRIES

www.irishferries.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HOLYHEAD	Dublin	Irish Ferries	Up to 6 round trips per day	Dublin: 01:55, 08:05, 08:45, 14:15, 14:30, 20:55 Holyhead: 02:40, 08:00, 11:50, 14:10, 17:15, 20:00	Ulysses Epsilon, Jonathan Swift	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
PEMBROKE	Rosslare	Irish Ferries	2 round trips per day	Rosslare: 08:45, 20:45 Pembroke: 14:45, 02:45	Isle of Inishmore	Ro/Ro Freight Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
CHERBOURG	Dublin	Irish Ferries	1 round trip per week	Dublin: Sat 15:30 Cherbourg: Sun 17:00	Epsilon	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
CHERBOURG	Rosslare	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	Oscar Wilde	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
ROSCOFF	Rosslare	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	Oscar Wilde	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight

MOTIS

www.motis.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
DIEPPE, FRANCE	Newhaven	LD Lines (Motis)	3 x Daily	Cherbourg	Seven Sisters	Passenger/ Freight vehicles	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
ROTTERDAM, NL	Hull	P&O Ferries (Motis)	1 x Daily each direction	Hull: 21:00 Rotterdam: 21:00	Pride of York Pride of Rotterdam	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
ROTTERDAM, NL	Teesport	P&O Ferries (Motis)	1 x Daily	Teesport: 21:00 Rotterdam: 21:00	Norcape Norstream	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
ZEEBRUGEE, BELGIUM	Hull	P&O Ferries (Motis)	1 x Daily each direction	Hull: 19:00 Zeebrugge: 19:00	Pride of Brugge, Pride of Hull, Norking	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
ZEEBRUGEE, BELGIUM	Teesport	P&O Ferries (Motis)	1 x Daily each direction	Teesport: 21:00 Zeebrugge: 20:30	Pride of Brugge, Pride of Hull Norking	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
NOVARA, ITALY	Freiburg	Intermodal (Motis)	1 x every 3 hours each direction	Approx every 3 hours starting	Intermodal Truck Train	Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
DOVER	Calais	P&O Ferries (Motis)	3 x hourly each direction	Approx 3 departures every hour each direction	Pride of Dover Pride of Calais Pride of Canterbury Pride of Kent European Seaway	Ro/Ro freight/ Passengers	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
FOLKESTONE	Calais	Eurotunnel/ (MOTIS)	Up to 6 Departures Per Hour	Visit: www.motis.com	Multiple	Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
MONT BLANC & FREJUS TUNNEL, FRANCE	Mont Blanc & Frejus Tunnel (Italy)	Mont Blanc & Frejus Tunnels	On arrival	On arrival	Multiple	All vehicles travelling with non-hazardous cargo	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Office MOTIS Email: sales@motis.com www.motis.com
HELSINGBORG (Sweden)	Puttgarden (Germany)	Scandlines (Motis)	1 x every 45 minutes	Visit: www.motis.com	Multiple	Passengers/ Passenger vehicles, Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
IJMUIDEN (Holland)	Newcastle	DFDS (Motis)	1 x Daily Passenger	17:00	Multiple	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
HELSINKI (Finland)	Rostock (Germany)	Finnlines (Motis)	1 x Daily Passenger	Visit: www.motis.com	Multiple	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
PATRAS (Greece)	Ancona (Italy)	Minoan Lines/ Superfast/ Aneklines	Average 4 x Daily	Visit: www.motis.com	Multiple	Freight/ Passenger	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com

P&O FERRIES

www.poferriesfreight.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAIRNRNRYAN	Larne	P&O Ferries	Up to 7 daily return sailings	Regular sailings 24 hours	European Causeway, European Highlander	RoRo Freight / Passengers, cars, caravans & coaches	Freight: T. +44 845 832 22 22 Passenger: 0800 130 0030	Email: freight.larne@poferries.com Freight sales & bookings poferriesfreight.com
LIVERPOOL	Dublin	P&O Ferries	Up to 3 daily return sailings	From Dublin 09:15, 15:00, 21:30. From Liverpool 03:00, 09:30, 21:00	Norbay, Norbank, European Endeavour	RoRo & LoLo Freight, cars & passengers	Freight: T. +44 845 832 22 22 / +353 1 876 2300/45 Passenger: 0871 66 44 777	Email: freight.dublin@poferries.com Freight sales & bookings poferriesfreight.com



