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SEPT-OCT 2017 COVER STORY

MERCEDES-BENZ: EFFICIENCY IS THE SUM OF THE DETAILS

COMMENT

Brexit and Platooning are among the major talking points within the industry at the moment. The former subject is full of negatives, the latter rather more positive, but everyone has an opinion and whether we see either progress to reality is another question.



On Brexit, hauliers and their trade associations have expressed reservations after the government said in its new position paper that it does not want any border posts between Northern Ireland and the Republic of Ireland – that would be, they say, an absolute disaster. We trust the government will get it right, and early indications suggest they just might.

On Platooning, the government has revealed it is making £8.1 million available to fund a trial; for the uninitiated, platooning works by linking a series of trucks travelling along a motorway through the latest driving systems, meaning operators can move large quantities of goods at consistent speeds, lowering fuel consumption and CO2 emissions.

As the FTA says, it is imperative that government now moves plans forward quickly and efficiently to enable the logistics sector to plan effectively for the future. The sooner the trial takes place, the sooner the UK logistics industry, which represents 11% of the UK's non-financial business economy, can know if this will be the right route for the future, says Christopher Snelling, FTA's Head of National Policy, and we agree.

That aside, our industry has experienced a lot of positive developments across most sectors, as you see in this issue, and it is also good to know that the public is on our side! A new survey found that 92% of those questioned recognise the role lorries play in the smooth running of everyday life, as indeed, do shipping and every other aspect of the transport and logistics sectors – and talking of which, all their sterling work will be suitably rewarded at our Export & Freight Transport & Logistics Awards at the Waterfront Hall in Belfast. You can read all about who won what and why in our next bumper special issue!

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

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AVAILABLE FROM YOUR LOCAL NEWSAGENT

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



Bradley Transport Makes Significant Business Investment With New Volvos

European and UK haulier, Bradley Transport has taken delivery of 10 new Volvo FH-460, 4x2, Globetrotter tractor units from Dennison Commercials Ltd.

Having placed their first-ever for five new Volvos in March 2017, Bradley Transport - headquartered in Bunrana, but with bases in Northern Ireland and the UK - has now further invested in their business with these 10 new trucks.

Powered by Volvo Euro-6 step C engines, with a 1,300 litre fuel capacity and I-shift automated gearbox, the trucks are easy to drive and packed with fuel-saving software.

Each 4x2 tractor unit is equipped with Volvo's Dynafleet system, allowing Bradley's to gather precise information in what areas to improve, in order to reach better profitability.

Originally a Scania strong fleet, the significant investment means that 50% of the Bradley trucks are now Volvos.

Comments Peter Bradley, Managing Director of Bradley Transport: "Our transport business is based on the provision of an efficient and reliable service for our customers, so we need an effective fleet to ensure that we maintain the excellent reputation that has been built up over the past twenty years. We were a long-time customer of



L-R: Stephen Hill Dealerpoint Manager Dennison Commercials, John Jenkins Managing Director Dennison Commercials, Damian Kerin Sales Executive Dennison Commercials, Peter Bradley Director Bradley Transport, Aishling Bradley Director Bradley Transport, Paul Bradley Plant Manager.

Scania however, in 2016, as part of the company's vehicle replacement and renewal procedure; we undertook a review of our trucks."

He continued, "We decided to test what other manufacturers had to offer and so began a process of trying 'demo' trucks from various companies. But it wasn't just the vehicles that we

were testing. We were seeking a dealer that could supply us with a reliable, fuel efficient fleet but which also provided a high level of customer support afterwards.

"After extensive trials over several months we found Volvo to be a great fit for our business. We cannot emphasise enough the effort put in by Damian Kerin, the

sales representative, and the entire Dennison team. Everything that we asked of them was met with positivity, and nothing was ever too much trouble. They provided an unbeatable level of support and really went that extra mile to ensure we were happy. Their customer service is second to none and we are proud to be partnered with Dennison Commercials Ltd.

"We received our first lot of Volvo trucks in March this year and the remainder in recent weeks so they have been operating as part of our overall fleet for a few months now. We are really pleased with the final design as it represents a modern and professional image and the drivers love them. Their feedback highlights the comfort and attention to detail evident in the Volvo trucks and I am a firm believer that a happy driver is a productive driver!"

The Volvo FHs are finished off impeccably with paintwork by Dennisons Bodyshop and livery by The Sign Place. Chosen by drivers, staff and friends of Bradley Transport, each truck has been given a unique name, proudly displayed at the centre of each truck.

All the new trucks are on Gold R&M contracts with Dennison Commercials.

Toga Freight Connects With Spain

Toga Freight Services, the long established Freight Forwarders headquartered in Dublin 12, have announced a new alliance with a major logistics group, Euro Cargo Express Group (ECX), which is headquartered outside Alicante in Southern Spain.

Beginning initially in the United States and Spain with a strong focus on footwear and fashion, ECX today has 25 owned offices, plus a cultivated network of global agents to offer services across a wide variety of industries focusing on B2B clients. Toga Freight is now the sole agent and partner for ECX for the island of Ireland.

The connection between Alicante and Dublin has started already, and involves ECX Group handling collections for Toga Freight's Irish clients from the Valencia, Castellon, Barcelona, Alicante and Murcia regions of Spain, consolidating the goods in the main distribution hub in Alicante, before the trucks depart on Friday bound for Toga's

distribution centres in Dublin and in London.

The service, which is driver accompanied and designed to be secure and fast, allows goods to reach the Irish clients as quickly as is possible by road with double manned trucks driving non-stop through the night to reach the ferry ports in Northern France in time for the Sunday sailings to Ireland and the UK.

A trailer is typically loaded with a mix of tiles, marble, footwear, jars of food, toys and fashion goods.

In addition, Toga Freight will be handling the distribution needs in Ireland for ECX's extensive client base, which is focused on fashion, footwear, toys and general retail and industrial cargo. On arrival in Dublin,

the trailers are unloaded and the hundreds of consignments on board are sorted for immediate delivery by the Toga Freight Dublin fleet and by Toga's network of 12 Irish Partners.

Commented Managing Director Martin Gately: "We are delighted to have formed an alliance with such a respected logistics operator as Euro Cargo Express. Their work ethics and efficiencies very much compare to ours and we both strive to keep customers happy to give repeat bookings. We have long relationships with all our partners and are looking forward to the relationship with ECX being a permanent and mutually rewarding one"

Added Transport Manager Darragh Toner: "This alliance will now allow us to offer first class and direct services from Spain that will mirror what we offer from so many countries. A typical week will see us receive over 100 driver accompanied trailers at our depot here in Dublin 12 for distribution, from the UK, Holland, Germany, Switzerland and France, so to be able to offer the same services to our clients from Spain is a major benefit to us and our valued customers."



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- TOM BRAINE
MANAGING DIRECTOR,
BST LOGISTICS LIMITED

**PREMIUM
REDEFINED**



RiverRidge helps to Improve Online Services for Vehicle Operators

Waste management company, RiverRidge, has helped the Transport Regulation Unit and the Driver and Vehicle Standards Agency (DVSA) user test a new procedure for renewing operator licences.



Stephen Thompson, Group Transport Manager of RiverRidge.

RiverRidge was part of small UK wide group of 50 operators and the only one from Northern Ireland. The emphasis on efficiency is greatly welcomed by RiverRidge's Group Transport Manager, Stephen Thompson.

"RiverRidge was delighted to assist the DVSA as a test user. The new system is one RiverRidge will greatly depend on, so it was brilliant to have an input on its usability, features and functionality. The end result is

fantastic, the system is extremely easy to use and it is a more convenient process, unlike previously when operator licences could have taken weeks to obtain."

RiverRidge is Northern Ireland's largest and most diversified independent waste management company, handling over 350,000 tonnes of waste per year. With a comprehensive range of collection options available, RiverRidge offers an award winning and reliable waste transfer service across 95% of Northern Ireland's postcodes.

Stephen continues: "We employ 140 drivers and drivers' assistants, who operate across four key depots to coordinate a fleet of 120 vehicles and offer customers the highest standard of service. The new digital vehicle operators licencing system will significantly enhance our day to day operations by saving valuable time."

Steve Fox DVSA, commented: "User needs have been central in developing the new system, and we had asked operators, trade associations and our staff what they thought. RiverRidge's participation has allowed us to obtain more feedback and improve the prototype before it is rolled out."

ExxonMobil Launches TCO Guide in Bid to Help Fleets Navigate Cost Control

ExxonMobil has launched a free Guide explaining Total Cost of Ownership (TCO) for heavy duty vehicle (HDV) commercial fleets. The Guide is designed to help HDV owners and operators reduce the costs incurred over a vehicle's lifecycle against a backdrop of challenging industry conditions.

Challenging economic conditions and volatile markets are continuing to challenge the HDV industry. Combine this with increased emissions regulations and urban height and weight restrictions and it is clear to see why keeping a strong bottom line is front of mind for fleet owners.

The term TCO is often discussed, but the definition can be confusing. The ExxonMobil guide provides a clear explanation of the term and reinforces the importance of viewing an HDV purchase, not just as one up front cost, but for all associated costs throughout ownership through to disposal. Understanding TCO ensures fleet owners are in a more informed position to make smart decisions on how to minimise avoidable expenditure, in order to maximise returns.

For example, investing in high-performance lubrication is one measure that can reduce TCO. By

providing excellent protection and reducing unexpected maintenance – the advanced formulation of high performance lubricants can help to avoid costly maintenance bills while maintaining optimum performance. Benefits including extended oil drain intervals and improved fuel economy can be achieved, so it's important not to see lubricants simply as a short-term cost to keep low, but a long-term, strategic investment that will ultimately help reduce TCO.

The guide also offers top tips on vehicle acquisition, fuel efficiency measures and disposal – as well as expert insight from the Freight Transport Association on the changing nature of the modern fleet.

"The term TCO is often discussed, but we wanted to provide real clarity on its meaning and clear, practical advice on how fleet owners can effectively reduce it," said Guillaume Malandain, CVL marketing advisor for Europe,

Africa & Middle East, ExxonMobil.

"A small change, such as switching to high performance synthetic lubricants, can have a big impact when it comes to reducing total cost of ownership, ultimately making a business more profitable."

James Hookham, deputy chief executive of the FTA, added: "Total Cost of Ownership is a hot topic. The landscape of the industry is changing as emissions regulations and restrictions on HDVs are creating challenging times. But this provides fleet operators with opportunities to really re-evaluate how cost-efficiently their fleet is operating, which can only be a good thing."

To download ExxonMobil's TCO Guide, click here. For more information about high-performance Mobil Delvac™ lubricants, or any other commercial vehicle products and services from ExxonMobil, visit <https://mobildelvac.com/en>.



The Woodside Group Joins Pallet-Track Network

The Woodside Group has joined the Pallet-Track network.

An established company with more than 50 years of heritage, The Woodside Group, which includes Woodside Haulage, Woodside Distribution, Woodside Motorfreight, and All Route Shipping, employs more than 500 staff.

Based in Ballynure, Co. Antrim, Woodside Distribution will cover the Northern Ireland postcodes on behalf of the 80-plus strong Pallet-Track network.

Managing director Simon Woodside said the decision to switch to Pallet-Track to commence shipments in July was a strategic one.

"We needed to simplify our pallet distribution services to and from the UK and, when we went out into the market and Pallet-Track represented the kind of network we wanted to be part of.

"We simply can't wait to get started so our customers can experience being part of the Pallet-Track hub and market-leading technology infrastructure which will help drive greater efficiencies through our business."

Nigel Parkes, founder and managing director of Pallet-Track, said: "Woodside's was a major coup for Pallet-Track. It is a major brand in Ireland because of its breadth of services and knowledge of the local market.

"The company was started in 1964, 40 years before Pallet-Track came into existence, so I know there will be a symbiotic relationship going forward as we learn from each other. However, fundamentally, our two businesses share the same goals - we both want to go the extra mile for customers in terms of service, transparency and value for money."

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The Impact of Brexit on Small and Medium Sized Businesses

As the UK's exit negotiations with the EU could take more than two years, you may have concerns about how leaving the EU could affect your business immediately and in the future.

Here are five key areas of business that may be affected by Brexit and a number of strategies you can employ to mitigate its effects.

1. VAT

Problem – VAT is likely to be one of the major taxes affected by Brexit, because the UK's VAT laws are based on overriding EU legislation.

Solution – Be fully compliant so not to incur fines and penalties as EU tax authorities are likely to take a harsh view on UK businesses

- Be prepared for change to VAT rules and rates
- Analyse the extent of your operation in the EU
- Consider opening a subsidiary in ROI and channel EU trade through it

2. RECESSION

Problem – If the UK experiences two consecutive quarters of negative growth, this means we are technically in a recession.

Solution – Run your business as lean as you can by managing and cutting all unnecessary overheads. If you can maintain your level of sales, this will result in increased profitability.

3. EMPLOYMENT

Problem – Small businesses may be reluctant to commit to long term fixed costs such as employing a new member of staff.

Solution – There are many things you can do to help, such as:

- Rewarding the good staff you currently have
- Employing contractors – you will not have to pay employer's national insurance on contractors but always ensure that they are a valid contractor not just an employee
- Take on an apprentice; if the apprentice is aged between 18 and 24 years old, you may be eligible to receive a grant of £1,500. No employer NIC on earnings up to £827 per week

4. INVESTMENT

Problem – The uncertainty in the economy as a result of Brexit, has meant that there may be a greater reluctance to invest in business.

Solution – You can ensure your business is strong by:

- Being profitable
- Investing in assets to build a strong balance sheet and take advantage of low interest rates
- Setting up your company as an Enterprise



Investment Scheme (EIS), to make your business more attractive to investors

- Have a realistic business plan. Use it and update it regularly.

5. CURRENCY

Problem – After the referendum, the value of the pound has fallen, making imports more expensive and exports more profitable.

Solution – To maintain your margins, you could increase your sales prices. Another option may be entering a hedging agreement which could help you deal with the volatility of the value of the pound so that you can plan for your business with more certainty.

CONCLUSION

With the milestone decision of the British public in stating their desire to leave the EU, there will be some uncertainty in the economy and this is likely to have some impact on businesses.

It is important to get your business "Brexit Fit" to ensure you and your business are well placed to tackle the challenges ahead.

This is an opportunity for Accountants to remind their clients that they are there to help them and guiding them through these stormy Brexit waters is part of the service Corrigan & Co in Enniskillen can provide.

AGRO Merchants Group Completes Phase 1 of Rebranding

AGRO Merchants Group, a global leader in cold storage and logistics solutions, has successfully completed the first phase of rebranding of their portfolio companies to one common brand name.

The company says rebranding of the businesses better reflects AGRO's position in the marketplace, its true geographical reach and supports further integration and extension of the Group's capabilities.

The first phase of rebranding included all sites of the Sawyers Group and Castlecool Cold Stores on the island of Ireland, located in Lurgan, Portadown, Ballygawley, Dublin, Lough Egish and Castleblayney.

Other companies rebranded in the first phase were Harthoorn Logistics and Coldstore Urk, both in the Netherlands, and Nordic Cold Storage, with 10 facilities across the United States.

AGRO currently consists of 22

portfolio companies and 61 facilities in Europe, North America, Latin America and Asia Pacific. The rebranding process will roll out in several phases, with the first two phases to be finalized in 2017. Sawyers Transport, now AGRO

Merchants Lurgan, joined AGRO Merchants Group in 2015. The company operates a fleet of 250 trucks and more than 600 refrigerated and curtain-side trailers. AGRO Merchants Castleblayney and Lough Egish, previously Castlecool



Cold Stores, was the largest 3rd party cold storage company in Ireland. They were acquired by AGRO Merchants in 2014 and have since expanded their service offering by installing the first third party food packing line in Lough Egish.

The two companies are now part of an integrated international network of cold storage and logistics facilities. Their transition to the new name will not affect the company's operations and customers, but it will underscore the Group's status of a reliable partner ready to support their clients' growth strategies.

In addition to that, AGRO will be introduced in local communities as an attractive employer offering exceptional career opportunities.

Derek Sawyers, Managing Director of UK & Ireland operations, commented: "We are very proud to be taking on the AGRO Merchants Group name. It is a natural next stage in the development of the company, we are moving forward as one company, one international brand. We will continue to integrate all of our businesses to offer unrivalled solutions to our clients."



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“It’s the performance and economy that I like about our new Scania R-series. But our drivers love the cab. It has more storage options, a higher roof and a wider, comfier bed. In fact, it’s the sheer pleasure of driving one that makes the next generation Scania feel like a home away from the family home.”

- **STEVEN REDMAYNE**
TRANSPORT MANAGER,
E. REDMAYNE & SON

**PREMIUM
REDEFINED**



MAN TGX PerformanceLine is first to take to roads in Northern Ireland

MAN Truck & Bus UK has put its first MAN TGX26.640 PerformanceLine on the road with Co Londonderry's CJ Keys International.

The standout blue truck will be driven by CJ Keys International's owner Robert Keys and he says he is looking forward to being behind the wheel of the flagship vehicle in his fleet of nine.

"The truck really does stand out and when I saw it I liked it, but you don't spend that kind of money on a 'want'. I am not a showman, but I do appreciate the finer things in life and this fits that description.

"Ultimately though, they have to earn their keep and this truck is going to be out on the roads doing the same jobs as all the others and I am expecting it to be as efficient as the other MANs in the fleet."

Robert says the service provided by his dealer RK Trucks and the MAN sales team was also a key factor in his decision to run an almost 100 per cent MAN fleet for his business which is headquartered in Tobermore.

"I always have excellent service at RK Trucks; they understand our business needs and are always very obliging, and the MAN sales team actively seek me out to see what they can offer.

"The team are always trying to make sure that they can come up with the packages that meet your needs as an operator and I am impressed by that. "The PerformanceLine has come with a three years comprehensive warranty plus two years driveline warranty so we are covered for five years."

