

# EXPORT &

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## COMMENT

Politicians certainly don't make life easy for us in the transport and logistics sectors, but even so, we can take a pat on the back for keeping our heads down and carrying on with the business of the day. And in between times, we can let our voices be heard, which is what has been happening.

Good to see that a number of trades bodies, together with representatives of the Freight Transport Association, have been to Stormont to call on politicians to get a devolved government up and running again in Northern Ireland.

Without being too political, everyone in business will surely agree with the sentiments expressed in a joint statement after that Stormont visit: "Together our organisations represent hundreds of thousands of people across all religions, backgrounds and sectors. We unequivocally state that the best way forward for everyone in Northern Ireland is through a local power-sharing government which is built upon a desire to maintain our peace process, demonstrate respect to all communities and deliver compromise where needed."

Of course, we know there's a General Election on the horizon, and some things will have to take a back seat until the dust settles, but let us hope that after June 8th we will see some serious business being done up on the hill.

That said, life in the real world goes on, and there's certainly been plenty happening in our industry. The recent CV Show in Birmingham served to underline just how exciting and promising the future looks, General Elections and Brexit or not. And wasn't it good to see some of our major truck manufacturers making a welcome return to the event?

Also in this issue, we report on DAF's new CF and XF trucks which are being hailed in some quarters as 'a driver's dream.' And we have news on MAN's foray into the van sector with the launch of their TGE range, plus all the very latest from the world of shipping.

Meanwhile, with the annual Export & Freight Transport & Logistics Awards moving to Belfast's premier venue - the Waterfront Hall - there's a high demand for places at what promises to be another night to remember, so early booking is essential. You'll find all you need to know on the following pages.

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](http://www.exportandfreight.com)

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MAY-JUN 2017  
**COVER STORY**

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# First Northern Ireland Operator Awarded FTA Truck Excellence

Waste management company, RiverRidge, has become the first organisation in N. Ireland to receive the Freight Transport Association (FTA) Truck Excellence Accreditation having undertaken a lengthy audit and inspection process.



Transport Manager Stephen Thompson.

**The Truck Excellence** scheme, a voluntary, industry-governed scheme, audits a truck operator's compliance within the responsibilities of their Operator's licence.

Stephen Thompson, Group Transport Manager of RiverRidge comments; "My team and I are delighted to receive the FTA Truck Excellence Accreditation as a result of the consistent attainment of high levels of compliance with the operator licensing undertakings. Compliance is a top priority for our fleet and this accreditation not only gives confidence in our fleet operation, but it also gives reassurance to our many customers, shareholders and to our staff."

RiverRidge operates across Northern Ireland with sites in Derry-Londonderry, Belfast, Coleraine and Portadown. The group coordinates a fleet of 80 vehicles to collect and transfer Northern Ireland's waste.

With a comprehensive range of collection options available, RiverRidge offers an award winning and reliable waste transfer

service to over 3,500 customers across 95% of Northern Ireland's postcodes.

Stephen continues, "This is the first time that RiverRidge has looked to obtain this accreditation, and it is an outstanding testament to the entire team. Everyone worked extremely hard towards this but, I would like to say a very special thank you to the Transport Department and in particular, Harry McIntyre, Chris O'Hara, Loretta Byrne, Christina McKinney and Jonathan Hunter, who committed an exceptional amount of time and effort towards this audit."

Gerry Shaw, FTA Audit and Accreditation Process Manager, comments: "Congratulations to our FTA member RiverRidge on becoming the first Northern Ireland company to achieve the Truck Excellence Accreditation. Truck Excellence is the only national scheme that accredits operators against the operator licence undertakings. Each standard maps entirely to obligations under the operator licensing regime and associated core legislation, which is what both regulators and industry agree is the desired standard for excellence."

"RiverRidge demonstrated consistent attainment of high levels of compliance with the operator licensing undertakings and as a result achieved the FTA Truck Excellence Accreditation, and can now be recognised as a company which is operating a safe and compliant fleet to an industry best standard."





# New CEO Of Retlan Manufacturing Group

CIMC Vehicles, the China-based global trailer manufacturer, has appointed Enda Cushnahan as the new Chief Executive Officer of its subsidiary, Retlan Manufacturing Limited, the Northern Ireland - headquartered UK trailer manufacturer and parent company of SDC Trailers Limited.



Enda Cushnahan

**The appointment will** take effect on 1 July 2017, when Mr. Cushnahan, currently the Chief Operations Officer of the Retlan Group, will replace the current CEO, Mark Cuskeran. Commenting on the appointment, Mr. David Li, General Manager

and Director of the Board of CIMC Vehicles said: "We are delighted that Enda has been appointed as the new CEO of the Retlan Group. We look forward to working with him to continue the group's fine tradition of high quality UK-based manufacturing and further extend

the business in other markets. We would also like to thank Mark for his outstanding contribution to the success of the group during his 10 year tenure as CEO. We wish him every future happiness."

Mark Cuskeran, the current CEO, said: "It has been a very fulfilling

experience leading the Retlan Group in the past ten years. I am proud that Retlan/SDC is well positioned in the market place. As I am leaving the Retlan Group, I would like to wish Enda every success with his new role as the CEO and continued success to Retlan/SDC."



## "OUR LIGHTEST TRUCK IS ALSO OUR TOUGHEST."

"We get paid by the tonne, so payload is critical to our business. But so is durability – we don't get paid at all if they're off the road. We rely entirely on Scania to maintain our vehicles, and the consistency and quality of their staff and dealer responses are the best in the market."

Chris Cooling, Group Transport Manager  
Day Aggregates

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# MAN Measures Up For Specialist Drains Service

MAN Truck & Bus UK has provided drain cleaning experts Contract Services Dgn Ltd with a new TGS 26.500.

**The new truck** will replace an older model and has been fitted out with be-spoke spec equipment to lead the drain cleaning operation of the Dungannon-based firm.

Director Patrick McKenna explained: "We had an MAN that needed replacing and again, when we looked at all the different specs and offerings, it was the MAN that offered the best PTO for the job.

"It has been fitted out in Germany with specialist drain cleaning equipment that allows it to recycle the water from the drains to continue the cleaning process using that.

"The new MAN TGS is an upgraded version of our old vehicle and we are looking forward to getting six or seven years of service from it too."

Brian Beattie, area sales manager for MAN, said: "The truck is very impressive. The

specialist equipment has been supplied and built by a German company to meet the specifications required by Contract Services, and it was fantastic that the TGS met the rigorous conditions imposed on it for the drain cleaning service.

"The vehicle is unique and will be leading the way in Contract Services drain clearing operations throughout Northern Ireland."



## AES Choose Renault For Fleet Replacement Programme



Leinster and North Munster-based Advanced Environmental Solutions (AES Bord na Móna) have just put into service 10 new Range C380 8x4 trucks complete with Dennis Olympus OL27 bodies, Zoeller lifts and Moba weighing systems.

**All 10 trucks** are fitted with the Optidriver extreme gearbox and Voith retarders. The bodies are both single compartment and dual compartment configurations.

In addition AES have also taken delivery of 4 new Renault Range D320 6x2 rear-steer with Allison gearboxes and fitted with OL23 Dennis Olympus bodies, Zoeller lifters and Moba weighing systems.





# First Mercedes-Benz delivers miles more smiles for Niall

Truck-mounted crane hire and lifting specialist Niall Leitch has treated himself to a stunning 10th anniversary present in the shape of a highly-specified, 8x4 Mercedes-Benz Arocs.

**Niall, who founded** Leitch Trans Lift, of Strabane, County Tyrone, in 2007, acquired the chassis from Newtownabbey Dealer Mercedes-Benz Truck & Van (NI).

The high-riding Arocs is purpose-designed for construction-related applications. The first Leitch Trans Lift vehicle to wear a three-pointed star has a StreamSpace cab and is powered by an advanced, 12.8-litre straight-six engine which transmits its 375 kW (510 hp) output to the road via a smooth Mercedes PowerShift automated transmission.

Resplendent in the operator's metallic silver and blue livery with colour-coded bumper and roof-mounted light bar, it is fitted with a mighty 65 tonne/metre PM 65 SP crane. The truck's platform body is by Nugent Coachworks, of Dungannon, as is the low-height tri-axle drawbar trailer which it pulls.

Leitch Trans Lift works primarily for utilities companies, including Northern Ireland Electricity Networks and Electricity Supply Board (ESB), which is majority owned by the Irish Government. The Arocs has lined up alongside

the operator's five other crane trucks, a combination of rigids and tractor units, and is now being inspected and serviced under a six-year Mercedes-Benz Repair and Maintenance Contract at the Dealer's Dungannon workshop.

Niall Leitch worked as a low-loader driver for an Omagh-based heavy haulage specialist, before launching his own business. Leitch Trans Lift handles pre-cast products, electricity transformers, wind turbines and portable offices, as well as other abnormal loads.

Niall attended a roadshow staged by Mercedes-Benz Truck & Van (NI) at the Cabragh Filling Station, Dungannon. He recalled: "It was the Arocs cab that really impressed me. The moment I saw it, I thought to myself: 'Mercedes-Benz have built something special here.' The business has been going well so, having always purchased second-hand trucks in the past, I eventually decided to bite the bullet and order my first brand new one.

"I'd heard a lot of good things locally, about how the Dealer has been working hard to support operators out here in the west of



the province. The response to my initial enquiry from its truck sales executive Paul McCrory was very professional. He took me seriously from the outset and brought an eight-wheeler over for me to try – it was very different to the vehicle I ultimately purchased, but it was nice to get a run in a Mercedes-Benz, as I'd never driven one before.

"I love the way the Arocs looks, its power and its comfortable cab, while the ground clearance and excellent visibility mean the vehicle is ideally suited to work on rough sites. My drivers are also falling over themselves to take the Mercedes-Benz out. The transmission was a potential stumbling block initially, as none of them wanted an auto, but the PowerShift 'box makes the truck so easy drive that this has never been an issue. One guy, previously a die-hard fan of a Swedish brand, has been completely won over by the comfort and all-round usability of the Arocs."



**“THE RELIABILITY, RESIDUAL VALUES AND AFTERSALES SERVICE WE GET FROM SCANIA ARE ALL FANTASTIC.”**

“Every week we get the figures from them and they agree with our own sums: they're about 10% more efficient than anything else. With a fleet like ours, that's a significant saving. We got our first Scania 25 years ago, and we've had them ever since.”

Neil Crossley, Managing Director  
Solihull Transport

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# Business and Civic Society Make Urgent Appeal To Local Politicians

A number of trades bodies, together with representatives of the Freight Transport Association, have been to Stormont to call on politicians to get a devolved government up and running again.

In an 'open' letter to MLAs, the group write: "During the month of April nineteen years ago, people across Northern Ireland were presented with an amazing agreement which would deliver a path for peace and prosperity in the years ahead. That Agreement won overwhelming support in a referendum one month later.

"The business community and civic society are united in our gratitude to the UK and Irish governments of that time and of course international support from President Bill Clinton and Senator George Mitchell.

"Similarly, we recognise that Northern Ireland is indebted to many people from right across society who have transformed communities by putting themselves forward as peacemakers, compromisers and economy builders during the past two decades. Lives have been transformed and a generation of young people have benefited enormously.

"Northern Ireland's power-sharing government that emerged from the Belfast/Good Friday Agreement has brought peace to our streets, put an end to sectarian killings and allowed economic growth to ensue. Devolved government has also delivered to Northern Ireland autonomy over our local public services and has dramatically improved our international reputation for investors and tourists alike. But, as President Clinton has recently reminded us, there is much more to be done. Indeed as the UK re-negotiates its relationship with Europe, a united voice from Northern Ireland politicians is urgently needed to protect our unique interests.

"Today, business bodies (representing employers, investors and entrepreneurs), the Community and Voluntary Sector (representing organisations which transform lives through voluntary work and community groups) and many other members of civic society such as

universities and membership organisations make a final plea to local political leaders, and the two governments, at this critical juncture.

"Devolved government is the only option for maintaining our precious peace and allowing the people of Northern Ireland to shape their own destiny; a local Executive must be formed for the sake of Northern Ireland's future.

"Business and civic society are today directly asking local politicians to find a way forward for creating a power-sharing government that works for all the people of Northern Ireland. Our future can only be a shared one. It is only through local government that we can guarantee peace, attract investment and deliver job creation and social progress for this small region. We remind local politicians that they have a duty to their electorate to pursue the best way forward for everyone residing in this region.

"Today the voice of business and civic society join together with one message. Together our organisations represent hundreds of thousands of people across all religions, backgrounds and sectors. We unequivocally state that the best way forward for everyone in Northern Ireland is through a local power-sharing government which is built upon a desire to maintain our peace process, demonstrate respect to all communities and deliver compromise where needed. "



The FTA's Seamus Leheny pictured (right) with John Armstrong of the Construction Employers Federation.



Some of those who gathered at Stormont.

## Renault Trucks Dealer Awards Discovers Diamonds In Its UK & Ireland Network

Celebrating the best in its network, the winners of the Renault Trucks Dealer Awards were announced at the company's black tie gala dinner at the ICC Birmingham recently.

Some 270 colleagues from across the Renault Trucks UK & Ireland dealer network gathered for the annual awards, hosted for the second year by star of TV and radio, Colin Murray.

Themed 'Discover our Diamonds' after Renault Trucks' latest advertising campaign which focuses on the quality of its people inspired by the strength of the diamond in the brand's

logo, the awards recognised outstanding achievements for 2016 in 15 categories.

One of the stars of the night was RH Commercial Vehicles, who came away with three awards including 'Dealer of the Year' and 'Sales Team of the Year', with their Alfreton branch winning 'Aftermarket Team of the year'.

Locally, the Irish Aftermarket

Dealer of the Year award went Kelly Trucks, while the Irish Sales Person of the Year was Martin Ryan, from Setanta Vehicle Importers, with the Irish Sales Dealer of the Year award going to Shaw Commercials. Nigel Butler, Renault Trucks' Commercial Director, said: "Our annual awards are one of the highlights of the Renault Trucks' year, celebrating the

strength and performance of our dealer network and the people who make the difference, our 'Diamonds'. Our robust, efficient product range is world class and we are now challenging preconceptions, encouraging people to 'rethink what they think they know' about Renault Trucks with a dealer network of proud professionals supporting our brand in the market."



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All new purpose built Waterfront 1000 seat auditorium

With the annual Export & Freight Transport & Logistics Awards moving to Belfast's premier venue - the Waterfront Hall – there's a high demand for places at what promises to be another night to remember, so early booking is essential.

**This magnificent venue** 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.

Now into its 16th year, the Awards event will be staged on Thursday, September 14th and will, of course, include a superb gala dinner and some top class entertainment.

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), the revamped Waterfront Hall now 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 660m<sup>2</sup> reception area.

This new venue means we have extra capacity to cope with demand, but even so, tables are already being snapped up by those who want to be a part of the Awards Night which is held to celebrate all the hard work, determination,

and ongoing investment that make the industry what it is today, so if you don't want to miss out, you need to contact us now!

#### NEW SPONSOR

There are several new categories this year, including 'Excellence in Maritime Logistics' which is being sponsored by Motis, one of the most progressive shipping companies in Europe with its headquarters in Newry, County Down. It also has a significant presence within the Port of Dover, with parking for over 300 trucks, as you will read elsewhere in this issue.

This new category is designed to honour and acknowledge the contributions made by individuals and organisations involved in the maritime logistics sector – from shipping lines and agents to freight forwarding and warehousing.

It is one of 20 categories, which means 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!

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 - and if you also want to separately nominate any companies or individuals other than your own, you can do so.

Not only tables, but overnight accommodation at the adjoining Hilton Hotel accessed from the Waterfront Hall by a connecting corridor - is being booked up very quickly, so 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](http://www.exportandfreight.com)



Waterfront Hall Welcome Room



The Waterfront Hall, Belfast



# THE BEST DRIVERS DESERVE THE BEST TRUCKS



"As specialist hauliers of construction materials, we need the right kit and the right drivers. The DAF XF delivers both outstanding performance and driver comfort, which together with the unbeatable dealer service, is why I buy DAF."

**Richard Bimson**  
Managing Director

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# VOLVO TRUCKS MARK 50 YEARS WITH 'AILSA' LIMITED EDITION

In 1967, Jim McKelvie and Jim Keyden, two far-sighted, entrepreneurial Scottish businessmen, launched 'Ailsa Trucks', the company that first introduced Volvo trucks to the UK.

**The Ailsa name** is significant because, although the company traded as Ailsa Trucks, the name was only ever applied to one product, the locally-developed Ailsa Bus, which was built at Irvine. The 'Ailsa' Edition is therefore the only truck to have ever carried the name.

Fifty years ago, via their company 'Ailsa Trucks', Jim McKelvie and Jim Keyden introduced the revolutionary Volvo F86 to a market, that the former knew, from his previous experience as an operator of a fleet of over 350 HGVs, was being hampered by the lengthy waiting lists, often for up to two years, for other makes of truck.

As a customer and a haulier, he also believed that UK manufacturers of the time were complacent with respect to sales and aftercare. An important aspect of the early years of Volvo in the UK and part of that vision of looking after its customers, is that the dealer network and training was established before the trucks arrived.

Likewise, following his time at Pressed Steel at Linwood, where the bodies were made for the P1800 sports car, Jim Keyden knew of Volvo's relentless focus on product quality. Together, Jim Keyden and Jim McKelvie shared a vision for Volvo that they turned into reality and so began a successful partnership with customers and dealers that has since delivered over 200,000 trucks to operators in the UK. The F86 (the 'F' stood for 'Forward Control') with its steel-framed tilting safety cab, laminated windscreen, six-cylinder TD70A diesel engine developing 185/195bhp (DIN/SAE), 9-speed synchromesh gearbox, full air brake system and all new 'System 8' driveline, was ahead of its time – and available for delivery much more quickly than other makes – and all for a purchase price in 1967 of around £3,500, backed up by a 12-month parts and labour guarantee.

## AILSA EDITION

In 2017, Volvo Trucks is celebrating the 50th anniversary of the first entry proper of Volvo trucks to the UK market with the superb 'Ailsa' Edition.



Volvo 'Ailsa' Edition FH16-750 together with the F86 which was originally sold to Thomas Hutchinson of Lee Hall Farm, Wark, Northumberland. It was registered on 12th May 1967.

This is a strictly limited edition with a production run of just 50 black on gold - or gold on black - FH 4x2 and 6x2 tractor units. The 'Ailsa' Edition focuses on Volvo's class leading technology and safety equipment in the FH16-750 and the FH, which is equipped with the 13-litre engine rated at 540hp. With Dynafleet Services, with messaging included, this truck meets both driver and fleet needs.

The FH-540 'Ailsa' Edition is fitted with the I-Shift Dual Clutch. Like the synchromesh gearbox in the F86 of fifty years ago, the I-Shift Dual Clutch is just as revolutionary in the way it helps the driver focus on driving and not on managing gear changes. In fact, with less than 5% of customers opting for a manual transmission nowadays, Volvo are saying 'goodbye' to the synchromesh manual gearbox this year, as I-Shift has become the gearbox of choice.

Each 'Ailsa' Edition has a very special, 'custom'

interior upholstered in black and gold leather that complements the exterior with luxurious detailing that includes gold stitching and the specially designed 50th Anniversary 'Ailsa Edition' logo.

Drivers get Volvo Dynamic Steering (which reduces steering effort by up to 85%), I-Park Cool stationary Air Conditioning, I-See Predictive Cruise Control, TomTom navigation and the latest Media Package for streaming, as well as the fullest possible list of home comforts such as a microwave, television and fridge freezer, together with the Personal Protection Package, which includes a security box, laminated door glass and an alarm.

To support the 'Ailsa' Edition, the truck includes a three-year full Repair and Maintenance contract within the price. The aim today being to maximise uptime as opposed to the message of 50 years ago which was all about minimising down-time.



Volvo 'Ailsa' Edition FH16-750 photographed in Sweden, en-route to the UK.



The 'Ailsa' Edition focuses on Volvo's class leading technology and safety equipment in the FH16-750 and the FH.



**50 YEARS**  
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IVECO Stralis XP &amp; NP

## MEET IVECO'S STRALIS XP...

Iveco dealers NI Trucks recently staged a 'Meet the Stralis XP' evening for invited guests and customers.

**The prestigious Cultra Manor** in the grounds of the Ulster Folk and Transport Museum at Cultra was the setting for what was a memorable evening.

With drinks, dinner and entertainment on offer, guests were invited to get up close and personal with the new Stralis XP; those unfamiliar with the truck came away mightily impressed.

Iveco hail the new Stralis XP as 'the most reliable and fuel efficient truck available on the market which provides the most comprehensive solution for long-haul transport in a package that integrates product and services designed to reduce TCO and CO2.'

The Stralis XP certainly bristles with fuel-efficiency boosting features and services that ensure the highest levels of reliability and profitability for transport businesses, with fuel savings of up to 11% and an impressive TCO reduction of up to 5.6% in long-distance transport operations.



IVECO Stralis Hi-Way



Guests &amp; Customers gather round



Beautiful surroundings of Cultra Manor



Dinners served



Entertainment begins with Mentalist David Meade Entertains



David Meade Entertains reading minds



# NEW STRALIS *XP*

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The commitment to maximise customer uptime, guaranteed by the IVECO TRUCK STATION network

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A new range of services for fleet owners

### NEW STRALIS XP: THE TCO<sub>2</sub> CHAMPION

Discover the NEW STRALIS with a completely renewed driveline, electric and electronic systems, as well as new fuel saving features. The NEW STRALIS with its Euro VI HI-SCR engine technology provides up to 11% fuel saving, reduced CO<sub>2</sub> emissions and lower TCO in every mission. Iveco HI-SCR also guarantees no driver intervention and safety in hazardous areas as there is no active regeneration. Thanks to the new services provided by the IVECO TRUCK STATION network, the STRALIS XP is uptime guaranteed.

STRALIS XP, the TCO<sub>2</sub> champion.

# IVECO

Your partner for sustainable transport



# Manfreight Take 'Gold' With Winning Bid In Volvo Charity Auction

In a 'once in a lifetime' moment that will never be forgotten by the 400 plus customers, dealers, and employees of Volvo Trucks that were present, Chris Slowey of Craigavon - based Manfreight placed the winning bid of £220,000 at a charity auction that saw him become the proud owner of a truly unique 'Limited Edition' Gold FH16-750.