ROLL-ON/ROLL-OFF services

SEATRUCK

www.seatruckferries.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HEYSHAM	Warrenpoint	Seatruck Ferries	2 x Daily Tues-Fri each direction 1 x Daily Sat, Sun, Mon	Departure times, see link www.seatruckferries.com/routesschedules	Seatruck Panorama & Clipper Pennant	Ro/Ro Freight Trade Cars	Warrenpoint: T. 028 4175 4400 Heysham: T. 01524 853512	Email: warrenpoint.booking @seatruckgroup.co.uk heysham.booking @seatruckgroup.co.uk
DUBLIN	Heysham	Seatruck Ferries	1 x Daily Tues-Sun ex Heysham 1 x Daily Mon-Sat ex Dublin	Departure times, see link www.seatruckferries.com/routesschedules	Clipper Point	Ro/Ro Freight Trade Cars	Heysham: T. 01524 853512 Dublin: T. 00353 1 8230492	Email: heysham.booking @seatruckgroup.co.uk dublin.booking @seatruckgroup.co.uk
DUBLIN	Liverpool	Seatruck Ferries	4 x sailings per day each direction Tue to Thur 2 per day on Sat 1 x Sun, 2 on Mon & 3 x Fri	Departure times, see link www.seatruckferries.com/routesschedules	Seatruck Power, Seatruck Progress, Seatruck Pace & Clipper Ranger.	Ro/Ro Freight Trade Cars	Liverpool: T. 0151 933660 Dublin: T. 00353 1 8230492	Email: liverpool.booking @seatruckgroup.co.uk dublin.booking @seatruckgroup.co.uk

STENALINE GROUP

www.stenaline.co.uk

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HEYSHAM	Belfast	Stena Line	2 x Daily Tues-Fri 1 x Daily Sat, Sun, Mon each direction	Mon-Fri 09:00 & 21:00 both directions Sat 09:00 Sun 21:00	Stena Hibernia Stena Precision	Ro/Ro Freight Service	T. 0845 070 4000 F. 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
BIRKENHEAD (Liverpool)	Belfast	Stena Line	3 x Daily Tues - Fri 2 x Daily Sat, Sun, Mon each direction	10:30 & 22:30 both directions No Monday a.m. sailings From Belfast Mon 16.30, Tues-Fri 15.30 From Liverpool Mon 06.00, Tues-Fri 03.30	Stena Lagan Stena Mersey Stena Performer	Ro/Ro Freight Passengers/ Cars/Coaches	T. 0845 070 4000 F. 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
CAIRNRYAN	Belfast	Stena Line	6 x Return crossings per day	Regular sailings day & night	Superfast VII Superfast VIII	Ro/Ro Freight Passengers/ cars/coaches	T. 0845 070 4000 F. 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
CHERBOURG	Rosslare	Stena Line	3 x Weekly each direction	From Rosslare: Tues 21.30, Thurs 20.30 & Sat 16.30 From Cherbourg: Wed 21.00, Fri 20.30 & Sun 15.00	Stena Horizon	Ro/Ro Freight Passengers/ cars/coaches	T. 048 90 786062 F. 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi @stenaline.com
HOLYHEAD	Dublin	Stena Line	4 x Return crossings per day	From Holyhead 02.30/ 08.55/13.50/20.30 From Dublin 02.15/ 08.20/15.10/20.40	Stena Adventurer Superfast X	Ro/Ro Freight Passengers/ cars/coaches	T. 048 90 786062 F. 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
FISHGUARD	Rosslare	Stena Line	2 x Return crossings per day	From Rosslare: 09.00 / 21.15 From Fishguard: 02.30 / 14.30	Stena Europe	Ro/Ro Freight Passengers/ cars/coaches	T. 048 90 786062 F. 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi @stenaline.com
HARWICH	Rotterdam	Stena Line	2 x Daily Tues - Fri 1 x Daily Mon, Sun each direction	From Harwich: Mon-Fri 21.30 Sun 21.30 Tue-Fri 07.45 From Rotterdam: Mon-Fri 20.45 Sun 20.45 Tue-Fri 10.30	Capucine, Severine	Ro/Ro Freight	T. 0845 070 4000 F. 01255 252246 T. 0031174315858 (H) F. 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
HARWICH	Hoek Van Holland	Stena Line	2 x Return crossings per day	From Harwich: Mon-Sat 09.00 Sun 10.00, Daily 23.00 From Hoek: Mon-Fri 14.15 Sat-Sun 13.45 Mon-Sun 22.00	Stena Hollandica Stena Britannica	Ro/Ro Freight Passengers/ cars/coaches	T. 0845 070 4000 F. 01255 252246 T. 0031174315858 (H) F. 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
HOEK VAN HOLLAND	Killingholme	Stena Line	1 x Return crossing per day	From Killingholme: Mon-Fri 20.30 Sat-Sun 20.00 From Hoek: Mon-Fri 20.45 Sat-Sun 20.00	Stena Transporter Stena Transit	Ro/Ro Freight	T. 0845 070 4000 F. 01255 252246 T. 0031174315858 (H) F. 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
KILLINGHOLME	Rotterdam	Stena Line	1 x Daily Mon - Fri, Sun each direction	From Rotterdam: Mon-Fri & Sun 16.45 From Killingholme: Mon-Fri & Sun 22.00	Stena Scotia	Ro/Ro Freight	T. 0845 070 4000 F. 01255 252246 T. 0031174315858 (H) F. 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com