Mark Lennox, MAN sales executive added: "At MAN we make sure we are always listening to what our customers and potential customers are saying and endeavor to meet their individual requirements.

"We are delighted that Robert is looking forward to being behind the wheel of this new truck and that he will see efficiencies and enjoy



the benefits the PerformanceLine brings.

"It is certainly a standout vehicle and will make an excellent flagship for CJ Keys International's fleet."

Blue Tree Systems receives GAMP5 Approval

Blue Tree Systems has received GAMP 5 approval from Crest Solutions for its temperature management and monitoring solutions which are used in the transportation of pharmaceuticals.

Published by the International Society for Pharmaceutical Engineering, GAMP (Good Automated Manufacturing Practices) is an important guideline for companies involved in the development and/or implementation of automated production systems in the pharmaceutical and food industries throughout Europe. The latest version 5 (GAMP 5) is a structured

and project-based approach for the validation of automated systems.

Crest Solutions, which supports clients in regulated industries to comply with regulations and improve product quality, completed its assessment in July 2017 and concluded that Blue Tree Systems' temperature management and monitoring solutions have been developed and tested in accordance with GAMP guidelines. This brings

assurance to customers who rely on Blue Tree for live tracking of assets, constant monitoring of refrigeration units, real-time alerts, audited reporting and evidential proof of temperatures to protect valuable refrigerated cargo moving through the cold chain.

"If you are responsible for ensuring cold chain integrity for your regulated business – either through your own transportation

company or a third party – GAMP 5 approval is an important tool in ensuring that the highest levels of quality are being adhered to and maintained during the refrigerated transport phase of the chain," commented Charlie Cahill, CEO, Blue Tree Systems. "It is also key to commercial success, in combatting common industry challenges such as rejected loads, equipment failure, or driver error".

BPW Exhibiting At 2017 TCS&D Show

The Temperature Controlled Storage And Distribution Show is the UK's only dedicated event for frozen and chilled logistics professionals and an important event in the industry calendar.

Being held at their new venue for 2017, the Ricoh Arena in Coventry from 13-14 September 2017, visitors can view the largest display of refrigerated vehicles in the UK and meet over 100 leading suppliers for this niche sector.

Globally renowned for their axle and suspension systems, BPW's stand G32 will feature the SN 4218 drum brake axle with ECO Air COMPACT suspension, the preferred choice for refrigerated trailer builders.

The most recent development of its ground

breaking ECO hub system, ECO Plus 3, will also be shown. The system had a major effect on running gear technology and incorporates an integrated torque limiting hub nut for correct fitment. This applies the Formula 1 principle, allowing simple removal of the entire wheel, considerably reducing servicing and maintenance times.

As a supplier of transport solutions for the logistics industry, telematics technology is another area

of innovation for BPW and vital for the high value and perishable supply chain. idem telematics, a member of the BPW Group, provide a fully integrated telematics system with a wide range of applications.

With access to real-time data and temperature control, the system gives a valuable overview of transport operations allowing management to improve fleet utilisation and efficiency whilst ensuring the security and safety of high value cargos are not compromised.

Telematics applications range from Track&Trace, EBS data, brake performance monitoring, vehicle safety, load security, fridge fuel level alerts, temperature monitoring and control to optimise operational efficiency.



Flexible funding solutions for your business needs

Ireland is an important market for MAN Truck and Bus, the wider VW Group and specifically for MAN Financial Services. These global brands do provide a certain level of confidence but it is what MAN Financial Services do locally that really makes a difference to our customers.

MAN Financial Services has a service centre that is dedicated to the truck and bus market. This ensures that we can fully support a customer throughout the lifecycle of their agreements. That support is enhanced through two Business Development Managers who

are able to use local knowledge and industry expertise to ensure a customer receives the most appropriate, and in many cases bespoke or tailored funding solutions to meet their requirements when they acquire a new or used vehicle from MAN.

Customer proximity is a Worldwide brand aim for MAN. For us at MAN Financial Services that means we offer a first class level of service underpinned by simple and transparent processes.



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Transway Spares keep Krone trailers on the move in Ireland

Transway Spares, the aftermarket and support service division of Transway Fleet Solutions, is now providing same-day delivery of all fast-moving Krone parts to Dublin and overnight parts delivery nationwide.

Strategically located in Clondalkin, just minutes from the N7, N4 and M50, Transway Spares now becomes Ireland's largest stockist of Krone parts and in a move to ensure minimum down-time for Krone trailer operators, is also providing a rapid-response courier delivery service to Dublin port.

"Transway Fleet Solutions is a leading player in the commercial vehicle transport industry," says MD, Brian Balfe, "and given the increase in Krone trailers on Ireland's roads, we needed to create a first-class parts back-up service

to complement our ongoing maintenance and repair facilities for Krone users."

To this end, Transway Fleet Solutions offers a 24/7 breakdown service, a fully stocked mobile parts and service van fleet and 9 bays for damage repairs, maintenance and service - all manned by a fully-trained team of Krone technicians. Operators can also obtain parts from the main Transway Spares hub based at Transway Fleet Solutions in Clondalkin.

To further assist Krone trailer operators,



Transway Fleet Solutions has an on-site CVR test centre and a RSA-compliant rolling road brake testing facility. Qualified and Krone-trained administrators are also on hand to handle any Krone warranty claims and to ensure a fast and trouble-free service.

Commenting on the spare parts initiative, Krone UK Managing Director Fran Pickering says, "Transway Spares and Transway Fleet Solutions, combine to provide a highly experienced aftermarket team upon whom our customers in Ireland can rely."

Renault Trucks Demonstration Vehicle With Lower Fuel Consumption And Reduced Emissions

Renault Trucks is continuing its research into improving the energy efficiency of truck and trailer combinations with its ambitious FALCON (Flexible & Aerodynamic Truck for Low CONsumption) project.

The purpose of this project is to develop and test innovative technology for reducing the fuel consumption and therefore the CO2 emissions of our trucks. It's a simple equation: less diesel consumption = less CO2.

Lower fuel consumption is at the core of the development of Renault Trucks vehicles, which are designed to be profit centres for operators. In line with Optifuel Lab 1 and

Optifuel Lab 2, and more recently the Urban Lab 2 project involving distribution vehicles, Renault Trucks is now undertaking the development of a new experimental combination designed to consume 13% less fuel than a standard trailer pulled by a Range T truck.

The work will be focusing on four key priorities, namely a) optimising the aerodynamics of tractor/semi-trailer units, b) developing

connected tyres with low rolling resistance, c) introducing new fuel-saving driving aids and d) improving the drive line (engine, gearbox and rear axle) through a new generation of Rankine heat recovery systems and use of special lubricants. With the exception of the Rankine system, this technology is set to be integrated into a demonstration vehicle and tested under real-life traffic conditions at the end of 2018.

The FALCON project, which is due to end in 2020, offers Renault Trucks a new laboratory on wheels not only for assessing technology aimed at further reducing the fuel consumption of trailer trucks, but also in preparation for the requirements of future regulations, within the EU, on the CO2 emissions of heavy goods vehicles, together with the volumes, dimensions and tyres.

Irish Exporters Association elects first female President

The Irish Exporters Association (IEA) has appointed as its new President Nicola Byrne, Founder of 11890 Directory Inquiries, Cloud90 and RiskEye.

Nicola takes over the IEA Presidency from Paschal McCarthy who has served as IEA President since January 2015. Nicola is the organisation's first female President since its establishment in 1951.

Simon McKeever, Chief Executive, Irish Exporters Association, commented: "It is with great significance that our first female President is Nicola Byrne. Nicola's experience in founding and developing her own businesses puts her at the forefront of exporting and entrepreneurship. An insights Guru, Nicola has a wealth of international experience seizing business opportunities, overcoming barriers and developing contacts. Nicola's dedication and support on the Council to date has been considerable and we look forward to working with her as she goes from strength to strength, shaping the organisation's future in her Presidency.

"On behalf of the staff and IEA Council, I would like to thank Paschal McCarthy for serving as IEA President since January 2015. Over the last 18 months Paschal has driven the IEA's Regional Member Development Strategy and was fundamental to the establishment of the Cork and West Regional Council's respectively. The IEA will continue to benefit from Paschal's experience and contribution to the organisation as he remains on the IEA's Executive Council."

Commented Nicola Byrne: "Being President during this year of Brexit is challenging. The Association will need to offer our members and the Government our fullest support and best advice - as well as opening doors and minds among our clients and colleagues across Europe. This year, of all years, the Association must defend our country's economic life's blood."



Nicola Byrne

New head of own retail appointed at MAN Truck & Bus UK

MAN Truck & Bus UK has announced former operations director David Cussans has returned to the company as head of own retail.

David worked at MTBUK from 2000 to 2009 when he rose from general manager retail sales to UK operations director. Thomas Hemmerich, managing director, said: "For the past seven years David has been working with Scania, our sister company, as regional executive

director and member of the Scania GB executive team and customer service champion.

"David will take responsibility for the wholly owned branches and for new truck sales. He is uniquely qualified for those responsibilities and we are lucky that we have been able to attract him to our

company". David added: "I am delighted to accept this challenge with MTBUK where I will join a new exciting management team. I will also be reunited with many great colleagues and dealer friends in a role where I can fully concentrate on the customers and the market and all that MAN has to offer."



David Cussans



Mark Bromley

BIFA Names New National Chairman

Mark Bromley has succeeded Fred Osborn as the elected National Chairman of BIFA – the British International Freight Association – for a two-year period.

Osborn becomes Immediate Vice-Chairman for a two-year term. Alongside him is John Stubbings, Group Director and Company Secretary of the Woodland group who was elected Vice-Chairman by the board.

Sir Peter Bottomley, MP, remains as BIFA president. Mark Bromley has been associated with BIFA for many years, working for BIFA Member Allways International Freight Forwarding. He was previously Chairman of BIFA's Surface Policy Group.

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New Hyster Container Handler Lifts Two Reefers With Ease

The new empty container handler from Hyster Europe provides double handling capabilities for any empty container type, even for two reefers with the refrigeration units on the same side.



With an industry leading capacity of up to 11 tonnes, these new Hyster trucks offer significant productivity advantages.

"These days, it is not uncommon for empty containers to exceed a tare weight of 5 tonnes, particularly reefers with wet floors," says Elmer Dammers, Global Product Manager for Hyster Big Trucks. "With many empty container operations relying on double handling for maximum productivity, it makes sense for them to operate equipment that can double handle any type of container with ease, without being selective."

There is a total of nine new

Empty Container Handler models in this new series for Hyster, including 4 single handlers up to 8 high (8'6") and 5 double handlers up to 9 high (8'6").

"Single and double empty container handling continues to grow worldwide," says Elmer. "Hyster trucks have been market leaders for many years, and Hyster has been working closely with customers to refine and continually improve the products to help reduce the cost per container moved."

The new H11XM-ECD9 enables the operator to handle two 40ft reefer containers with ease, even when both refrigeration

units are positioned at the same side, which would normally cause an offset load.

Customers with single-handling operations will benefit from highly rugged and durable equipment that is designed for double-handling capability.

For power and speed in every lift, the empty container handler features the same reliable and efficient Cummins Stage IV QSB 6.7 engine as in previous models. It also features innovative on-demand cooling and has various performance modes to suit the needs of the operation and to minimise fuel consumption.

"Also, this machine is equipped with an on-demand, load-sensing, hydraulic system that only draws engine power when required, offering low running costs," advises Elmer. It also allows the truck to be very quiet in operation, which adds to the ergonomic benefits to the driver. The operator has superb control approaching loads with smooth shifting and full-electronic inching thanks to the 5-speed forward / 3-speed reverse, hydrodynamic transmission by ZF. For a container handling truck, there is also excellent visibility in all directions and the spreader design helps operators see the twistlocks or hooks in every load position.

New bulkhead for UK and Ireland dual-temp control

Krone, the Germany-based international trailer manufacturer, has introduced a new, lightweight moveable bulkhead for dual-temperature use in their Cool Liner refrigerated trailers.

Called ISOWALL and manufactured at Krone's Lubtheen plant in Germany, the new bulkhead weighs just 120 kg, is strong, easy to operate and can be retrofitted in under one hour – without the need for special tools.

A newly designed balancer system combined with a locking lever positioned at the top of the bulkhead, makes the ISOWALL easy to open, close and slide along the trailer. Also, due to the vertical movement of the bulkhead when opening and closing, no additional components are required for vacuum ventilation.

Furthermore, when stowed to the roof, magnets hold the bulkhead in place, so there is no requirement for secondary locking or risk of fork lift obstruction. When in use, the ISOWALL



can be positioned hard-up against the load for added security and efficient use of load space.

For mixed trailer fleets, with varying internal heights, the ISOWALL comes with a one-piece inner and outer GRP skin and can easily be cut to fit, while the rollers and balancers can be repaired or replaced without removing the whole panel.

Servicing too is made easier and safer with the inclusion of high-strength reinforced, noise-reducing plastic sliders. While tension adjustment also requires no special tools, and can be done under 10 minutes.

The new moveable bulkhead is already in strong demand throughout the UK and Ireland and can be seen with Krone's latest Cool Liner temperature-controlled trailer at this year's TCS&D Show in Coventry.

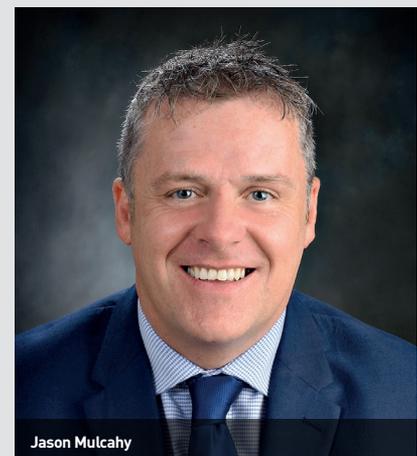
Mercedes-Benz Appoints National Fleet Sales Manager

Mercedes-Benz commercial vehicles division has appointed Jason Mulcahy to the new position of National Fleet Sales Manager.

From Bray, and now resident in Ferns, Jason joins the Mercedes-Benz team at their Naas Road headquarters where his role will be to expand van and truck commercial vehicle fleet sales.

He takes up his new appointment having held senior positions with Eircom, including that of SME Regional Sales Manager, and a sales manager position with van hire specialist, Northgate. His interests include motorcycling and running.

Welcoming him, Mercedes-Benz commercial vehicles sales manager Fergus Conheady said: "In this new role, it is expected that Jason will support fleet customers and Commercial Vehicle dealers to help implement our ambitious growth plans for this important part of our business."



Jason Mulcahy

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Public Agree Lorries Are Essential For Everyday Living

A new survey found that 92% of those questioned recognise the role lorries play in the smooth running of everyday life in the UK, and the majority (76%) believe that all road users have a part to play in making the roads a safer place.

Commissioned by Volvo Trucks, this survey was aimed at better understanding the public's perception of safety issues in relation to lorries. Survey respondents ranged from car, van and lorry drivers, to motorcyclists, cyclists and pedestrians, of all ages and from all over the UK.

The research found that although most believe that keeping the roads safe is a shared responsibility, respondents broadly agreed that regulatory bodies - such as the government and the road haulage industry - are not doing enough to create a 'culture of safety' on UK roads.

According to the survey, 40% of respondents want to see the government do more to promote road safety, while only 27% of respondents feel the road haulage industry does enough to assess drivers' safety performance.

Regarding lorries specifically, more than half of the respondents agreed that they



represent a safety risk on UK roads – and 77% believe this to be the case on single carriageways, where other road users are brought into closer proximity with lorries.

The main concern raised by road users - from car to van drivers, motorcyclists and cyclists – was the risk of not being seen by the lorry driver. This concern was particularly prominent among cyclists in London, where interaction with large vehicles is more common.

Regardless of this, almost all (96%) respondents agree that lorry driving requires significant skill and training, and three quarters consider lorry driving to be a responsible profession. That said, there is a strong perception among the British public that the standard of lorry driving varies from country to country.

What's more, 92% of Britons recognise the essential role that lorries play in the smooth running of our daily lives.

Commenting on the findings, Mike Corcoran, Commercial Director at Volvo Trucks UK & Ireland said: "We were pleasantly surprised by the survey results, and are incredibly proud to provide for an industry and a profession that are so respected in Britain and bring so much to the economy.

"At Volvo Trucks, we have shown on-going commitment to driving a better understanding of the lorry driving profession while educating different road users on how to behave around large vehicles. This survey has allowed us to understand the public's broader concerns, and with the upcoming UK launch of our 'See and Be Seen' campaign, we will continue to work with the government and the haulage industry to make the roads a safe place for all."



Woodside Motorfreight's new Mercedes-Benz Actros is "The Pride of the Fleet"

Safety and style were the top of Woodside Motorfreight's shopping list when the vehicle movement company came to select a new fleet flagship for its 'Specialist' service. Its stunning new Mercedes-Benz drawbar unit is sure to make the competition green with envy.

Supplied by Northern Ireland Dealer MBNI Truck & Van, the 18-tonne Actros was specified with the manufacturer's Safety Pack bundle of options, which includes the acclaimed Active Brake Assist 3, Proximity Control Assist and Roll Control Assist systems, as well as a driver's airbag.

"Operating with maximum safety is always at the forefront of our minds," said Managing Director Tim Woodside. "The advanced technology on this new vehicle will make a huge contribution towards accident risk reduction. It underlines our commitment to the protection of our own employees and other road users, and the precious cargoes we carry."

Woodside Motorfreight is part of the Woodside Group, and has been serving the motor industry since 1972. Operating from headquarters in Ballynure, Co. Antrim, the company works throughout the UK and Ireland. It undertakes anything from single-vehicle movements to national distribution contracts, as well as offering storage and pre-delivery inspection services.