Pictured here (l-r) are Arne Knaben, Chris Slowey, Roger Alm and Jonathan Ross.

**Hosted by Jonathan Ross** as Master of Ceremonies, the occasion was a spectacular 'Gala Dinner' held at the Hilton Birmingham Metropole Hotel, near the NEC, as part of Volvo's 50th anniversary celebrations to mark its entry into the UK truck market in 1967.

The highlight of the evening proved to be a special auction, overseen by broadcaster and auctioneer for the night, Jonny Gould. The star prize – an exclusive limited edition

'Limited Edition' Gold FH16-750 with a unique no. plate : FH16 ONE – proved to be a tension-packed high-point with Volvo Trucks committing to donate all monies raised over and above the truck's reserve price of £100,000 to charity. Chris's successful bid, in which he pipped a number of notable Volvo customers to the prize, will see both Transaid and Manfreight's chosen Cystic Fibrosis charity, benefit from donations totalling £120,000. Chris

chose to support the Cystic Fibrosis charity in honour of his sister Anita, who passed away six years ago.

Speaking after making the winning bid for this unique truck, Chris Slowey said that he was dedicating the flagship truck to the memory of his late father, also named Chris.

"I am delighted to have won the best bid at the auction for the Limited Edition truck, and more importantly to be able to support such worthwhile causes, one of

which is very close to my heart. Next year we will be celebrating our 45th anniversary in business and for 40 of those years, we have been buying Volvo trucks. The Limited Edition will be the flagship truck of our fleet and it will make a lovely tribute in honour of my father Chris, the founder of Manfreight."

According to Chris, who is a long-standing customer of Dennison Commercials, he is yet to decide whether to put the truck to work in Manfreight's 150 plus fleet of mainly Volvo trucks or to keep it in pristine condition as a show truck

The one-off FH16-750, whose existence has been kept a closely guarded secret, features stunning artwork by top truck artist Matt Paint, depicting key trucks in Volvo's 50 years in the UK. The back of the cab features portraits of Jim Keyden and Jim McKelvie, the far-sighted and entrepreneurial founders who first brought Volvo trucks to the UK under the guise of their company 'Ailsa Trucks'.

The evening was filled with great memories of the fantastic highlights in the Volvo story in the UK during the last half-century, including seven historic Volvo trucks on display – six of which were kindly loaned by customers, Alex Anderson, Duncan Coulthard, Chris Hayes, 'Nobby' Caistor and John Andrews. The seventh truck, chassis number 1927, was the first F86 to be registered in the UK and now owned by Volvo Trucks.

Guests at the Gala Dinner also included Claes Nilsson (Executive Vice President Volvo Group and the President of Volvo Trucks), Roger Alm (President of Volvo Trucks Europe), Rikard Orell (Design Director – Volvo Trucks) and Nigel Atterbury (Senior Designer - Volvo Trucks). Also present was a contingent of retired employees, all veterans of the early days of the company, some present from its humble beginnings at Barrhead, near Glasgow.

## SmartDrive Offers Insight into Distracted Driving

SmartDrive Systems, a leader in driving performance solutions that reduce collisions and improve fuel efficiency, has released new insights on distracted driving in truck fleets in its SmartIQ Beat.

**This SmartDrive Snapshot**, which aggregates and anonymises data from the SmartDrive advanced video-based analytics platform, helps fleets understand operational threats and illuminates the inherent risks associated with distracted driving.

The data analysis clearly demonstrates that the most distracted drivers are less safe overall,

commit significantly more fundamental driving errors and drive faster than the speed limit compared to all other drivers.

"Distracted driving costs the United Kingdom billions of pounds a year. It continues to be one of the most serious risks facing our industry," stated Aidan Rowsome, Vice President EMEA of SmartDrive. "While everyone understands

distracted driving as a problem, very few have an objective measurement of the risk. To solve the problem, fleets need to understand distraction risks and eliminate them from their fleet. Video safety is the only objective measurement. SmartDrive applauds fleets who take the necessary steps to protect their drivers and other road users."





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# COOKING ON GAS – FROM JOHN O' GROATS TO LAND'S END



The alternative fuels lobby has been pushing gas engines for a while now, but they've yet to gain traction in the market. Iveco are among the front runners with their Stralis NP tractor and we joined a run from John O' Groats to Land's End to see what the practicalities are.



**First things first.** It's true that Northern Ireland has yet to establish a gas refuelling network, but this does not preclude running a gas-powered truck. There is a fledgling network across the border, with three stations in Cork, Dublin and Dublin docks. More are planned, and if hauliers from Northern Ireland run to the UK, there are nearly fifty, from Bridgewater to Carlisle. Iveco say that they would expect operators in mainland UK, who buy over 15 of these chassis, to be able to request a filling station in their own yard, installed by one of the major gas suppliers. It's a competitive market with plenty of hungry players, they say. Iveco's Stralis NP (Natural power) has a claimed range of 1,500km (932 miles) so even with the current matrix of supply, a modicum of planning could keep you safely on the move. So, what about that claim? We joined a Iveco test tun from John O' Groats to Land's End (JOG2LE), that set out to see if a Stralis NP could make it on a single fill. Did they get there?

## LIMITED CHOICE

It is obviously early days in gas engine development, so there is not yet a vast range to choose from. Current gas tank technology restricts the chassis to a 4x2 layout, and the first of Iveco's perfected engines is their Cursor Nine, a 400 hp unit. Those parameters will not remain for long, as a 6x2 is in the development shops, and higher horsepower ratings are also on the way. For now, this is a truck that is aimed at the supermarkets and parcel carriers, where gvw is always well under the legal maximum. That cursor nine engine has been worked on for some time, and Iveco's alternative fuels director, Martin Flach, says that it has now come of age for gas application.

He told us, "Even only a few years ago, the torque available from a diesel engine running on LNG (liquefied natural gas) was just not up to the mark, but now our Cursor Nine unit develops virtually the same torque as the diesel version." The test truck was a Stralis NP, 4x2 tractor, hauling a tri-axle trailer, and grossing at around 32 tonnes. We were shadowed by Stralis XP 460, and a team of four press test drivers double-manned the trucks over two days

## NORTH TO SOUTH

We were allocated the first shift in the NP, running from that northern tip of Caithness, down to Inverness. The NP drove pretty much like any other Stralis at that power, and we certainly weren't holding up the XP. But it was immediately apparent that the engine braking from a gas-powered unit was well



behind that we've got used to in a diesel. "Part of the re-engineering required for this chassis is the standard inclusion of a retarder to give the appropriate auxiliary braking," says Flach. We can report that it is more than what we would call 'appropriate', giving such powerful braking effort that, in most daily operations, the footbrake would only be needed to bring the truck finally to a rest. On that first section, a lively route, we barely used the service brakes at all. Once past the highlands and south of the A9, we moved onto the motorway network. It was now a simple question of engaging ACC (adaptive cruise control) and settling down for the long haul. We found the best setting to be about 88kmh. Still good progress being made, but fewer overtaking manoeuvres, less stress and a marginal advantage on fuel. As for journey times at this pace, it has virtually no impact at all.

## GO WEST

We needed to be lucky with the traffic and the weather if we were going to eke out every mile from the NP. The weather was certainly very kind to us all the way, and traffic hold-ups were minimal, with only a few minutes of stop-start near Manchester, and similar on the approach to a roundabout on the A30 near Redruth.

Considering what accidents can do on the industrial sections of the M6, and what the A30 tourist traffic is famed for, we got away clean here too.

Switching trucks after our overnight at Preston, the extra 60 hp in the XP was immediately noticeable, and our fellow testers reported slower progress than us on the really long grades around the Devon and Cornwall border.

We badly missed the braking effort of the

retarder though; we had really got used to that extra feeling of control and safety. As the A30 dwindles away to rural single carriageway, we needed to stop and drop our trailers just a few miles shy of the final destination. Amazingly, the holiday hotspot of Land's End does not have a trailer park, or a truck stop. You've already guessed, the NP made it all the way, and with about 200km of gas to spare. So that proved the range question, beyond doubt.

## PRACTICALITIES

Over the entire route the XP 460 consumed 383.5 litres of diesel, and the NP used 344.3 kg of gas. Diesel consumption was at the rate of 27.71 lit/100k (10.2 mpg), and gas at 24.8kg/100km. To translate this into hard cash, we have used the current published rates of 75p per kg for gas, and 96p per litre for diesel, both ex-vat. This equates to £258.25 worth of gas, and £368.16 spent on diesel. Therefore the Stralis NP's fuel costs for the run were £109.91 less than its diesel sibling.

The gas supply infrastructure will spread, of that we can be sure. And determined hauliers who want to make a green statement can press on, just being mindful of their refuelling planning. At present this a truck for operators who cube out, and who do not run at top gross weights. The chassis is initially more expensive, but the fuel is cheaper. The maths simply mean that on average mileages, the break-even point comes after about two and a half years of ownership. Drivers will need an hour or so initial training, and some simple PPE. Even if you feel it's not for you right now, keep an eye on the changes that surely lie ahead. If you are already committed to slashing your CO2 footprint any way you can, talk to your dealer.





# Dennison Commercials Win 'Top Dealer Of The Year' Award

Congratulations to Dennison Commercials, who have won the prestigious Volvo Trucks Top 'Dealer of the Year Award 2016'.



Dennisons staff pictured with Volvo Group UK Managing Director Arne Knaben (right), are, (left to right - front row) Iain McKinney, Damien McCusker, Chris Arthur, Malachy Martin, and John Jenkins. Dennisons staff members Stephen Russell (left) and Alan Herron are in the back row. Awards ceremony MC Kevin Bridges is on the right of the picture.

The much-coveted 'Champion's Belt' trophy was presented to members of Dennison Commercials' senior management team by Volvo Group UK Managing Director Arne Knaben at the recent Volvo Trucks Dealer Conference held in the ICC, Birmingham.

Dennison Commercials, won the 'Top Dealer of the Year Award 2016' following a "consistently outstanding performance in key business areas," reported Arne Knaben.

Managing Director of Dennison Commercials, John Jenkins said: "We are delighted to have won the Volvo Trucks Dealer of the Year Award, as well as being recognised in the other awards categories.

"At Dennisons we are continually striving to achieve the best possible results for our customers, and these awards give credit to the efforts of the entire team. Our dedicated team buy into our Dennison culture, which aims to deliver high levels of customer satisfaction and maximum vehicle uptime for the operator."

In addition to the specific measurement of customer satisfaction, the Volvo Trucks 'Top Dealer of the Year 2016' Award judging criteria, included how Dennison Commercials performed in terms of the following business and commercial areas: Service Excellence measures, Volvo Action Service (VAS) measures on breakdowns, MOT first-time pass rate, depot quarterly audits, New and Used Truck Sales, Volvo Financial Services (VFS) Sales, contract penetration and Aftermarket performance.

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# Diamond Trucks Deliver Whole Package to McKinstry Skip Hire

McKinstry Skip Hire Ltd has turned to Mallusk-based Renault Trucks dealer, Diamond Trucks for its latest vehicles - two 18-tonne Range D High 4x2 R 250 E6 with VDL skip loaders.

**Joining McKinstry's 50-strong** mixed fleet, the Range Ds will work across Belfast, Greater Belfast and most of Northern Ireland, supplying skips for both large construction contracts and private customers.

For McKinstry's Transport Manager, James Crossett, Diamond Trucks was seen as a key partner in the deal: "A truck dealer that could deliver the whole package was extremely important to us. We've had very encouraging experiences with Renault trucks over the last few years, so when we were looking for new vehicles we knew that Diamond Trucks would deliver."

"Availability and performance of the Range D was great and the aftersales package was impressive. Diamond Trucks is on our doorstep, and we have a really good working relationship with the team there; they are really on the ball, and any servicing or parts requirements are dealt with efficiently and promptly so we minimise vehicle downtime."

Fitted with Renault Trucks' advanced 6 cylinder in-line DTI 8 litre engine,



the Range D's low environmental impact was also crucial, supporting McKinstry's business ambition to achieve a resource efficient Northern Ireland, with zero waste to landfill and the development of a sustainable and circular economy.

James explains: "Just over a decade ago, over 90% of all the waste we collected across Northern Ireland went straight into landfill. That figure has been reversed with over 90% of waste now being recycled and reused. As well as assisting in this important role, the Range D is greener with lower emissions and the fuel economy has noticeably improved."

He adds: "As for the Range

D itself, the quality of the build and reliability are excellent and our drivers really like them - especially the vehicle's manoeuvrability which is crucial in alleyways in city centres and on building sites. The quietness of the vehicle is also significant, particularly when they are delivering skips to private customers early in the morning. The drivers are big fans of the cab, too."

## Volvo Trucks Wins Innovation Award At 'The Heavies 2017'

Volvo Trucks' I-Shift with Crawler Gears automated transmission has won the 'Innovation of the Year: Vehicle Manufacturer' award at 'The Heavies 2017'.

**Launched in 2016**, I-Shift with Crawler Gears provides exceptional startability for trucks carrying heavy loads in demanding situations. The system is entirely unique for series-produced heavy trucks.

I-Shift with Crawler Gears allows trucks operating at high gross weights to be driven at speeds as low as 0.5 to 2 km/h.

This helps drivers carry out the low speed precision manoeuvring and reversing often required in Heavy Haulage and Construction transport.

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# TBF THOMPSON & PATRICK BRADLEY LTD CELEBRATE A LONG AND SUCCESSFUL WORKING RELATIONSHIP

Kilrea based quarry operators Patrick Bradley Ltd recently marked their 75 years in business with the addition of a special liveried DAF CF510 from TBF Thompson.



**Established in 1942** at the height of the second World War, Bradleys have grown from producing stones and aggregate to manufacturing a range of surfacing products as well as civil engineer contracting.

The company's relationship with the DAF brand and TBF Thompson stretches back almost as far and is set to continue well into the future; its 18-strong truck fleet is predominantly DAF and includes mostly eight wheel and six wheel models.

"We have been trading with the dealer since the 1950s," says Transport Manager Kevin Bradley. "We keep going back to them not only because of the quality of the DAF product, but the high level of personal service we receive from the team at Garvagh. The fact that they are based just a couple of miles away from us is also a big bonus."

Adds TBF Thompson Area Sales Manager Liam O'Neill: "We have proudly supported Patrick Bradley Ltd for many years and it was with great pleasure that we were able to hand over their latest truck – a DAF CF510 – to mark what is an impressive 75 years in business."

Loaded with power-boosting technologies and

cost-cutting innovations, the DAF CF510 is fully equipped for whatever life at the quarry and on the road throws at it. The truck's lightweight chassis is designed to maximise stability and handling, making it ideal for moving heavy loads. An MX-13 engine, the largest in the Euro 6 series, provides superb performance and reliability while keeping fuel consumption low.

Like all DAF trucks in the Patrick Bradley fleet, this latest addition offers the busy driver a comfortable working environment; a happy driver is a productive driver. The new DAF features a Space Cab, boasting an ergonomic dashboard, intuitive controls, clever storage compartments, pocket spring mattress, loads of legroom plus an unbeatable standing height of 2.23m, meaning the driver experiences the best in comfort and convenience.

## RAPID GROWTH

The late Patrick Bradley started his business by supplying quarried stone for the formation of a local aerodrome in Aghadowey during World War II.

With the rapid development of heavy machinery throughout the war years, a quarry at Tamnecomore, Garvagh, was

purchased and developed in the late forties. Transportation of the stone back then was through the use of four tipping lorries, each capable of carrying 7.5 tonnes.

Continued expansion saw the transport fleet being increased, and the installation of a tar mixing plant. By the early 1960's the company's current quarry at Craigall was purchased and developed, with a full range of new plant being acquired. By 1969 all operations were successfully transferred to the Craigall Quarry.

The old "tar" plant has since been replaced with a computerised asphalt mixing plant capable of an output of 140 tonne per hour. More recently site development and house building have been included in the company's portfolio together with the use of stone as a natural building product.

Today, its products range from Asphalt Concretes, Hot Rolled Asphalts, Porous Asphalts and Stone Mastic Asphalts, all manufactured to the highest possible standards which are continually monitored and improved through its accredited quality management system.

A recent winner of Plant & Civil Engineer magazine's 'Quarry of the Year' award, the company's many prestigious projects include a contract to supply the stone for the façade of the new Giant's Causeway Visitor Centre.

Civil engineering projects are also part of both the company's public and private contracts, being involved in forms of enabling works which include trenching, drainage, installation of all types of services including water, sewerage, electricity, gas and communications.

With so much going on, clearly it is essential that not only is the company's plant and machinery fit for purpose, but its fleet of trucks can also deliver time after time.

"In our business we cannot afford unnecessary downtime, so it is vital we have a consistent and reliable aftersales service and support from our truck provider, and that is what we get from Liam O'Neill and his team at TBF Thompson," says Kevin Bradley.

"Any problems we have are quickly sorted out; their 'out of hours' service is excellent, so we have every confidence in continuing to deal with them long into the future."



One of the earlier tippers bought from TBF in 1959.



# Red Bull Racing Take Three Additional Renault Range T Highs

The Red Bull International Motorsports team continues its collaboration with Renault Trucks with the provision of three additional Range T520 Highs to the Austrian Formula One team, based in Milton Keynes.



**These vehicles bring** the total number of Renault Range Ts in the team to 12 and will help the team with its logistics operations.

Seven of these trucks are an integral part of Red Bull Racing's logistics network and travel across Europe from one F1 Grand Prix to another. They carry the containers that hold the entire Red Bull Tree

House, the extended pit stop garage for the Formula One team. Out of a total of seven containers, four serve as mobile workshops. Apart from the conventional tools, a 3D printer is also available, ready to instantly print the required parts. The remaining three containers are used as mobile offices and can accommodate 35 people.

## Managing fork lift safety in changing times

With the world in a constant state of change, it's important to ensure that fork truck employers are prepared for what lies ahead, according to the Fork Lift Truck Association, announcing the theme for the 2017 National Fork Truck Safety Conference.

**The award-winning event**, which is sponsored by Jungheinrich, has been designed to give delegates the practical and invaluable advice they need to adapt to changes in the workplace.

Peter Harvey MBE, FLTA Chief Executive, says: "The Safety Conference has become one of the most important events on the industry calendar, so we do everything we can to address the most pressing issues that our delegates are facing year-on-year.

"The landscape, for many managers and supervisors, is one of change. They're being expected to work leaner and that can result in corner cutting. But this can come at a high cost. With accidents and prosecutions on the rise, this conference will deliver the information, strategies and solutions to achieve their goals, while keeping safety standards high."

The CPD-accredited conference will examine the subject of change from a variety of angles: from high staff turnover and changing processes to lower training budgets and reduced employee morale.

The event will take place on Wednesday 20th September at the Heart of England Conference and Events Centre in Coventry.

This year's special guest speaker is motorsports guru Mark Gallagher, who will look at the business of safety. Mark, who is co-owner of Status Grand Prix and provides Formula One commentary on BBC 5 Live, previously worked for Red Bull Racing, Jordan Grand Prix, Jaguar Racing, and ran Cosworth's F1 engine business.

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# TTP OPEN NEW DEPOT IN COUNTY ARMAGH

The Thermo King dealer for Northern Ireland, Technical Transport Products (TTP) have expanded, with the recent opening of a new depot, located just off the M1 motorway (Junction 11) outside Portadown.

**The move is** part of the company's long term plans to grow and diversify the business which was originally established in Ballymena at a time when refrigerated transport in Northern Ireland was in its infancy.

The company was founded by Billy and Muriel Finlay. Today, it is headed up by their daughters, Kathryn Dickey, General Manager and Tracy Martin, Sales & Marketing Manager.

"We had been looking to establish a second depot for some time and Portadown proved to be ideal as it is centrally situated and close to the motorway network, which makes it very accessible to our customers," says Tracy. "And in the long term it will allow us to take on additional projects."

Not surprisingly, customer reaction has been very positive. "Business is already growing; indeed, we had our first customer on the very day we opened our doors and we've been busy ever since."

The Portadown depot is virtually a 'mirror' operation to that in Ballymena where the company's headquarters will remain.

"The new depot will further aid us in supporting customers with their varied and unique requirements, be that, contract maintenance for the life of the equipment, the telematics (tracking, datalogging etc) portfolio offered by Thermo King, F Gas certification,

or requirements for the transportation of pharmaceutical products or other goods."

Clearly, with the experienced staff in TTP, they can offer packages and options best suited to the needs of the customer.

## Fully Equipped

The new TTP branch on the Carn Industrial Estate has a fully equipped four bay workshop; three of the bays are 'drive through.' The workshop is manned by highly trained, skilled Thermo King certified technicians, geared to provide efficient and effective installations, service and repairs of the complete Thermo King product range.

In addition, TTP engineers are equipped with the very latest diagnostic and repair tools, and are supported by a fleet of mobile service vans, to provide 24/7 coverage 365 days a year.

The Portadown depot also has a drivers' waiting area and office accommodation, as well as a parts counter and a large stock room, enabling TTP to cater for all customer requirements; the parts department can supply any part required across the entire range of Thermo King units, old and new.

"The Portadown facility is presently being manned by staff from our Ballymena depot, so customers will be greeted by some familiar faces, but we are in the process of recruiting new personnel," says Kathryn. "Staffing levels will increase in line with anticipated growth."

Over the years TTP have received various awards, including Thermo King Dealer of the Year, the highest achievable, for excellence in their region – Europe, Africa, Russia and the Middle East. It has also achieved "Platinum" status, the highest available within the global Thermo King network.

Donal Cox, the Thermo King Regional Director for UK & Ireland, says: "The Thermo King brand has been very successful in Northern Ireland due to the excellent Sales and Service from TTP. The opening of the new depot in Portadown will enhance their service offering to the customers and offer better coverage. I would like to wish TTP every success with their new location."

Adds Tracy: "Our priority has always been to give the best service and backup to our customers.

"Establishing this new depot in Portadown underlines our ongoing commitment in that regard and we look forward to further growing our customer base across Northern Ireland."