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INTERNATIONAL SHIPPING LINES REPRESENTED
IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

SHIPPING AGENTS

AGENT	DESTINATION
All-Route SHIPPING (N.I.) LIMITED A WOODSIDE GROUP COMPANY  <p>61 Carrickfergus Road, Ballynure, Co Antrim BT39 9QJ Tel: 028 9334 4848 Email: freight@allroute.com</p>	<ul style="list-style-type: none"> ➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ➤ NORTH AMERICA ➤ SOUTH AMERICA ➤ CENTRAL AMERICA ➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA
SPECIALIST SERVICES	
<ul style="list-style-type: none"> ➤ Abnormal Load Experts ➤ Customs Clearance 	<ul style="list-style-type: none"> ➤ Excise Goods ➤ Import & Export container services ➤ Personal Effects ➤ Freight Forwarding ➤ Ships' Agency

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

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



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EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA





INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



INTERNATIONAL SHIPPING LINES REPRESENTED
IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

SHIPPING AGENTS

AGENT

Containerships

(Dublin) Limited

Unit D2 Swords Enterprise Park,
Feltrim Road, Swords, Co. Dublin,
Rep. of Ireland K67 F256

Tel: + 353 (1) 8107454

Fax: + 353 (1) 8138190

Mob + 353 (0) 86 781 6421

www.containershipsgroup.com

DESTINATION

➤ WESTERN EUROPE

➤ EASTERN EUROPE

➤ CIS

➤ SCANDINAVIA

○ NORTH AMERICA

○ SOUTH AMERICA

○ CENTRAL AMERICA

○ CARIBBEAN

○ AFRICA

○ MIDDLE EAST

○ INDIAN SUB-CONTINENT

○ SOUTH EAST ASIA

○ FAR EAST

○ AUSTRALASIA

SPECIALIST SERVICES

➤ Abnormal Load Experts

➤ Dangerous

➤ Import & Export container services

➤ Refrigerated

AGENT



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Belfast BT3 9BP

Tel: 028 9035 7000

Fax: 028 9075 6666

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DESTINATION

➤ WESTERN EUROPE

➤ EASTERN EUROPE

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➤ SCANDINAVIA

➤ NORTH AMERICA

➤ SOUTH AMERICA

➤ CENTRAL AMERICA

➤ CARIBBEAN

➤ AFRICA

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➤ FAR EAST

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SPECIALIST SERVICES

➤ Customs Clearance

➤ Freight Forwarding

➤ Logistics

➤ Port Warehousing & Storage

AGENT

Heyn Handling Solutions

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➤ EASTERN EUROPE

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➤ CENTRAL AMERICA

○ CARIBBEAN

➤ AFRICA

➤ MIDDLE EAST

➤ INDIAN SUB-CONTINENT

➤ SOUTH EAST ASIA

➤ FAR EAST

➤ AUSTRALASIA

SPECIALIST SERVICES

➤ Customs Clearance

➤ Excise Goods

➤ Import & Export container services

➤ Export Documentation Services

INTERNATIONAL SHIPPING LINES REPRESENTED
IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

SHIPPING AGENTS

AGENT	DESTINATION
JENKINSON Logistics  <p>5 Edgewater Road, Belfast BT3 9JQ Tel: +44-28-90781810 Fax: +44-28-90781812 www.jenkinson.ie</p>	<ul style="list-style-type: none"> WESTERN EUROPE EASTERN EUROPE CIS SCANDINAVIA NORTH AMERICA SOUTH AMERICA CENTRAL AMERICA CARIBBEAN AFRICA MIDDLE EAST INDIAN SUB-CONTINENT SOUTH EAST ASIA FAR EAST AUSTRALASIA
SPECIALIST SERVICES <ul style="list-style-type: none"> Customs Clearance Export Documentation Services Import & Export container services Port Warehousing & Storage 	