The new Actros is an 1836 model with



aerodynamic StreamSpace cab and 10.7-litre straight-six engine generating 265 kW (360 hp). Its fully enclosed transporter body is by Dave Bland Engineering, of York, and has space for two large cars. Another pair can be carried in the matching drawbar trailer, which is by Belle Coachworks, of Lowestoft – the combination offers a

maximum gross train weight of 36 tonnes.

Although the operator has run trucks bearing three-pointed stars in the past, it has more recently favoured vehicles by another manufacturer. "The time was right to take another look at what Mercedes-Benz has to offer," said Tim.

"The Actros looks extremely smart, which is important given that we're carrying some of the most prestigious cars, while we know from long experience that we can rely on MBNI Truck & Van to look after us well."

The new truck is the subject of a five-year Mercedes-Benz Repair and Maintenance Contract. "The whole package represents superb value for money. Not only is the R&M agreement competitively priced, but the Safety Pack is also highly cost-effective – we'd have paid a lot more for a vehicle by another manufacturer which had been specified to a similar level."

He added: "We're certainly very pleased with our latest acquisition. The Actros is now the pride of the fleet."

Less friction, more efficiency.

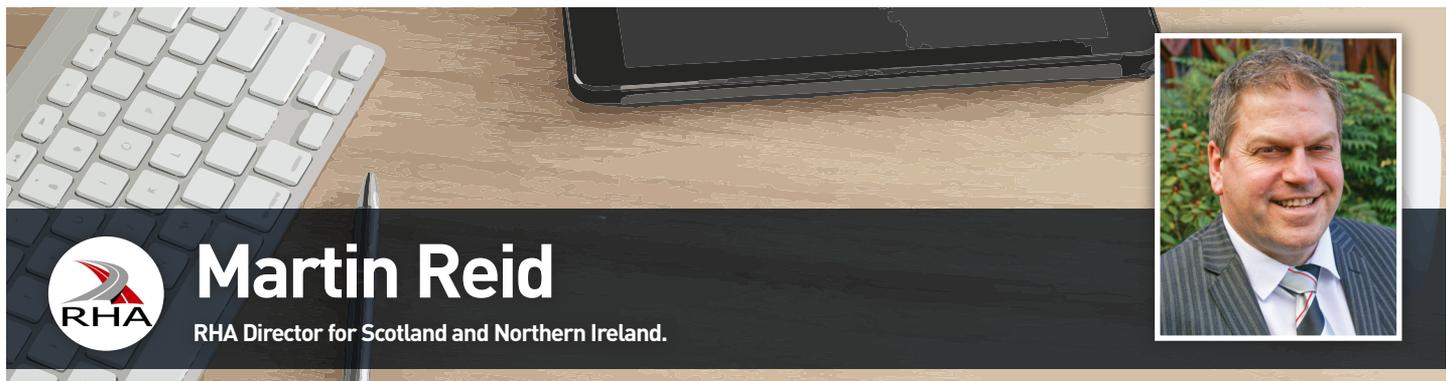
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RHA LEGAL ACTION GATHERS PACE

A short while ago the RHA announced its intention to represent the haulage industry in its legal action against the truck manufacturers who were found guilty of illegal price fixing. It is fair to say that since the announcement was made, the response has been outstanding.

Although at this stage we cannot divulge numbers (keep your eye out for announcements in the near future), it is clear that our members and the wider haulage industry are fully behind this action.

For anyone who is not fully aware of why the claim is going ahead, the European Commission fined MAN, Volvo Group, Daimler (Mercedes Benz's parent company), Iveco and DAF £2.6 billion (almost €3 billion) for price fixing and other cartel activities over a 14 year period between 1997 and 2011.

However, what has become clear is that the issues arising from the Cartel extend beyond simply the price of trucks and actually involved emission technologies from EURO III to EURO VI. The Cartel is likely to have increased costs to operators at a time when margins were already tight and these operators are now entitled to bring claims for compensation before the UK courts. The extent to which the manufacturer's listed above colluded on prices is evident from the European Commission's decision.

It found that:

- The collusion included agreements on pricing and gross price increases to align gross prices in the EEA.
- From 1997 to 2004, the Cartel participants discussed their respective gross price increases.
- During additional bilateral meetings in 1997 and 1998, the Cartel members exchanged information with a view to harmonising their gross price lists for the EEA.

- At time of introducing the EURO currency, the truck manufacturers discussed reducing rebates.
- Over time, truck configurators, which contain detailed gross prices for all models and options, replaced the traditional gross list prices. This facilitated the calculation of the gross price for each possible truck configuration. The exchange happened on a multilateral and bilateral level.

Spreadsheets were exchanged split by truck standard model for each producer. The exchange of configurators helped the comparison of own offers with those of competitors and increased transparency of the market. It particularly helped the truck manufacturers to understand which extras would be compatible with which trucks and which options would be part of the standard or an extra.

- Occasionally, the cartel members, including senior representatives from HQs, discussed net prices to hauliers.
- The truck manufacturers also exchanged their respective delivery periods and their country-specific market forecasts, subdivided by countries and truck categories. The truck manufacturers further agreed on the timing of the introduction of, and on the additional charge to be applied to, the EURO emissions technologies:
- In relation to EURO III, for example, the truck manufacturers agreed on the range for the additional charge for EURO standard compliant trucks and agreed not to introduce them until compulsory to do so.

- During one session in 2005 the participants exchanged information on the additional cost of complying with the EURO IV emissions standards. Further meetings involving representatives of the German subsidiaries continued the discussions on price increases and the price increases for EURO IV and V standards.

What is clear is that the Cartel lasted a significant length of time and was wide-ranging in its scope. The European Commission decision establishes the liability of the Cartel participants before the UK courts and entitles operators to claim financial compensation for any increased costs they have suffered as a result of the Cartel.

Operators can claim compensation not only for any increases in truck prices during this time but also for any increased costs they have suffered because of the collusion on EURO technologies. Indeed, withholding greener emissions technologies from the market may itself have led to increased costs for operators.

DID YOU KNOW?

The RHA's claim is open to all operators. Any operator (RHA Member or non-member), if they have leased, bought outright or purchased through finance a new or second hand truck over 6 tonnes from 1997 – 2011, they can join the claim without cost and benefit from one of the largest litigation insurance policies ever placed in the UK.

For more information, please visit www.truckcartellegalaction.com



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SDC TRUCK & TRAILER PARTS OPENS SIXTH REGIONAL DEPOT IN OMAGH

SDC Parts continues to extend their branch network in response to a growing demand for their Truck and Trailer Parts services nationwide.

Ireland's leading Truck and Trailer Parts supplier, SDC Parts has opened a new 4000sq foot depot prominently located in Gortrush Industrial Estate, Omagh. The new branch will carry SDC Parts extensive range of 15,000 high quality Truck and Trailer Parts from axles, suspensions, ABS and air brakes to electrical components, landing legs, body and general parts.

Headquartered in Toomebridge, Co. Antrim, SDC Parts has been established for over thirty years, providing highly competitive commercial vehicle parts to Ireland's transport and logistics industries.

With branches in Toomebridge, Belfast, Omagh, Newry, Lurgan and Dublin, along with 28 delivery vehicles on the road daily, SDC Parts has grown significantly over the last five years in response to an increasing demand for their high quality parts range and unrivalled customer service.

SDC Parts Director, Gavin Diamond said: "SDC Parts have developed our branch network over the last few years in line with our key principles of service, price and quality of goods. We understand that fleet operators don't want to carry stock within garages, so we have positioned SDC Parts branches to ensure they have access to the parts they require, as soon as they are requested.

"Our new Omagh depot is fully stocked and products can be ordered through our

straightforward processing system in the branch, by phone or email. As with all of our branches, we have an experienced SDC Parts team on hand with expert product knowledge and technical back-up, to identify the parts required and process orders without delay, we also have dedicated delivery vehicles located in Omagh providing same day delivery services in the area."

A division of SDC Trailers, Ireland's leading trailer manufacturer, SDC Parts take advantage of the group's high volume purchasing in order to deliver the most competitive prices on the market. They stock the industry's leading Parts brands including Haldex, Wabco, BPW, Featherwing, SAF, Meritor and Knorr-Bremse.

Gavin adds: "While our range is comprehensive, there may be times when we haven't got a particular part, but that can be readily sourced and ordered for next day delivery, as we recognise operators cannot afford to have unnecessary downtime."

SDC's Parts continued growth is highly indicative of the company's continued dedication and commitment to provide the best customer service available in the marketplace today. SDC Parts industry leading product catalogue is available at their parts branches and through local sales representatives, or can be downloaded online, ensuring customers are up to date with the latest products on the market.

SDC Parts will have a tradeshow stand at the

upcoming Fleet Transport Awards in Dublin's Citywest hotel on 28th September and are hosting a customer Trade Night in the Hilton, Templepatrick on 17th November which promises to be an unmissable event, backed by 30 of the industry's leading suppliers. For more information on SDC Parts range, contact your local SDC Parts representative.

Key facts about SDC Parts

- 45,000sq ft parts warehouse across the Parts network.
- Six strategic parts locations in Toomebridge, Belfast, Omagh, Newry, Lurgan and Dublin.
- 28 SDC Parts vehicles operating across Ireland.
- High Quality truck and trailer parts.
- Over 15,000 products.
- Unrivalled product pricing.
- Expert parts personnel with over thirty years' experience.
- Same day or next day courier service.
- Four Sales representatives in the South of Ireland.
- Detailed, easy-to-use truck and trailer parts catalogue.
- Member of the SDC Trailers Group - one of the largest trailer manufacturers in Europe.



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Jayne Currie

FTA's Member & Contract Relations Manager for Northern Ireland

IRISH PORTS NEED TIME TO ADJUST TO ENSURE SUCCESSFUL BREXIT

With the Brexit negotiations firmly focussed on finding an agreement between Europe, the single market and UK trade, the important Irish Sea link between Wales and Ireland is seldom discussed. This article therefore looks at what the future may hold for the relationship between the two sets of ports in a post-Brexit era.

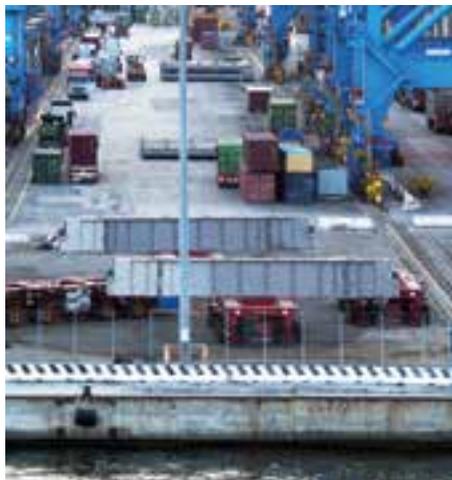
Much attention has been focussed on the Dover–Calais crossing and the impact of Brexit on the cross-Channel trade route from the UK to the wider continent but it is vital that the crossing from Ireland to the UK is given equal consideration. Following Brexit, the Welsh coastline will become an external border to the EU. Depending on the final deal agreed between the UK and the EU27, any immediate priority will be to identify, develop and introduce the new systems needed to control the expeditious movement of goods and people between Irish and Welsh ports.

With 95% of UK trade, by volume, passing through a port, the potential implications if a workable solution is not reached are significant. In 2015, the total freight traffic through Welsh ports was 56.4 million tonnes (Mt), of which 40.4 Mt were goods inwards and 15.9 Mt were goods outwards. Welsh ports therefore accounted for 11 per cent of the total UK port traffic in that year.

Welsh port activity is diverse, with Milford Haven handling by far the largest amount of freight tonnage (37.7 Mt), with 97.51 per cent of this being Liquid Bulk. Trade with Ireland through Roll On-Roll off (Ro-Ro) traffic is centered around Holyhead and Fishguard. It is this 'unitised' traffic that is particularly likely to be affected by changes resulting from Brexit. The reason for this is that much of this traffic goes between the UK and Ireland, with some of flows continuing on to destinations somewhere in mainland Europe, effectively using the UK as a land bridge.

Relatively speaking, with April 2019 a very short time away, what should ports be doing now? Unfortunately, the question of either a "hard" or "soft" Brexit remains unanswered. But planning for either option will take careful consideration.

Recently, the National Assembly for Wales' External Affairs and Additional Legislation Committee investigated the potential impact of Brexit on Welsh ports, an enquiry which involved the Freight Transport Association. Their own findings raised concerns that: Ports were not prepared for when the UK leaves the European Union.



Risks

The risks of a soft border between Northern Ireland and the Republic of Ireland could disadvantage Welsh ports and lead to a displacement of traffic from Welsh ports to ports in England and Scotland via Northern Ireland. New customs arrangements – particularly on leaving the European Customs Union – will pose a set of technological and logistical challenges to how our ports operate.

Many Welsh ports lack the appropriate infrastructure and physical capacity to accommodate new border controls and customs checks.

Based on the evidence supplied by invited attendees, the committee made 18 recommendations to the Welsh Government, including greater dialogue with the Irish and UK Governments, a commitment to provide the anticipated time scale for any new IT-led customs arrangements post Brexit and how it expects those costs to be borne.

So, what of a hard border? If this was introduced, Northern Ireland and Wales would have to reintroduce a process to check the goods which cross their borders. Although Michel Barnier, the EU's chief negotiator on Brexit,

has previously announced that he would like to see a soft border in Ireland, the UK Prime Minister Theresa May appears to be at odds with this, insisting that the UK would like to see a trading border. There are obvious challenges with this as agreements on measures to control goods and traffic would need to be found and introduced along the 310-mile border.

With fewer checks between the Republic and Northern Ireland, this would harm the competitiveness of Welsh ports and operators may consider crossing via Northern Irish ports such as Belfast as an alternative, which would have a significant increase on traffic there. Currently, the north Wales port of Holyhead offers the quickest end-to-end journey times and allows drivers to accompany their vehicles. A "hard" border would result in increased delays, and it may be more cost and time effective for a trailer to travel without a driver on the sea leg, for which ports outside Wales would benefit as these become a more attractive option.

There is also the real risk that trade flows from Ireland to the continent could potentially re-route, via short sea shipping, to ports remaining in the EU: this would negate the need for customs clearance whilst transiting the UK (although this does lend itself to exploring the concept of initiatives such as a "free port"). A decision like this would be dependent on costs but should not be discounted as a sudden diversion could make some routes profitable where they do not exist at present.

Urgent action by the UK Government is required now if lengthy delays at our ports, disruption to wider supply chains and tailbacks on our roads are to be avoided. Port operators and international traffic cannot be left in a position of unrealistic timescales to adapt to new processes and high costs.

Jayne Currie

Member & Contract Relations Manager
NI Freight Transport Association

Mobile: 07818 450359



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CARRIER NI GOES FROM STRENGTH TO STRENGTH

Carrier Transicold Northern Ireland, part of the Technical Support Services (TSS) group, has been awarded 'Service Partner of the Year' at the 2017 Performance Assessment and Competitive Excellence (PACE) awards.

This annual ceremony recognises teams throughout Carrier Transicold UK's network, but it is the first time that Carrier NI has ever secured the top spot in the programme's nine-year history. This award goes a long way in demonstrating the commitment that Carrier NI has made to improving its infrastructure, team and, above all else, its service level.

TSS started business in 1992 in Dublin, with service depots in Lisburn and Limerick following to provide all-Ireland service and breakdown cover 24 hours a day, 7 days a week.

The Northern Irish depot was initially established at Lissue Industrial Estate in Lisburn in 1996, but moved to the current premises in Hillsborough in August 2008 after outgrowing the original facilities. Along with pressures on operational capacity, the Lisburn site struggled to represent the Carrier brand to the level that was required because certain customer facilities were missing due to the lack of space available. Partly for this reason, Carrier NI ranked one from the bottom when the first PACE event took place, but over recent years has climbed the ranks to compete for a place at the top.

In 2014, Carrier NI was awarded "most improved dealer" and, spurred on by this, rose to the top position this year, jumping four places since 2016 and scoring 615 out of a possible 645 points in the programme's rigorous judging criteria. This total topped last year's winning score by a remarkable 15 points.

Looking at 29 key performance indicators (KPIs) across 39 service standards, the PACE judges assess multiple areas of each network service partners' operations, from breakdown response times and spare parts availability to 'first-time fix' rates and planned maintenance completion figures. As well as service level KPIs,



6 services vans cover the length and breadth of Northern Ireland with maximum 90 minute response time.

the award criteria take infrastructure, such as workshop equipment, office and customer facilities, service vans and adherence to brand standards into account, as well as commitment to health and safety and paperwork quality.

Commitment

"The way Carrier Transicold Northern Ireland has steadily worked its way up the ranks is proof of the team's commitment to its customers to provide consistently high levels of service support at all times," said Scott Dargan, Managing Director, Carrier Transicold, Northern Europe and Service EMEAR. "In the last year alone, its score has increased by 13 per cent, which is an outstanding achievement given KPIs are monitored in real-time."

Carrier Transicold's network service partners, based in 22 key locations across the UK, are independent companies that provide support to customers operating Carrier Transicold equipment. They collectively employ more than 160 mobile service engineers, who all work as part of the Carrier Transicold 'One Call' European breakdown network.

Noel Lacey, Managing Director of TSS Ltd, added his congratulations to Carrier NI: "The Carrier Transicold corporate slogan focuses on being a 'key link in the chain of life'. At TSS we are completely bought-in to this ethos and so are very proud of Vincent and the team in Hillsborough, not only for achieving the service partner award, but for their everyday commitment to customers in Northern Ireland. They work hard to represent the Carrier brand and always strive to meet and exceed customer expectations and demands".