**RIGHT:**  
The Portadown depot's first customers – David (left) and Mark Johnston (right) from Johnston International Transport, with TTP's David McAlister (centre)







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# DAF'S NEW CF AND XF TRUCKS HAILED 'A DRIVER'S DREAM'

DAF's new generation CF and XF trucks, as revealed at the Commercial Vehicle Show at the NEC in Birmingham, are being hailed 'a driver's dream.'





**DAF say engine** innovations, new drivelines and aerodynamic optimisations result in up to 7% lower fuel consumption; the new DAF Connect fleet management system will drive even larger efficiency gains.

The new generation CF and XF also feature lower weight for increased payload and an updated interior and exterior design for the highest driver comfort and greatest appeal.

"Building on the excellent reputation for fuel efficiency, reliability and driver comfort the current Euro 6 product range has earned in Europe, DAF has developed a new generation of CF and XF trucks offering the best possible solutions for both the customer and the driver", says Preston Feight, DAF Trucks president. "These new CF and XF trucks embody an owner's delight and the driver's dream."

So, let's take a closer look at the new models. Better fuel efficiency is the result of the fully integrated and innovative driveline that achieves optimum interaction between engine, after-treatment system, transmission and rear axles.

The air management of the PACCAR MX engines has been further improved by applying a new and even more efficient turbocharger, a new EGR system and a new valve actuation design. Thermal efficiency has been enhanced by developing a new combustion system, including new pistons, injectors and injection strategies, while higher compression ratios are employed.

A key principle when developing the new drivelines was to reduce engine revs for best-in-class fuel efficiency. Maximum torque of the PACCAR MX-11 and MX-13 engines has been increased significantly and is already available from 900 rpm to allow down speeding of the engine. The top-of-the range PACCAR MX-13 engine produces 390 kW/530 hp and 2,600 Nm of torque at 1,000 rpm.

#### HIGHLY-EFFICIENT REAR AXLE DESIGNS

Rear axle designs have been further developed and reductions of down to 2.05:1 can be specified for driving at cruising speeds of 85 km/h at only 1,000 – 1,040 rpm, depending on driveline choice. The new generation of rear axle differentials features a completely new design of crown wheel and pinion, aimed at highest durability and efficiency as well as extremely low noise levels.

#### TRAXON GEARBOX

The latest generation of TraXon automated gearboxes are standard on the new CF and XF series with the 12 speed being standard and a 16 speed optional. Less friction losses, even faster upshifts and the extended use of EcoRoll contribute to lowest fuel consumption. Driver comfort is enhanced thanks to its quiet and smooth operation and precise clutch control. The increased ratio spread allows excellent maneuverability, even when faster drivelines are applied.

The new CF and XF feature a completely new electric and electronic architecture. It introduces a new vehicle control unit for dedicated driveline integration, featuring enhanced EcoRoll and Cruise Control functionalities, such as Dynamic Cruise. Dynamic Cruise adapts the character of the cruise control to the different driving circumstances. Thanks to a further integration of Predictive Cruise Control (PCC) and EcoRoll, PCC can now activate EcoRoll sooner, when both technologies have



calculated that vehicle momentum is sufficient to carry the vehicle in neutral gear over the top of the hill within a set speed bandwidth.

The performance of the PACCAR Engine Brake has also been enhanced. Maximum braking power of the PACCAR MX-11 engine has grown from 320 to 340 kW. Braking power has increased 20% between 1,000 to 1,500 rpm. Maximum braking power of the MX-13 is no less than 360 kW and in the important 1,200 to 1,500 rpm range, braking power has increased up to 30%.

#### ENHANCED COMFORT

The new CF and XF take driver comfort to another level, thanks to their great accessibility, excellent interior space and many innovations that enhance comfort, user-friendliness, attractiveness and safety.

New warm and tasteful colors on the dashboard, seats, curtains, mattresses, side and back walls give the interior a beautiful appearance in which every driver can appreciate the luxury and richness. The XF piano black decoration on dashboard and rear wall gives the interior

extra appeal. The XF Super Space Cab remains the most spacious cab on the market with a total volume of more than 12.6 m<sup>3</sup>.

The instrument panel has been redesigned with new characters for a more modern and attractive appearance and enhanced clarity. The enhanced Driver Information Panel includes a tachograph countdown, displaying remaining driving and resting times.

This contributes to enhanced comfort and efficiency, as do the driver configurable switches (MUX), which allow the driver to position dashboard switches according to his/her preference. MUX-switches also allow optimal positioning of controls and switches for the operation of the superstructure or components like aggregates and crane leg supports.

Drivers will also benefit from the new interior light switch, positioned in the central part of the dashboard, while DAF's great sliding table and unmatched storage space remain untouched. The new interior light switch stands out in user-friendliness with possibilities of dimming for 'night drive' and 'relax' modes. All speed related functions, including cruise control, predictive cruise control and adaptive cruise control are perfectly and logically grouped at the right side of the steering wheel.

The new DAF CF and XF feature a completely new automatic HVAC system which is very easy to operate. The system also contributes to the best fuel efficiency as the new smart controlled air-conditioning system consumes less energy by cooling the air down only as much as is needed to reach the desired temperature. Intelligent control of the evaporator is also used to avoid unnecessary air cooling.

The new fully automated HVAC system uses residual heat from the engine for heating the cab during short breaks, which adds to fuel efficiency. The new temperature and climate control systems can also be operated using the new rear wall panel with temperature display for highest driver comfort.

#### PRODUCTION START

The new CF and XF will enter production in the summer of 2017 in 4x2 tractor (FT) and rigid (FA) configurations, the 6x2 tractor FTG and FTP with pusher axles, and the 6x2 rigid with single mounted trailing axle (FAR). Other versions will follow in autumn.







# HGV RE-FUELLING SITE DUNDALK



JUNCTION 18  
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# Go opens HGV refuelling site on Newry Road Dundalk

The recently opened Go HGV depot based on Newry Road Dundalk offers fuelling facilities and fuel card savings for HGV drivers throughout Ireland. The re-fuelling site has been developed to give haulage companies of all sizes a safe secure and convenient method of paying for their fuel.

These HGV friendly facilities offers a 24 hour - 7 day service featuring the latest outdoor card terminals coupled with high-speed pumps. The location of the HGV point was strategically chosen less than 2 miles from one of Ireland's main trunk Roads- the M1, giving a combination designed to minimise the time spent refuelling.

Go HGV Dundalk takes great pride in offering all its customers' personal attention, unrivalled levels of customer service and excellent discounts.

With an extensive range of fuel cards accepted, this eliminates the need for carrying costly fuel stocks, allowing drivers around the country to fill up at a time that best suits them, just off one of Ireland's busiest road networks. Customers can also benefit by paying a single price for fuel, discounts on pump prices is also another benefit with fuel card holders consistently getting a better price than pump price.

With competitive pricing, significant savings can be made to your business by re-fuelling at Go Dundalk, therefore you are guaranteed to save money each time you visit the pump.

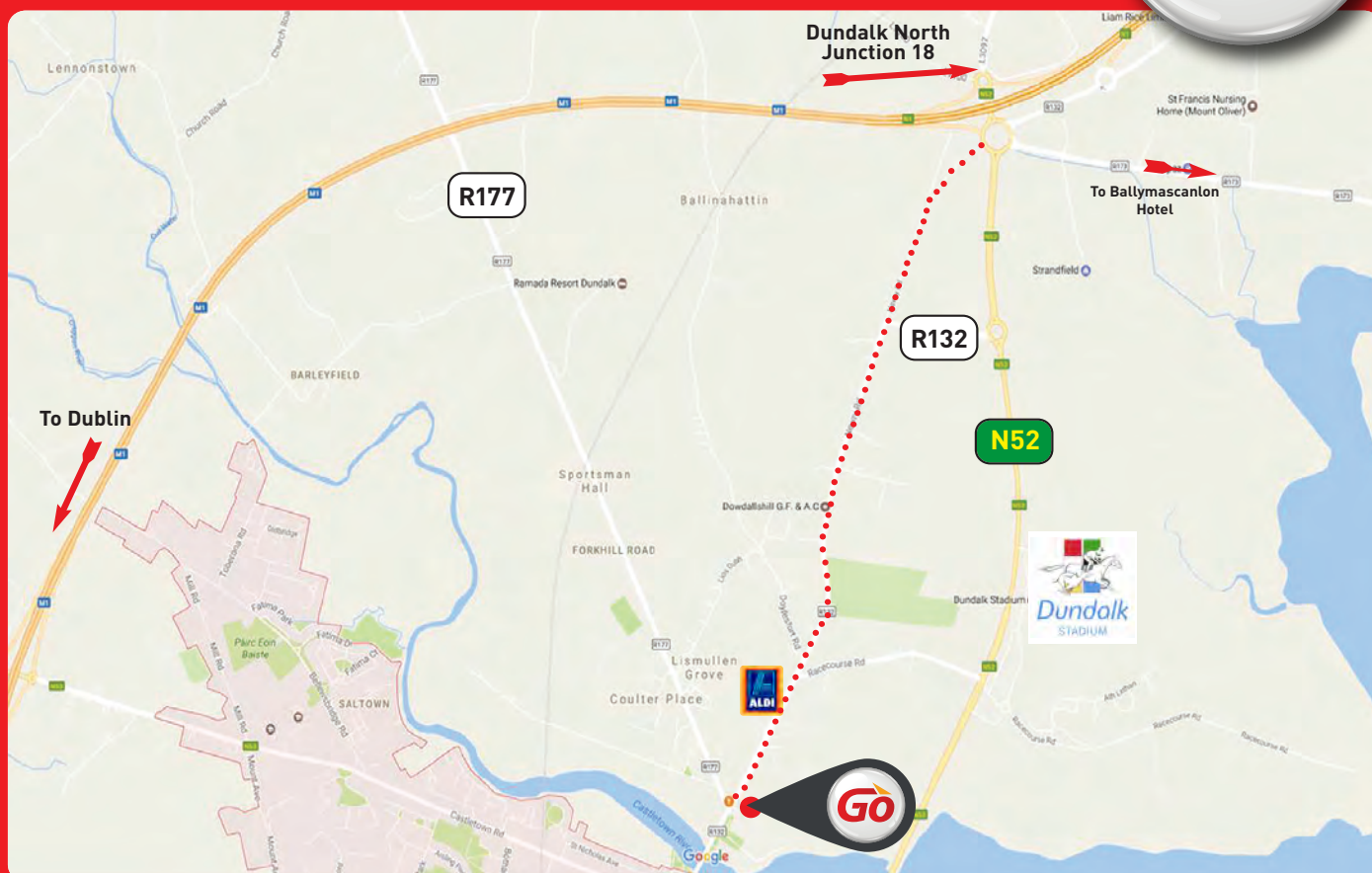
**Facilities include;** wide access truck lanes, high speed pumps and driver amenities so your drivers can enjoy rest and comfort during their stops. Go HGV refuelling site on Newry Road Dundalk will create a place where drivers can stop, refuel and refresh in a welcoming and comfortable environment.







**JUNCTION 18, DUNDALK NORTH**  
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# Loughbeg Garage Delivers on Service & Customer Care

Commercial vehicle specialist Loughbeg Garage Ltd continues to go from strength to strength; a family run business, it has a strong reputation for service and customer support.

**Founded more than** four decades ago by Cathal McErlain, the Toomebridge company specialises in the service, repair and maintenance of all makes and models of commercial vehicles but primarily Scania.

While Cathal remains actively involved in the business, it is his son John who takes the lead in the day to day running; he joined the company on leaving school and later went on to do an

apprenticeship course at the local college.

"As a family run business – my sister Claire is responsible for administration – we pride ourselves on family values, something that I believe is appreciated by our customers," says John.

"We have a large customer base from all over Ireland and some from the UK. They keep coming back and constantly



Truck undergoing dynamometer testing.

recommend us to others, which is testament to the high level of service we offer."

With a small team of full time mechanics, including a third level apprentice, and three fully equipped workshops, Loughbeg Garage Ltd is clearly well placed to handle any job or challenge that comes its way.

The workshops benefit from the latest diagnostic equipment as well as a full pre PSV test lane with brake tester and shaker plates, in addition to a truck dynamometer to test and check the horsepower of trucks and identify any problems. There's also a dyno to offer the same service for tractors.

"We carry out all types of work – from general servicing and maintenance and safety inspections to engine overhauls and gearbox repairs," adds John. "We also have facilities to make and repair hydraulic hoses and we have invested in Josam laser alignment equipment to do steering alignment on trucks. With daily deliveries from suppliers, availability of spare parts is never a problem, either."

Loughbeg Garage Ltd also provides customers with a 24/7 breakdown service, having its own dedicated truck and low loader to transport vehicles that cannot be repaired by the roadside back to the workshops – and should you be in the market for another truck, they can provide that, too!



Cathal and John McErlain, Loughbeg Garage Ltd.

# UPS To Acquire Ireland-Based Nightline Logistics Group

UPS announced the company has entered into a definitive purchase agreement to acquire Nightline Logistics Group, one of the leading express delivery and logistics companies in Ireland.

**UPS continues to** create new market growth opportunities, and this acquisition will immediately position UPS as one of the top local shippers in Ireland. By integrating Nightline with UPS, customers will now have a wider array of both domestic and cross-border services.

Nightline is a privately held company. Terms of the acquisition were not disclosed and the deal is subject to customary closing conditions, including regulatory approval.

"Operating for more than 40 years

in Europe, and almost 30 years in Ireland, UPS continues to build a powerful portfolio of services for our customers throughout the region," said Jim Barber, President, UPS International. "Nightline will complement our existing services, increasing delivery density, while also adding innovative new service options. We also look forward to bringing UPS's extensive healthcare, high-tech and other specialized logistics expertise to the many Irish companies that specialize in these markets."

Nightline is a leader in developing and deploying innovative consumer-focused services, in addition to its business-to-business services.

"Over the past 25 years, Nightline has grown to be one of Ireland's leading privately-owned parcel delivery, freight and logistics companies," said Nightline co-founder and CEO, John Tuohy. "As we celebrate over two decades in business, this is the right time in the company's evolution to join the world's largest parcel delivery company – one with a reputation

for taking care of its people and a culture that aligns well with our own. Our customers across Ireland, Northern Ireland and Great Britain will benefit from an even wider reach, enjoying direct connectivity to global export markets, and it will be an important milestone in the company's growth into the future."

UPS currently provides both small package and supply chain services to customers in Ireland, with a full suite of ground, air and ocean freight solutions. The company also operates gateway functions at both the Dublin and Shannon airports.

With the combination of both companies' operations, UPS will significantly enhance its presence in Ireland, adding more ground sorting capacity and vehicles throughout the country.

Initially, the two brands will operate separately. Over time, the businesses will be integrated and customers of both companies will realise a benefit from the combination.





# COULD YOUR VAN LAND YOU IN THE DOCK?

Last month I looked at roadside enforcement checks and the role they play in ensuring operators run a safe and compliant HGV fleet. This month, following FTA's recent Van Excellence safety event in Belfast, I'm focusing on vans and the importance of driver awareness, sound operator policies and regular maintenance routines.

**There are more** than four million vans on the UK's roads – more than ever before – and the explosion of ecommerce means doorstep van deliveries have snowballed in recent years. But few of those who deliver by van consider themselves professional drivers, and often the companies they work for don't put policies in place that cover driver or vehicle safety.

What happens if a driver has an accident while talking on a mobile phone or a van is stopped for being overloaded or having defective tyres? What measures are in place to help van operators run a safe and compliant van fleet?

HGV operations are tightly regulated through O Licencing but vans are not governed by the same level of legislation. However, if a commercial van is found to have defects or other safety concerns at roadside either by the PSNI or the DVA, it can bring attention to the owner's HGV fleet if they have an Operator Licence. FTA recognised the need for a scheme to monitor standards and help van operators keep checks on their drivers and vehicles, so Van Excellence was born.

The Van Excellence programme is the only public accreditation of high standards of van operation available in Europe. The programme, which was launched at the Commercial Vehicle Show in 2010, was established in partnership with industry to raise standards, share best practice and challenge the stereotype of 'white van man'.

The scheme now has more than 215 members and last November Henry Brothers (Magherafelt) became the first organisation in Northern Ireland to receive Van Excellence accreditation. The firm operates around 60 vans, and is a leading construction and civil engineering company which last year celebrated its 40th year in business.

Plant Manager Colin Lumber said: "We are delighted to have achieved Van Excellence accreditation. The company recognises occupational road risk and has invested in implementing policies and procedures that protect the company and improve the safety

of employees. The Van Excellence accreditation demonstrates the company is operating a safe and compliant fleet to an industry best standard and we are proud to be the first company in Northern Ireland to achieve this certificate."

A month later South Eastern Health and Social Care Trust became the first public sector organisation in Northern Ireland to be accredited. The trust provides health and social care services to a population of approximately 345,000 people in the North Down & Ards and Down & Lisburn areas, employing approximately 10,000 staff and operating 168 vehicles – approximately one-third of which are vans and light commercial.



FTA Head of Vans Mark Cartwright.

Transport Manager Richard Walker said: "I am delighted that we have been recognised for our continued hard work in ensuring our fleet of vans is operating in accordance with industry best practice. The FTA Van Excellence accreditation gives us an external reassurance that we are getting things right and in turn can reassure our stakeholders of our ongoing commitment to strive for excellence. I am very proud of our team and that we are the first public sector organisation in Northern Ireland to have achieved this industry recognised accreditation."

Membership of the scheme allows operators to ensure their operation meets the Van Excellence standard and the programme

has now been developed to offer driver training and a Small Fleet Programme for those with 10 or fewer vehicles.

Changes to sentencing for offences such as corporate manslaughter and increases in penalties for using hand-held mobile phones while driving have reinforced the importance of running safe van operations. Drivers now face six points on their licence and a £200 fine if caught using a hand-held mobile while driving – for new drivers that means an immediate ban.

Last month's free safety event at Mercedes-Benz in Newtownabbey, presented by my colleague and FTA Head of Vans Mark Cartwright, focused on van safety and managing risk, using a fictitious fatal crash to highlight the consequences of a poorly-managed operation. Delegates watched a film of mock interviews under caution and explored the issue from the perspective of the driver, manager and company owner.

Mark said: "Driving is one of the most dangerous things most of us do as part of our daily work, so with van operations it's vital to ensure both drivers and vehicles are properly equipped for the job and risks are assessed and managed.

"An unsafe operation can have catastrophic consequences, both for the driver and the company owner, so putting measures in place to check driver and vehicle safety is crucial. Van Excellence offers a simple way for anyone running a van operation – including single van operators – to ensure they're doing things properly."

FTA continues to expand the range of services and support available to van operators who are determined to raise the image and reputation of responsible van fleet operation. For more information see <http://www.vanexcellence.co.uk>, email [info@vanexcellence.co.uk](mailto:info@vanexcellence.co.uk) or call 03717 11 22 22.



# Cunningham Covers wins top award for enterprise

Cunningham Covers Ltd in Maghera has gained one of the UK's most prestigious awards for enterprise especially in terms of its achievements in global markets.

**The company has** won the Queen's Award for Enterprise for its successful design, manufacture and marketing of an extensive range of clever protective covers for safeguarding valuable assets in sectors such as transportation, farming, manufacturing, aviation, oil and gas production and education.

Cunningham Covers specialises in the design and manufacture of custom textile covers for haulage operators as well as other protective covers for industry.

Cunningham Covers was founded initially to supply the needs of a local trailer manufacturer for tarpaulin covers in 1969 by the current chairman Gordon Cunningham. He identified an opportunity to manufacture and supply tarpaulin vehicle curtains initially to local hauliers and then outside Northern Ireland.

The family owned and managed business has since won customers for their transport products in the Middle East and Europe.



Pictured here are Gordon Cunningham, chairman of Cunningham Covers, (left) and David Cunningham, managing director of Cunningham Covers.

This business, as well as the development and manufacture of protective covers for pipelines in Russia and innovative enclosures for oil drilling operations in the middle east and Africa, led to the Queen's Award for International Trade.

The provision of bespoke curtainsides remains an important part of the business particularly in Northern Ireland, Great Britain and the Republic of Ireland.

While the Queen's Award is in the International Trade category

and recognises its achievements in almost 20 global markets, Cunningham Covers remains strongly committed to the Northern Ireland marketplace.

"While we are delighted to have won such important recognition for our sales especially to markets such as Europe, the Middle East and Africa, our success remains deeply rooted in Northern Ireland," says David Cunningham, Managing Director of Cunningham Covers.

"The Northern Ireland market

remains immensely important to us. We value greatly our customer base here and are committed to respond quickly and effectively to existing and potential customers in this market. We also see opportunities to expand our products world-wide" he adds.

"The Queen's Award recognises the skills and loyalty of our employees. We've focused resources on developing the skills of employees and in encouraging them to build careers within the business. As a result, we have a dedicated and versatile workforce which enables us to respond quickly to opportunities both here and abroad," he adds.

The company gained the Queen's Award for outstanding year-on-year growth in overseas sales in the three years to August 2016. Exports now represent over 50 percent of total sales, having grown from 29 percent six years ago.

The company has invested continuously in innovation and has diversified from vehicle tarpaulins to provide a broad range of products for various applications, including enclosures for safety, oil and gas and aerospace, for its expertise.

## Do you recognise this man?

### Perhaps not.

His name is Seamus Deighan, MD at Deighan Transport, 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 Gold status, meaning that specifiers and contractors want to get to know him better.

**Isn't it time you were recognised, too?**



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## Prohibition Notice for Dangerous Vehicle

A County Tyrone driver received a fine of £500 plus a £15 offender levy and had his driving licence endorsed with 3 penalty points following a conviction at Armagh Magistrates' Court.

**The conviction arose** when DVA Vehicle Examiners directed a Scania 3 axle articulated goods vehicle in combination with a 3 axle trailer to the DVA Test Centre in Armagh to be weighed using the Department's mobile weighpads.

The vehicle was found to be overweight on axle 2 by 3,740kgs (62.3%), axle 3 by 3,960kgs (39.6%), overweight on the gross vehicle weight by 6,900kgs (29.3%), overweight on the compensating axles 4, 5, 6 by 13,620kgs (56.7%), overweight on the 5th axle by 4,840kg (60.5%) and the 6th axle by 3,760kgs (47%) and finally overall the vehicle was overweight on the gross train weight by 24,020kgs (54.5%).