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

AGENT	DESTINATION
MSC Limited (Mediterranean Shipping Company) <p>Prince's Dock, 14 Clarendon Road, Belfast BT1 3BG, Northern Ireland Tel: +44 2890 313700 Fax: +44 2890 313773 E-mail: hello@mscuk.com www.msc.com</p>	<ul style="list-style-type: none"> WESTERN EUROPE EASTERN EUROPE CIS SCANDINAVIA NORTH AMERICA SOUTH AMERICA CENTRAL AMERICA CARIBBEAN AFRICA MIDDLE EAST INDIAN SUB-CONTINENT SOUTH EAST ASIA FAR EAST AUSTRALASIA
SPECIALIST SERVICES <ul style="list-style-type: none"> Import & Export Container Services Logistics Pharma 	



INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



Great year for Larne and Cairnryan Ports

2016 was very good for both the Larne and Cairnryan ports, says General Manager, Roger Armson.

"Our biggest customer, P&O Ferries handled its highest freight volume in five years on their Larne-Cairnryan service - 206,700 units, up 7.5% on 2015.

"Passenger numbers were good too boosting both our ports," he adds. "P&O Ferries reliability was a massive factor in its success. In 2016 none of their scheduled sailings from Larne or Cairnryan were cancelled and 97 per cent of them arrived on time.

"Operating both Larne & Cairnryan ports means we have the shortest distance across the Irish Sea, allowing P&O Ferries to offer the fastest journey time and more departures per day than any other Irish Sea ferry route."

It is this, he says, that gives freight customers a significant competitive advantage through better frequency and certainty of journey time.

"As well as ferry traffic we made great progress on our general cargo business handling more ships and cargo in Larne and Cairnryan than at any time in



the past twenty years. We had a significant number of wind farm shipments at both ports as well as baled waste, concrete and specialised generators at Larne."

In Larne there are four berths and link spans which enable the port to work with RoRo's up to 180m LOA and cargo ships up

to 140m with 7.0m drafts as well as the flexibility to deal with heavy and oversized loads.

Road and rail connections from Larne to the rest of Ireland are excellent and journey time to Belfast is only 30 minutes making it a great choice for companies bringing goods in or out of Ireland.

"The widened dual carriageway A8 was a big factor in securing some of the cargoes handled recently as well as the extensive storage facilities we have available within the secure port area and the Business Park close by."

At Cairnryan we have 2 berths, one of which is dedicated to P&O Ferries and the other to general cargo operations. We have just successfully completed a long term renewable energy project which resulted in calls by 27 vessels from Spain in the last 14 months. "The customer really appreciated our flexible approach to their requirements."

Roger went on to say "We have a dedicated Ports team with safety, marine, engineering and finance expertise to provide innovative solutions which get the job done. We work very closely with our customers to safely deliver the services they want in the way that works best for them.

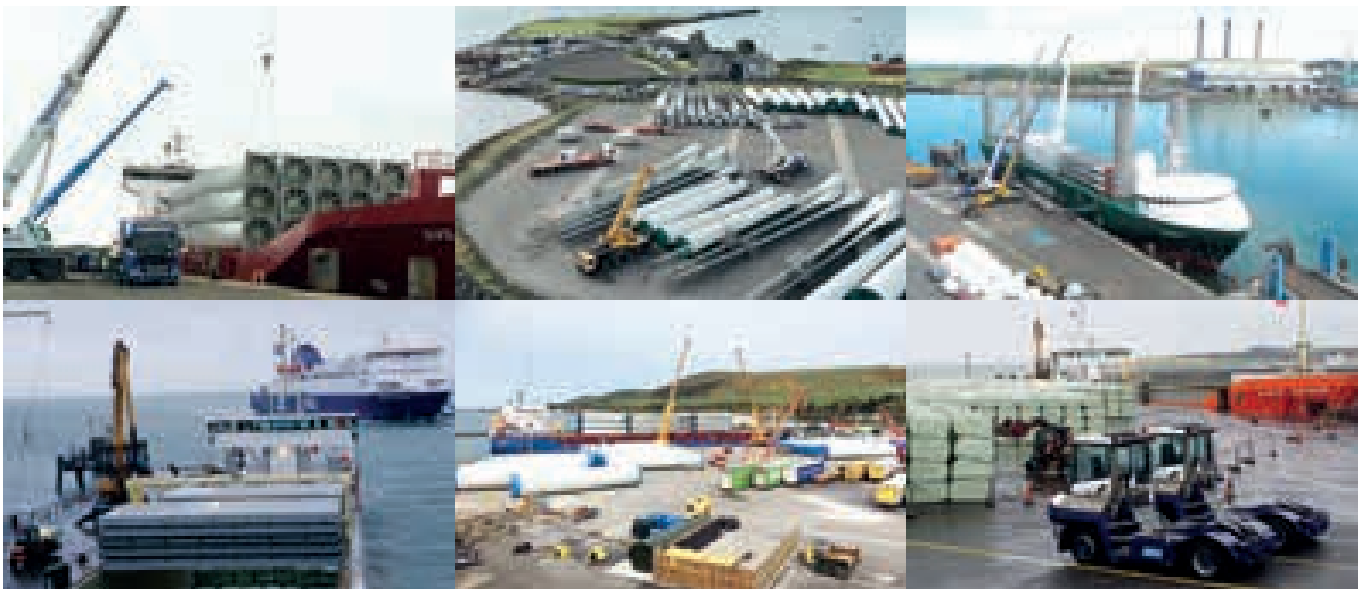
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SPECIALIST SERVICES