Investment

The investment in the Carrier NI premises at Hillsborough, has not only met the business's growing capacity needs, but has contributed to the Company's continued success in other areas. The Hillsborough site has enhanced working conditions for staff and offers a welcoming customer interface with modern reception area, canteen and waiting room facilities. Indeed, these new premises have been rewarding for Carrier NI's enthusiastic team, whose customer commitment is evidenced by a first-time fix rate exceeding 96% and a breakdown response time of less than 90 minutes anywhere in Northern Ireland.

Over the years the Carrier NI franchise has grown in resource, now boasting six service vans and a total staff of 14, including 10 refrigeration engineers and a team of



Vincent Marmion, Manager of Carrier NI: PACE 'Service Partner of the Year 2017'.



Carrier NI work as part of Carrier Transicold's 'One Call' European breakdown network.

administrative staff. Vincent Marmion, Manager of Carrier NI, has long been an asset to the Northern Irish arm of the TSS business, with over 15 years of dedication to the Company.

Carrier NI is committed to the existing and future talent of the business, using a combination of traditional Apprenticeships working with the local Further Education Colleges, and training that is available via a dedicated Carrier Transicold UK training school in Liverpool, which all Carrier NI Engineers attend regularly for product and service training.

Because of his long service, Vincent is a constant in the business, providing customers and staff alike with an approachable and consistent point of contact. His years of dedication to continual improvement have resulted in the recent dealer award, but are also evident in

his everyday relationships with customers. With a maintenance contract portfolio that has grown by 75% in the last two years, it is obvious that customers are feeling the benefits of the improvements made.

Satisfied Customers

Indeed, one customer, Brian Beattie of temperature-controlled logistics provider, McCulla (Ireland) Ltd, had this to say: "We are very happy with the service we receive from Carrier NI. Vincent and his team give an excellent level of service and are always willing to go the extra mile for the customer. An illustration of this is when we have an issue with a trailer out of hours and need urgent assistance, I can call Vincent on the mobile and an engineer is with us within the hour. In addition, I find both Carrier NI's product

knowledge and fault diagnostics to be top class".

TSS Ltd, including the Northern Irish franchise, service a range of large and small operators across the Province, but major customers include Tesco, Sainsburys, Agro Merchants Group, DFDS, McBurney Transport, Brakes Foodservice and Lynas Foodservice, as well as most of the major hauliers in Ireland.

Vincent Marmion, Manager of Carrier NI, said: "I am over the moon that the hard work of myself and the team has paid off in the form of the Service Partner of the Year award. To be able to show that we can hold our own against 21 other dealers is a great achievement and it is testament to all of the team here in Hillsborough. I'd like to thank all of our customers for their continued and loyal support, and we look forward to serving their needs long into the future."



L-R: David Hogg, Managing Partner, Carrier Transicold Glasgow; Vince Marmion, Depot Manager, Carrier Transicold Northern Ireland; Aisha Ali, Depot Manager, Carrier Transicold Northern.



The Carrier NI workshop at Hillsborough with capacity for increased customer demand.

NEW SOLUTIONS FROM MAXOL LUBRICANTS & GREENCHEM ADBLUE

Maxol Lubricants have been the sole distributor of GreenChem AdBlue on the island of Ireland since 2005. As one of Europe's leading producers of AdBlue, GreenChem are fully certified and a market leader in AdBlue supply across the continent. Like Maxol, GreenChem are keeping abreast of the industry and bringing new and innovative solutions to the market.

The AdBlue Smart Plus by GreenChem is a new and improved system designed to streamline your AdBlue management.

Supplied, fitted and managed by Maxol Lubricants the Smart Plus is the ideal solution for any fleet. This unit is easily installed on-site and has optional storage capacity of 3,350 litres or 5,000 litres. Maxol Lubricants offer an all-inclusive solution with a fully integrated telemetry system so we can monitor the levels on your behalf and refill your tank to ensure it doesn't run dry.

The AdBlue Smart System means no more filling from IBC's and also no more IBC's lying around your yard.

Maxol Lubricants long standing customer Allingham Transport provide full load haulage and groupage service between Ireland and GB. From their base in Cookstown, Co. Tyrone they run a fleet of 44 tonne tractor units and over 100 standard and high cube curtainsiders, double deckers and refrigerated trailers. Maxol's AdBlue Smart System solution has become an integral part of their operations.

"We had been using IBCs to store and dispense our AdBlue but this was not ideal for us so we began looking for a better alternative. We found that the AdBlue Smart System ticked all the boxes for us at Allingham Transport and we would highly recommend this AdBlue storage and dispensing solution. We would never go back to using IBC's," said Thomas Allingham from Allingham Transport.

W.S. Dennison, the leading furniture distribution and storage company based in Rathenraw Industrial Estate, Antrim, operate a large selection of vehicles including 18 rigid units and 10 articulated units. Delivering all over the island, W.S. Dennison understand how critical it is to deliver goods on time, every time to their customers.

"We know that downtime can seriously affect our business. We strive to go the extra mile to provide services that are reliable and dependable. I would have no hesitation recommending the AdBlue Smart System. It's perfect for us and with Maxol monitoring our AdBlue levels we can focus 100% on our customers, knowing we will never suffer downtime due to lack of AdBlue. Also, the quality of AdBlue from Maxol is never in doubt. It comes complete with a quality cert which gives us peace of mind," stated William Dennison MD of W S Dennison Ltd.

The use of good quality AdBlue is vital in maintaining your vehicle and this quality should only be sourced from a recognised VDA licensed partner. There are some brands of AdBlue on the market that are not approved and do not meet the required specification; not all urea solutions are considered AdBlue



and these brands can cause damage to your vehicle. If you choose to use an inferior quality 'AdBlue', the initial costs that you might save will be wiped out by future maintenance costs and downtime of your fleet. If you choose to purchase AdBlue from Maxol Lubricants you can rest assured that your AdBlue is premium quality, GreenChem AdBlue is produced according to the international standard ISO 22241.

Commenting on the importance of quality AdBlue produced to ISO22241 standard, Chris Haynes, Managing Director, GreenChem said: "Customers should seek assurances that the AdBlue they buy is produced exactly following the ISO22241 procedure. No fleet owner wants their trucks sitting down due to engine problems caused by inferior AdBlue. Also, due to incorrect storing and dispensing equipment, AdBlue is easy to contaminate. Contamination can end

up in SCR catalysts. After a while this will lead to a breakdown and your engine will ultimately stop performing. The Maxol/GreenChem Smart Plus will prevent any contamination."

Maxol Lubricants General Manager, Owen O'Neill believes that quality AdBlue is a must for any company operating a fleet of vehicles.

"If you have any doubts about the quality of your AdBlue from your current supplier you should ask for a certificate of analysis for the batch you are purchasing. Here in Maxol Lubricants, we use Veolia to independently verify that our product meets ALL the requirements of AdBlue. By choosing Maxol Lubricants as your AdBlue supplier you can be guaranteed and assured of the quality of the product as it is produced to the highest standards and it really is AdBlue you can trust."

Tired of using IBCs to store your AdBlue?



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- Give you complete peace of mind?

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Volvo Trucks Open Day Celebrates 50th Anniversary

A unique and outstanding display of over 80 superbly presented 'Classic' Volvo trucks formed the memorable centre piece of a fantastic open day held recently at Volvo Trucks' UK & Ireland Headquarters in Warwick.

The event was part of the company's celebrations of the 50th anniversary of its official arrival in the UK truck market in the guise of the fledgling company 'Ailsa Trucks' founded by Scottish entrepreneurs

Jim McKelvie and Jim Keyden in 1967 and located in Barrhead, Glasgow.

The majority of the incredibly smartly turned out Volvo trucks on display around the whole site, were owned by members of 'The

Steel Boys' – the enterprising, long standing and hugely knowledgeable collective of operators and enthusiasts for all makes of what they describe as 'Rolling Classics'.

The display was timed to coincide with 'The Steel Boys' annual Saturday stop-over at Warwick en-route to their attending the Classic and Vintage Commercial Show at the British Motor Museum in Gaydon, Warks.

In addition to the latest vehicles, just about every iconic Volvo truck from the last 50 years was represented at the open day – from various immaculate examples of the F86, including the first one registered, and now owned by Volvo Trucks, to a stunning array of F10s, F12s, F16s and FH16s from the mid-90s.

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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SDC Announce Age NI As Charity Partner

Toomebridge company SDC Trailers has announced that Age NI is to become its new Charity Partner.

The company has always taken its corporate social responsibility seriously, raising over £130,000 over the past two years for the Northern Ireland Cancer Fund for Children, and giving generously to Macmillan and other charities in the past. After a period of consultation with staff and a number of prospective charity partners, SDC's Enda Cushnahan was hugely impressed by Age NI's presentation and track record.

"We're delighted to announce that our charity partner this year will be Age NI. After speaking to our staff and gathering their opinion on our next charity partner, it became clear that the staff were keen to work with a charity which provides support to older people. Age NI impressed us with the policy work they do, their wide range of support services for older people across Northern Ireland, their care for people with dementia and with the professionalism of their staff and leadership."

Siobhan Casey Age NI Director of Marketing & Business Development at Age NI welcomed the new partnership: "Age NI is delighted to be selected as SDC Trailers Charity Partner 2017-2019. Through the partnership there will be invaluable opportunities to deliver a range of activities that will support those most in need, especially people who are lonely, who don't have enough money or require care and support to remain independent.



Chris McCauley (left) and Enda Cushnahan (right) of SDC Trailers congratulate Siobhan Casey of Age NI, at the company's headquarters in Toome.

"Activities include sharing information about our services and how we can help, including our freephone Age NI Advice and Advocacy Service, helping to raise awareness of important issues in later life, supporting our annual campaigns and raising vital funds through a range of exciting events and challenges.

"We look forward to building a strong relationship with SDC Trailers and will work together over the next two years to ensure that people in local communities across Northern Ireland are getting the right support to help make later life better."

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06.30... For CSRs Andrew Butler and Shaun Weston the shift won't start for another hour, but it's dedication to keeping their customers informed, with good news or bad that gets them on the phone early doors; that's fantastic service in action – whatever the time.

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BRS Offers An Attractive Alternative for Fleet Operators

Contract hire is an off-balance sheet method of funding vehicles; this allows customers to use existing credit lines to invest in other areas of the business. All contract hire payments are tax deductible. The vehicles are returned to BRS at the end of the hire so there is no disposal risk to the customer in terms of book value vs market value.

With a full contract hire package trucks and support services can be tailored to suit your activity at contract lengths to suit your requirements. It's flexible, too - you can choose what you want in your contract, from road tax and tyre management to driver training, mileage management, collection and delivery and a whole lot more.

BRS also operates 24/7 to provide you with support where and when you need it, such as a Dedicated Operations Manager to help you control your activity and costs. BRS will ensure your fleet is compliant with the latest legal and environmental issues, as well as ensure your R&M is managed efficiently, to a high standard that meets all vehicle safety requirements "BRS customers can also benefit from Renault Trucks' Optifleet telematics which includes fuel reporting, driver performance and training, vehicle tracking and even remote tachograph downloading," adds Kieran.

While breakdowns can occur, they don't have to disrupt the day to day running of a business, because BRS provides a comprehensive 24/7 UK-wide breakdown recovery and repair service, through a single point of contact direct into its operations centre, thus taking the stress away, leaving the customer free to concentrate on their core business.

There's no doubt, contract hire from BRS offers an attractive alternative to the stress of owning and maintaining your own vehicles. You can specify vehicles to your exact requirements and even tailor the corporate livery without the need for heavy up-front capital expenditure and the associated risk exposure. It's like owning your own fleet - without the hassle and the risk; there are no nasty surprises.

Renault Trucks' contract hire and rental sister company BRS Ltd continues to successfully grow its business in Northern Ireland since it entered the local market some three years ago.

With an increasing number of contract wins from leading transport operators here, BRS has expanded its available rental fleet in Northern Ireland.

With a recent addition of a new hire location - Toal Truck Services in Middletown in County Armagh - together with Renault dealers Diamond Trucks in Newtownabbey, it has rapidly become a major player in the contract hire market in Northern Ireland, with plans for further expansion in the future as more and more operators come to appreciate the many benefits offered by the BRS network.

Now an official Renault Truck dealership, Toal Truck Services is ideally situated to serve an ever growing customer base along the border region, while Diamond Trucks has quickly established a highly successful presence across the Greater Belfast area and beyond.

BRS, of course, already operates one of the UK's largest commercial rental fleets, with service locations dotted throughout the country, adopting a flexible approach that attracts a diverse range of customers.

Area Sales Manager Kieran Sheen says that having

established a solid customer base in Northern Ireland, BRS is now targeting even larger fleet operators here.

"In recent times we've virtually doubled our hire fleet. Now we have over 2,500 vehicles at our disposal throughout the UK, including around 350 here in Northern Ireland, ranging from 3.5 tonne vans to 44 tonne tractor units, as well as boxes, curtainsiders and drop sides, so we are able to meet every customer requirement," says Kieran.

"And, of course, we have the very significant and substantial backing and support from Renault Trucks which means we are able to take advantage of a direct manufacturer relationship, backed up by a high level of customer care.

"We take the time to listen to our customers and to understand their business requirements. Our partnership approach means we work with them to find the best possible solution and then tailor the contract accordingly."

Whether a customer wants a short-term rental to cover downtime on their own fleet or supplement availability during seasonal peaks, or prefers to minimise their risk by opting for a longer fixed-term agreement, BRS can offer a suitable package - ultimately, though, the most cost effective and productive BRS solution is a full contract hire agreement.



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SAFETY HIGH ON THE AGENDA AT VOLVO TRUCKS

About 35 per cent of people suffering serious injuries or fatalities in accidents involving heavy trucks are vulnerable road users. That statistic was one of many revelations at a recent 'Safety Experience' event staged by Volvo Trucks at their Swedish headquarters in Gothenburg, as Export & Freight's Phil Eaglestone reports.

With more people and vehicles than ever on our roads, there is a risk that injuries will increase unless serious action is taken, which is why Volvo Trucks brought together eleven of their top safety experts to highlight both the challenges and the solutions.

Although, according to the 2017 Volvo Trucks Safety Report, the number of serious road accidents involving trucks is dropping, there is a pressing need to improve the safety of vulnerable road users – and, highlights the report, there are still far too few truck drivers who use their seat belts.

"In the 2017 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," says Peter Wells, head of the Volvo Trucks Accident Research Team. "These are facts that are not only important to our own product development but also to everyone who works for a safer traffic environment."

The 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. 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."

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.

Educational Initiatives

"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 reveals that far too many truck drivers 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."

There have never been more opportunities for the person behind the wheel to drive more safely than there is today. The active safety systems found in many modern cars and trucks make it far easier to avoid incidents and accidents.

Emergency Brake

Since November 2015 there has been an EU-wide legal requirement for new two- and three-axle heavy trucks to be equipped with the function automatic emergency brake. The aim is to reduce accidents in which a truck drives into the back of a vehicle in front of the truck, an accident scenario that accounts for about one-fifth of all road accidents involving trucks.

At present, legislation requires that the emergency braking system must reduce the truck's speed by 10 km/h. Next year,





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this will be tightened to 20 km/h.

“It’s great that the legislation is becoming stricter but I still feel the legal requirements are too low. If you are driving at 80 km/h when the emergency braking system is deployed, you need to cut your speed by far more than just 20 km/h to avoid a massive collision if the vehicle in front has come to a standstill,” says Carl Johan Almqvist.

Volvo Trucks has developed a system that goes well beyond both current and future legal requirements. The system, which was introduced in 2012, focuses primarily on

alerting the driver to the risk of a collision.

The emergency brake is only used if it is absolutely necessary, and it is deployed extremely quickly. The braking speed – or retardation to use the correct technical term – is about 7 m/sec², which is on par with what many passenger cars can manage. In practice this means that the truck’s speed can be cut from 80 to 0 km/h in about 40 metres.

The system monitors the vehicles in front with the help of camera and radar technology and functions irrespective of whether it is sunshine, mist, fog or darkness. If there is a risk of collision, the driver is alerted via gradually escalating light and acoustic signals. If the system does not detect a response from the driver, the truck automatically starts braking gently. If the driver still does not respond, the emergency brake is deployed until the vehicle comes to a complete standstill.

After a further five seconds without any movement of the steering wheel or other reaction, the handbrake is automatically engaged, a safety measure to prevent the truck from rolling if the driver is in shock or is unconscious.

When the emergency brake is deployed, the brake lights start flashing to warn vehicles to the rear, and when the truck’s speed drops to 5 km/h the flashing emergency warning lights are also activated.

Volvo’s system also functions on curvy roads and can differentiate between roadside guard rails and genuine obstacles such as vehicles including motorbikes. In order to gain the full benefit of the system, it is essential to ensure that all functions, such as the ABS brakes, are activated on both truck and trailer.

Considering the short period that has passed since the introduction of emergency brake

legislation, it will take some time before its positive effects are reflected in accident statistics. However, Volvo Trucks is convinced of the benefits of the emergency braking system and other active safety devices.

“Our active safety systems are part of a holistic solution that clearly helps reduce risks in traffic, but it is important to bear in mind that technology alone cannot do the job. A safe traffic environment requires active interaction between all road users. An experienced, attentive driver who handles his or her vehicle responsibly is still the best form of accident prevention,” says Carl Johan Almqvist.



Peter Wells, head of the Volvo Trucks Accident Research Team.



Carl Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks.

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Lisburn-Based McCulla Ireland Awarded Top UK Industry Accolade

Home-grown specialist logistics company, McCulla Ireland Ltd, has won 'Temperature Controlled Operator of the Year' at the Motor Transport Awards.



Family business, McCulla Ireland, receiving the 2017 Motor Transport Temperature Controlled Operator of the Year Award.

The prestigious event, which took place at the Grosvenor House Hotel on London's Park Lane, was attended by more than 1,600 guests and was hosted by Sports Presenter, Gaby Logan, and Comedian, John Bishop.