Due to the severity of the overweight the vehicle was deemed dangerous and a hazard to the driver and other road users. The driver was issued with a prohibition notice with immediate effect and the vehicle remained stationary until the load was adjusted to the legal weight.

## Tachograph Offences

A County Antrim operator has been convicted at Lisburn Magistrates' Court and fined a total of £400 plus a £15 offender levy.

**The conviction arose** when DVA Vehicle Examiners directed a 2 + 2 axle Volvo large goods vehicle to the Department's weighbridge site at Sprucefield for a roadworthiness and licensing check.

An analysis of the driver's tachograph charts revealed that on two occasions the driver failed to take his daily rest in a 24 hour period with excess daily driving identified on two occasions as well.

## Obstructing An Officer

A Republic of Ireland driver was fined a total of £500 plus a £15 offender levy following a conviction at Lisburn Magistrates' court.

**The conviction arose** when DVA Enforcement Examiners observed two large Volvo goods vehicles parked perpendicular to each other at the Department's weighbridge site at Sprucefield.

It was noted that neither vehicle was displaying an Operator's Licence or livery. A DVA Vehicle Examiner, wearing a high visibility liveried jacket and displaying his warrant card approached the drivers and requested their digital tachograph driver cards.

One of the drivers produced his tachograph card which was found to be in order, the other driver refused to answer any questions and subsequently drove his vehicle out of the weighbridge site. The PSNI were contacted and attended the weighbridge site to document the obstruction of a Vehicle Examiner in the course of his duties.

The Operator was subsequently contacted, informed of the incident and requested to produce the driver for interview and analysis of tachograph records for the driver and vehicle.

The driver was interviewed under caution and when asked "what do you wish to say about obstructing an Officer in his duties?" he replied, "Didn't realise you were an Officer."



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# Volvo Trucks Safety Report Focuses On Vulnerable Road Users

The findings of a new 2017 Traffic Safety Report from Volvo Trucks shows that although the number of serious road accidents involving trucks is dropping, the safety of vulnerable road users' needs to be improved - and there are still far too few truck drivers using their seat belts.

**"In this year's** Volvo Trucks Safety Report we analyse and describe why accidents involving trucks occur, how they happen, and what should be done to reduce the risk of accidents and their consequences. These are facts that are not only important to our own product development but also to everyone who works for a safer traffic environment," says Peter Wells, head of the Volvo Trucks Accident Research Team.

The 2017 Volvo Trucks Safety Report is based on Volvo's own accident investigations and on data from various national and European authorities. One of the report's conclusions is that there is a greater need to focus on reducing risks for vulnerable road users such as pedestrians, cyclists, moped riders and motorcyclists.

"In the past decade the number of serious road accidents involving heavy trucks has been almost halved in Europe. However, truck accidents involving vulnerable road users have not been reduced to the same extent," says Carl-Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks.

About 35 per cent of people suffering serious injuries or fatalities in accidents involving heavy trucks are vulnerable road users. With the increasing pace of urbanisation and with more people and vehicles on the roads, there is a risk that injuries will increase unless serious action is taken.

"In order to cut accident rates it is necessary to continue the development of a number of

technical solutions that can help the truck driver avoid potentially hazardous situations. Moreover, all road users need to become more aware of the risks that exist in the traffic environment and how we can best reduce them," explains Carl-Johan Almqvist.

Giving the driver a clear overview of the truck's immediate vicinity is crucial to accident prevention. As one of many complements to

rear-view mirrors, close-quarter mirrors and reversing cameras, Volvo has a solution whereby the driver can see what is happening in the front corner of the passenger side with the help of a camera.

"It is also important for pedestrians and cyclists to be aware of the importance to see and be seen and to assist in smooth, safe interaction in traffic. That's why we are directing our educational material to both youngsters and adults, for instance our 'Stop, Look, Wave' and 'See and Be Seen' campaigns, which spotlight precisely these issues," says Carl-Johan Almqvist.

In order to reduce the risk of accidents with other vehicles, Volvo's trucks are equipped with various active safety systems. But if an accident does occur, it is a tried and trusted part of the safety equipment that is the most important life-saver – the seat belt.

"The report also reveals that far too many truck drivers still don't use their seat belts even though we know that half of the unbelted truck drivers who have died in road accidents would have survived, had they been wearing their seat belts," states Carl-Johan Almqvist.

The 2017 Volvo Trucks Safety Report is the second externally-published report from Volvo Trucks' Accident Research Team.

"Cutting road accidents is an immensely important global issue. That's why we want to share our research results in a clear and easy to understand way," says Peter Wells.



## Truck industry gears up for wide-spread introduction of semi-automated convoys by 2023

Europe's truck manufacturers have revealed a detailed timeline of steps leading up to the introduction of convoys of semi-automated trucks on Europe's motorways before 2025.

**Besides setting out** the timing, the 'EU Roadmap for Truck Platooning' also provides guidance to policy makers and authorities on the regulatory changes and political support necessary for cross-border truck platooning.

Truck platooning is the linking of two or more trucks in convoy, using state-of-the-art connectivity technology and driving support systems. The truck at the head of the platoon acts as the leader, with the vehicles behind reacting and adapting to changes in its movement – requiring little to no action from drivers. The first real-life tests with truck platooning are already underway.

Platooning allows trucks to drive closer together, thereby significantly reducing their air-drag friction – which in turn can reduce fuel consumption and CO2 emissions by up

to 10%. Given that braking is automatic and immediate, truck platooning helps to improve safety too. Platoons of trucks also use roads more effectively, thus delivering goods faster and reducing traffic jams.

Speaking at the European Parliament, Erik Jonnaert, Secretary General of the European Automobile Manufacturers' Association (ACEA) presented the 'EU Roadmap for Truck Platooning' to policy makers. The roadmap provides an overview of the steps that are necessary to implement multi-brand platooning by 2023.

"The technology for platooning with trucks of the same brand is already available today. But clearly customers will need to be able to platoon with trucks of different brands, so our next objective is to introduce multi-brand platooning.

"By 2023, it should be possible to drive across Europe on motorways with multi-brand platoons, without needing any specific exemptions for crossing national borders – a prerequisite for international transport."

Subsequently, allowing the driver of a trailing truck to rest might come under consideration. However, full autonomous trucks will only come later, Jonnaert stressed.

While manufacturers are already exploring the business case for truck platooning with the logistics sector, certain conditions that need to be met before 2023 are beyond the control of the truck industry. "That's why we will also need to strengthen cooperation between all players involved, including operators of road infrastructure, transport companies, regulators and insurance companies, but policy makers in particular."



# MOTIS PROVIDES THE ULTIMATE 'ONE STOP SHOP' FOR TRUCK DRIVERS

Motis, one of the most progressive shipping companies in Europe serving thousands of customers throughout the region, has established a significant presence within the Port of Dover, with ambitious plans for further expansion.

**Founded in October** of 2002 by David McComb and Patrick Hutley, operating from a small office on the main street of Newry in County Down with only five employees, Motis has grown to become one of Northern Ireland's big success stories.

With significant and substantial investment, its Freight Clearance & Truck Stop development at the Port of Dover, which was first initiated five years ago, is impressive.

As one of the most secure sites of its kind in the UK and Ireland, facilities include parking space for 350 trucks, a customs clearance service and lots of amenities for drivers, such as showers, toilets, laundry, cafeteria, shop, cash machine – and even a Sky TV room showing all the major sports channels.

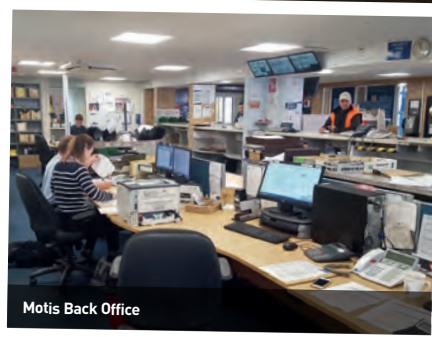
There is also an Import desk, an Export desk, an HGV levy desk and an Agents desk – in fact, everything a busy haulier could ever need – and all under one roof – available 24/7, 365 days a year.

It's a facility that has been designed purely with the driver in mind. It is spotless and immaculately maintained – and security is of the very highest level, meaning drivers can have every confidence that both they and their cargo will be safe at all times.



Motis Driver Import, Export, HGV Levy Reception

"The whole idea of the project was to provide the ultimate 'one stop shop' for the driver," says Joint Managing Director Patrick Hutley. "Apart from catering for all a driver's rest and recreational needs, they can avail of facilities to download tachographs and can even scan their PODs which we can then forward on to their offices. Another key element is that drivers arriving from Europe can call with us to settle their HGV levy for the day.



Motis Back Office



Motis Dover Truck Entrance





Motis Dover Truck Parking  
with parking for 350 vehicles



The Impressive Motis Dover Truck Wash



Motis Driver Canteen

"Also available are cross docking facilities enabling drivers to off-load or re-load or even leave part loads for later collection. It's a service that covers hazardous, ambient and chilled goods."

Adds Joint Managing Director David McComb: "By partnering with a local company, we also offer a truck hand washing service on site covering both the vehicle's exterior and interior. Drivers can pay on the spot or can put it on an account, as they can do with other services we provide."

"We have worked very closely with Kent County Council and the Port of Dover authorities to ensure the site here operates smoothly and efficiently and that the flow of traffic on and off the site is managed without creating any log-jams or delays."

"With further expansion planned for the years ahead, we will continue to work with the authorities to ensure any expanded facilities will be fit for purpose and meet the increasingly demanding needs of our customer, the driver."

With Brexit on the horizon, whatever transpires, it is clear that Motis will be in pole position to cater for the needs of the haulage industry.

#### AT A GLANCE

- Truck Parking for over 350 trucks
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- Off loads, On-Carriage

#### ABOUT MOTIS

- With a network that covers most major and minor Freight Ferry routes throughout Europe, Motis has a Head Office based in Newry, County Down that is open 24 hours, 7 days a week.
- It also has a sales office in Stoke on Trent (England) and local offices in Prague (Czech Republic), Poznan (Poland), Vilnius (Lithuania) and Bucharest (Romania) as well as sales representation in Germany, France and the Benelux.

- It provides a wide range of services including shipping on the Irish Sea, English Channel, North Sea, Mediterranean Sea, Baltic Sea, Adriatic Sea and Intermodal transport through the Alps as well as passes for the Mont Blanc and Frejus Tunnel.
- It also offers Fuel Card and Toll facilities throughout Europe.
- It is committed to providing the highest level of service to all its customers, no matter how big or small they may be, with a 24 hour service for bookings by phone, fax, email or online through its website.

#### Contact Details

Telephone: **+44 (0) 28 30 25 25 00**

Email: **sales@motis.com**

Website: **www.motis.com**

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Motis Dover Driver Cafeteria

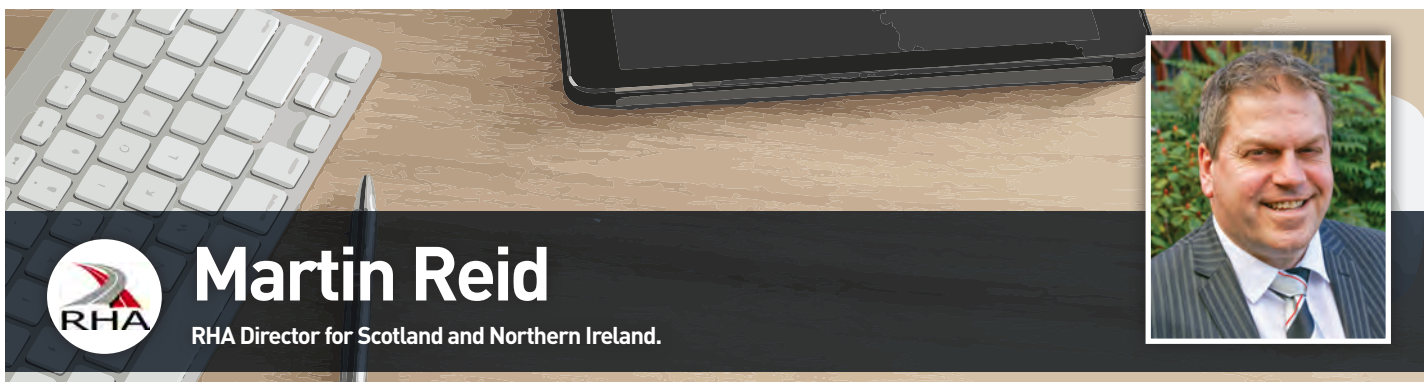


Motis Dover Boarder Force & Customs Office Reception



Motis Dover Trucker's lounge with Sky & BT Sports on demand





# Martin Reid

RHA Director for Scotland and Northern Ireland.

## MOVING THE ECONOMY FORWARD

On the 2<sup>nd</sup> May the RHA published a manifesto which we believe is essential for the future stability and prosperity of the UK haulage industry. The forthcoming general election presents an opportunity for politicians across the political spectrum to support the road haulage industry, re-examine the key issues facing our sector and put measures in place, particularly as Brexit approaches.

**The manifesto concentrates** on what we believe to be five of the most prominent issues facing our members on both sides of the Irish Sea:

Road Investment and Facilities to Support Competitiveness – Congestion costs the UK economy £31bn per year and leads to pollution especially in urban areas. Poorly maintained roads costs the economy millions of pounds and the cost of vehicle repairs is over £675 million per annum. Investment in road infrastructure is critical in ensuring our sector can work efficiently and safely. The Government needs to:

- Ensure investment in roads is sufficient to provide a congestion free road network
- Ensure adequate investment is made for "last mile" delivery of local roads
- Ensure technology is used to help ensure more efficient use of road space
- Improve modern rest facilities on the network for drivers and secure facilities for their vehicles

### Fuel Duty –

Fuel represents over a third of most hauliers operating costs and the current level of fuel duty (the highest in Europe at 57.95ppl) is a significant cost to industry and a tax on entire supply chains. It drives up costs for companies and consumers and undermines the competitiveness of the UK. The Government needs to:

- Reduce the differential between duty rates in the UK and the rest of the EU
- Take into account that for the prosperity of UK plc, the Government needs to act in a post Brexit landscape to support hauliers and their supply chains.

### Emissions and Local Air Quality –

Tackling air quality will be a priority for the next Westminster Government and also those in Stormont and Holyrood. The positive contribution of Euro VI diesel engines fitted to

HGV is recognised by TfL (the toughest emissions regulator in Europe) which describes these vehicles as "ultra-low emission". NOx emissions from HGV's are estimated to have fallen by one third in the past three years and continue to fall as new Euro VI HGV's replace older vehicles. The Government needs to encourage cities and regions to target local air quality improvement on areas where air quality is at its worse by:

- Tackling congestion in pollution hot spots (usually where there is a high proportion of buses and taxis)
- Encourage the retirement of old buses and taxis (pre Euro V)
- Reduce congestion through better traffic management
- Removal of restrictions that force HGV's to use congested roads at peak times
- Ensure that any plans to restrict HGV's around the country are phased to get the quickest air quality benefits while ensuring businesses have time to adapt, not penalise hauliers who have followed the advice of previous Governments and make sure any changes are fully costed and measured against the benefits they will bring.

### Skills –

The driver shortage is increasing as the number of drivers retiring exceeds new entrants. The sector is working with Government to improve driver training and improve their working conditions. All governments need to:

- Ensure they can deliver the required funding for the newly agreed Trailblazer scheme or fund a similar scheme in Northern Ireland and Scotland.
- Implement a mechanism to help fund licence acquisition. This is critical in attracting new entrants, in particular, those leaving schools and colleges.

- Support industry employment schemes and explore other means of expanding initiatives which match job seekers with employers.

### Brexit –

The RHA and its members are clear about the outcomes needed when the UK finally exits from the EU. The next Government needs to:

- Retain the current UK border at Calais and ensure that the Le Touquet agreement remains in place to maintain the juxtaposed border controls in each country.
- Ensure frictionless customs procedures at borders to allow easy movement of goods across Europe, especially between Eire and Northern Ireland and at Calais.
- Ensure that our industry retains the ability to recruit HGV drivers and other workers from abroad based on the industry needs. There are 60,000 drivers currently working across the UK who are from other member states. Even with improved efforts to train indigenous drivers there will be a continuing need to recruit from outside the UK.

The past few years have seen a great deal of political uncertainty and this has been reflected in the unease we see in trading conditions. The need for clarity becomes ever greater and the RHA manifesto for future stability and prosperity will be put before politicians and decision makers before and after the election to ensure the interests of our industry are at the forefront of politician's minds as they shape Government policy.

This is an abridged copy of the RHA manifesto. For a copy of the full manifesto please copy and paste the link below into your browser or contact Kate Gibbs at the RHA press office on 01932 838917.

<https://www.rha.uk.net/news/press-releases/2017-05-may/rha-manifesto-%E2%80%93-moving-the-economy-forward>



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# FORS highlights significant expansion in 2016

FORS, the Fleet Operator Recognition Scheme, has published its 2016 Annual Review, highlighting the substantial growth of the scheme over the past year, both in terms of membership numbers and geographical reach.

**The review highlights** the progress of the scheme during 2016, including an overall membership increase of 22%, with many current members also working to progress through the accreditation levels.

A rise of 49% in FORS Gold membership, and 69% in FORS Silver membership, clearly demonstrates FORS members' commitment to the scheme while enjoying the many benefits that membership provides.

John Hix, FORS Director, said, "We're delighted that the scheme is continuing to grow, and we're particularly proud of the regional growth over the past 12 months. As a result, we have increased the number of auditors by 30% to cope

with demand from operators right across the transport sector – from the 'man-with-a-van' right through to national parcel delivery fleets.

"We expect 2017 to be another dynamic year for the scheme, and we will continue to work with our members to raise standards across the industry – to work towards safer, greener and more efficient operations."

## Renault Trucks Takes On More Employees

Renault Trucks intends to recruit a number of new employees in 2017 for its Lyon, Bourg-en-Bresse, Limoges and Blainville-sur-Orne manufacturing facilities in response to its favourable business outlook.

**Throughout the year,** Renault Trucks will be recruiting around 273 operatives on permanent contracts for its production sites in Lyon (Rhône), Bourg-en-Bresse (Ain), Limoges (Haute-Vienne) and Blainville-sur-Orne (Calvados).

"Renault Trucks has got off to a good start in 2017 with growing business and good sales prospects," explains Renault Trucks President Bruno Blin.

"European deliveries rose by 6% in 2016 and the current workload of our plants and our confidence in our future development has prompted us to invest in sustainable manufacturing jobs."

## FORS urges members to address driver shortage

The Fleet Operator Recognition Scheme has redoubled its efforts in addressing the transport industry's ongoing driver shortage.

**The latest FORS** Standard, released to FORS members in September 2016, includes the requirement for Gold members to develop a plan to encourage new drivers to enter the industry.

FORS accredited members may be particularly attractive to potential drivers as they have access to funded training opportunities as part of their membership.

These companies also demonstrate good working environments, as they must meet strict health and safety criteria, for example demonstrating that policies and procedures are in place to manage both drivers' hours and total working time.

However, FORS has now specified that those companies wishing to become, or be recredited as, a Gold member must have a strategy in place to encourage new drivers into the industry.

FORS Director John Hix said "The driver shortage is a real concern for all commercial fleet operators and it's great to see it being taken seriously by our members. FORS operators are encouraged to improve working conditions and take driver welfare seriously, not just for the health and safety of the driver but for all those on the road they may encounter."



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## 2017 Optifuel Challenge: Who Will Reach The Finals?

Reducing fuel consumption depends not only on the truck, but also the driver, as proven by the Optifuel Challenge - an eco-driving competition organised by Renault Trucks every two years.

**The fourth edition** of this event is underway with more than 2,500 drivers from 31 countries around the world competing in their respective countries behind the wheel of a Range T.

The best driver from each country - the one who consumes the least fuel without sacrificing an appropriate speed - will participate in the International Grand Finale to be held in Spain.

Tony Owen, Transport Solutions Manager, says: "Optifuel Challenge

aims to be all about promoting fuel efficient driver behaviour which in turn drives down operators' overheads - yet another example of Renault Trucks' being the customer's cost champion." After a series of pre-selection trials, the best eco-drivers in each of 31 countries will face off in the national finals before the winners from each country will then take part in the Optifuel Challenge International Grand Finale in Spain from October 17th – 19th 2017.



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**TRANSPORT & LOGISTICS AWARDS**

# **2017**

**GALA DINNER  
THURSDAY 14th SEPTEMBER**

**WATERFRONT HALL, BELFAST**

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](http://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:

- **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 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.

### 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](http://www.exportandfreight.com) AND FILL IN YOUR DETAILS & SEND ENTRY ONLINE

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

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

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

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

All entries/nominations should be received by 1st June 2017 via online submission at [www.exportandfreight.com](http://www.exportandfreight.com)

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

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

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# EXPORT & FREIGHT

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or email table or seating requirements to [helen@4squaremedia.net](mailto:helen@4squaremedia.net)



# NI Chamber: Embrace The Global Village

Northern Ireland companies must grasp opportunities around globalisation in order to help the local economy grow, the President of Northern Ireland Chamber of Commerce and Industry (NI Chamber) has said.

**Nick Coburn** was speaking at a major export conference hosted by NI Chamber at which guests heard how leading exporters including Ulster Carpets, Diageo, MJM Group and Christies Direct, have succeeded in growing their businesses overseas.

Mr Coburn, who is also Managing Director of Ulster Carpets, commented: "For the Northern Ireland economy, exports is a must-do. Unless we become stronger in exports, it will be difficult to move away from reliance on the public sector."

"Globalisation is here to stay – the global economy grew by 3 per cent last year. It represents a huge opportunity for our exporters. Northern Ireland has a lot to offer."

The event which took place at Titanic Belfast was attended by around 200 businesses who also heard from experts across a range of issues including e-commerce, innovation, logistics and business travel.

They also had the opportunity to take part in workshops and have one to one meetings with overseas representatives from South East Asia, Russia, US, UAE, Africa, CEE and the Philippines.

Steve Sarowitz, Founder and CEO of Paylocity and a Director at Payescape, also addressed the audience on global entrepreneurship.

The conference was supported by headline sponsor Ulster Carpets and NI Chamber's SME Partner Power NI, with supporting sponsors BEYOND Business Travel and DSV Air and Sea.