- ☒ Dangerous Goods
 ☒ Import & Export Container Services
 ☒ Perishable
 ☒ Refrigerated

AGENT	DESTINATION
 Quay Cargo Services Ltd. Unit 6, Victoria Business Park, 9 West Bank Road, Belfast Harbour Estate, Belfast BT3 9JL Northern Ireland Tel: +44 28 9037 1195 Fax: +44 28 90 371194 E-mail: info@quaycargo.co.uk www.quaycargo.co.uk	<div> <input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> CARIBBEAN </div> <div> <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> AFRICA </div> <div> <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> MIDDLE EAST </div> <div> <input checked="" type="checkbox"/> SCANDINAVIA <input checked="" type="checkbox"/> INDIAN SUB-CONTINENT </div> <div> <input checked="" type="checkbox"/> NORTH AMERICA <input checked="" type="checkbox"/> SOUTH EAST ASIA </div> <div> <input checked="" type="checkbox"/> SOUTH AMERICA <input checked="" type="checkbox"/> FAR EAST </div> <div> <input checked="" type="checkbox"/> CENTRAL AMERICA <input checked="" type="checkbox"/> AUSTRALASIA </div>

SPECIALIST SERVICES

- ☒ Container Storage & Repairs
 ☒ Import & Export Container Services
 ☒ Groupage
 ☒ Road - International

AGENT	DESTINATION
TR Logistics Group Transit 4, Edgewater Road, Belfast, Northern Ireland BT3 9JQ Tel: +44 (0)28 9037 3700 E-mail: info@tr-logistics.com www.tr-group.co.uk	<div> <input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> CARIBBEAN </div> <div> <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> AFRICA </div> <div> <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> MIDDLE EAST </div> <div> <input checked="" type="checkbox"/> SCANDINAVIA <input checked="" type="checkbox"/> INDIAN SUB-CONTINENT </div> <div> <input checked="" type="checkbox"/> NORTH AMERICA <input checked="" type="checkbox"/> SOUTH EAST ASIA </div> <div> <input checked="" type="checkbox"/> SOUTH AMERICA <input checked="" type="checkbox"/> FAR EAST </div> <div> <input checked="" type="checkbox"/> CENTRAL AMERICA <input checked="" type="checkbox"/> AUSTRALASIA </div>

SPECIALIST SERVICES

- ☒ Air
 ☒ Customs Clearance
 ☒ Dangerous Goods
 ☒ Freight Forwarding



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INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



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CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



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Email: info@tee.co.uk

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- ☐ AUSTRALASIA

SPECIALIST SERVICES

- ☒ Abnormal Load Experts
- ☒ Dangerous Goods
- ☒ Freight Forwarding
- ☒ Groupage

AGENT

Transocean NI Limited

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- ☐ SOUTH EAST ASIA
- ☐ FAR EAST
- ☐ AUSTRALASIA

SPECIALIST SERVICES

- ☒ Customs Clearance
- ☒ Export Documentation Services
- ☒ Freight Forwarding
- ☒ Import & Export Containers Services

AGENT

Rhenus Logistics Limited

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- ☒ AFRICA
- ☒ MIDDLE EAST
- ☒ INDIAN SUB-CONTINENT
- ☒ SOUTH EAST ASIA
- ☒ FAR EAST
- ☒ AUSTRALASIA

SPECIALIST SERVICES

- ☒ Freight forwarding
- ☒ Groupage
- ☒ Import & export Containers Services
- ☒ Road-International

TOWAGE SERVICES

AGENT

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www.svitzer.com

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➤ LONDON
➤ FELIXSTOWE
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COVERAGE DETAILS
AVAILABLE

SPECIALIST SERVICES WORLDWIDE

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➤ Boatmen Services ➤ Off Shore Support ➤ Fire Fighting & Pollution Response ➤ Salvage

SHIPPING NEWS

IEA and BDO launch joint initiative to advise exporters on customs issues

The Irish Exporters Association has announced BDO Customs and International Trade Services as a key sponsor of the organisation's customs services offering.