Often dubbed 'The Oscars of the Transport Industry', Northern Irish businesses have rarely been represented at this awards event in its 32-year history. Award winners are typically large UK corporate operators, so it is significant that a family-run business from Northern Ireland has been recognised.

Being established in 1969 by David McCulla, the company is fast-approaching its 50th anniversary and is now under the ownership and direction of the second generation of the McCulla family. Brother and sister, Ashley McCulla and Carol Thompson (the youngest two children of the company founder), jointly took control of the business in 1992.

At the post-awards interview, Ashley McCulla, Managing Director of McCulla Ireland gave credit to the 200-strong McCulla team. He said, "The key thing is that it's our team that made this happen. As the Directors, we show the way that we're trying to go and try to set the example, but it's the staff that do the job; everybody from our drivers to our loading bay staff to the administration staff and the traffic planners. Everybody in the team is why we are here".

Carol Thompson, Finance Director, added, "We are so proud that, as a family business, we were still deemed worthy of being up there [on stage]".

McCulla Ireland was praised for its "innovative, comprehensive and flexible" approach to the frozen and chilled sector throughout the UK and Ireland and the rest of continental Europe.

Under the current Directorship, the business has been differentiated from standard refrigerated haulage by developing the company into a full-service logistics provider of bespoke solutions for customers of all sizes, including delivery by the box, pallet, or full load. McCulla Ireland is unique in the breadth of services provided to end-users, from major International manufacturers to small corner shops. It has also diversified into additional niche sectors, including pharmaceuticals and tech goods logistics.

Continual and significant investment by the company over the last 25 years has centred on facilities and equipment at sites in Lisburn and Dublin, technology integration, customer service initiatives and staff development. Most recently, McCulla Ireland has installed an anaerobic digester plant at its Lisburn site at the cost of £3 million, making it the only company in the UK and Ireland to have a totally carbon-neutral cold store. The company now operates a fleet of around 100 trucks and 150 trailers.

This latest accolade follows a string of other local awards that McCulla has successfully been recognised in, including 'Mid-Size Family Business of the Year' at the first ever NI Family Business Awards event.

Modern Tyres Golfers Reign Supreme in Classic Charity Event

The Modern Tyres Golf Classic 2017 at the Lough Erne Golf Resort raised £5000 for the Make A Wish Foundation with the help of a star studded cast of hosts.

From the off, the weather loomed and threatened. The heavy cloud cover, spells of rain and and brief, very sunny intervals gave some very mixed meteorological messages and the teams tee'd off in the hope of winning the Grand Prize - The Modern Cup. It wasn't long until those hopes were dashed. Mother Nature had a different game in mind - and won. For the first time in the history of the Lough Erne Golf Resort, rain stopped play - at the 9th hole to be precise.

Commendably, all the teams and players battled the weather right until the call came for them to evacuate the course. As all the teams had completed the 9th, scores and aggregates could be collected and turned into results.

Winners

1st Place Team: Garfield Harrison (Export & Freight) and Mark Adamson (ASAP Cargo)

2nd Place Team: Stephen Miller and Stephen Chambers (JKC BMW)

3rd Place Team: Stephen Cullen and Patrick Dobbin (Fleet Financial)

Closest to the Pin: Colin Anderson (Lagan Valley Steel)

Winner Individual: Mark Muldoon (Lissan Coal Company)

The longest Drive competition was the only other short that didn't have an overall completed result so it was decided in the dining room with a club, ball and a pint glass!

Since the competition was left incomplete, The Mercedes Truck and Van Team, winners of the 2016 Modern Cup, were able to retain the title for another year. The real winners were, in fact, the entire guest list. The night went on as scheduled, and the fundraising for the Make A Wish Foundation went ahead to the tune of £5000 raised by the players from the day.



Craig Gilroy auctioning off a signed Ulster Rugby shirt kindly donated by Lissan Coal Company.



Alastair Fisher presents Colin Anderson from Lagan Valley Steel with the 'Closest to the Pin' prize. Pictured with Modern Tyres Group General Manager, Charlie Corscadden.



Mark Muldoon from Lissan Coal Company, winner of the Individual competition with Craig Gilroy.



3rd place in the Team Competition, Stephen Cullen and Patrick Dobbin from Fleet Financial being presented their prize by Ruth Gorman of UTV.



Tommy Duggan and Billy Evans from Modern Tyres with Des McGowan from Hire Services try to second guess the weather at the 1st Tee peninsula.



The rain might have stopped play outside, but it didn't stop play inside. Incredibly, the longest drive was decided in the restaurant with a club, ball and a carefully positioned pint glass.



Stephen Miller and Stephen Chambers, 2nd place in the Team Competition.



Garfield Harrison accepting 1st Place team with playing partner Mark Adamson, Presented by Modern Tyres Group General Manager, Charlie Corscadden.



Special Guests on the night - Craig Gilroy, Adrian Logan, Ruth Gorman and Alastair Fisher.

FASTER, LIGHTER, STRONGER: HOW TO SPECIFY THE BEST TIPPING GEAR FOR MAXIMUM EFFICIENCY AND PROFITABILITY

By Paul Clayton, JOST UK & Regional Technical Sales & Support Manager

Selecting the best tipping gear for any given vehicle can make a long-term contribution to operational profitability over its entire working life.

Gear must be optimally sized to safely tip the heaviest likely load, but so that it is as lightweight as possible in order to maximise payload. Further, selection of high quality tipping gear means maintenance costs will be reduced over the life of the vehicle. Also, correctly installing, testing and maintaining the tipping gear will enable safe and reliable operation at all times.

It is a fact of life that running a successful haulage business is about hard work and attention to detail. Good, reliable vehicles must be able to cope with high mileages, bad weather and demanding routes; and also be fitted with the best possible equipment. It is also notable that operating costs may increase and that clients are always looking for faster deliveries, quicker turnaround times and reduced fees. Fleet operators, therefore, must do everything they can to maximise the profitability of every trip by minimising costs and maximising productivity.

Ultimately, maintaining a healthy profit margin boils down to running a fleet that is as fuel efficient as possible, that is able to carry as much load as possible, and which offer turnaround times as fast as possible. Even the smallest gains can combine to yield noticeable ROI over the life of the vehicle, leading to thousands of pounds in increased profits.

Smart specification of ancillary equipment such as tipping gear at the point of purchase can be a key contributor to those marginal gains, and most good bodybuilders will offer advice during the specification process. But what are the real differentiating factors between different design styles? At Edbro, we believe that cylinders should be specified to a very simple philosophy: Lighter, Faster, Stronger.

Productivity

After improving mechanical and aerodynamic efficiency, the next best method for reducing running costs of a vehicle is reducing its kerb weight. This serves the dual purpose of improving fuel efficiency whilst also increasing

payload. Most tipping gear today is manufactured with weight savings in mind, meaning the operator can carry more payload on each and every trip.

The ability to carry greater payload can represent considerable annual savings. But at the same time, cylinders which carry less oil result in a faster tipping action, generating a quicker turnaround and enabling operators carry more loads in a given time. So the right tipping gear – with a combination of reduced weight and a need for less oil – really can improve both payload and productivity on each journey.

Of course it is vital that safety and reliability are never compromised, so the quality of the manufacturer should also be considered rather than using a specification based purely on weight. The Edbro range of cylinders from JOST UK offers the highest strength to weight ratio cylinder on the market, making it easy for operators to specify components that improve vehicle payload without compromising on other important performance criteria. Edbro cylinders benefit from advanced manufacturing techniques that reduce overall weight while still achieving safety factors better than 50% of full load at full tip.

This capability is built upon years (100 years in Edbro's case) of research, design and development, something that all reputable manufacturers must do to ensure that their cylinders can handle the

advertised weight. The controlling factor of the lift capability of most cylinders is the effective working area of the smallest tube. For Edbro cylinders, this is typically greater than most competitors, delivering capacities up to a third higher. JOST also puts all Edbro cylinders through rigorous testing, including a gruelling 10,000 tip cycle stress test to ensure the highest reliability.

Considerations

Along with reduced weight, tipper operators might also need to consider overall size when specifying tipping gear. Space on the chassis is often limited, and indeed this issue has become more acute since the introduction of Euro6 Emissions Controls.

A highly compact design is one of the big advantages of opting for tipping gear with combined ram and tank. In addition, fitters can also benefit from simpler installation. And the easier it is to fit a product, the faster it can be fitted: optimising profitability.

Another consideration is whether to opt for under-body tipping gear or front-end tipping gear. This decision is typically based around the intended application and what will be the most efficient. For example, front-end cylinders are the easier to fit, but these may get in the way if a crane is required, so under-body cylinders are often specified. Of course there are exceptions to every rule, and Boweld and Fruehauf have both recently fitted specially built Edbro CS15 cylinders to crane

grab vehicles to minimise curb weight. If a three-way or sideways tipper is required then under-body is the only option. Under-body tipping gear allows the greatest body length and volume, but it should be noted that it requires stiffening of the body and chassis.

Maintenance

In the past, specifying a tipping cylinder often meant finding a balance between fast operation and reliability. Unfortunately, even though technology has moved on, many manufacturers are still letting customers down with poor reliability records. Edbro designers believe that as standard a cylinder should last at least as long as the vehicle it was originally fitted to. Ask your body builder for proof that the cylinder you're specifying has been built to last.

Some might argue that long-term reliability is purely a function of good maintenance procedures, but the best cylinders will be built to ensure reduced wear and to minimise maintenance requirements. Modern sealing and advanced manufacturing techniques will all help to improve reliability while at the same time increasing speeds for lifting and lowering. It is the high level of attention to detail in design that has seen Edbro cylinders proven to be the most reliable on the market.

Today the best design of cylinders are supplied virtually as 'fit and forget' components, but this does not mean that they are completely maintenance-free. There are still maintenance procedures that should be followed, as specified in the operator manual. Bearings and bushings should be greased at the specified intervals, along with replacing the hydraulic oil. Following these simple maintenance requirements will significantly extend the life of the equipment.

A final tip for specifying cylinders that will boost productivity, increase payload, reduce maintenance, increase lifetime, maximise safety and match the design of the vehicle in question is to work with a supplier that is an expert in tipping technology. Reputation is built on results, and the reputation of the Edbro brand is built on 100 years of manufacturing the most reliable cylinders on the market.



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Trailer builders and operators can enjoy even greater peace of mind when they specify SAF-Holland by virtue of SAF's extended guarantee.

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TRUCK INDUSTRY SAYS 'GOODBYE' TO AN IRISH LEGEND

The transport industry has paid tribute to one of Ireland's best known and most successful truck dealers, Dublin-based Robert 'Pino' Harris, founder of the long established Harris Group who died at the age of 75.



The turn-out at his funeral at The Church of the Assumption of the Blessed Virgin Mary in Dalkey was a fitting testimony to the high regard in which Pino was held throughout the country and beyond.

Leading the tributes was chief celebrant Br Bryan Shortall who called Pino, the son of a Limerick scrap dealer, a "visionary" and spoke of his charitable generosity down through the years in supporting many fund-raising ventures.

Others among the mourners who included many of Pino's business associates, partners and friends were businessman Sean Quinn, rally driver Austin McHale and Alan Nolan,

Director General of SIMI.

His wife Denise told mourners at the mass that she had not only lost her husband, but her best friend, 'the most wonderful man I have ever known.' He is believed to have acquired his 'Pino' nickname because as a child he loved pinhead oatmeal porridge for breakfast!

Along Pino's road to success was securing in 1968 the franchise to sell the Japanese manufactured Hino range. Other brands were quickly added to the business, including Isuzu, Iveco, LDV and Sinotruk.

A multi-millionaire, Pino

was also heavily involved as a property investor, but despite his success his feet remained firmly on the ground, maintaining a simple life-style. For many years he lived in a small terraced house on Dublin's northside before moving to Dalkey area.

Not one for courting publicity, he did find himself thrust into the news headlines when the IRA tried to kidnap him in the 1980s, an experience that he never forgot.

The company confirmed that in accordance with Pino's wishes, the business will continue to operate as normal in support of his loyal customer base in Ireland and the UK.

Isuzu Dealers Mission to Help Improverished Children

We don't need to tell you that the world is a decidedly scary, wholly unfair place, never more so than at the moment, and never more apparent than when discussing Africa. The cradle of civilisation might not make regular news headlines but it can be a terribly unjust part of the world, which is why International Motors, or more correctly Anne and Peter Eakin of Eakin Bros Ltd, set out to bring a little bit of relief to one of its poorest nations, Tanzania.

The inspiring story began with an IM Dealer Incentive Trip, where Eakin Bros of Claudy, one of IM's Northern Ireland Isuzu dealers, were holidaying with colleagues – with both Anne and Peter having signed up for the trip. The pair didn't realise at the time that they would be able to contribute to IM's charity foundation while out there, and this trip was seen as an ideal opportunity to distribute much needed school supplies and teaching essentials to the primary children of Robanda Village.

It didn't take long for everyone associated with the IM trip to realise that, while staffed with teachers wholly committed to imparting knowledge to their many, many students, the school in question was badly under-resourced. Not only was the school building itself without glass and with a mere 20 books in total, its students made do with a single meal a day, a solitary cup of oatmeal. This was in stark contrast to the children themselves, all of whom seemed happy and welcomed the IM party with huge warmth and enthusiasm, though there was no denying their poverty. "Although they appeared happy, it was clear

from looking at the children the level of poverty they live in. Some children only owned one shoe. Some children wore shoes that were too small and holes were cut at the end to make room for their toes. When a uniform becomes too small for the older children they are ripped to make them fit," explained Anne.

Touched by the sheer level of poverty that the children faced yet enamored by their humility, the couple vowed to make it their mission to help make the school children's lives more enjoyable. Back home in Claudy the pair set about their newfound aid task with gusto, and it wasn't long before Anne had taken on the mammoth task of filling a giant, 20-foot container of school supplies through an appeal for donations.

Her task was aided by the sheer generosity of her local community (including a number of donations from local firms that do business with Eakin Bros), not forgetting that of the IM group itself, who offered to pay for the transport and to take the container to the village itself.

"The response has been overwhelming since we distributed 10,000 leaflets to schools, churches and local shops. Even the leaflets were donated



Peter & Anne Eakin

by Budget Print in Campsie, I am so grateful to them. Everyone has been so generous."

Anne was especially taken by the incredible generosity shown by local clothing firms, many of whom went above and beyond to help. Select Kids School Shop donated approximately 200 bin bags full of brand new labelled uniforms from its quartet of stores, and another contributed all their remaining stock as they were closing down. It meant that Anne and Peter were able to amass not just a staggering amount of donations, but also an amazing variety, including cloths, stationary, shoes, and even a number of musical instruments. It was enough to completely fill a 7.5-ton truck, and this has already been driven to IM's HQ in Bromwich, England and will soon be loaded onto a ship bound for Tanzania.

It goes without saying that what Anne has achieved is nothing short of remarkable, and it wouldn't have been possible without her drive and determination to better the lives of others, not forgetting the truly humbling generosity of so many individuals. Everyone at IM is proud to have been involved with such a selfless project, particularly as it will quite clearly improve the lives of so many in Robanda village, and would like to thank Anne, Peter and everyone else who made it possible.

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Seven Year Driving Ban

A County Antrim operator was convicted at Belfast Magistrates' Court and fined a total of £800 plus £15 costs, disqualified from driving for seven years and imprisoned for 5 months.

The conviction arose when DVA Vehicle Examiners working with the PSNI in the Belfast area stopped a MAN box vehicle for the purpose of an examination. During the inspection of the vehicle, a number of offences and vehicle defects were identified and these included no operator's licence, excess weight on one of its axles, excess gross weight, driving with no insurance and driving while disqualified.

No Operator's Licence

A County Tyrone haulage operator has been convicted at Ballymena Magistrates' Court and fined a total of £1,750 plus £15 costs.

The conviction arose when DVA Vehicle Examiners directed a 3 axle Scania articulated goods vehicle to the Department's weighbridge facility at Larne harbour for the purposes of an inspection. During the inspection the absence of a valid Operator's licence along with the vehicles tachograph calibration plaque being out of date were identified.

An analysis of the drivers tachograph card revealed that there had been multiple breaches of the required daily rest and breaks in accordance with EU legislation. Subsequently the operator was interviewed and when questioned about the offence of tachograph not being calibrated the operator stated, 'as far as I was aware it was, it was an oversight and was rectified immediately'.

Tachograph Offences

A County Armagh operator has been convicted at Ballymena Magistrates' Court and fined a total of £300 plus £15 costs.

The conviction arose when DVA Enforcement officers working in the Larne area directed a large goods vehicle to the Department's weighbridge facility at Larne harbour for the purposes of a vehicle inspection.

An analysis of the tachograph charts identified that the driver had failed to take the appropriate daily rest on a number of occasions. The driver was informed of the alleged offences and cautioned accordingly. The operator was also interviewed under caution.

Failed to Take Minimum Rest

A County Down operator was convicted at Ballymena Magistrates' Court and fined a total of £300 plus £15 costs.

DVA Enforcement Officers working in the Ballymena area stopped a 2 axle DAF articulated Goods Vehicle in combination with a 3 axle crossland mile tanker.

An analysis of the driver's tachograph charts revealed that the driver had failed to take the required minimum daily rest periods on three occasions. The driver was informed of the alleged offences and cautioned.

Had No Driving Licence & No Insurance

A County Londonderry operator was convicted at Belfast Magistrates' Court and fined a total of £485 plus £15 costs after DVA Enforcement Officers working in the Belfast area directed a DAF rigid goods vehicle in combination with a 2 axle trailer to the Department's weighbridge facility at Garmoyle Street, Belfast for the purposes of an examination.