Pictured at the conference are Liam Reid (Diageo), Ann McGregor (NI Chamber), Nick Coburn (Ulster Carpets) and Gary Annett (MJM Group).

## New Krone flatbed semi-trailer for UK and Ireland

Krone has introduced a new flatbed semi-trailer to the UK and Ireland market; it is available with Krone drum brakes, while the semi-trailer front bulkhead is compliant to EN 12642- code XL.

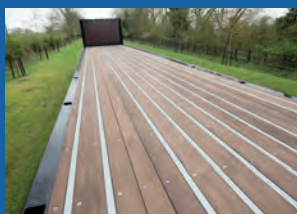
**Commented Krone's UK** Sales and Key Accounts Manager Jason Chipchase: "The new flatbed compliments the existing comprehensive range of semi-trailers which Krone provides for the UK and Ireland including curtainsiders (Profi Liner); refrigerated (Cool Liner); dry freight (Dry Liner); container carriers and now, platform trailers."

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# Goodyear Retreading Guarantee helps saving money and the environment

A new campaign from Goodyear makes retreading even more attractive for commercial vehicle operators. The new guarantee of 100% acceptance of casings, with no visual defects, within Goodyear's Customer Own Casing (COC) scheme will help fleet operators to reduce their Total Cost of Ownership while providing peace of mind at the same time.

**Goodyear's Multiple Life** Concept, which combines both regrooving and retreading; reduces tyre costs by up to 10% while it increases mileage by up to 25% compared to using two sets of new tyres. Not only that but there are also significant environmental benefits through using fewer materials in the process, and reducing both fuel consumption and CO2 emissions thanks to the extended performance of the retreaded tyre. The

great benefit of using the COC scheme is that a vehicle operator mostly knows the full history of the tyres being retreaded.

"Accepting more casings from our customers for retreading means one less worry for the vehicle operator. The Goodyear Multiple Life Concept maximises tyre performance, lowers running costs and improves the CO2 footprint. By incorporating both our Customer Own Casing scheme and eCasing retread management

systems, customers can easily reap the many benefits retreading offers," said Grégory Boucharlat, Director Retread Operations Europe, Middle East and Africa at Goodyear Dunlop.

Goodyear's 100% COC acceptance guarantee is available now until further notice and applies to tyre sizes 295/60R22.5, 295/80R22.5, 315/60R22.5, 315/70R22.5, 315/80R22.5, 385/55R22.5, 385/65R22.5 and 435/50R19.5.

## Spend An Evening 'On The Tiles' To Celebrate Volvo's 50th Anniversary

2017 marks the 50th anniversary of Volvo Trucks in the UK and as one of many activities to mark the occasion, Volvo Trucks UK has developed a great online 'matching' game to both celebrate its history, test your memory and have some fun at the same time.

**To play the** game, simply log on to: [www.volvotrucks.co.uk/turning50](http://www.volvotrucks.co.uk/turning50) Then turn over a tile and try to find its matching pair. Then simply repeat the process until you have matched every pair on the page. (All matching

pairs will stay revealed, but non-matching pairs will flip back over, so the trick is to remember where all the matches are !)

All competitors will be timed from when they turn over the first tile and the clock will stop when you

have matched all the pairs on each of the five levels. Between each round, you will be able to read key facts and information from each decade of Volvo's 50 year history plus some interesting social facts from that era.

At the end of the game, your times from each level will be added together and then you can submit your overall time and email address - and even share your score on social media.

The game is open to everyone and the fastest times will win some exciting prizes like an Amazon Fire Stick, Volvo 50th Anniversary power bank and Volvo merchandise goodies etc. The first set of winners will be announced at the beginning of May and the next set of winners in June.

The game is fully-mobile compatible, so go ahead and give it a go today..... you may be surprised by what you learn.

## DAF Trucks invests in new UK Headquarters

After nearly thirty years in Thame, Oxfordshire, DAF Trucks in the UK is moving to a new facility in neighbouring Haddenham, Buckinghamshire.

**An official groundbreaking** ceremony recently took place that signals the beginning of a £20 million investment that is "Instrumental in further strengthening DAF's market leading position in the UK," commented Ray Ashworth, DAF Trucks UK Managing Director.

Senior executives from DAF Trucks N.V. and PACCAR Inc. were joined at the ground-breaking ceremony by Simon Smits, the Dutch Ambassador to the UK, as well as representatives from the local authorities and the project management company.

The new three-story facility will be complete in July 2018 and will have almost 50,000 sq.ft. of office space. The DAF Trucks UK headquarters will include a state-of-the-art auditorium, as well as an ultra-modern four-bay workshop to offer world class training facilities for DAF Dealers and employees.

"The new facility is being built at a time when DAF is enjoying record success in the UK", added Ray Ashworth. "In the UK, DAF is the market leader and set a record 30.1% share in the above 6.0-tonne market. Together with our 56 excellent dealers with 139 locations in the UK and Ireland, we offer our customers industry-leading trucks and services and we are excited to help them grow their businesses from this new UK headquarters."



Pictured (l-r) are Mark Pigott [Executive Chairman PACCAR Board of Directors], Preston Feight (DAF Trucks President), Sue Gilbert (Haddenham Parish Council), Ron Armstrong (CEO PACCAR), Simon Smits (Dutch Ambassador to the UK), Judy Brandis (Aylesbury Vale District Councillor), Ray Ashworth (Managing Director DAF Trucks UK), Harrie Schippers (Executive Vice President PACCAR) and Matt Harris (Director from project management company Francis Hunter).



## RK Trucks Appoint New Workshop Manager

MAN dealer RK Trucks has appointed Colin Moore as Workshop Manager, based in the Dungannon depot.

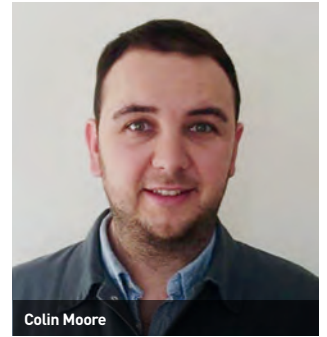
**Having started his** career with the dealership as an apprentice in 2001, Colin's promotion has been described by RK Trucks' Managing Director Donal Rice as 'well deserved and a logical step.' As Workshop Manager, Colin is responsible for the day to day running of RK Trucks' repair and servicing facilities at Dungannon, leading a six-strong team of factory-trained technicians.

Colin, whose qualifications include a City & Guilds Level 3 NVQ in Vehicle Maintenance and Repair (Heavy Vehicles), regularly attends MAN's intensive training courses at the manufacturer's state-of-the-art facilities in Swindon, ensuring he remains up to date with all the very latest developments and advances in truck repair and maintenance.

"He has had the very best training, especially on the MAN range of trucks, and is very

conversant with MAN's electronic fleet management system which we use to schedule, record and manage all aspects of servicing and repairs for our customers, ensuring their trucks remain fully compliant," says Donal.

"Colin has spent the last 10 years based in our Dungannon depot and when the vacancy arose we had no hesitation in promoting him to the role; he was a natural choice."



Colin Moore

## Volvo Launches Integrated System For Services And Infotainment

An enhanced and safer driver experience, easier navigation and more efficient fleet management are the major benefits now available with Volvo Trucks' new system for services and infotainment.

**By combining the** cab's audio and entertainment unit with the navigation and fleet management systems, Volvo Trucks has created one easy-to-use fully integrated system controlled via touch screen, voice command and steering wheel buttons.

"The new system for services and infotainment allows drivers to really personalise their workspace," says Anders Edenholm, Chief Project Manager at Volvo Trucks.

"For example they can listen to their favourite

local radio station no matter where they are, and they can have hands-free access to both their personal phone as well as work phone. Overall this helps create an enhanced and safer driving experience by increasing the feeling of home when drivers are away for long periods of time."

The new system allows for easier and more efficient assignment handling. The truck navigation system accepts a range of inputs for getting directions including addresses, co-ordinates or simply touching the onscreen map.

The new system is available when ordering a new Volvo FH, Volvo FM and Volvo FMX and can be specified with media only, Dynafleet messaging, navigation or a combination of the three.

## Gold for Iveco's Madrid Plant



The Iveco plant in Madrid, Spain, is the first manufacturing facility of the CNH Industrial Group to reach Gold Level in the World Class Manufacturing (WCM) program - one of the global manufacturing industry's highest standards for the integrated management of manufacturing plants and processes.

**With this achievement,** the plant is now the highest ranking facility in terms of manufacturing excellence amongst the Group's 64 facilities worldwide.

Pierre Lahutte, Iveco Brand President, commented: "This is a huge achievement, which has been made possible by the teamwork, commitment and determination of everyone here at the plant. We have made important investments in the facility, and through the sustained

efforts of all the people involved in the production we have completely overhauled the manufacturing processes. The result is best-in-class quality for every single vehicle that leaves the assembly plant."

The Madrid plant hosts the production lines and Research & Development centre for the brand's heavy range: the New Stralis, both in its diesel version, the Stralis XP, and in the CNG and LNG versions, Stralis NP, as well as the Trakker.





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# Tesco Trials its First Carrier Transicold Engineless Refrigeration Systems

Supermarket chain Tesco is conducting a trial of two Carrier Transicold multi-temperature refrigeration units – engineless systems that run entirely on hydro-electric power generated by the trucks' ultra-clean Euro VI engines.

The trial is part of the supermarket retailer's efforts to reduce its impact on the environment. These are the first two trucks fitted with alternative refrigeration technology to join Tesco's fleet, which includes 450 rigid, 1,300 tractor units and 4,000 trailers.

"We are delighted to be one of the first customers trialling this new type of engineless refrigeration unit offering significant environmental benefits," said Caroline Sindrey, engineering manager, Tesco. "The new system offers huge potential to help us reduce our carbon footprint through lower emissions and diesel consumption as well as decreasing air and noise pollution. We also hope it will reduce maintenance and fuel costs across our fleet of vehicles in the long term."

The refrigeration systems are mounted to Mercedes-Benz Antos rigid trucks and will be used up to seven days a week, transporting chilled and ambient produce; each vehicle



will be kept in the fleet for eight years and is expected to cover 35,000 miles annually.

The systems remove the need for a separate diesel engine as they are driven by an Eco-Drive GenSet power unit, which is powered by a hydraulic pump connected to the truck's engine power take-off. The hydraulic pump drives a generator that delivers electrical

power to the refrigeration unit and provides a continual, 100 per cent refrigeration capacity even at the truck's standard idle speed.

With a PIEK-compliant noise level rating as standard, the units are ideally suited to intensive urban delivery work. In addition, the slim-profile evaporator offers maximised load space.

## Trans UK is the new Kögel dealer in the UK

After Italy, Spain, France and the Netherlands, Kögel now expands its sales operation in the United Kingdom.

**Mike Wilkes, Managing Director of Trans UK Equipment Management Ltd and the Kögel Managing Directors Thomas Eschey and Massimo Dodoni** have signed a dealership agreement. As a result, Kögel customers in Great

Britain and Northern Ireland can now benefit from local support.

Trans UK has been a well-known commercial vehicle rental company and service provider in maintenance and fleet management in the UK

for ten years. The company has 800 trailers available for short-term or long-term rent in Great Britain and Europe.

Managing Director Mike Wilkes and Operations Director Ian Seagrave both have many years of

experience in commercial vehicles sales and rental. To be able to serve the UK market accordingly, Trans UK offers services like rental, leasing, financing and spare parts services in addition to the sale of new Kögel vehicles.

## Green light to develop international freight forwarding apprenticeship

A group of employers from within the freight industry has been given the green light by the UK Department for Education to develop the standard for a specific International Freight Forwarding Operative apprenticeship.

The employer group, known as a 'Trailblazer', submitted an Expression of Interest (EOI) in January and will now need to produce standards and a blueprint detailing what the apprenticeship will encompass. This Trailblazer group from the freight industry actually consists of 38 companies and is led by Kuehne + Nagel. Jon Hettrick, HR director, Kuehne + Nagel said: "Developing Talent is a focus area for us at K&N, and we are pleased to be the lead employer on this vital industry initiative. The whole sector

can benefit from training and development provision that delivers the specialist knowledge and skills we use every day in freight forwarding. We are committed to supporting the group with the necessary resource to deliver an Apprenticeship Standard that will give us that."

Robert Keen, director general of the British International Freight Association, which has been actively encouraging this Trailblazer group, added: "I've said before that we need to attract more young people to the industry,

so this decision is a significant milestone.

"There is still a lot of work to do, but BIFA will continue to support the group wholeheartedly, and provide resources to help develop an apprenticeship that is relevant to the day-to-day work of a freight forwarder. With customs legislation getting more complex, and the unknown landscape post-Brexit, it will be even more important to promote careers in our industry in many ways – what better than a relevant apprenticeship."



# FTA Members Tour Lidl's Nutts Corner Facilities

Members of the Freight Transport Association recently enjoyed a tour of the award winning Lidl distribution centre at Nutts Corner in County Antrim.



**Built in 2003** its logistics centre is strategically placed to deliver daily to Lidl's 38 Northern Ireland stores. Last year the company completed a £20 million investment in the facility, increasing its size to over 365,000 sq ft. This provides a state of the art logistics environment which includes multiple temperature controlled areas serviced by cutting edge refrigeration systems using natural refrigerants and utilising heat recovery to provide heat in the warehouse significantly reducing energy consumption.

The centre, which won the Export & Freight Logistics & Warehousing Specialist of the Year Award, employs over 160 staff from its 760 strong Northern Ireland workforce, utilising lean techniques and systems to ensure productivity is maximised throughout the logistics process.

Commented FTA Policy & Membership Relations Manager for Northern Ireland Seamus Leheny: "The distribution centre is not just massive but very impressive and efficient."



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# Free of charge FORS workshop announced for operators

The Fleet Operator Recognition Scheme is reminding its members to renew their FORS Practitioner qualification, with a brand new, free, one-day recertification workshop.

**FORS Practitioner status** is granted to those who complete all nine workshops in the FORS Practitioner series. The workshops are designed to encourage operators to become safer, greener and more efficient.

Available to any FORS accredited operator, the workshops cover all aspects of fleet management,

ensuring companies are equipped and able to implement the latest industry best practice. The qualification is valid for five years.

The first workshops take place on Thursday 8 June and Thursday 14 September in London and will provide delegates with the chance to get an in-depth view into changes to the FORS Standard and to refresh essential skills required to achieve best practice. It is only available to those who have already completed the FORS Practitioner series, and whose certification is expiring.

For more information, or to register for a FORS Practitioner Recertification workshop, email [marketing@fors-online.org.uk](mailto:marketing@fors-online.org.uk)

# Frank Plant appointed Director of Used Vehicles at Iveco

Frank Plant has been appointed Iveco Director of Used Vehicles, UK and Ireland, and will oversee the UK launch of 'OK Trucks', Iveco's pan-European approved pre-owned vehicle brand.

**Frank brings to** the business management experience spanning more than 25 years in the financial services, retail and manufacturing sectors.

Starting his career with the International Stock Exchange, he

worked with the TSB Banking Group developing joint finance ventures with Volvo, Mitsubishi, Mazda and Isuzu. He later took on the role of Market Area Director with Ford, and in more recent years held regional management roles with Mercedes-Benz and Volkswagen Group.

In his new role at Iveco, Frank is tasked with launching the company's approved pre-owned vehicle brand, OK Trucks, in partnership with Iveco's dealer network. He will also head up residual value and pre-owned sales management in the UK and Ireland.

Commenting on his appointment,

Frank says: "The UK is a major market for Iveco, and the launch of OK Trucks offers the business potential for considerable and continual growth in the pre-owned vehicle market. We aim to offer our dealer network support to help establish OK Trucks as a trusted, reliable and flexible source of quality pre-owned Iveco vans and trucks, supported with an Iveco warranty.

"Iveco has got some fantastic new products on the market – particularly the New Stralis XP, the TCO2 Champion, and the New Stralis NP ranges – which will develop into tomorrow's pre-owned vehicles. I am very excited about what the future holds."

# Team Renault Trucks Hand Over Charity Cheque To Transaid

Team Renault Trucks – Nigel Butler, Commercial Director, Pete Murray, Network Truck and LCV Director, and Tony Owen, Transport Solutions Manager – proudly presented Transaid with a cheque of £35,053.07 following their gruelling 300 mile Cycle South Africa 2017 Challenge in March.

**Transaid's Head of** Fundraising, Florence Bearman, and Corporate Partnerships Officer, Jade Ashby, joined Renault Trucks employees for a special presentation event held at the company's UK Headquarters in Warwick.

On receiving the cheque, Florence Bearman, who also took part in the Cycle South Africa 2017 Challenge, said: "I'd like to thank Team Renault Trucks for all their efforts in raising what is one of the largest single amounts by a team or individual for our 'Ride' events and has helped us towards this year's record-breaking total of £227,000. The money raised will go a long way in supporting our road safety programmes, expanding driver training in Uganda and across sub-Saharan Africa."

For Team Renault Trucks, this was an opportunity to thank the whole Renault Trucks family, including colleagues and the dealer network, for supporting them throughout their long journey to South Africa, with generous donations and good wishes.

Nigel Butler said: "The Cycle South Africa challenge was an incredible experience and, as Team Renault Trucks, we are extremely proud to have been part of it, joining 39 other riders from across the UK's transport and logistics industry to help raise money for Transaid. My thanks must go to all our supporters and sponsors, to our colleagues here at Warwick, our dealer network and to our friends on social media, whose generous donations inspired us to keep going when the going got really tough, in soaring temperatures and strong winds, potholes and punctures!"

# Michelin Launches Driver CPC Courses

Michelin has introduced a series of interactive JAAPT accredited Driver Certificate of Professional Competence (CPC) training courses designed to improve HGV and PSV drivers' tyre knowledge and the quality of vehicle walkaround checks.

**Held at the** company's Training Centre in Stoke-on-Trent or onsite at customers' premises, the four half-day workshops – each led by one of Michelin's five full-time instructors – offer tuition in four key areas: tyre identification, wear and damage patterns, wheel security and tyre maintenance.

Using a combination of classroom theoretical learning and hands-on practical experience, each module builds towards a solid understanding of the key components of vehicle walkaround checks.

Commenting, Carl Williams, from the Michelin Training Centre, said: "We're conscious that some CPC courses aren't very engaging. That's why we've developed interactive, hands-on sessions that we believe will be of real benefit to drivers and managers. It's surprising how many drivers carry out daily checks without fully understanding what they're looking for".

The portfolio of workshops at the Michelin Training Centre covers all aspects of the tyre industry, from fitting and technical courses for technicians, through to management training for tyre dealer depot managers and business owners.

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# Kingspan Introduces the Complete Solution for Diesel Storage

As the cost of diesel rises for businesses, it's more important than ever that hauliers and other companies have confidence in the storage of their fuel.

With over 40 years' experience in steel tank manufacturing, Kingspan is renowned for the quality of its DieselPRO Turnkey solutions and the DieselPRO bespoke steel tanks. Both of these offerings have consistently given customers practical solutions for the storage and dispensing of diesel and gas oil.

Manufactured in Carrickmacross, Co. Monaghan, the DieselPRO range of bunded cylindrical and rectangular steel tanks from Kingspan are manufactured to conform to current EPA guidelines.

It's this level of compliance and quality that instils confidence in the hundreds of customers, including Masterlink Logistics and Combilift, who have chosen and trusted Kingspan as their fuel storage partner.

The DieselPRO turnkey range offers robust, high performing steel tanks with a double-skinned steel construction, a fully enclosed bund with a capacity of 110% and unique tank management and monitoring options to suit all users. All models are covered by a 15-year guarantee and includes both storage-only and combined



storage and dispensing options.

Sizes vary from 5,000 litres to 62,000 litres, and for customers choosing a combined storage and dispensing option, there are three dispensing systems to choose from.

Kingspan offers a totally customised service programme – its DieselPRO bespoke range – which will deliver a unique standalone system tailored to the customer's requirements.

The process begins with a solutions-led design brief and a dedicated team of engineers and professionals will work with the customer to produce a compliant, state-of-the-art solution, that's backed by world-class design and manufacturing expertise. Also manufactured in Carrickmacross, DieselPRO bespoke tanks range in size from 1,000 litres to 150,000 litres.

## Krone drum brakes make UK debut with Matt Lorne Transport

Matt Lorne Transport Ltd, based in Goole, East Yorkshire, is the first operator in the UK to specify Krone drum brakes and, says owner Matt Lorne, the company has experienced good fuel figures and smooth running over the first two months on the road.

"The new Krone axle and drum brake rolls really well. We are already seeing operational benefits through improved fuel consumption and our drivers say the trailers handle perfectly."

Five Krone sliding-roof Profi Liner curtainsiders have been added to the fleet and are being used to transport bathroom units and modular buildings throughout the UK. According to Matt, the combination of sliding roof and Krone's Multi-Lock loading system makes the trailers ideal for loading and securing large items of cargo.

The Krone axle comes with a 6-year unlimited mileage warranty and like all Krone trailer equipment for the UK and Ireland, is fully supported by Krone parts and service from within the UK.

Krone reports that a further 50 trailers fitted with Krone axles and drum brakes are currently on order from other UK operators and this figure looks set to increase sharply during 2017.

## Goodyear Launches New High Load Retread Trailer Tyres

Responding to the increasing trend for high load truck tyres as more and more European countries adopt higher vehicle weights, Goodyear is launching new mold cure retread High Load (HL) trailer tyres. The new retreads are the TreadMax KMAX T HL and TreadMax SP246 HL, both in size 385/65R22.5.

The TreadMax KMAX T HL is the retread version of the Goodyear KMAX T HL trailer tyre, which is developed to deliver high mileage. The TreadMax SP246 HL is the retread version of the Dunlop SP246 HL, which is part of the Dunlop On-Road truck tyre range

introduced last year. The TreadMax process features the same tread designs as well as similar materials and manufacturing techniques to those used in the production of the new tyres they replicate. This ensures similar performance and mileage to those of new tyres.

## ProVision Vehicle Cameras Welcomed by FORS

FORS, the Fleet Operator Recognition Scheme, has welcomed ProVision Vehicle Cameras to the scheme as a FORS Associate.