Working together, the IEA and BDO will offer IEA members guidance and advice on customs issues and challenges for export / import through a series of newsletters in 2017.

The timing of these updates is especially crucial given the likely changes that Brexit, the Trump presidency and increasing uncertainty in the EU will bring this year for companies involved in the movement of goods into and out of Ireland.

Commenting on the significance of this partnership, Simon McKeever, Chief Executive, Irish Exporters Association said: "Our members will be faced with more challenges than ever before as they plan their growth and



L-R: Simon McKeever, Chief Executive, Irish Exporters Association; Carol Lynch, Partner, BDO

development, manage uncertainty and compete internationally. Working with BDO, our members will receive regular information on customs and trade issues,

customs developments, frequently asked questions and practical support for real customs issues.

"At the IEA, we service our

members through representation, member development, networking & connectivity and export services. We will continue to assist our members in 2017 with practical help and support, ensuring that we offer solutions to their challenges, highlight opportunities and signpost them to expert advice."

Carol Lynch, Partner at BDO commented: "We are delighted to be working with the IEA to provide timely and practical information to their members and to our clients on the evolving complexities of international trade. In particular, Brexit implications are becoming clearer and ambitious and forward-thinking companies are very focused on both the tax implications and the business opportunity it presents."

IEA hires new Head of Business Development

Building on its strong membership team to address emerging issues in the export industry, the Irish Exporters Association has hired Ronan Treacy, with over 20 years' experience in key corporate, business development, relationship management sales and marketing roles.

Ronan Treacy will expand on the IEA membership engagement strategy to help the IEA further support the Irish export industry given emerging global issues, such as Brexit, the Trump presidency and increasing political uncertainty in the EU.

Previously the Head of Sales & Marketing with the Sandymount Hotel, Mr Treacy joins the IEA with over two decades of experience in key senior relationship management and marketing roles at Aer Lingus and 123.ie.

Simon McKeever, Chief Executive of the Irish Exporters Association commented: "Ronan is an ideal candidate for the position of Head of Business Development given his wealth of experience in corporate sales and marketing roles and his passion for networking and relationship management. We are delighted to welcome Ronan to the team and look forward to working with him and in turn, closer collaboration with our members."

CORR BROTHERS: WHERE THE CUSTOMER COMES FIRST

Continual investment in people and facilities to provide customers with the highest levels of service and support has been the driving force behind the success of Armagh based commercial vehicle specialists, Corr Brothers Ltd.

Established in 1976 Corr Brothers, today headed up by Michael and Christopher Corr, have grown over the years into one of Northern Ireland's leading 'one stop' shops for commercial vehicle needs.

The company recently updated its own in-house software to record routine vehicle inspections through an online portal – Corr Check.

"Created in conjunction with several local web developers, Corr Check is fairly unique to ourselves, allowing customers, using their own user name and password, to log in at any time to review and schedule their routine inspections," explains Michael. "All our customers' historical reports are readily available. The reports can be emailed or printed out, which is especially useful should they be required by the likes of the Driver Vehicle Agency.

"Corr Check was launched about 18 months ago, and since then we have hosted around a thousand separate vehicle inspections on it, but we recently upgraded the online site to include a facility to allow scheduling of inspections and this is currently being rolled out to all our customers."

Inspections can be scheduled to suit customer requirements and include over 100 separate inspection items - ranging from tyre thread to inside cab, ground level and under vehicle, brake performance, tachograph and lights.

As we mentioned, investment is key to the company's success and it recently invested a significant sum in a new set of Steril Koni column lifts to further improve efficiency on the workshop floors, resulting in less down time for customers.

Tachograph Station

Corr Brothers are also a DVA approved Tachograph Station and provide a wide range of services associated with all aspects of Digital and Analogue tachographs and speed limiters.

"We can supply, fit, repair and calibrate units in all makes and models of vehicles.



Our experienced staff and fully equipped on site set-up means we can offer a prompt and reliable service while you wait."

The company carry a massive range of Analogue and Digital tachographs, Sensors, Cabling Looms, Retro Fit Kits, Download tools and software and are Stoneridge Electronics agents.

"Our most recent addition to our tachograph stock includes the facility to install Stoneridge Exakt™ Digital tachographs in the new Volvo FH trucks. Until very recently Stoneridge Tachographs were not compatible in these newest trucks but we are delighted to announce the arrival of new equipment to allow us to install these units in the new FH."