During the course of the inspection officers found that there was no operator's licence in force and in addition the driver did not hold the correct category of driving licence for this type of vehicle thereby making his insurance invalid.

As a result of the findings the driver was cautioned. The operator was also interviewed under caution.

Tachograph Calibration Had Expired

A County Armagh operator has been convicted at Ballymena Magistrates' Court and fined a total of £250 plus £15 costs after DVA Enforcement officers working in the Larne area directed a Scania goods vehicle in combination with a SDC curtainside semi-trailer to the Department's weighbridge facility at Larne harbour.

An examination found that the vehicle's digital tachograph calibration had expired and that the semi-trailer did not have a valid goods vehicle certificate. The driver was informed of the alleged offences and cautioned.



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New Flagship Volvo FH For Camden Group

Leading supplier of uPVC windows and doors, Camden Group has added to its fleet with a head-turning Volvo FH-500.

The flagship 4x2 tractor unit, which was purchased from Northern Ireland dealer, Dennison Commercials Ltd, will hold pride of place in Camden's strong Volvo fleet.

Dennison Commercials added to the already distinctive FH with multiple extras including many chrome fixtures. The truck was fitted with sophisticated chrome surrounds to the main grille and front steps and completed with chrome handles.

Additional lighting was also fitted to Camden's new FH-500. The truck features a lightbar, lowbar, side skirt bar, front step bar, wing bar and chassis bar all with LED lights, it is also fitted with LED strips around the wind kit and on the backs of the mirrors and interior LED light boards on each of the doors.

The truck was finished off to perfection with



head turning livery and a unique painted dash, matching the renowned Camden green. The new truck will be used for delivery duties.

Commented Seamus Lavery, Head of Transport

at Camden Group: "Dennisons have delivered excellence once again. Our new Volvo is the pride of the fleet and turning heads on its journey around the UK and Ireland."

Waberer's close acquisition of Link and Link Services

Waberer's International says it has closed the acquisition of Link and Link Services. The final aggregate purchase price for the two companies is €32.5 million.

Ferenc Lajkó, CEO of Waberer's, commented: "Link is a highly complementary business to Waberer's, with a very similar growth-based business model, a modern fleet and extensive FTL expertise.

"Led by a highly qualified management team, Link provides international FTL transportation and freight forwarding services across Europe. We are confident that Link will be a valuable member of Waberer's Group and

that joining our forces will result in a more efficient and competitive operation.

We continue to see great opportunities in the growing European road transportation

industry and believe that our acquisition of Link will reinforce Waberer's prime position in the market and strengthen our ability to actively lead the market's consolidation process."

Thermo King in Galway with Zero Waste to Landfill

The Galway manufacturing facility of Thermo King has become one of the first Ingersoll Rand sites to manage zero waste to landfill.

The Galway facility is one of the more than 90 sites across Ingersoll Rand working towards sending zero waste to landfill as a reflection of the company's Climate Commitment.

The sustainability push in the Thermo King Galway factory builds on the Ingersoll Rand Climate Commitment made in September 2014 to, among others, reduce greenhouse gas emissions (GHG) related to its operations by approximately 35 percent reduce by 2020.

Thermo King Galway is one of the brand's most important manufacturing facilities. It currently employs more than 500 people, who build a wide range of Thermo King truck and trailer refrigeration units.

Before achieving the zero waste milestone, the facility sent 230 tonnes of waste to landfill every year. Today, everything at the Galway site is recyclable, and recycling waste generated at the production stations like metal, plastic, cardboard or wood is part of standard work at the facility.

"Measures implemented at Galway have been effective and show that environmental sustainability is the right call for everyone, including our bottom line," said Cormac Mac Donncha, operations director at Thermo King. "For example, we switched from using wooden pallets to reusable steel pallets for shipping finished product. This keeps pallets out of landfills, avoids the cost of recycling them and saves the facility over one million Euros each year."

Notwithstanding, the Thermo King Galway facility continues their efforts to further improve the sustainability of their operations.

Most recent improvement is the installation of a rainwater harvesting facility to collect rainwater from the building's 200,000-square-foot roof. The rainwater is used for toilet flushing and reduces the facility's water usage by 50,000 litres (13,200 gallons) per month.

"The work doesn't stop just because we've reached our zero waste to landfill goal. This is an ongoing process. We continue to look for alternative recycling methods and opportunities to further reduce our impact on the environment," said Cormac.



High demand for new trailer locks to guard against theft and stowaways

M1 Marketing, the exclusive importer and distributor of patented protection systems for the cargo compartments of rigids and semi-trailers, both ambient and refrigerated, reports high demand for its locking devices – particularly from operators on cross-channel routes.

There are three locks in the range:

Trailerlock, protects the rear doors of trailers and LCVs to prevent intruders from breaking in, either while moving or at rest in parking areas. The lock comprises a case, anchoring bolt, security nut and a wrench, plus back-up wrench and anchors to the frame of the trailer so that the door handle cannot be opened.

Manufactured from solid steel and simple to operate, the system does not usually require additional modifications to the rear doors of semi-trailers and is quick to install. Trailerlock fits most trailers and is ideal for international operators or any trailers which are carrying high value goods or likely to be left unaccompanied.

For ambient vehicles, if there are pre-existing holes in the trailer rear frame then the lock can simply be fitted without further preparation; if not, holes can be drilled with an 8.5-9mm drill. The fastening bolt is then placed through the frame on the right side of the handle.

Next, the body of the lock is placed onto the handle, so that the fixing bolt passes through the smaller hole in the lock's body. Using the



pocket wrench, the security nut is then attached onto the fixing bolt through the larger hole.

For temperature-controlled vehicles, **Fridgelock** is an adjustable lock which simply and quickly fits across the locking bars and like its sister lock, uses a security nut and comes with a corresponding pocket wrench. Once in place, the doors cannot be opened.

The driver keeps the wrench in the cab and a spare wrench can also be held back at base in case the trailer is hooked to another tractor.

For the prevention of spare wheel theft, a new bespoke lock is now available. This simple device which fits over the centre of the spare wheel, also uses a single security nut and again uses a small pocket wrench.

New Regional Sales Manager For DFDS

DFDS has appointed Mark Henderson as its new Regional Sales Manager for the North of England, Scotland and Ireland.

Mark has worked for DFDS since 2012 and his recent promotion sees him move shore-side from a customer-facing role as an officer on board the company's Newcastle-Amsterdam ship, King Seaways, where he was in charge of all entertainment, the casino, and on board bars.

Colin Fawcus, National Sales Manager for DFDS, said: "We're delighted to welcome Mark into the UK sales team. He already has extensive knowledge of DFDS products, which puts him in a great position to build strong relationships with our existing trade partners and share his insight to attract new customers."

Speaking of his new appointment, Mark said: "I'm very excited to be joining the DFDS sales team and I'm looking forward to meeting our travel trade partners. We have a fantastic range of



packages and incentives on offer this year and it's great to be part of a dedicated team focused on growing this area of our business."





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Cautious Welcome For Government's Latest Take On Irish Brexit negotiations

The Road Haulage Association has expressed reservations after the government has said in its new position paper on Brexit that it does not want any border posts between Northern Ireland and the Republic of Ireland - it suggests a 'new customs partnership' or a 'highly streamlined customs arrangement'.

RHA chief executive Richard Burnett said: "Any sort of hard border between the north and the south would be an absolute disaster so we welcome the recent government announcement. "However, it lacks detail and is vague on how the partnership/arrangement will work so we are awaiting more detail. We will certainly hold the government's feet to the fire in future negotiations with the EU over this important principle now they are on the record with this aim."

The Freight Transport Association of Ireland's general manager Aidan Flynn, meanwhile, has called on both sides around the negotiating table to keep the issue at the heart of conversations moving forward, to ensure that Irish industry continues to trade freely cross border and with the UK mainland.

"With over 6,000 HGV movements between the north and the Republic each day, even the slightest delay at the border could have catastrophic effects on industry," he said. "Cross-border trade with both the north and mainland UK destinations is key to the growth of the Republic's economy, and any negotiation which adds time and thus cost to the movement of goods and components could be a disaster to Ireland's future prosperity. Our members are adamant that the border arrangements should remain as they are, if at all possible, and we urge those negotiating in Brussels to keep Ireland front and centre as the talks progress, to protect this situation."

Trade is a key driver of economic success for Ireland, with the UK purchasing 50% of Ireland's beef exports, 42% of food and drink exports and 55% of Irish timber and construction goods. In contrast, currently the UK exports more to Ireland than it does to China, India and Brazil, and Ireland's economy is heavily reliant on UK

goods, to the tune of €16.6 billion in 2016.

"As an island on the periphery of Europe, Ireland deserves to be given due consideration during the negotiations, not least because the loss of the EU "land bridge" between Ireland and mainland Europe could have a serious impact on transit times and costs, which could be devastating for Irish industry. At FTAI we believe it is imperative that the UK and EU negotiation teams put Irish considerations first in their Brexit trade talks, in order to achieve workable solutions that will keep the Irish economy buoyant moving forwards."

Freight Forwarders Concern

Meanwhile, freight forwarders are seeking more detail on the wider picture concerning Customs. Comments British International Freight Association (BIFA) Director General, Robert Keen: "BIFA policy ever since the 2016 Referendum has favoured retaining something as close to the Single Market as possible. In reality, certainly since the 2017 General Election, this has meant remaining in the Customs Union or something as close to it as possible, preferably in the long run but certainly during any implementation period, after the UK leaves the EU."

"That message has been central to the many discussions that BIFA has had with those in Government and we welcome the fact that the document acknowledges the work put in by ourselves and other trade associations to help increase awareness of the issues and potential impact of the introduction of tariff and non-tariff barriers."

The document outlines two basic options for the future EU-UK customs arrangements. One that is highly streamlined, keeping the additional requirements for EU-UK trade to a minimum, but which from reading the document does imply that some form of

customs declaration will be required.

The second, which is more closely aligned to BIFA's current policy proposes a new customs partnership with the EU, which is very radical and has not been tried before. This would remove the need for customs processes at the border, although there would be a need to align UK and EU customs procedures.

Robert Keen adds: "The second option would certainly resolve the Dover Straits issue, as well as that of Northern/Southern Ireland trade."

"Unfortunately, what the paper cannot address is the fact that, so far, the EU has made clear it will not discuss Britain's future trading relationship - including customs arrangements - until it has reached agreement on several key issues, including the terms of the financial payments Britain will make on exit, the rights of citizens, and the future status of the border in Northern Ireland."

"To accommodate any of the proposals laid out in the government's recent paper, EU negotiators would have to change that stance and it will be interesting to see if that happens, or whether those on the EU side of negotiations determine that the UK is trying to have its cake and eat it."

"Commentators suggest that in seeking a customs union agreement that will keep things broadly the same for an interim period, the UK government is attempting to reassure UK businesses that undertake visible trade with Europe."

"As always, the devil is in the detail. BIFA will continue to work with government to find out more details on how today's proposals will avoid the imposition of tariffs, border checks, Customs declarations and bureaucracy for UK businesses trading within the EU, as well as BIFA members, which provide the logistics services that underpin the UK's visible trade."

Oliver Transport Services Extends Fleet

Oliver Transport Services has extended its trailer fleet, adding six new SDC tri-axle euroliner curtainsiders as the business continues to grow.

The Coleraine headquartered company specialises in the transport of timber, steel, palletised goods, concrete products and machinery, with a network of depot facilities throughout the UK and Ireland.

"This latest £140,000 investment brings our trailer fleet to over 100," says Director Andy Oliver. "The trailers are additional, rather than replacements."

With an internal height of 2.9m, the trailers feature a two-way sliding roof for easy loading and off-loading, tough and durable Omega flooring and an adjustable internal bulkhead.

In addition to the euroliners, Oliver Transport Services' current fleet includes flats, extendable flats, stepframes, extendable low-loaders and insulated food tankers.



Truckers Out in Force for Irvinestown Festival



Marie Curie volunteers pictured (l-r) are Adam Havlin, Kathleen Rainey, Roberta Malone, Marion Faris and Jim McClaine.



Joe Mahon, event organiser, presents one of the truck competition prizes.

The sun shone as truckers took to the road in support of the annual Irvinestown Festival - all 320 of them!

Once again, thousands of pounds was raised for the Marie Curie cancer charity as drivers queued up to pay their registration fee, buy CDs and support the raffle.

The lorries parked up for the night as drivers, families and friends gathered at Mahon's Hotel to dance the night away to the sounds of Cliona Hagan.

The judges inspected every minute detail of each truck entered into the various competitions, before the winners were declared on the Sunday morning at the prizing giving ceremony.

All this is not possible, of course, without the help of numerous people and a special word of thanks must go George Deane, owner of the site, George Gordon and Sons, Lisburn, Joe Mahon and staff from Mahon's Hotel Irvinestown and the Lady of the Lake festival committee.

Special thanks too to Trevor Campbell from Downtown radio, Jimmy O Boyle from Mulgrew Transport, Marie Curie Volunteers, the PSNI and event sponsors Stena Line Freight and DFDS Logistics, and media partner Export and Freight.

Thanks also to all the haulage companies and drivers who took part and the public who came out and supported the event.

Given the choice, most of us would want to die at home, surrounded by the people and things we cherish. Marie Curie makes this possible. Its nurses give free hands-on care to people with all terminal illnesses in their own homes, and vital emotional support to their loved ones, allowing families to make the most of the precious time they have left together.

"But the sad fact is, every five minutes someone in the UK dies without the care they need at the end of their life. That's why we urgently need to reach more people - thank you for continuing to support us."

*Photos by JMAC Photographic Services

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Campbell McCleave awarded GDP Passport accreditation

Life Sciences International, a division of the Irish Exporters Association (IEA), has awarded Campbell McCleave with the Good Distribution Practice (GDP) Passport. The award was presented by Fiona Luciani, Training Division Manager at the IEA, to Campbell McCleave at their Belfast International Airport office.



(L-R): Fiona Luciani, Training Division Manager, IEA; Michael Robinson, Ocean Import Manager; Tyler Eaton, Company Accountant; Alastair Hobson, Airfreight Import Supervisor & GDP Champion; and John Thompson, Joint Managing Director, Campbell McCleave.

The GDP Passport, a training initiative by the IEA, is the first of its kind and ensures patient safety by compliance throughout all stages of the supply chain which safeguards the quality of medicinal products. Manufacturers can now ensure that pharmaceutical and medical devices / products are transported, stored and handled according to GDP regulations and guidelines by dealing with GDP Passport holders only.

The GDP Passport involves training all levels of personnel involved in the supply chain. The key to success

is the full suite of standardised and certified training which is to be undertaken by all those engaged either directly by the manufacturer or indirectly by the service provider in distribution activities.

The GDP Passport operates in four stages:

- GDP Champion – nominate and train one Champion to oversee the GDP processes
- GDP Introduction – train all key personnel (operations and warehouse employees) involved in supply chain

- GDP Driver – train all drivers involved in transporting LifeSciences products
- GDP Audit - an audit of the premises to ensure procedures are in place to meet the requirements of the GDP Passport Scheme which is subsequently reviewed and approved by the IEA Life Sciences Steering committee

Potential

Commented Tyler Eaton, Company Accountant for Campbell McCleave: "We are delighted to have been approved for the GDP Passport

Scheme and feel that it offers immediate benefits and huge potential for the future. Our current pharmaceutical customers can be confident that their products are transported with the utmost care throughout the whole supply chain and the scheme will present us with many opportunities for new clients within the medicinal sector."

Added Simon McKeever, Chief Executive of the Irish Exporters Association: "Good manufacturing practice and good distribution practice need to work hand in hand and vigilance by all concerned in the supply chain is vital to ensure patient safety. The number of subcontracted companies involved in the supply chain for biopharmaceutical products with different modes of transport and temperature control has increased significantly.

"Collaboration between all parties, including manufacturers, logistics service providers, ports and airports, is crucial to ensure anti-theft and anti-counterfeit procedures, product integrity and patient safety. The Irish Exporters Association has been at the forefront of informing the Irish pharma supply chain of their GDP requirements through the IEA GDP Passport initiative.

"The IEA GDP Passport certification has become the gold standard for GDP in Ireland with all leading logistics service providers in the field now having obtained certification. As the pharma sector has grown in Ireland, the IEA has played a key role in ensuring that companies can reach and exceed the required compliance role in assuring quality of the supply chain and distribution of pharmaceutical and medical device products. We are delighted to award Campbell McCleave with the GDP Passport as one of the first independent freight forwarders in Northern Ireland to achieve this accreditation."

tedrive Steering renamed as Knorr-Bremse SteeringSystems

Knorr-Bremse has completed the renaming of its subsidiary tedrive Steering Systems GmbH. The Knorr-Bremse Group's Center of Competence for Steering, based in Wülfrath, Germany, is now officially called Knorr-Bremse SteeringSystems GmbH.

With the acquisition of tedrive Steering in 2016, Knorr-Bremse acquired extensive expertise in the engineering, application, testing, production and assembly of steering systems and their components for truck platforms, high volume passenger cars and high performance applications.

"In the context of our future product roadmap we've been able to identify a wide range of synergy effects at the interface between braking and steering systems and we will be gradually leveraging these synergies. As we move towards highly-automated driving it is very important to

take a holistic view of braking and steering as a connected system," explains Dr. Peter Laier, Member of the Executive Board of Knorr-Bremse AG responsible for the Commercial Vehicle Systems division.

The product synergies between Knorr-Bremse's core competency of braking and its newly acquired expertise in steering systems lays the foundations to take the complex driving functionalities of driver assistance systems and automated driving to the next level.

Knorr-Bremse is thus currently the only supplier capable of actively influencing both longitudinal and lateral vehicle dynamics – in order to keep the truck in its lane automatically, for example, or steer it past a hazard even in extreme situations in terms of dynamic handling.