ProVision is a nationwide supplier of vehicle safety cameras with an embedded tracking and telematics solution, combining cutting edge

hardware with a cloud-based management suite and apps.

"The FORS Associates scheme is just one of the many benefits available to our members and

we are delighted to have over eighty companies on board, providing services and solutions to help our members achieve best practice," said Paul Wilkes,

FORS Business Services Manager.

"ProVision Vehicle Cameras provides a valuable service, supporting fleet managers in the management and monitoring of fleets and we are delighted that ProVision has joined us to support the many companies striving for higher standards in the industry."



# Steve Williams

## AREA SALES MANAGER UK, THERMO KING

The team at Thermo King UK are upbeat, and so they should be. Following a successful CV Show, the company is in a unique position of being able to offer a broad range of customers a varied portfolio of innovative products, as Export & Freight's Garfield Harrison has been finding out from Steve Williams, Thermo King's UK Area Sales Manager.

**One of the** keys to the company's growing success is the partnership between Thermo King and FRIGOBLOCK, one time competitors in some regards, now firmly 'brothers in arms' in what can be a challenging marketplace.

"It took a while for the two businesses to become fully integrated following Thermo King's acquisition," says Steve, "but it has been on the whole a smooth and interesting transition and the benefits are now in full flow.

"Frigoblock's biggest market was Germany and the UK. We each had separate dealer networks and separate skill sets. It has been a big learning curve, not least for the dealerships. What was once their competitor is now their friend, although they only occasionally brushed shoulders in the marketplace.

"Now we all have the opportunity to grow and expand. We can now say to our customers: whatever your needs, we can satisfy them from what is a massive tool box of technologically advanced products.

"Essentially, we are one company with two product lines. We are in a unique position to show an existing portfolio of diesel, hybrid and zero-emission, all-electric solutions to suit all transport refrigeration applications from truck, trailer to home delivery vans."

The CV Show saw the UK launch of Thermo King's new SLXi platform of trailer refrigeration units and the new Hybrid Drive Trailer concept.

The SLXi, which offers fuel savings of 10 to 20 percent compared with the predecessor, 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.

### Proven Expertise

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. It 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.

"The hybrid is just two or three months away from the product line," reveals Steve. "There's a lot of interest in it, not least because of the many benefits it will offer our customers."

The Thermo King Hybrid Drive

allows a refrigerated semi-trailer, attached to a tractor with a FRIGOBLOCK Enviro Drive inverter filter, to run electrically. This enables the trailer refrigeration unit to be powered as a hybrid drive, by either the electric alternator or through its own independent diesel engine.

Standard TK BlueBox telematics system stores the data and provides ability for two-way communication to ensure that the load is protected at all times and the geo-location feature will automatically switch the power between diesel and truck Enviro Drive as required or necessary. Thermo King, of course, is constantly working on other new innovations and product lines, and adds Steve: "Consumers want fresh food as cheaply as possible, even strawberries on Boxing Day, for example, and we

have to be in a position to offer our customers who operate in the retail sector a competitive product, and one that ticks all the environmental boxes. It has to be innovative and cost efficient, but going green costs money, so we have to get the balance right, and I believe we are doing that."

### Zero Emissions

Another case in point is the company's new all-electric, zero-emission B-100 30 refrigeration unit, designed specifically for small trucks and vans. "We believe there is great potential for the unit," says Steve.

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. 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.

### Dealer Network

Here in Ireland, Thermo King continues to excel. "Both our dealers - Dublin based Ballinlough Refrigeration, and TTS (Technical Transport Products) in Ballymena - are award winning companies who continue to invest in their operations. TTP, for example, have recently opened a second depot in Portadown in County Armagh.

"Like all our dealers, who are currently being brought up to speed on the Frigoblock range, they represent our spine, without which we wouldn't have a business. Selling equipment is essential, but so is providing a high level of after-sales support and service, and in that regard we are very proud of our dealer network."



Steve Williams



# A LOOK BACK AT A BIGGER & BETTER CV SHOW 2017

Three major truck manufacturers returned this year to the UK's biggest event for the road transport, distribution and logistics industries.

**The Commercial Vehicle** Show at the NEC in Birmingham attracted almost 500 exhibitors and had a 10% bigger footprint than in 2016, allowing plenty of space to accommodate the return of DAF

and MAN, along with Guest Trucks, a major distributor for Iveco.

CV Show Director, Rob Skelton, said, "We were delighted to see DAF, MAN and Iveco via Guest

Trucks returning to the CV Show. Heavy trucks are a vital part of the freight and logistics industry in the UK and their presence added 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."

Export & Freight also had a team at the show, and here are some of their highlights...

## Hankook presents new tyres

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

**Alongside the new** addition to the SmartFlex range, the existing SmartWork series that is likewise selected as Original Equipment for MAN, Mercedes-Benz Truck and Scania vehicles was also on show.

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.

The new Hankook SmartTouring AL22, a new high-technology coach tyre for long-distance travel was also be presented to the UK market for the first time at the Show. The AL22 can be used on all axle positions and provides maximum ride and rolling comfort, excellent concentricity, a very low rolling noise and, as is customary with Hankook tyres, optimised rolling resistance and low wear for particularly efficient travel.



## BPW Promote New Heavy Duty Axle & Suspension System

BPW highlighted 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 was 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.

Other stand highlights included BPW's idem telematics systems, a fully integrated telematics system that gives management a valuable overview of transport operations to improve fleet utilisation and efficiency.



# New innovations from the 'new look' Paneltex

Leading manufacturer of refrigerated and specialised vehicle bodies Paneltex exhibited three flagship refrigerated vehicles from its diverse product range.

**Included was the** latest 26 tonne GVW Iveco Stralis dual temperature rigid distribution chassis that was specified with a Paneltex dual temperature refrigerated body and a Carrier TRS refrigeration system. The vehicle engine powered Carrier TRS multi-temperature refrigeration system provides highly effective cooling driven by the Euro 6 truck engine, making it both clean and efficient.

Following the recent accreditation of Paneltex by Ford to its exacting QVM status, Paneltex also exhibited a new Ford Transit chassis cab with light-weight refrigerated bodywork, designed specifically for urban food or pharma distribution work.

Type approved to ATP Class C standard for international work, this vehicle was fitted with



a ThermoKing V300 over-cab refrigeration system integrated within a Paneltex Direct Air cover system to provide either a chilled or deep frozen environment. A high payload and cyclist/ pedestrian side protection features add to the

appeal of this vehicle for home delivery work. The three vehicle line-up was completed with a Paneltex Somers "Flexitemp" Mercedes Sprinter van, fitted with a GAH dual temperature reversible refrigeration system.

# Unique Online Approach For Apollo's New Range Of Truck And Bus Radial Tyres

Global tyre giant Apollo Tyres announced its debut in the notoriously competitive Truck and Bus Radial (TBR) tyre segment in Europe, and has also become the first and only manufacturer to launch its TBR range exclusively online, with a new go-to-market approach.

**Apollo Tyres is** no stranger to the sector: founded in 1972, it is the market leader in India, with 25% of the TBR market; truck and bus tyres constitute almost half of its production output; the company boasts six manufacturing plants globally, including a brand new, state-of-the-art factory in Hungary (opened this month), along with four R&D centres spread around the world.

"Quality, reliability and performance are central to Apollo Tyres' philosophy. The company benchmarks against the best in the market and, often, outperforms them," says Chief Retail & Marketing Officer, Marco Paracciani. "However, for the European TBR market we felt that a strong product offering was not enough as we saw an opportunity to innovate in the go-to-market approach."

"This launch is the culmination of our five-year testing and development programme for the Apollo brand of truck-bus radials in the UK and Europe," says Benoit Rivallant, Apollo Tyres' Group Head of Global Product Management for Commercial Vehicles. "The new range was designed for Europe and extensively tested over 250 million kilometers across six European countries, in a wide range of applications, by around

50 fleets and driver partners."

Apollo Tyres pilots the delivery of its new TBR European tyre range in UK, Ireland, Belgium and the Netherlands, with Germany and other countries soon to follow. However, countries currently outside the scope of delivery, can take advantage of the cost-effective pricing at ApolloTyresDirect.com by arranging collection from Apollo's Hamburg warehouse.

# Carrier Transicold Brings Engineless Refrigeration to UK

Carrier Transicold's ICELAND engineless multi-temperature undermount refrigeration unit made its UK exhibition debut at the CV Show; this new generation of transport refrigeration technology aims to improve sustainability for fleets.

**The electric system** offers a cooling capacity of up to 18,400 watts and operates with Carrier Transicold's ECO-DRIVE GenSet to harvest power from the truck's clean Euro VI engine. This helps fleets reduce their environmental impact by cutting emissions and improving fuel efficiency, whilst also reducing maintenance costs.

Configured with dual compressors and economisers, the ICELAND unit operates on

different refrigerating circuits, which helps maintain maximum capacity, even at idle. For multi-temperature applications, this means there is no power drain created by having to separate the power of a single compressor across two compartments, making it efficient for operators and enabling the system to provide cooling and heating at the same time.

"With this addition to our range we can offer the equivalent power capacity of a

high output trailer unit," said Scott Dargan, managing director, Carrier Transicold, Northern Europe and Service EMEA. "Mounted beneath a rigid truck or drawbar chassis, the system features very few moving parts and is extremely quiet, operating below 60dB. It's the ideal transport refrigeration system for urban distribution truck fleets requiring a high cooling capacity from low engine speed and with limited impact on the environment."

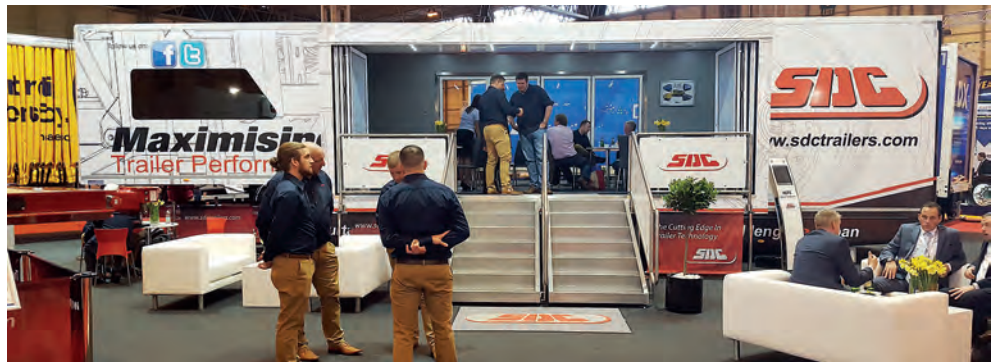


## Five Strong Display from SDC Trailers

SDC Trailers had five products on display, including 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 a benchmark in UK parcel operations.

**A tandem axle** rear steer 10.6m curtainsider fitted with a BPW load restraint system, giving a practical and safe option in load security was also on show, as was 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 had two rental / leasing spec curtainsiders, demonstrating their continuing support for not only bespoke design, but also the backbone of the haulage industry.



## Whale Tankers Unveil New Citywhale

Whale Tankers had its latest versions of the CityWhale 3 & 7 from partners Baroclean on display at this year's CV Show.



**The two companies** have been collaborating over a number of years resulting in Whale introducing these latest vehicles, with CityWhale 3 featured on the stand and the CityWhale 7 on the outside display area. Both vehicles are highly versatile offering jetting and suction capability in a package ideal for urban operation. The 3.2t CityWhale 3 has been incorporated onto the chassis of a 4 X 4 Ford Ranger, Euro 6 GVW 3.2 tonne.

The CityWhale 3 is a combination vehicle comprised of two compartments with a total capacity of 1,200 litres. The tank and associated equipment have been

made from aluminium, thus allowing the operator to achieve an upgraded tank capacity. The tank suction is achieved by a rotary vane vacuum pump having a capacity of 325 m3/Hr. With a jetting pump producing 54 litres/min at 200 bar. The control is carried out by an eight channel radio remote control.

The CityWhale 7, is built on a Mitsubishi Fuso Canter, 7C15 7.5 tonne with a 150 hp Euro 6. Engine. It is a Jetvac combination vehicle having two compartments, with a total capacity of 3,800 litres. The tank and associated equipment are made from aluminium.



On the Thermo King stand: George Lee [Sawyers Transport Ltd part of the Agro Merchant Group], Kathryn Dickey (TTP), Tracy Martin (TTP), Fred Rogers (Thermo King Europe), Laurence Robinson (TTP), Derek Sawyers [Sawyers Transport Ltd part of the Agro Merchant Group] & Denver Sultiers (TTP)



The Stena team: David Holderness, Alex McDonald, Richard O'Loughlin, Anna Breen, Eddie Kavanagh, Ben Radford

## Goodyear Launches New Business to UK Market

The Show saw 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.





Wilson's Auctions Stand.



Montracon Stand.

## UK Debut for Thermo King's SLXi Range

Diesel, hybrid and zero-emission, all-electric units to suit all transport refrigeration applications and UK premiere of the new SLXi trailer range were the highlights of the Thermo King and FRIGOBLOCK stand.

**The new Thermo King SLXi** platform of single- and multi-temperature trailer refrigeration units delivers up to 20 percent fuel savings and telematics as standard. The units were developed with an expanded focus on the unit's intelligence, communication capabilities, fuel consumption and temperature management by collaborating with hundreds of customers and dealers to collect operational data from thousands of units operating throughout Europe, Middle East and Africa.

SLXi range includes tailorable operational parameters to meet customer needs, their application and ambient conditions. The customised profile conditions create optimized 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 show also saw the UK premiere of the new Hybrid Drive Trailer concept that 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.

## DAF Puts Future Truck Chassis Concept on Show

**DAF unveiled its Future Truck Chassis Concept at the show.**

**Thanks to a** number of patented chassis design innovations, in combination with lightweight materials and components, DAF's FTCC achieves a remarkable weight saving of 500kg on DAF's 12-tonne LF chassis platform – which already offers a low kerb weight for highest payload. Featuring independent front air suspension, the FTCC also makes extensive use of aluminium.

Another patented innovation is the integrated body floor structure, achieved by incorporating the body sub-frame into the main chassis side members.

Designed primarily as a distribution vehicle, DAF's FTCC was developed as a collaborative project with Sapa Profiles UK and CSA Group, and co-funded by the UK Government's Innovate UK.



Reducing weight, or 'light weighting', through the use of novel designs and materials is just one part of a multifaceted approach by DAF Trucks to future vehicle design.

The exhibition of the FTCC at the CV Show follows the showing another of DAF's innovation vehicles at the IAA in Hanover last

September. Using hybridisation to capture regenerative energy in a lithium-ion battery pack, the innovative XF is capable of electric only driving for short distances. With the prospect of zero emission zones in a number of major European cities from the mid 2020's such technologies will enable regional and long distance trucks to deliver the 'final mile' with zero tail-pipe emissions and low noise.

DAF Trucks is also a key player in the evaluation of predictive, connected and collaborative driving as demonstrated during the European Truck Platooning Challenge last year. Truck Platooning uses automated driving technology to allow trucks to drive a short distance apart. The second vehicle automatically follows the first using Wi-Fi, radar and cameras. Running in close proximity offers benefits in terms of fuel consumption, CO2 emissions, road safety and traffic flow.

# Terberg unveiled first ever refrigerated Urban Safety Vehicle

Terberg DTS UK, together with its newly acquired sister company Dennis Eagle, joined forces with leading bodybuilder Gray & Adams, to launch its first ever refrigerated Urban Safety Logistics vehicle.

**Unveiled at the** show by Alisdair Couper, Terberg DTS's Managing Director, this Terberg designed Urban Safety truck is the first refrigerated truck from the Terberg Group and has been designed to meet the demanding and constantly changing needs of urban supply chain logistics.

Based on the Dennis Eagle 4x2 Elite 6 11.8m

rigid chassis with a Volvo D8K 280hp Euro VI power unit and Allison MD3000 6-speed automatic gearbox, the Terberg designed temperature controlled 18 tonne rigid features the popular Dennis low entry cab.

The truck was shown for the first time at the show alongside the Terberg DT183LE low entry distribution shunter tractor

that has taken the market by storm since its launch two years ago, also at the CV Show.

With direct vision capability through full-length glass panels for increased visibility and awareness and safety for cyclists, the walk-through cab enhances driver safety as the driver does not have to exit the vehicle into oncoming traffic.



## Public Debut for Isuzu D-Max

The new generation Isuzu D-Max enjoyed its public debut. It 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.

## Truck mounted handling solutions from Manitou

The Manitou Group had on display two machines from the Manitou range of truck mounted handling solutions.



**Positioned at the** rear of a lorry where they can be unloaded within minutes, these forklifts offer a quick and efficient method to load and unload of all types of goods and materials.

On preview for the first time in the UK and Ireland was the TMT 25S 4W. This new machine offers the quality of the TMT technology with a 4 way option.

Although the truck mounted forklift industry is dominated by the mast version, Manitou with their telescopic boom version provides one of the most versatile machines on the market. This range now also features a 4-way (multi-directional) function which enables you to access confined, narrow or wide loads with ease. At the touch of a single button, the front wheels of the TMT 4W can turn up to 90° sideways. The TMT (Truck Mounted Telescopic boom) range benefits from a patented side shift motion, large cab and can unload a whole truck from one side with no extra equipment needed, saving considerable time. The telescopic boom provides the best frontal visibility on the market,

particularly in loading and unloading mode.

This machine is designed for transporting construction material transportation particularly where the loading and unloading of materials of extra long length are required such as timber and steel.

The TMT series has a maximum load capacity of 2500kg to 2700kg and has specific design features incorporating safe operation. These safety features include new stabilisers so that it can handle heavy loads.

The TMM (Truck Mounted Mast) range was represented on the stand by the TMM20. This range benefits from mast lift heights of 3 – 3.9M. The TMM has sidelading capabilities with the option of telescopic forks, a pantagraph or both combined.

The TMM range is equipped with a certified cab, LED rear lights, three wheel braking and differential locking system to improve traction on difficult terrain. The Joystick FNR (Forward, Neutral, Reverse) is also standard.



# Gray & Adams Celebrate in Style

Manufacturer of temperature-controlled semi-trailers and rigid vehicle bodywork, Gray & Adams, is marking its 60th anniversary, and did so in style at the CV Show.

**Taking centre stage** on the company's stand was a 44-pallet lifting-deck trailer built to the latest specification, complete with aerodynamically efficient panel cappings, low-noise alloy Gripster floor surface, a Carrier Vector 1950 refrigeration unit, and BPW running gear and telematics system.

The trailer was finished in an eye-catching livery on both sides and at the rear, conveying the impression that the skin has been peeled back to reveal food produce in cages on both decks inside.

Gray & Adams enjoys a well-established reputation for innovation. Having built the first fixed twin-deck trailers in 1989, it then unveiled the hydraulically

operated lifting-deck variant 11 years later. The 44-pallet version made its debut in 2010 – in line with the manufacturer's commitment to product development, its design has been steadily refined since. Gray & Adams estimates there are now more than 3,000 lifting-deck trailers built at its headquarters in Fraserburgh in operation on UK roads.

Also appearing on the company's stand was an 11-metre urban trailer, built for a high-profile restaurant chain. This trailer has one longitudinal internal partition creating two lanes, a Tridec command steer system for optimum manoeuvrability, a 1,500 kg Dhollandia column tail-lift, and a Carrier Vector 1950 dual-temperature fridge.



William Patterson, Mark Cuskern SDC Trailers and Brian McManus Surfright - SDC Trailers stand.



Stephen Shaw of Modern Tyres with Katie Jay from Giti Tyres

## Michelin Unveils New Heavy Truck Tyre Range



Michelin's most popular heavy truck tyre range amongst Irish hauliers is set to be replaced, as the company unveiled its new X Multi tyre line-up at the CV Show.

**According to the** manufacturer, official testing has shown the next-generation fitments deliver 15-20 per cent more mileage than the current Michelin X MultiWay 3D series, at no extra cost.

Available with immediate effect in four key fitments – 315/70 R 22.5 multi-position and drive tyres and 385/55 R 22.5 steer and trailer tyres – the X Multi range will be expanded with the launch

of 295/60 R 22.5 and 315/60 R 22.5 X Multi D in September 2017 followed by the 315/70 R 22.5 X Multi D Remix in early 2018. With an integrated RFID chip in each new tyre, the new 'connected' range will offer access to several digital services, enabling individual tyre identification, improved fleet and stock management, and improved traceability of operations. Commenting, Chris Smith,

Michelin's Marketing Director North Europe – Truck & Bus, said: "The new X Multi range offers outstanding grip and greatly improved longevity, taking tyre performance to a completely new level. It also underlines Michelin's commitment to ensuring the lowest total cost of ownership for our customers, since the new tyres don't cost a penny more than the ones they replace".



Billy Dougan (right) with a customer at the CV Show.



Phil Moon with the impressive new DAF XF launched at the CV Show.



# MAN TGE MAKES ITS UK PREMIERE AT THE CV SHOW

MAN Truck & Bus UK, back at this year's CV Show for the first time since 2014, presented the first UK appearance of its new TGE, the new vehicle range of vehicles from MAN. 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.

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. The vehicle lengths for the panel vans range from 5,986 mm to 6,836 mm and even up to 7,391 mm with long overhang. The panel van heights are 2,355 mm, 2,590 mm, and 2,798 mm for normal, high and super-high roof versions. The corresponding combination results in a maximum load volume of 18.4 cubic metres.

With six gross vehicle weights available at 3.0, 3.5, 3.88, 4.0, 5.0 and 5.5 tonnes, there will be a weight variant to suit any customer application. Depending on the

installed fittings and the gross weight rating, the MAN TGE is able to handle a considerable payload. For example, a 3.5 tonne panel van with a short wheelbase and normal-height roof can shoulder an impressive 1.5 tonnes. Also, depending on the model and engine type, a towing capacity of up to 3.5 tonnes is possible, meaning that the highest total combination weight for the TGE is 8.0 tonnes.

## POWERFUL ENGINES

The MAN TGE is powered by a completely new generation of diesel engines specifically designed for reliability and long service life. The turbo-charged four-cylinder with intercooler power units have been developed to meet the heavy and varied demands placed on light commercial vehicles. The 1,968 cm<sup>3</sup> diesel engines come in four different power outputs: 102 PS, 122 PS, 140 PS and 177 PS, delivering torques of 280 Nm, 300 Nm, 340 Nm and 410 Nm respectively.