The company can also supply and fit mechanical limiters to most vehicles with a mechanical/cable driven pump or for more modern vehicles Electronic Road Speed Limiters (ERSL) are also available.

In recent years, too, the company have expanded their operations to offer a wide range of diagnostic and programming services, with technicians who are highly trained and can offer excellent diagnostic reporting and repair assistance.

Other services include the provision of a 24 hour accident and breakdown service for vehicles - from cars right up to heavy commercials, covering all of Ireland.



Think Logistics gains traction with DAF Trucks

Think Logistics, the DAF Trucks-backed drive to encourage 16-19-year-olds into a career within the transport and logistics sector, reports significant progress in expanding its profile and attracting even greater numbers of youngsters to its workshops.

Through an increase in sponsorship, Think Logistics has also grown its network of learning centres to nine locations across the country.

Think Logistics, the brain-child of Abbey Logistics' Steve Granite, has the full-backing of the RHA, the FTA, the CILT and a number of leading truck operators, and is being delivered by national education charity, Career Ready. DAF Trucks was the first high profile sponsor of the project since it announced its three-year partnership at the CV Show in 2015.

With DAF Trucks spearheading the funding of the project, its presence in the venture has helped attract additional funding from the FTA, and more recently, from both the DHL Foundation and the National Logistics Academy.

Think Logistics has now opened four additional Logistics centres in England making nine Think Logistics Career Ready centres across the UK. To date, over 1,400 young people have attended Think Logistics workshops, including 400 alone between September and December, 2016.

"I'm thrilled at the success of the Think Logistics project," said DAF Trucks Managing



Learning provider Career Ready describe to young people the many employment opportunities that exist in the logistics sector.

Director, Ray Ashworth. "The welfare of the truck industry is very dear to me, and I'm especially passionate about empowering young people and showcasing the many good

aspects of haulage and transport. There's a huge diversity of career options on offer," he said, "and Think Logistics is bringing the message to the young people of this country."

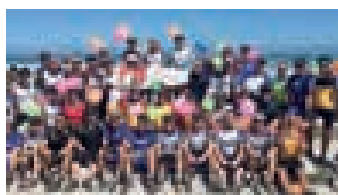
Cycle South Africa Event Set To Raise Record Funds For Transaid

A team of 40 intrepid cyclists from across the transport and logistics industry safely recently completed Transaid's 450km Cycle South Africa challenge, after five gruelling days in the saddle.

Their efforts have so far raised more than £207,000 for the international development organisation – Transaid's largest ever fundraising total from a single event.

During the challenge from the De Doorns to Cape Agulhas, the team battled steep climbs, fierce headwinds and enjoyed some of the country's most stunning scenery while raising vital funds for Transaid's life-saving programmes.

Commenting on her experience of the challenge, Joan Aitken, Traffic Commissioner for Scotland, said: "I am no athlete so 300 miles in 5 days was a major challenge for me, but I wanted to seize this challenge and raise a significant amount of money for Transaid. Completing the ride was an unbelievable achievement and I am incredibly proud to have been part of a group of like-minded individuals all pulling together, digging deep and raising money for such a worthwhile cause. Having



visited Africa and cycled on its roads, I now have an even greater appreciation for what Transaid is working hard to achieve here."

Transaid's Head of Fundraising, Florence Bearman, who joined the Cycle South Africa challenge says: "This was one of the toughest fundraising challenges we'd ever created and the team dedicated a phenomenal amount of time, blood, sweat and tears into training for the ride. It was fantastic to have been a part of it, and it made me all the more appreciative of the amazing industry support we enjoy."

The funds raised will go towards Transaid's programmes, which transform lives through safe, available and sustainable

transport. Transaid's next Africa cycle challenge will be Cycle Zambia, finishing at the Victoria Falls. Please get in touch with Florence if you are interested; places for South Africa sold out six months before the challenge.

The 40 cyclists who took part in Cycle South Africa represented more than 20 firms from across the industry, including Backhouse Jones Solicitors, Clipper Logistics, DFDS Seaways DV, DHL, H&R Gray Haulage, Hoyer Petrolog UK, Informa Exhibitions, Impact, Labyrinth Logistics Consulting, LDH (La Doria) Ltd, Leapfrog Marketing, Michelin Tyre, Microlise, Office of the Traffic Commissioners, Oxford Bus Company, Renault Truck UK, Road Transport Media, Stewart Oades Associates, Tarmac, TRS Tyres, W H Bowker, Yorkshire Bus and Coach Sale and Z-Tech Control Systems.