Improving driver safety and efficiency with smart technologies

According to a recent report from the Department for Transport, heavy goods vehicle traffic is 7.5 per cent higher so far in 2017 than it was four years ago, making it the second fastest growing traffic type in this period. With more large vehicles on our roads, safety, efficiency and driving conditions need to be considered as a priority by fleet managers.

Here Peter Tillotson, business development manager at tyre pressure monitoring specialist, TyrePal, discusses the top three technologies set to revolutionise HGV safety in the next year.

It's been two years since the world's first self-driving HGV hit the roads. The 18 wheel Freightliner Inspiration was set to make long-haul road transportation safer, more cost effective and better for the planet.

Two years later, autonomous HGV trails have gone one step further and now involve platooning — a technology that allows the electric coupling of vehicles to run in close formation across long stretches of motorway.

Platooning would allow HGVs to drive close together at constant speed to significantly reduce fuel

efficiency, however platooning is unlikely to work in all locations. An impenetrable line of HGVs has the potential to cause problems for cars leaving and joining the road. Before the technology is rolled out on a national scale, researchers need to consider the impact on other road users. With the rising cost of energy and carbon dioxide emission targets to hit, we are finding ourselves driving in darkness. Street lights provide safety and security for vehicles and passengers, so why has it been rendered a luxury? One solution, pioneered and trialled in Glasgow after the city was granted £24 million in government funding, is smart street lighting. These lights are dimmed based on ambient light measurements, and, by harnessing this real-time data, the lights can be

dimmed and brightened as needed.

Smart lighting offers remote sensing to a central operations centre. This enables clear data feeds and allows manual control if required. Additionally, these lights include a bonus of movement detection. This means data-rich collection of footfall and traffic flow which will aid city planning. Air pollution detection and WiFi services are also included on the long list of smart light benefits.

While the trials are currently being rolled out across Glasgow, this emission reducing, road enhancing solution may be outside your doorstep before you know it.

Remote monitoring

Despite new regulation stating that all passenger vehicles manufactured in Europe must have tyre pressure

monitoring systems fitted as standard, this does not apply to commercial vehicles and HGVs. Vehicles can be fitted with TPMS, leaving the responsibility of tracking tyre pressure with the driver. However, there are also options that fleet managers can take to put the responsibility in their own hands.

For example, TyrePal's TeleTPMS helps commercial fleet managers continuously monitor vehicle and trailer tyre pressures remotely. It will also send alerts via text or email to the fleet office, warning them of a potential problem in the very early stages, severely reducing the potential of a blowout or tyre fire. In the event of a puncture, the system issues warnings so drivers can take action before a tyre becomes permanently damaged.

The TeleTPMS comprises of a set of sensors fitted to the tyres of vehicles and trailers in the fleet. A smart TeleTPMS module collects and processes tyre data, together with GPS location. The devices transmit this information to a remote database that managers can access via a web application.

With the UK's roads set to become busier than ever, it is time for fleet managers to invest in technology in order to improve operations and stay ahead of the curve.

Get the Best Out of Your Truck with SS Auto Electrics

Helping you get the best out of your vehicle through improved fuel economy, engine performance and driveability is what SS Auto Electrics is all about.



The company, which was established seven years ago by Shane Shields, recently moved into new premises at Dargan Industrial Park off Dargan Crescent in Belfast.

"We have built the business on providing our customers with the highest level of service and support," says Shane. "Opening this new centrally based facility is another step forward for us in further growing the business."

SS Auto Electrics offers a wide range of services – from car and commercial remapping and diagnostics to vehicle re-wiring, air suspension, ABS and AdBlue – and

it can call on a vast amount of technical experience and expertise.

With the latest dealer level diagnostics software at its disposal, SS Auto Electrics can handle any make of commercial vehicle. Over the years, it has built up a solid customer base that includes some of our leading fleet operators; the move to new premises makes the business even more accessible to its customers.

With a fully equipped mobile workshop on the road, too, SS Auto Electrics can also provide customers with a fast and efficient on-site service throughout Northern Ireland.

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Prestigious Recognition for Belfast Harbour's Chief Executive

The Ireland-U.S. Council is to present its Cúchulainn Award in 2017 to Roy Adair, Chief Executive of the Belfast Harbour Commissioners.

For more than a decade, Roy Adair has managed a highly-successful development phase of Belfast Harbour delivering a dozen consecutive years of growth. During this time, the business has diversified through investment in both port and real estate activities.

Since he became CEO in 2005, Belfast Harbour has invested almost £250 million in capital projects. This has included the single biggest capital investment the port has ever made in the form of the £50 million wind turbine renewable energy terminal.

Brian W. Stack, the President of the Council based in New York, said: "The

Ireland-U.S. Council is delighted to honour Roy Adair, Chief Executive of the Belfast Harbour Commissioners with the Council's Cúchulainn Award, which is designed to mark significant achievement in building relations between Northern Ireland and America.

"Cúchulainn is an Irish mythological hero who appears in the stories of the Ulster Cycle in the pre-Christian era. Born Sétanta, he gained folklore fame when, it is said, he successfully defended Ulster single-handedly against the armies of Queen Maeve of Connacht in the famous tales of the Táin Bó Cúailnge or Cattle Raid of Cooley. The Award will be a centrepiece of the Council's 55th Annual Dinner to be

held at the Metropolitan Club in New York City on Thursday, November 9, 2017."

The President of the Council continued: "During his period in charge of the business in Belfast Roy Adair has overseen continued growth in port trade activities and the expansion of the real estate side of the business. This has seen the City Quays development emerge along the waterfront delivering much-needed, top-quality office space and hotel rooms for Belfast and the regional economy. The Harbour has also invested in new and emerging industries exemplified by the recent completion of the £20 million Belfast Harbour Studios making Northern Ireland the best regional film production location after London in the UK and on the island of Ireland – U.S. Hollywood titan Warner Brothers has just signed on as its first major tenant."

He added: "Roy Adair has been a staunch supporter of the Council for many years, serving on our Board of Directors. In addition, Roy has also served in several non-executive roles locally, nationally and internationally including Chairman of Business in the Community. In 2015, he was made Commander of the British Empire (CBE) in recognition of his services to the international port community and his work for charities. The mission of the Ireland-U.S. Council is to promote closer commercial connections and deeper business links between Ireland and the United States. Our 2017 Recipient of the Council's Cúchulainn Award has made a major contribution in this area. It is a pleasure for us to acknowledge and celebrate his achievements and his success."

Commented Roy Adair: "The Ireland-US Council has always played a pivotal role in the development of trans-Atlantic trade links and relationships, something which will become even more valuable in the post-Brexit era.

"It has been my privilege to represent Northern Ireland and Belfast Harbour at Council events, and while I am personally delighted to receive this award, I am very conscious that it is a reflection of the vision and acumen of the Harbour's Board and employees."



Roy Adair, Chief Executive of Belfast Harbour Commissioners is to receive the Ireland-U.S. Council's Cúchulainn Award at 55th Annual Dinner in New York on Thursday, November 9, 2017. Cúchulainn Award celebrates boosting connections between Northern Ireland and America.

Stena makes substantial investment in Belfast Route

Stena Line's parent company has confirmed a multi-million pound investment package to acquire the Superfast VII and Superfast VIII ferries which operate on its Belfast-Cairnryan route.

The ships currently operate under a charter contract agreement with AS Tallink Grupp and have done since they were deployed on the Belfast – Cairnryan route when it opened in November 2011. Since then the vessels have proved to be both highly reliable and extremely popular with Stena Line customers, hence the acquisition.

Paul Grant, Stena Line's Trade Director (Irish Sea North) said: "We are delighted to confirm that we have now acquired the highly successful Superfast VII and VIII vessels. Since their arrival the ships have proved to be perfectly

suitable to our 2hr 15 min service between Belfast and Cairnryan and appeal equally well to our freight

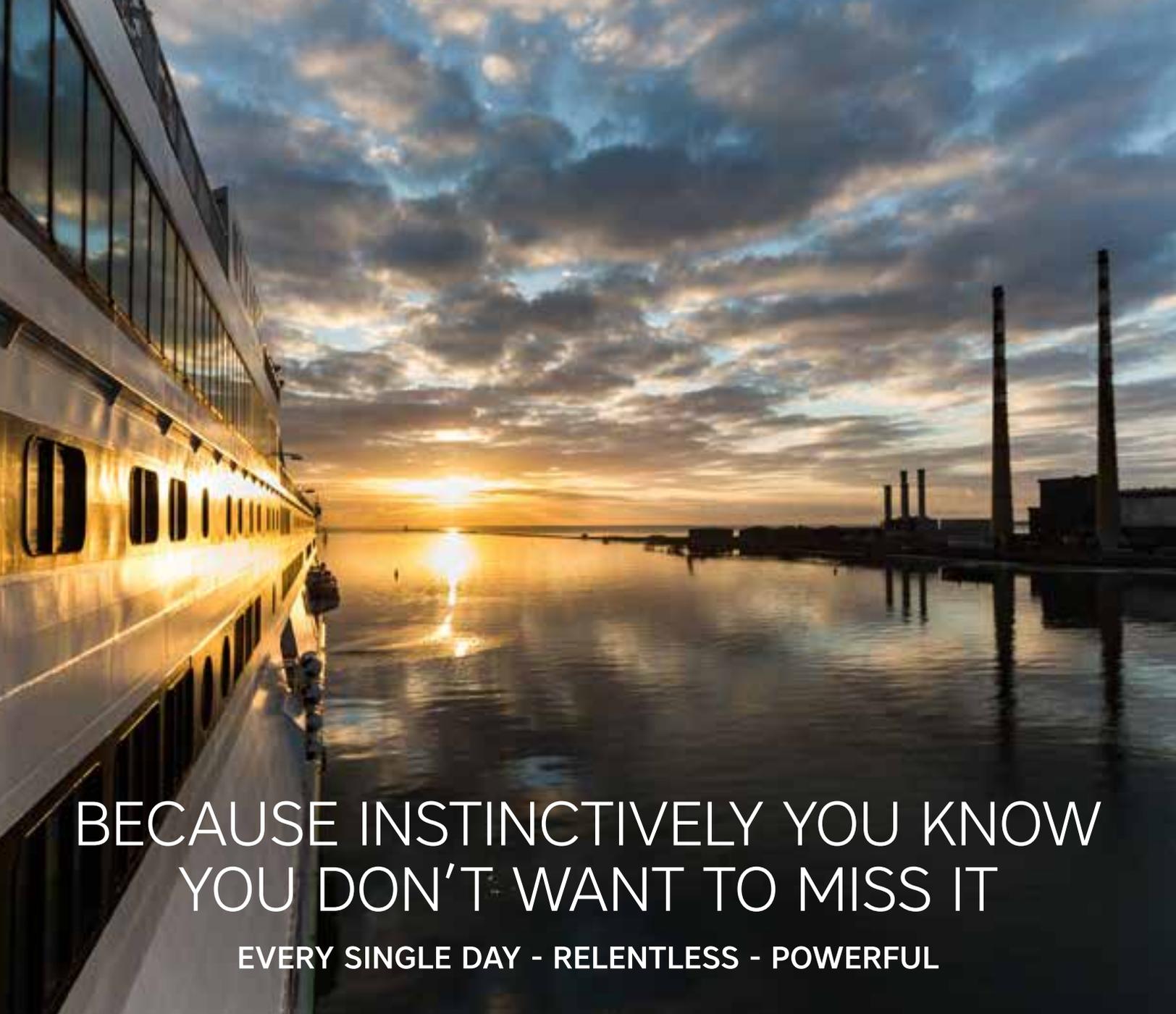
and travel customer segments. Belfast is a key European business hub for Stena Line and this

latest investment signifies Stena's commitment to developing the region further in the years ahead."

To date on the route the Superfast vessels have made a total of 23 000 trips and carried 6.4m passengers, 1.4m cars and 1m freight units. Stena will take over formal ownership of the vessels in December 2017.

The purchase of the Superfast vessels is part of Stena Line's ambitious development plan. This plan also involves the construction of new vessels which will be built at the AVIC Shipyard in China.





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Strong volumes on Belfast ferry routes

Stena Line has recorded strong volumes on its Belfast services for the first six months of 2017.

To the end of June 2017, freight volumes increased +5%, passengers and cars grew +4% year on year. The fastest growing sector was coaches recording a record +19% increase.

Stena Line operates three services from Belfast Harbour which provide up to 14 daily crossings options

between its Cairnryan, Liverpool (Birkenhead) and Heysham services.

Paul Grant, Stena Line's Trade Director (Irish Sea North) commented: "Despite operating in a highly competitive environment, we have delivered a very strong set of volume increases across all of our three Belfast services. Despite intense competition, our

freight volumes have increased with demand particularly high on our Belfast-Liverpool service. The rise in coach volumes has been assisted significantly by the increasing demand for day visits and from Chinese tour parties."

He added: "We are hopeful that the second half of 2017 will deliver another positive set of results and

call on local politicians to get our Executive up and running to help face up to Brexit challenges and assist in delivering key infrastructure projects such as the York St Interchange and working with their Scottish counterparts on A75 road upgrades to improve infrastructure connections to key markets."

Belfast Harbour Invests £2m In New Pilot Boats

Belfast Harbour has taken delivery of a second Pilot Boat, completing a two vessel contract with Cushendall-based Redbay Boats.

The latest arrival, the 'Ben Madigan' joins the 'Captain Michael Evans', which was named in honour of the company's Deputy Harbour Master who was killed in the Cork air disaster.

The Harbour said the vessels, a £2 million investment, are already proving to be a major asset, playing a vital role in servicing

the significantly larger cargo and cruise vessels which regularly call at the Port.

Trevor Anderson, Belfast Harbour's Operations Director, said: "With 23 million tonnes passing through the Port annually and a record cruise season this year, it's great to be able to launch a second, best-in-class pilot boat into service.

"This additional boat has again been developed to meet the Harbour's specific 24/7 needs and we're delighted to have been able to source the vessel from a local supplier."

The Stormforce 1650 is designed to operate safely as an all-weather boat in sea conditions. With improved handling and enhanced comfort, the boat allows pilots to board vessels in conditions beyond what would have been traditionally possible – helping keep the port open all year round.

Design on the development of the new vessel began five years ago when Redbay Boats built a prototype to test the technology.

Gary Fyfe, Operations Manager of RedBay Boats, said: "After initial testing, the design of this new series of vessels was completed in partnership between Redbay Boats and Belfast Harbour.

"At 16.5 metres the 'Ben Madigan' is the second of a two-boat order to be delivered to Belfast Harbour. It is the largest and most complex vessel that we currently build.

"The design offers several bespoke features including a high impact fender system, a more fuel efficient hull design and dual work and pilot boat licenses, all of which are a first for this type of boat in the UK."

For the Co. Antrim boat builder, which is celebrating its 40th year in business this year, the delivery represents a significant milestone in the company's history.

Employing 22 staff and building 40 boats a year, Redbay Boats recently invested £500,000 in a new factory to facilitate the growth of its product range.



Stena Line to add extra North Sea freight capacity

In response to demand on the route from Rotterdam (Europoort) to Harwich, Stena Line is to increase capacity by changing to larger ships.

The current RoRo ships the Capucine and Severine operating twice daily from Europoort in the Netherlands and Harwich in the UK will be replaced by larger ships, the RoRo ships MV Misada and MV Misana, when their present charter contracts expire in January 2018. The overall

freight capacity of the route will hereby increase by some 20%. The change coincides with the expected completion of a second berth in Europoort, part of a significant investment program in the port to ensure it develops into a strong multipurpose freight transport hub. The

capacity expansion is also linked to Europoort developing as an important rail freight connection point to and from the UK.

Annika Hult, Trade Director at Stena Line North Sea says: "We have seen a strong growth in the transport market to the UK over the past several years and

we are currently trading at very high utilisation on this route. This has been further fuelled by freight volumes arriving to Europoort by train. The current rail connections between Poznan, Poland and Europoort, which changed ownership earlier this year, are running very well. We believe that this combination of rail and RoRo transportation will only increase in the future."

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Warrenpoint

Heysham

Dublin

Liverpool

Ferry company first in Europe to receive the Chinese Tourist Welcome Certification

Stena Line has become the first passenger ferry company in Europe to achieve the Chinese Tourist Welcome Certification which is officially recognised by tour operators in China and Europe.



Stephen Bryden, Stena Line Onboard Sales and Service Manager (Irish Sea North), Tommy Wilson OBS Manager Superfast VIII, Dr Tony Lenehan Executive Director of the Centre for Competitiveness and COTRI (Ireland) and Stella Tsang, Northern Ireland Chinese Welfare Association join members of the Superfast VIII crew for the presentation of certificates.

The CTW Certification is the official travel service standard and travel platform recognised by the China Tourism Academy, China's main governmental research and promotion institute, under the Chinese National Tourism Authority. Orla Noonan, Stena Line's Travel Commercial Manager (Irish Sea North) said: "We're extremely proud that we have been able to achieve this unique service standard on our Cairnryan – Belfast route.

The number of Chinese visitors we have been welcoming onboard our Stena Superfast VII and VIII vessels has been growing significantly in recent years so it's important that we do all we can to make our guests feel welcome and valued." Orla added: "We made a number of changes onboard including updating our current services, products and communications to ensure that we were 'China Ready' and focused on providing a special

welcome to all of our Chinese passengers. We already welcome around 40,000 Chinese tourists annually on our Cairnryan – Belfast route and our latest certification means we are now recognised as the first in Europe to ensure that Chinese guests are treated to the best possible standards." Niall Gibbons, CEO of Tourism Ireland, said: "Stena Line has taken part in several of Tourism Ireland's sales missions to China in recent

years – so it's really great to see the result of those promotions and the significant growth in the number of Chinese visitors travelling on Stena Line vessels. The potential of the Chinese outbound travel market is significant, with Chinese travellers expected to take some 200 million trips overseas by 2020. Currently, 4 million Chinese travel to Europe annually and Tourism Ireland is working hard to win a greater share of that business for the island of Ireland."