Customers can choose between three different drive systems. The front-wheel drive



option is standard issue in this segment. Compared to the rear-wheel drive version, the load compartment floor is around 100 mm lower, resulting in a lower loading sill and thus offering the largest loading volume in the entire MAN TGE series of 18.4 m<sup>3</sup>.

Another advantage is the compact drive unit of the transverse engine and gearbox, which lowers the vehicle weight and thus increases the maximum achievable payload for chassis of this type. The front-wheel drive version boasts a maximum gross weight between 3.0 and 4.0 tonnes. The same can be said for the all-wheel drive version which is ideally suited for applications that require work to be carried out off the beaten track or during adverse weather conditions.

## DRIVER ASSISTANCE

With the introduction of EBA (Emergency Brake Assist) as standard, MAN makes an essential contribution to traffic safety. Distance sensors check critical distances from the vehicle ahead and depending on the circumstances, the system responds to critical braking situations in two stages:

During the first stage, the assistance system uses acoustic and optical signals to warn the driver of preceding vehicles braking abruptly or driving slowly. At the same time, the vehicle is "prepared" to initiate emergency braking; the brake pads are positioned against the brake discs, but without the vehicle decelerating at this stage.

If the driver does not react to the warning, the second stage begins with one short actuation of the brakes to alert the driver to the risk of rear-end collision. At the same time, the sensitivity of the response behaviour of the brake assist system is further increased. This means that full brake output is instantly available if the driver steps on the brake. Should the vehicle not brake hard enough, the Emergency Brake Assist system increases the brake pressure to the level required for the vehicle to come to a halt before reaching the obstacle.

Production for the UK market begins in June with front wheel drive panel vans and chassis cabs, with rear wheel drive product phasing in later this year. Customers can now place orders, with deliveries at the market entry in September 2017.



Thomas Hemmerich & Stuart Beeton of MAN



# Ford Confirms First Fleets To Join Transit Plug-In Hybrid Van Trial

The first wave of fleets participating in the Ford Transit plug-in hybrid van (PHEV) London trial, starting this autumn, have been confirmed.

The multi-million pound project is designed to explore how lower-emission plug-in hybrid electric vans could support cleaner air targets, whilst boosting productivity for operators in urban conditions – the toughest working environment for commercial vehicles.

The project, supported by Transport for London, features a 12-month trial of 20 new Ford Transit PHEVs that reduce local emissions by running solely on electric power for the majority of inner-city trips. Equipped with range extenders, the fleet is not limited by battery range, making them capable of the longer journeys that may be required by businesses and 'blue light' services.

The participating fleets represent a cross-section of city-based businesses which will integrate the Ford Transit PHEV vans into their day-to-day operations. Using a Ford telematics system, each Transit PHEV will collect data on the vehicles' financial, operational and environmental performance to help understand how the benefits of electrified vehicles could be maximised.

The five fleets include the Metropolitan Police with two Transit PHEV vans: one marked for second response to traffic accidents and one un-marked as a forensic support

unit. In addition, Transport for London will use three of the vans for freight duties.

Meanwhile, Mark Harvey has been appointed Director of Urban Electrified Van programme

- a new position at Ford in the UK. In the role, Mark will work directly with Transport for London, the participating fleets, and the Ford development team, to bring manufacturer, consumer and city together to better understand CV use in a megacity.

Commented Mark: "I am delighted to be back on the Ford CV team. I have worked on the Transit Custom for four years, and it feels right to now be working directly with our customers again to find the best electrified CV solution for their business needs."



Mark Harvey, Director of Urban Electrified Van programme



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**Official Government Test Environmental Data. Fuel consumption figures mpg (litres/100km) and CO<sub>2</sub> 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). CO<sub>2</sub> 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.

# Schmitz Cargobull Expands With V.Ko Dry Van Box Bodies

Europe's biggest trailer manufacturer Schmitz Cargobull is expanding its product offer to include bodies for light commercial vehicles for the first time as part of a new focus on 'last-mile' logistics.

The new **V.KO** DRY van bodies have been specifically designed to meet the challenges faced by suppliers and service providers from the booming online home delivery market, providing efficient urban goods transport with low maintenance requirements.

Alan Hunt, Managing Director, Schmitz Cargobull UK and Ireland, says: "We've got decades of experience in box body and dry freight trailers and we're a flexible business that pre-empt market changes. The growth in online shopping has turned our attention to last-mile logistics and we're keen that operators of light commercial vehicles can benefit from our trademark light and robust build quality

that offers huge potential to reduce costs."

Schmitz Cargobull's V.KO DRY van bodies will be supplied as modular kits to European commercial vehicle OEMs, and can be built by two people within two hours. The box body kit consists of completely new custom-developed GRP sandwich panels with a PU foam core. At just 20mm thick, the panels are light yet robust, meeting the DIN EN 12642 Code XL standard for maximum load security.

A translucent roof and two-wing doors are included as standard, and optional extras such as access ladders are also available.

Loads can be secured using airline rails – built as



standard at the factory. Custom load securing elements, such as lashing bars or combo-anchor rails, are also available. Load securing rails can be ordered in a height of 900 mm, or two rails in heights of 600 and 1,200 mm.

Additionally, operators will be able to call on the support of Schmitz Cargobull's pan-European support network of more than 1,300 service partners. The Schmitz Cargobull service network guarantees availability across Europe of original spare parts, complete spare part documentation and a complete aftersales programme.

V.KO DRY van bodies are expected to be available for the UK market during Q2 2017.

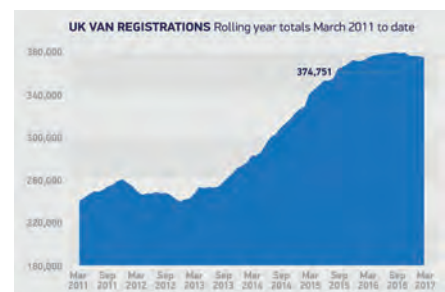
## New van demand dips in March as UK LCV market stabilises

Light commercial vehicle registrations dipped in March, as the market stabilised following a sustained period of strong growth and record demand, according to figures released by the Society of Motor Manufacturers and Traders (SMMT).

Some **63,316 light** commercial vehicles hit British roads last month, representing a small fall of -0.9%, and the first decline in March for five years.

Pick-ups and heavier vans experienced an increase in demand in March, up 23.0% and 3.6% respectively. However, figures for smaller vans painted a different picture, with registrations of vehicles weighing less than 2.0 tonnes down by -31.6% and vans between 2.0-2.5 tonnes falling -4.0%.

Mike Hawes, SMMT Chief Executive, said, "The new van market has experienced strong levels of demand in recent years and this dip in registrations represents a natural rebalancing of the market. Despite the decline, demand remains at an historically high level with year-to-date registrations matching 2015's performance, which was only exceeded by demand in 2016. We expect demand to remain stable at this high level throughout the year."



REGISTRATIONS OF VANS plus LCVs 3.5T-6T by MONTH			
	Mar-17	Mar-16	% change
Pickups	9,860	7,896	25.0%
4x4s	118	136	-11.1%
Vans < 2.0t	8,804	7,029	-31.6%
Vans > 2.0-2.5t	8,150	8,546	-4.0%
Vans > 2.5-3.5t	40,237	38,847	3.6%
All Vans to 3.5t	83,316	83,913	-0.9%
Rigids > 3.5-6.0t	1,093	1,073	1.9%

REGISTRATIONS OF VANS plus LCVs 3.5T-6T by YEAR-TO-DATE			
	YTD-17	YTD-16	% change
Pickups	14,449	11,874	21.7%
4x4s	780	2,545	-62.3%
Vans < 2.0t	7,903	10,913	-27.7%
Vans > 2.0-2.5t	13,821	13,897	-0.5%
Vans > 2.5-3.5t	81,607	80,650	1.3%
All Vans to 3.5t	97,970	98,500	-0.5%
Rigids > 3.5-6.0t	1,838	1,889	-2.7%

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# LDV'S EG10 CLEANER ON THE ENVIRONMENT



LDV is growing its electric vehicle fleet. Its latest zero-emission model; the EG10 was unveiled at the show, the second EV from the manufacturer.

**The all-new EG10** is a people mover available in two models, Flagship and Elite. Complete with six-speed automatic car-like handling, it has the power of a Ternary Lithium Battery, with peak power of 150kw and an impressive peak torque of 800.

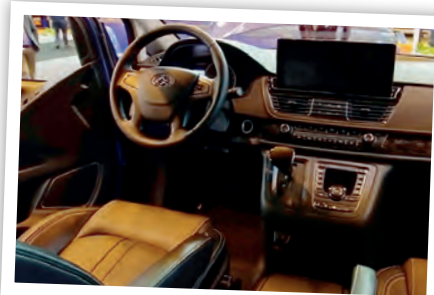
The high spec includes a progressive, pure electric power system providing a highly-efficient, steady power supply and an EPB system that is both convenient and dependable. The EG10 is fixed with a multi-function steering wheel, front and back radars and a rear camera, which is extremely handy when stuck in tight car park spaces or when reversing.

The EG10's dual sliding doors and keyless entry

make loading really quick and particularly easy. Cruise in comfort with the 6-way adjustable driver seat to suit your driving height preference. The 5.2m cubed capacity is perfect for all transport needs, providing extra leg room and space for longer journeys.

The EG10 is ideal for city driving with a range of 100+ miles on a single battery charge and spacious room for seven passengers; ideal for taxi drivers, companies making small-size deliveries or families doing the school run.

The EG10 will be followed by petrol and diesel variants.



The all  
new EG10



# Mercedes-Benz vans join the McCaffrey Transport family

It was a case of 'like father, like sons' when Dungannon-based McCaffrey Transport took delivery of its first four Mercedes-Benz vans.



**Supplied by Dealer** Mercedes-Benz Truck & Van (NI), the three Citans and a Sprinter are now being used as multi-purpose workhorses and general runarounds by Martin McCaffrey and three of his five sons, Owen, Stephen and Michael, who run the company between them.

The Citans are all 109 CDI Long models, which incorporate a number of fuel-saving BlueEFFICIENCY measures as standard. These include the ECO start/stop function – which turns off the engine whenever the vehicle is stopped in traffic, then restarts it as soon as the driver depresses the clutch – low rolling resistance tyres, and optimised alternator and battery management systems. The result is an impressive economy figure of up to 65.7 mpg (combined cycle).

The Sprinter, meanwhile, is a short-bodied 314 CDI. As a special 'Premium Edition' version, it came with additional features including a satellite navigation system, Comfort seats, chrome-effect grille and air-conditioning as part of its standard equipment. As an optional extra McCaffrey Transport also specified the slick-shifting 7G-TRONIC PLUS seven-speed automatic transmission.

"We work our vans hard," said Stephen McCaffrey. "We only had three vehicles between us previously, and it was often the case that they would all be out at the same time, so you had to wait until one returned before you could set off on your own journey."

The Mercedes-Benz vehicles have replaced French and Japanese models. "What's really noticeable

is the big step up in quality," he continued. "Switching to the three-pointed star is one of the best things we've ever done, as our new vans are better in every way than those they've replaced. The fuel economy, comfort, driveability and general build quality are all in a different league."

This is also the first time that McCaffrey Transport has done business with Mercedes-Benz Truck & Van (NI). "We've been highly impressed with Dealer's customer service," said Stephen. "The whole set-up seems very professional. They're real commercial vehicle people so they fully understand the needs of a fast-moving business like ours."

As with all Mercedes-Benz vans, McCaffrey's vehicles are covered by three-year, unlimited mileage warranties, and by the manufacturer's MobiloVan scheme, which includes free emergency roadside assistance for up to 30 years, provided maintenance is undertaken within its official Dealer Network.

"That level of back-up is superb and demonstrates how much faith Mercedes-Benz has in its products," Stephen added. "It certainly gives us great peace of mind."

McCaffrey Transport runs a fleet of 12 heavy trucks and 20 trailers, which carry full and part loads, abnormal consignments, containers and refrigerated goods throughout the UK and Europe. The family also runs a groundworks and plant hire operation. Its vans are employed on a variety of tasks including urgent collections and deliveries for local customers, pick-ups of parts for trucks which the company maintains in its own workshop, and visits to clients' premises and job sites.

Father and sons use their Mercedes-Benz vans for personal and leisure trips too. "These vehicles are so nice to drive that we often use them to run around at the weekend, especially Martin, who is a keen angler and uses the Sprinter for fishing trips all over Ireland. We just love them."

## LDV Grows UK Dealership As HRVS Joins The Family

Following the relaunch of LDV to the UK market in 2016, LDV UK & Ireland has announced HRVS Group as the latest LDV dealership in the UK.

**With four HRVS** branches now selling LDV vehicles and another three outlets coming on board later this year, this brings to almost 25 the number of LDV dealers in the UK (excluding Republic of Ireland) with further announcements expected over the coming months.

HRVS Group is one of the largest and most respected automotive dealers in the central and north eastern belt of England, catering for the commercial needs of businesses of all sizes.

"Since the formal relaunch at the Commercial Vehicle show last year, we've seen huge interest in LDV and it is considered something of an iconic brand for the 21st century amongst drivers and dealerships alike," said Mark Barrett, General Manager, LDV UK & Ireland.

"Geographical spread is critical to the development of a strong and

successful dealership base and with HRVS onboard, we are bringing LDV a step closer to drivers and fleet buyers in Ripley, Sheffield, Stoke-on-Trent and Sleaford. As an award-winning dealership,

we're particularly pleased to have HRVS onboard. They have a really impressive track record and we know that this will be a hugely successful partnership and good news for van drivers in all of HRVS' catchment areas."

Added Keith Sims, Group Operations Director, HRVS: "A good business listens to its customers and we've had so many enquiries

about LDV that we simply couldn't ignore them. We've had our eye on LDV since it came back on the market, so it's great to finally be part of the LDV network.

"When it comes to commercial vans our customers look for value, reliability, an outstanding spec, generous payload capacity and a fantastic warranty. LDV ticks all the boxes and some. It's the van that gives more and that really appealed to us. It's the reason why we wanted LDV in the HRVS stable and we anticipate a huge demand for LDV vehicles this year."

The LDV brand is available right across the UK from dealerships located in areas including Scotland, Wales, Northern Ireland, the Midlands region, greater London area, the South East and the North East.

LDV is manufactured by SAIC, the largest automotive company in China and distributed by the Harris Group.





# FORD TRANSIT IMPRESSES WITH NEW SIX-SPEED AUTO TRANSMISSION

Customers seeking improved comfort and convenience in urban driving can now order a new Ford Transit or Transit Custom with a six-speed SelectShift automatic transmission - ideal for fleets operating in the delivery and distribution sector, as Van Ireland's Garfield Harrison discovered.

**We got a** sneak preview – and a test drive – in several of the new models ahead of the recent CV Show in Birmingham where Ford was showcasing the range – and very impressive they were.

Available from £25,340 and £27,065 (ex. VAT) for the Transit Custom and Transit respectively, the new transmission can be specified in combination with the 130PS and 170PS versions of Ford's new EcoBlue diesel engine, with Auto-Start-Stop as standard. Engineered specifically for the Transit, the SelectShift six-speed auto has a new torque converter and external casing to improve refinement, with a torque capacity of more than 415Nm.

The latest Transit Custom Sport Van series also made its debut at the CV Show which is now available as a L2 van and a L1 or L2 Double Cab in Van variant. It features a muscular body kit, a fully colour-coded exterior with body-side mouldings and wheel arch extensions. The exterior is further enhanced by two-tone silver and black 17in wheels and twin bonnet stripes in a contrasting colour. Customers can expect partial leather trim and technologies as standard including Rear View Camera and Lane Keeping Aid in the interior.

A new thicker front anti-roll bar and the addition of a rear anti-roll bar, combined with softer rear springs and unique damper tuning with firmer setting on the rear, improves roll control. The DCIV has different spring and damper settings which are optimized



for handling and rear passenger comfort.

Offered with the 170PS EcoBlue engine only, customers can choose the SelectShift automatic transmission as an option and prices start from £29,590 (ex. VAT).

Ford also introduced the Transit Courier Sport Van on the stand with distinctive exterior styling including skid plates, twin body contrast stripes and black painted power heated door mirrors. It is available with either the 100PS 1.0-litre EcoBoost petrol engine

or the 95PS 1.5-litre TDCi diesel engine and is priced from £14,126 (ex. VAT).

In addition, Ford featured the fourth generation Intelligent AWD Transit which has been reengineered to deliver improved capabilities in combination with the new Ford EcoBlue engine. The enhanced driveline design that combines the front differential and AWD coupling into a single, compact unit reduces weight by 10kg and allows the driveline to be packaged more effectively around the EcoBlue engine.



Ford Transit Courier Sport





# SDC Trailers raise £130,645 for local children with cancer

Toomebridge based trailer manufacturer SDC has raised over £130,645 to support local children's cancer charity, Cancer Fund for Children, over a three year corporate partnership.

**Employees of the** SDC Group, including MDF Engineering in Antrim, raised the funds through payroll giving, as well as a range of fundraising events including taking part in the Belfast City Marathon and organising a charity cycle.

Commented Mark Cuskeran, CEO, SDC Trailers: "We're really proud to have raised such a fantastic amount of money to help Cancer Fund for Children. They provide an excellent service to families who really need their help. I'd like to take this opportunity to thank Cancer Fund for Children for the work we've done together over the past few years and wish them well in their future endeavours as they support families affected by cancer."

Funds raised by SDC Trailers have enabled the charity's team of specialists to provide a range of practical, emotional and financial

support, as well as free therapeutic short breaks to families whose lives have been impacted by cancer.

Cancer Fund for Children's Corporate Fundraiser, Matthew Allen added: "It has been fantastic working with SDC Trailers over the past three years. They really have went the extra mile to support children and young people affected by cancer. This phenomenal amount will make a huge difference to families who use our services, enabling our team of Specialists to help them cope with the impact cancer has on their lives."

"We receive less than 0.5% of our funding from the government so support from local organisations like SDC Trailers is vital in terms of ensuring we can continue to support local families in Northern Ireland living with a cancer diagnosis."



Pictured (l-r) are Aodheen Dougan, Mark Cuskeran and Jane Millar (SDC Trailers) with Matthew Allen, Cancer Fund for Children.

## MAN creates trend in used vehicle search

MAN Truck & Bus UK has launched a new app to help customers in their search for quality used vehicles.

**The new app** makes it faster and simpler for potential customers to track down a vehicle that meets their criteria.

Matt Squires, head of MAN Top Used, explained: "It has never been easier for customers to find their perfect MAN. The new app is fantastically easy to use and it quickly identifies MAN TopUsed vehicles suitable for the customer's requirements in and around their area."

"We have also refreshed the way we market the vehicles offering a choice of one, two and three star vehicles under our Checked, Certified and Tested programme."

"Customers using the app can refine their search selection according to model and body type and can choose the quality of vehicle they are searching for using the CCT star-rating."

"Once they have found a vehicle of interest

they can tap either the tele-phone or the e-mail icon and they will put in direct contact with the member of the sales team responsible for the vehicle."

The MAN TopUsed app is free to download and use via Apple App Store and Google Play Store.

In addition, the TopUsed website has been streamlined for ease of use and can be accessed at <http://www.man-topused.co.uk/>

## New KMAX Low Platform Trailer Tyres from Goodyear

Extending its range of high mileage KMAX tyres, Goodyear is introducing the KMAX T trailer tyre for low platform trailers.

**This new tyre is for 17.5" rims and will be available in five sizes to meet the demanding applications of low platform trailers.**

KMAX T 17.5" tyres have been developed for high mileage performance and all season mobility by qualifying for the 3 Peak-Mountain-Snow-Flake (3PMSF) snow tyre requirements.

Low platform or low loader trailers are typically used for transporting large or heavy equipment such as construction plant and agricultural equipment or long indivisible loads like wind turbine parts. Often such trailers have many axles, some of which may be steerable. The new tyres are designed specifically to meet the challenging requirements of this type of haulage offering high mileage.





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## Stena Line refreshes its Rosslare – Fishguard ferry timetable

Stena Line has just announced a revised timetable on its Rosslare – Fishguard ferry service which will see customers enjoying a choice of three day time sailings and one extended overnight crossing from 22nd May.

**Following the evaluation** of extensive customer research and feedback, Stena Line reviewed the existing schedule and has decided to introduce three, more customer friendly 3 hour 15-minute day time crossings, making Rosslare – Fishguard the shortest and fastest

crossing between Ireland and South Wales.

Ian Davies, Stena Line's Trade Director, Irish Sea South commented: "The new timetable will reduce the crossing times on some of our sailings by 15 mins and provide a greater choice of convenient sailing times and better arrival

times. The recent investment in the Stena Europe ship has further enhanced our service offering for 2017, providing new opportunities which currently do not exist in the market for our travel and freight customers."

Ian added: "We have conducted a lot of research and spoken with many of our freight and travel customers, listening to what they had to say about our current sailing timetable and ways in which we might improve the service in the future. We believe we have now addressed the points raised and our staff are constantly engaging with customers to ensure a smooth transition. In fact, we have already received positive feedback and believe that the vast majority of our customers will welcome these changes."

## Stena Line delivering on sustainability targets

Stena Line's increased strategic focus on sustainability and environmental improvements over recent years is starting to pay off.

**Key measurement data** has shown that fuel consumption and emission levels to the air and sea have both decreased. The results are contained in a new Stena Line publication, 'A Sustainable Journey' which also presents information on ambitious targets the company is setting for itself for a more sustainable future.

"We are one of the world's leading ferry companies with 27,000 departures per year on our 20 routes. Given the size and scale of our business, we are

fully aware of our responsibility to operate in a sustainable way.

"Our belief is that a reduced environmental impact is also essential for long-term profitability. This is why sustainability is included as a central part of our strategy and why we have set ambitious sustainability targets", said Stena Line's CEO, Niclas Mårtensson.

Stena Line has extensive experience of investment in energy efficiency transport. The launch of the world's first methanol-powered ferry, Stena

Germanica, in 2015 is a good example. To connect ferries to shore power when in port is another. However, these are only two examples of some 300 initiatives which Stena Line has implemented to reduce fuel consumption and emissions to sea and air involving the ferry company's 35 vessels.