For more information and to find out how you can support the charity visit www.transaid.org/

Emerald Truck & Van on the Move

Iveco dealers for the Republic of Ireland Emerald Truck & Van, part of the same group as NI Trucks, are on the move.

The company has moved to new purpose built units on the M50 Business Park at Ballymount outside Dublin.

The new address is Units A&B, M50 Business Park, Ballymount Avenue, Ballymount, Dublin 12. Their telephone number - (01) 429 7600 - and email addresses remain the same.

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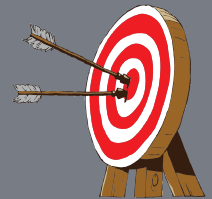
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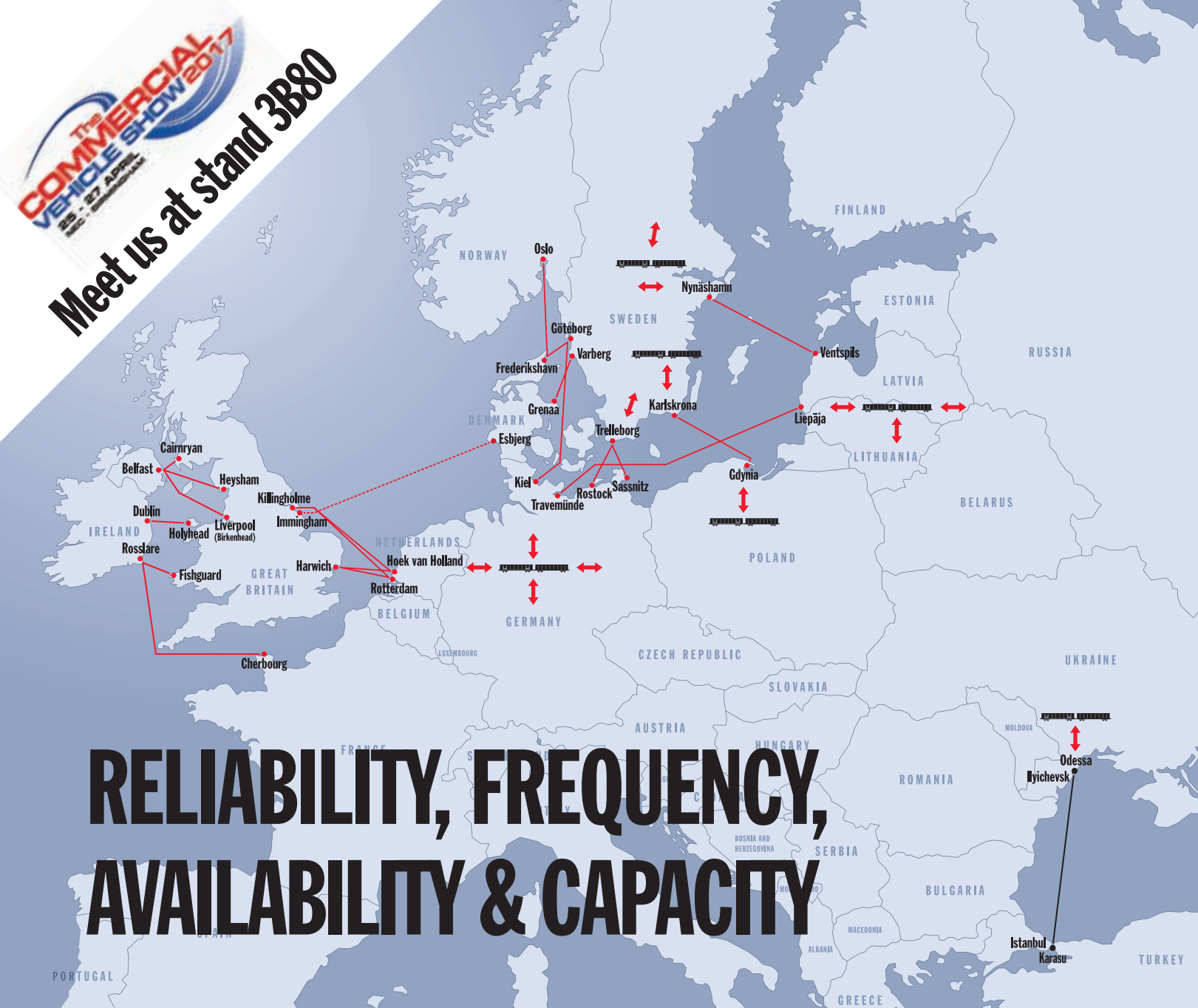


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