A summary in the publication "A Sustainable Journey" shows that between 2013-2016 Stena Line managed to decrease fuel consumption by 6.5 % and carbon dioxide emissions by

6.2 % per nautical mile.

Stena Line is now setting course towards a more sustainable future. The sustainability focus is being targeted into four key strategic areas based on the UN global goals for sustainable development - Clean Energy, Sustainable Consumption, Life Below Water as well as Good Health and Well-Being.

"This gives us a strong foundation and signposts the direction for our sustainability efforts ahead. In the coming year, we will launch a number of major new projects primarily in the areas of clean energy and sustainable consumption. Tests with battery power on one of our ferries and biodegradable bags onboard are just two exciting projects in the pipeline", says Erik Lewenhaupt, Stena Line's Sustainability Manager.

In the Autumn of 2017 the construction of Stena Line's new RoPax vessels will start in China. The new ships are scheduled to be delivered between 2019-2020 and will be among the most fuel efficient RoPax vessels in the world. The new vessels will deliver 25% lower carbon dioxide emissions per freight unit compared to today's ferries and they will also be pre-prepared for gas, scrubbers and catalytic reduction systems.



## Stena Line records 9% first quarter growth on its Heysham service

Stena Line has reported a strong 9% year on year Q1 increase in its freight volumes on the Belfast – Heysham service.

**In the first** three months of 2017, the company has carried over 31 000 freight units on the service making it one of the most successful starts to the year since it acquired the business back in 2011.

Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North) said: "Despite high levels of uncertainty across the wider economic community, a 9% first quarter increase in our freight volumes indicates that business confidence remains robust.

"There are a number of factors underpinning the success of our Belfast-Heysham service including record new car sales levels in Northern Ireland, a large proportion of which are transported on this route.

"Also, we are now starting to see the benefits of a positive impact on traffic flows from the new M6 Link Road to Heysham which opened last November. These factors combined with a highly reliable service which offers over 22 sailing options per week for both accompanied and unaccompanied freight units provide an increasingly attractive service for the road haulage industry."



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# DRY DOCKING MAINTAINS STENA HIBERNIA'S SMOOTH PERFORMANCE

Stena Line has just completed a £7m refit programme on the bulk of its Irish Sea fleet. The work was carried out at the Harland & Wolff shipyard in Belfast over a 4-month period, with the carefully synchronised dry dock visits being managed by Stena Line's Clyde-based sister company Northern Marine Ferries.

**And following its** refit, the Stena Hibernia, built more than 20 years ago, is back on the Irish Sea in better shape than ever. So, what did the process entail and why was it necessary? Export & Freight has been finding out from Stena Line's Senior Master and Captain Sean FitzGerald.

Stena Line introduced the Stena Hibernia in November 2013 to complement the Stena Lagan and Stena Mersey to help cope with increased demand for freight capacity and enable its customers to deliver on next-day orders to their client base.

The vessel, built in 1996, has capacity for 12 drivers and 110 unaccompanied units. It operates six sailings per week between Belfast and Liverpool, giving freight customers greater availability and choice.

The Stena Hibernia was dry docked at H&W, as part of Stena Line's refit programme of all seven ships in its Irish Sea North ferry fleet with a total investment programme of £5m, to enable an inspection of the underwater area of the vessel, a process that normally takes only 24 hours. However, on this occasion the inspection stretched over four days.

Captain FitzGerald explains: "Having full confidence in the vessel's equipment and performance is essential when operating into challenging ports such as Heysham, so this time we took the opportunity to affect permanent repair to number 1 bow thrust. Work on this involved decoupling the drive motor internally and removing the entire bow thrust unit from the hull to allow access to the area requiring repair.

"As part of the hull inspection for damage and paint condition the anodes protecting the area from corrosion were also replaced."

## Efficient Process

What's the key to a successful dry dock visit? "Proper pre-planning is the key to any operation which applies to dry docking as much as any task carried out on board ship. This involves the ship board management team together with technical managers identifying, costing and prioritising work required to be done well in advance of docking. This allows all necessary spare equipment and specialist assistance to be on site ready to commence work once the vessel has entered the yard.

"Good communications and liaison with shipyard is essential to ensure the work is carried out in a timely, safe and efficient manner. The vessel's crew are vital in this process to both supervise and assist contractors."

The hull of the Stena Hibernia was thoroughly cleaned and corrosion protection maintained at the required level. Because the hull is now free of marine growth, any potential to create drag has been minimised, improving performance and leading to reduced fuel consumption.



Stena Line's Senior Master and Captain Sean FitzGerald

## Minimal Disruption

So how did dry docking affect service on the Irish Sea route? Comments Captain FitzGerald: "The main challenge was to find innovative ways of continuing to provide our customers with the level of service they are accustomed to.

"We had to ensure that the docking period was completed successfully in the time frame allowed. Any delays in getting back into service would clearly have had a detrimental effect on our customers, but good pre-planning paid dividends, and disruption was kept to an absolute minimum."

How does Captain FitzGerald rate the facilities at H&W compared with other yards around the UK? "Harland and Wolff provide a high quality of workmanship which is right on our door step; this is very important. The dock is modern and spacious, allowing vessels to enter and exit without fear of damage.

"The proximity of the yard to our routes reduces the time taken to relocate the vessel to dock thus allowing maximisation of repair time and minimising time off route. The level of their service is equal to if not better than many yards."

Where there any surprises on this particular visit? "There were no unpleasant surprises. The main surprise was the excellent condition

of the hull with minimal growth. Paint coatings were all intact and performing to expectation. No external damage was found to the hull, propellers or rudders."

## Stena Hibernia Fact File

Length: 142.4 m

Built: 1996

Gross tonnage: 13 017t

Speed: 18.6 knots

Port of registry: Vlaardingen

Height clearance: 5.2 m

Flag: Deutch

Width: 23.2 m

Passenger capacity: 12

Draught: 5.4 m

Freight Capacity: 1692 lane meters

Ship Builder: MIHO Shimizu Ship & Yard

Width clearance: 5.3 m

kW Horsepower: 2 x 850kW / 1105 HP

# New Container Service between Cork and Liverpool

BG Freight Line, a fully-owned subsidiary of Peel Ports Group, has introduced a new weekly container service between Cork and Liverpool. This is the first time the two ports have been connected directly.

**It is intended** that the new route will offer greater opportunities for customers in the Republic of Ireland to make connections with the deep-sea services now calling at the Port of Liverpool, particularly from Canada, the east coast of the US and the Mediterranean.

Koert Luitwieler, Shipping Director at BG Freight Line, said: "This new service will create even more momentum in Liverpool and was the last missing link in the connectivity between Ireland and Liverpool. Not only have a large number of cargo owners shown their interest in this route but also a number of deep-sea lines who see this as an opportunity to reposition empties to Cork."

The new service will also provide a quay-to-quay route for tank operators, and door-to-door opportunities into the North of England, Midlands and Scotland - regions previously only accessible via Dublin.

Andrew Allen, UK Operations Director of Hapag Lloyd said: "This new service provides our Cork-located clients with a viable and timely connection alternative for two of our Atlantic slings. It also provides us with



an additional attractive option for the positioning and evacuation of equipment to and from Cork and surrounding counties."

Peel Ports' Roger Megann, Business Development Manager - Containers, added: "This is the final piece in the jigsaw of a complete Liverpool hub serving key locations in Ireland, with BG Freight now offering four sailings per week. Liverpool is the closest deep-water container terminal and I'm confident that Irish cargo owners realise the potential benefits of the significant investment we've made at Liverpool2. In fact, there's already been interest in our highly successful Cargo200 campaign, which underlines the benefits of shipping closer to and from market,

and we'll be officially launching it there soon."

The route will initially be served by MV Thea II MV RMS Veritas. However, from 2018 BG Freight will take delivery of four tailor-made short-sea feeder vessels optimised for the company's Irish Sea Hub services.

The vessels will be built to DNV GL standards and will be fitted with state-of-the-art features in order to comply with Emission Control Area (ECA) requirements and BG Freight Line's navigation and trading needs.

They will be fitted with a modern wet scrubber system for exhaust cleaning in order to fulfil the requirements for trading within the ECA area. The vessels are also fully fitted for the loading of 45ft short-sea containers in all positions, with room in total for 488 units.

Additionally, a various number of odd-sized containers can be stowed fast and securely due to a new proprietary and innovative cargo stowage system. To minimise operational cost the vessel will be fitted with a modern two-stroke main engine with very low fuel consumption.

# ICG Cuts First Steel For €144 Irish Ferries Cruise Ship

Eamonn Rothwell, Chief Executive of Irish Continental Group plc accompanied by Andrew Sheen, Managing Director of Irish Ferries recently visited the shipyard of Flensburger Schiffbau-Gesellschaft & Co.KG in Flensburg, Germany to oversee the cutting of the first steel plate for use in the construction of their new €144million cruise ferry, which is scheduled for delivery in mid 2018.

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

"This first steel cutting is more than symbolic and starts the practical construction of our new build. This investment underpins the confidence the Group has in both the freight and passenger tourism markets between Ireland, Britain and France," Mr. Rothwell said.



Pictured (L-R) Eamonn Rothwell - Chief Executive - Irish Continental Group plc; Mr. Rüdiger Fuchs - CEO - Flensburger Schiffbau-Gesellschaft mbH & Co. KG (FSG); Mr. Andrew Sheen - Managing Director - Irish Ferries and Mr. David Ledwidge - Chief Financial Officer - Irish Continental Group plc.

# Belfast cruises to tourism high as ship visits hit new record

It has been revealed that almost 90 cruise ships are expected to visit Belfast this summer, bringing with them 150,000 passengers and crew to mark a new tourism high for the city.

**Belfast's record cruise** schedule for 2017 marks an unprecedented period of growth for city tourism and investment which has underlined the city's soaring appeal among cruise tourists from around the world, but particularly the UK, Europe and North American markets. Belfast has established itself as a destination

of choice for cruise operators and visitors, becoming the second busiest port of call in Ireland and once again attracting more cruise passengers than Liverpool in 2017.

By the end of this year almost 600 cruise ships will have visited the city since the first arrival in 1996.

This year 88 ships are scheduled to arrive with the first arrival being the Marco Polo recently, while Princess Cruises, one of the world's leading cruise operators, which operates the giant 4,600-passenger and crew capacity Caribbean Princess, has strengthened its commitment to Belfast scheduling a record 14 stops this year.

Joe O'Neill, Belfast Harbour's Commercial Director, said: "When we started pitching Belfast to cruise operators in the mid-1990s there was some scepticism about what could be achieved. This year, we're welcoming a record number of visitors and vessels, including the 100th visit of a Princess Cruise ship, one of the best-regarded operators in the sector."

August will be the busiest cruise tourism month this year with 24 calls, including nine in just one week.





Pictured with Senior Master Alistair McCarlie are Martin McVicker, Ross McDonald and Steven Tarbox.

## Ferry Enthusiasts Group from NI Visit Stena Line Dry Dock

Stena Line recently welcomed members of the NI Ferry Enthusiasts Group who visited Harland and Wolff's Dry Dock in Belfast where a Stena Line ship, Stena Superfast VII, is currently positioned and is undergoing routine maintenance work.

**The group was** received onboard by Stena Line's Senior Master, Alistair McCarlie who took them on an informative tour of the ship and dock.

Diane Poole OBE Head of PR and Communications said: 'We were delighted to welcome the NI Ferry Enthusiasts Group down to Harland and Wolff so they could enjoy a one of a kind, behind the scenes experience of all that goes on and get a real taste of the work that happens at the Dry Dock. The group had the opportunity

to ask any burning questions they had, take lots of photos and then share them with fellow ferry enthusiasts.'

Steven Tarbox of NI Ferry Enthusiasts said: 'It was great to be able to visit Harland and Wolff to get a better sense of what goes on when a vessel such as Stena Superfast VII is dry docked, and fantastic to be able to ask questions and get answers from someone as knowledgeable as Senior Master Alistair McCarlie. I would like to say thank you to everyone at Harland and Wolff and Stena Line who made our visit possible.'

## Ireland's port traffic remains strong in 2016 despite challenging trading environment

The 14th edition of the Irish Maritime Transport Economist, a report produced by the Irish Maritime Development Office (IMDO) on Ireland's maritime freight industry, has been launched in Dublin.

**The report shows** that in 2016, total port traffic increased by 2%, with growth driven predominantly by unitised trade, Roll-on/Roll-off (RoRo) and Lift-on/Lift-off (LoLo) traffic, both of which grew by 7% in 2016. The report also highlights an 11% increase in the number of cruise vessel calls to Irish ports, with 274 calls recorded in 2016, while passenger numbers between the island of Ireland, Great Britain and continental Europe declined by 2.6% to 4.3 million passengers in 2016.

### Key figures

- 2% increase in total port traffic recorded in 2016
- 7% increase in RoRo traffic to 1,073,403 freight units
- 7% increase in LoLo traffic to 916,852 TEUs\*
- 5% decline in total bulk traffic, driven by reduced demand for oil, coal and other bulk commodities
- Overall passenger traffic declined 2.6% in 2016, but 11% increase in cruise vessel calls recorded

### Freight traffic

The growth recorded in unitised trade, which is closely correlated with consumer demand, points to increased consumer confidence in the Irish economy in 2016. With over 80% of RoRo traffic moving between the Republic of Ireland and the United Kingdom, the growth in RoRo traffic recorded in 2016 is also a reliable proxy for the performance of trade between both economies, despite economic and political uncertainty in 2016. In contrast, total bulk traffic, comprising dry

bulk, liquid bulk and break bulk, fell by 5% in 2016 to 28.5 million tonnes. Dry bulk volumes fell by 1% to 15.8 million tonnes and liquid bulk volumes fell by 9% to 11.3 million tonnes in 2016, with demand for commodities in these categories such as animal feeds, fertilizer, coal and oil affected by relatively warm and dry weather conditions. Break bulk traffic fell by 5% to 1.4 million tonnes, mainly driven by a 40% decrease in shipment of refuse derived fuel.



When these shipments are excluded, break bulk traffic grew by 2% in 2016, with increases recorded in the shipment of commodities such as cement, which underpin growth in the Irish construction sector.

### Passenger traffic

Figures for 2016 show a decline of 2.6% in passenger numbers between the island of

Ireland, Great Britain and continental Europe to 4.3 million passengers. The largest decline in passenger traffic was recorded between the Republic of Ireland and Great Britain, with a decline in passenger numbers of 5% to 2.2 million recorded in 2016. This decline in sea passenger traffic is in contrast to strong growth in air passenger traffic in 2016. Car volumes to and from the island of Ireland also decreased by 1% in 2016, to 1.28 million.

Ireland's cruise industry, however, recorded growth in 2016 with an 11% increase in vessel calls in 2016. 274 vessels called to Irish ports in 2016 carrying 442,304 passengers and crew. Dublin Port remained Ireland's busiest cruise terminal with 109 vessel calls carrying 159,124 passengers and crew, a 7% increase in passenger traffic from 2015.

Speaking at the launch, Liam Lacey, Director, IMDO, said: 'As a maritime nation and an economy, we are heavily dependent on seaborne transport to link Ireland to world markets. While 2016 was a challenging year for business, the overall increase in port traffic and strong growth in unitised trade demonstrates the resilience of Ireland's maritime industry in continuing to meet the needs of our growing economy.'

'While the impact of Brexit on the trading environment is not immediately apparent in bilateral trade volumes recorded between Ireland and the UK in the second half of 2016, our maritime industry is influenced by factors such as exchange rate fluctuations that will continue to evolve in 2017.'

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# Close Brothers expand operations in Ireland

Close Brothers Commercial Finance has opened a new office in Cork as part of its continued expansion in Ireland.

**Specialising in asset** finance, invoice finance and asset based lending (ABL); the team will be enabling businesses to access alternative sources of funding.

Close Brothers' "Modern Merchant Banking" approach means an empowered team with expert knowledge will be able to make fast decisions for Irish SMEs.

A commitment to delivering service excellence and expertise will be applied with a focus on building strong relationships.

Regional Director for the Munster region, Stephen McCarthy, comments: "We are

delighted to move into our new office in the centre of Cork city where SMEs across all sectors warrant a serious alternative funding provider. Timeless values and modern thinking has been the cornerstone of Close Brothers' success since 1878 and our team of funding experts are delighted to continue this tradition at a local level in Cork. Supported by a FTSE 250 parent, Close Brothers Commercial Finance is leading the way in providing fast decisions, flexible funding and easier access to more working capital for all SMEs."

In conjunction with the Munster CPA society,

Close Brothers Commercial Finance hosted a recent seminar evening titled "Brexit: It's your business". The event attracted over 200 guests from Cork's business sector and included talks on the challenges facing local businesses alongside discussions on the impact of Brexit on Irish SME's.

Close Brothers Commercial Finance is a leading independent provider of asset and invoice finance to both SMEs and large businesses, offering a range of products that help firms with cash flow and working capital demands. Close Brothers has extensive coverage throughout Ireland, with further offices in Belfast, Dublin and Galway, providing easy access to local teams who can make quick decisions on funding.

The new office is located at IFG House, 82 South Mall.



## FORS reveals insurance tie-up to deliver member benefits

Direct Insurance Group Plc (DIG) has teamed up with FORS to provide fleet operators with a 'benefits-rich' range of insurance packages, developed exclusively for FORS members.



**DIG, one of** the UK's leading independent commercial insurance brokers, describes FORS as the 'ideal best practice management tool' for operators.

With FORS members able to demonstrate reductions in collisions, and with safety

initiatives evident throughout their operations, FORS accredited companies present DIG with an attractive, low-risk proposition.

In addition to taking advantage of dedicated and competitively-priced fleet insurance products from DIG, FORS members can now enjoy a number of significant benefits, all of which designed by FORS and DIG to reduce road risk, save operating costs and progress through FORS accreditation.

DIG already enjoys an excellent reputation among FORS members as a provider of tailored insurance products specifically for commercial vehicle operators.

## Thermo King Recognises 2016 Dealership Excellence

Thermo King has honoured leading dealerships at its annual dealer conference held in Tenerife, Spain.

**The company recognised** its top dealers from the Europe, Middle East and Africa (EMEA) region for significant achievements in 2016, with the highest recognition, the 2016 EMEA Dealer of the Year, going to Frigicoll of Spain.

Locally, the '2016 Trailer Dealer of Year' award went to Dublin based Ballinlough Refrigeration.

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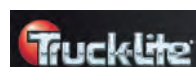
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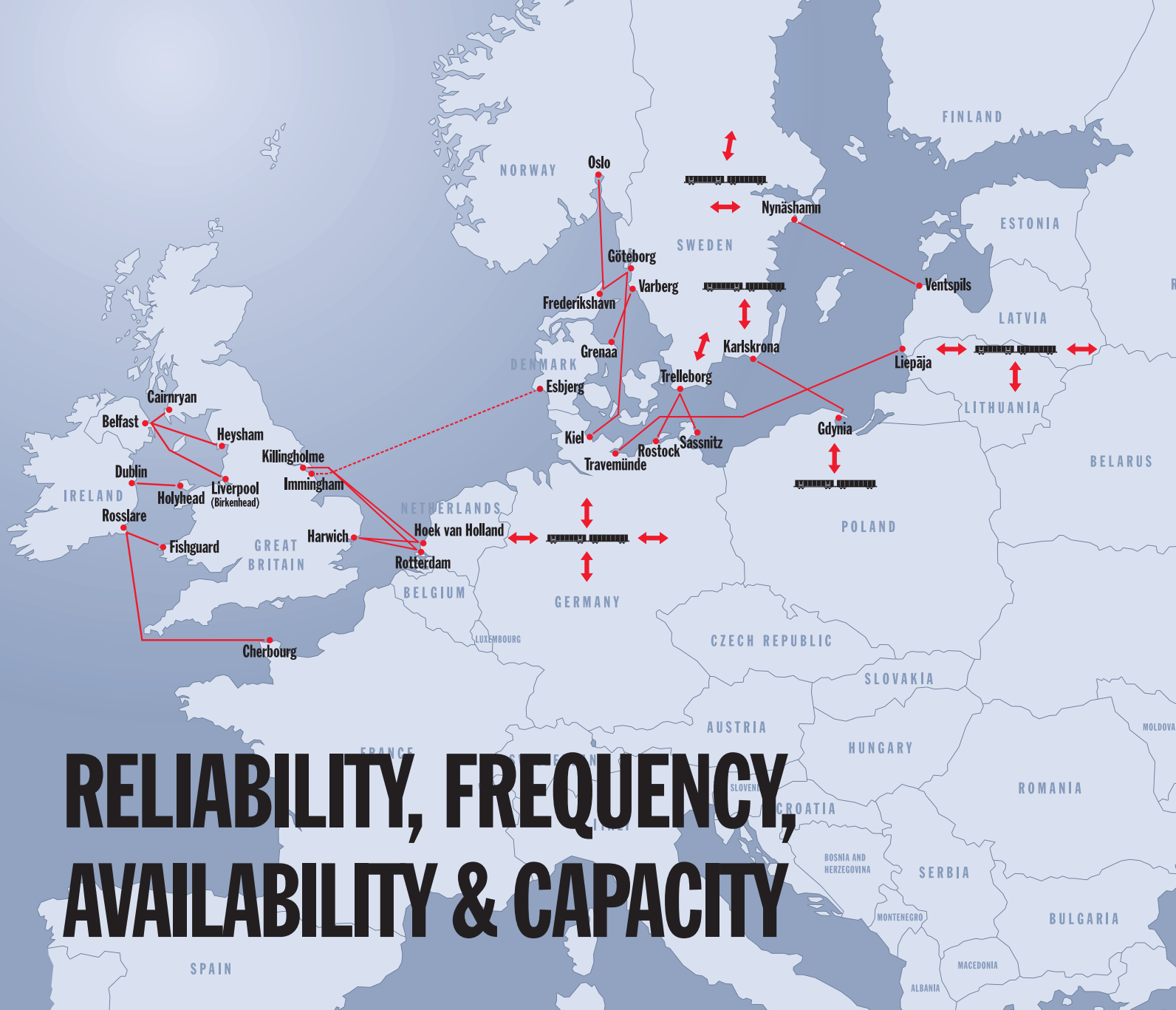
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