ABP Humber and RBT Join Growing ABTO Membership

ABP Humber has joined the Association of Bulk Terminal Operators (ABTO) as a full member, in what marks a significant milestone for the newly formed trade association.

Associated British Ports' terminals in Hull, Grimsby, Goole and Immingham, which together handle more than 65 million tonnes of cargo annually, contributing over £2.2 billion to the UK economy, join a growing ABTO membership-base that includes operators in the Americas, Europe and Asia.

ABP Humber's membership to ABTO follows that of another operator located on the UK's east coast: Redcar Bulk Terminal, which operates a 32m long quay on the South Bank of the River Tees.

Ian Adams, ABTO Chief Executive, said: "We are delighted to welcome both ABP Humber

and Redcar Bulk Terminals as full members to the association. The developments being undertaken by these two terminal operators is indicative of a resurgent maritime and logistics sector across the UK's east coast. ABP Humber's Immingham terminal is the UK's largest port by volume, handling around 55 million tonnes of bulk cargoes each year, while the developments to revive West Cumbria's mining industry could benefit the Redcar Terminal, which has been earmarked to handle coal for onward transportation to Europe."

The Association of Bulk Terminal Operators, established in 2015, offers bulk terminal operators the opportunity to exchange information and expertise between members on a whole range of topics, including biomass and security.

Scotline Add Another New Addition To Its Impressive Fleet

Scotline carried its first shipment of logs between Inverness and Bremen in Germany in 1979. Today, almost four decades later, its impressive fleet continues to grow as the business expands, with service routes between Denmark, Germany, Norway, Sweden, the Baltic States and the UK and Ireland.

The latest vessel, the Scot Navigator, which was christened in Rochester at the beginning of July, recently made its first port of call to Warrenpoint.

“It is always exciting to see vessels being added to the Scotline fleet and a privilege to be involved in the agency work for them,” said Peter Boyce, Ships Agent, All-Route Shipping, the nominated agent for the Scotline business into Belfast and Warrenpoint since 2001.

And added Scotline representative Ian Dickie: “The Scot Navigator, which will be making fortnightly calls to Belfast, Warrenpoint and Wicklow, brings to 10 the number of vessels in the Scotline fleet. Its first sailing to Warrenpoint brought in a cargo of timber from Varberg in Sweden.”

Scotline’s original operation at Inverness was

expanded to additional sites at Whitstable in Kent and Goole in Yorkshire, before moving to Gunness in Yorkshire and Rochester in 1994.

The newest addition was officially launched on 22nd February 2017 from GS Shipyard B.V. in Groningen, The Netherlands, with its christening in July being undertaken by Glenda Catto who joins a small group of esteemed ladies who have all had very important connections over the years with the development and growth of Scotline.

Louise (Glenda’s late mother) was godmother to the SCOT RANGER, Betty Millatt (Peter’s late mother) was godmother to the SCOT MARINER, while Ylva Asare was godmother to the SCOT VENTURE..

Peter Millatt and Sandy Catto started the Scotline service from Varberg in 1980 and since then its has shipped over 17 million cubic metres of sawn timber from Varberg to the UK and Ireland.



The Scot Navigator departs Warrenpoint.

Fact File

Port of Registry: Rochester
Vessel Type: Box Shipped Singledecker
Length: 88 Metres
Beam: 13.75 Metres
Max sailing draft: 4.9 Metres
Timber Capacity: 5500 cbm
Engine: Caterpillar
Flag: British
DWAT: 3700 Tons
DWCC: 3550 Tons



Visiting the vessel at Warrenpoint are (from l-r) Gary Dorman – DM Timber; Ian Dickie – Scotline Representative; Captain Krzysztof Smolski – Vessel Captain; Peter Conway – Warrenpoint Harbour Chief Executive; Alan Dorman – DM Timber; and Peter Boyce – Ships Agent, All Route Shipping Ltd.

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Daimler starts production of FUSO eCanter in Europe

Mitsubishi FUSO Truck and Bus Corporation (MFTBC) have celebrated the start of production of the world's first all electric light-duty truck, the FUSO eCanter; FUSO is a brand of Daimler Trucks Asia.



The event was held at the production plant in Tramagal, Portugal, where all eCanter for the European and U.S. markets will be produced in line with the conventional FUSO Canter truck.

The Portuguese government has been supporting the development of the eCanter since the early stages in 2010. The President of the Portuguese Republic, Marcelo Rebelo de Sousa, joined members of the government, Mitsubishi FUSO Truck Europe and MFTBC executives at the event.

Marc Llistosella, President and CEO of Mitsubishi FUSO Truck and Bus Corporation and Head of Daimler Trucks Asia said at the occasion: "With the start of production of the eCanter, we become the first global manufacturer to produce an all-electric truck in series. From now on we can address the growing demand for locally emission free delivery trucks in Mega-Cities.

"We already received the first

customer orders and will mark the global launch of this truck in one of the most iconic Mega-Cities, in New York, this September. Our Portuguese plant does not only produce the trucks for Europe and the US, we also benefit from a close cooperation with the authorities in Portugal and Lisbon testing the trucks there since 2014."

The all-electric light-duty truck is FUSO's answer to the public's need for a zero-emission and zero-noise truck for inner-city distribution. It helps to solve the increasing noise and pollution problems in urban environments across the globe. In addition to being an environmentally-friendly vehicle, it is also cost efficient and economical for users.

The eCanter has a range of 100 kilometres and a load capacity of two to three tons – depending on body and usage. The vehicle's electric powertrain contains six high voltage lithium ion battery packs with 420 V and 13.8 kWh each.



COLIN MCRAE CHARITY RUN

The Colin McRae Charity Run is heading back to Belfast on September 16th organised by a group of local Subaru enthusiast owners, and supported by Subaru NI and Subaru Ireland.

Now in its third year the event is a tribute to the late great Colin McRae - on the tenth anniversary of Colin's tragic loss the event plans to celebrate his many motorsport achievements and keep his name and legacy very much alive.

The event starts from Eastwood Motors Subaru in Lisburn, and ends at Nearys Subaru in Lusk, Co Dublin. Registration is from 10am with family activities such as a Superhero kids meet and greet area, BBQ, bouncy castle, prize raffle, and refreshments as well as a Subaru heritage display and a hyperperformance Subaru BRZ V8 conversion by local engineering specialists Momentum Tuning.

An estimated 150 Subarus from across the UK and Ireland are expected, with spectators welcomed at the start/finishes. The run departs from Lisburn at 13:00 taking a scenic route through Northern Ireland with a planned rest stop before finishing in Lusk Co Dublin at 18:00 with more family fun, prizes and refreshments.

All proceeds are in aid of Angel Wishes, a local registered charity that aims to make desperately ill childrens' dreams come true.

There will be lots of prize giveaways - Subaru NI have donated men's & lady's jackets and Subaru goody bags with assorted branded bits and bobs. Subaru Ireland have donated an autographed Dublin GAA team shirt, and Subaru Ireland branded paddock jackets. All participants receive a goody bag at the start, with a coveted Concours D'Elegance Trophy going to the "Best Subaru" entrant on the day.

Drivers can pre-register at "Just Giving - NI Subaru Run" or e-mail the Organiser Joanne Derby-Murray direct at nisubaru555@gmail.com.



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#Over 40 MPG figure applies to manual transmission models. MPG figures are official EU test figures for comparative purposes and may not reflect real driving results. Official fuel figure for the Isuzu D-Max range is mpg 6.1/6.6/6.7/6.8/7.0/7.1/7.2/7.3/7.4/7.5/7.6/7.7/7.8/7.9/8.0/8.1/8.2/8.3/8.4/8.5/8.6/8.7/8.8/8.9/9.0/9.1/9.2/9.3/9.4/9.5/9.6/9.7/9.8/9.9/10.0/10.1/10.2/10.3/10.4/10.5/10.6/10.7/10.8/10.9/11.0/11.1/11.2/11.3/11.4/11.5/11.6/11.7/11.8/11.9/12.0/12.1/12.2/12.3/12.4/12.5/12.6/12.7/12.8/12.9/13.0/13.1/13.2/13.3/13.4/13.5/13.6/13.7/13.8/13.9/14.0/14.1/14.2/14.3/14.4/14.5/14.6/14.7/14.8/14.9/15.0/15.1/15.2/15.3/15.4/15.5/15.6/15.7/15.8/15.9/16.0/16.1/16.2/16.3/16.4/16.5/16.6/16.7/16.8/16.9/17.0/17.1/17.2/17.3/17.4/17.5/17.6/17.7/17.8/17.9/18.0/18.1/18.2/18.3/18.4/18.5/18.6/18.7/18.8/18.9/19.0/19.1/19.2/19.3/19.4/19.5/19.6/19.7/19.8/19.9/20.0/20.1/20.2/20.3/20.4/20.5/20.6/20.7/20.8/20.9/21.0/21.1/21.2/21.3/21.4/21.5/21.6/21.7/21.8/21.9/22.0/22.1/22.2/22.3/22.4/22.5/22.6/22.7/22.8/22.9/23.0/23.1/23.2/23.3/23.4/23.5/23.6/23.7/23.8/23.9/24.0/24.1/24.2/24.3/24.4/24.5/24.6/24.7/24.8/24.9/25.0/25.1/25.2/25.3/25.4/25.5/25.6/25.7/25.8/25.9/26.0/26.1/26.2/26.3/26.4/26.5/26.6/26.7/26.8/26.9/27.0/27.1/27.2/27.3/27.4/27.5/27.6/27.7/27.8/27.9/28.0/28.1/28.2/28.3/28.4/28.5/28.6/28.7/28.8/28.9/29.0/29.1/29.2/29.3/29.4/29.5/29.6/29.7/29.8/29.9/30.0/30.1/30.2/30.3/30.4/30.5/30.6/30.7/30.8/30.9/31.0/31.1/31.2/31.3/31.4/31.5/31.6/31.7/31.8/31.9/32.0/32.1/32.2/32.3/32.4/32.5/32.6/32.7/32.8/32.9/33.0/33.1/33.2/33.3/33.4/33.5/33.6/33.7/33.8/33.9/34.0/34.1/34.2/34.3/34.4/34.5/34.6/34.7/34.8/34.9/35.0/35.1/35.2/35.3/35.4/35.5/35.6/35.7/35.8/35.9/36.0/36.1/36.2/36.3/36.4/36.5/36.6/36.7/36.8/36.9/37.0/37.1/37.2/37.3/37.4/37.5/37.6/37.7/37.8/37.9/38.0/38.1/38.2/38.3/38.4/38.5/38.6/38.7/38.8/38.9/39.0/39.1/39.2/39.3/39.4/39.5/39.6/39.7/39.8/39.9/40.0/40.1/40.2/40.3/40.4/40.5/40.6/40.7/40.8/40.9/41.0/41.1/41.2/41.3/41.4/41.5/41.6/41.7/41.8/41.9/42.0/42.1/42.2/42.3/42.4/42.5/42.6/42.7/42.8/42.9/43.0/43.1/43.2/43.3/43.4/43.5/43.6/43.7/43.8/43.9/44.0/44.1/44.2/44.3/44.4/44.5/44.6/44.7/44.8/44.9/45.0/45.1/45.2/45.3/45.4/45.5/45.6/45.7/45.8/45.9/46.0/46.1/46.2/46.3/46.4/46.5/46.6/46.7/46.8/46.9/47.0/47.1/47.2/47.3/47.4/47.5/47.6/47.7/47.8/47.9/48.0/48.1/48.2/48.3/48.4/48.5/48.6/48.7/48.8/48.9/49.0/49.1/49.2/49.3/49.4/49.5/49.6/49.7/49.8/49.9/50.0/50.1/50.2/50.3/50.4/50.5/50.6/50.7/50.8/50.9/51.0/51.1/51.2/51.3/51.4/51.5/51.6/51.7/51.8/51.9/52.0/52.1/52.2/52.3/52.4/52.5/52.6/52.7/52.8/52.9/53.0/53.1/53.2/53.3/53.4/53.5/53.6/53.7/53.8/53.9/54.0/54.1/54.2/54.3/54.4/54.5/54.6/54.7/54.8/54.9/55.0/55.1/55.2/55.3/55.4/55.5/55.6/55.7/55.8/55.9/56.0/56.1/56.2/56.3/56.4/56.5/56.6/56.7/56.8/56.9/57.0/57.1/57.2/57.3/57.4/57.5/57.6/57.7/57.8/57.9/58.0/58.1/58.2/58.3/58.4/58.5/58.6/58.7/58.8/58.9/59.0/59.1/59.2/59.3/59.4/59.5/59.6/59.7/59.8/59.9/60.0/60.1/60.2/60.3/60.4/60.5/60.6/60.7/60.8/60.9/61.0/61.1/61.2/61.3/61.4/61.5/61.6/61.7/61.8/61.9/62.0/62.1/62.2/62.3/62.4/62.5/62.6/62.7/62.8/62.9/63.0/63.1/63.2/63.3/63.4/63.5/63.6/63.7/63.8/63.9/64.0/64.1/64.2/64.3/64.4/64.5/64.6/64.7/64.8/64.9/65.0/65.1/65.2/65.3/65.4/65.5/65.6/65.7/65.8/65.9/66.0/66.1/66.2/66.3/66.4/66.5/66.6/66.7/66.8/66.9/67.0/67.1/67.2/67.3/67.4/67.5/67.6/67.7/67.8/67.9/68.0/68.1/68.2/68.3/68.4/68.5/68.6/68.7/68.8/68.9/69.0/69.1/69.2/69.3/69.4/69.5/69.6/69.7/69.8/69.9/70.0/70.1/70.2/70.3/70.4/70.5/70.6/70.7/70.8/70.9/71.0/71.1/71.2/71.3/71.4/71.5/71.6/71.7/71.8/71.9/72.0/72.1/72.2/72.3/72.4/72.5/72.6/72.7/72.8/72.9/73.0/73.1/73.2/73.3/73.4/73.5/73.6/73.7/73.8/73.9/74.0/74.1/74.2/74.3/74.4/74.5/74.6/74.7/74.8/74.9/75.0/75.1/75.2/75.3/75.4/75.5/75.6/75.7/75.8/75.9/76.0/76.1/76.2/76.3/76.4/76.5/76.6/76.7/76.8/76.9/77.0/77.1/77.2/77.3/77.4/77.5/77.6/77.7/77.8/77.9/78.0/78.1/78.2/78.3/78.4/78.5/78.6/78.7/78.8/78.9/79.0/79.1/79.2/79.3/79.4/79.5/79.6/79.7/79.8/79.9/80.0/80.1/80.2/80.3/80.4/80.5/80.6/80.7/80.8/80.9/81.0/81.1/81.2/81.3/81.4/81.5/81.6/81.7/81.8/81.9/82.0/82.1/82.2/82.3/82.4/82.5/82.6/82.7/82.8/82.9/83.0/83.1/83.2/83.3/83.4/83.5/83.6/83.7/83.8/83.9/84.0/84.1/84.2/84.3/84.4/84.5/84.6/84.7/84.8/84.9/85.0/85.1/85.2/85.3/85.4/85.5/85.6/85.7/85.8/85.9/86.0/86.1/86.2/86.3/86.4/86.5/86.6/86.7/86.8/86.9/87.0/87.1/87.2/87.3/87.4/87.5/87.6/87.7/87.8/87.9/88.0/88.1/88.2/88.3/88.4/88.5/88.6/88.7/88.8/88.9/89.0/89.1/89.2/89.3/89.4/89.5/89.6/89.7/89.8/89.9/90.0/90.1/90.2/90.3/90.4/90.5/90.6/90.7/90.8/90.9/91.0/91.1/91.2/91.3/91.4/91.5/91.6/91.7/91.8/91.9/92.0/92.1/92.2/92.3/92.4/92.5/92.6/92.7/92.8/92.9/93.0/93.1/93.2/93.3/93.4/93.5/93.6/93.7/93.8/93.9/94.0/94.1/94.2/94.3/94.4/94.5/94.6/94.7/94.8/94.9/95.0/95.1/95.2/95.3/95.4/95.5/95.6/95.7/95.8/95.9/96.0/96.1/96.2/96.3/96.4/96.5/96.6/96.7/96.8/96.9/97.0/97.1/97.2/97.3/97.4/97.5/97.6/97.7/97.8/97.9/98.0/98.1/98.2/98.3/98.4/98.5/98.6/98.7/98.8/98.9/99.0/99.1/99.2/99.3/99.4/99.5/99.6/99.7/99.8/99.9/100.0/100.1/100.2/100.3/100.4/100.5/100.6/100.7/100.8/100.9/101.0/101.1/101.2/101.3/101.4/101.5/101.6/101.7/101.8/101.9/102.0/102.1/102.2/102.3/102.4/102.5/102.6/102.7/102.8/102.9/103.0/103.1/103.2/103.3/103.4/103.5/103.6/103.7/103.8/103.9/104.0/104.1/104.2/104.3/104.4/104.5/104.6/104.7/104.8/104.9/105.0/105.1/105.2/105.3/105.4/105.5/105.6/105.7/105.8/105.9/106.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189.4/189.5/189.6/189.7/189.8/189.9/190.0/190.1/190.2/190.3/190.4/190.5/190.6/190.7/190.8/190.9/191.0/191.1/191.2/191.3/191.4/191.5/191.6/191.7/191.8/191.9/192.0/192.1/192.2/192.3/192.4/192.5/192.6/192.7/192.8/192.9/193.0/193.1/193.2/193.3/193.4/193.5/193.6/193.7/193.8/193.9/194.0/194.1/194.2/194.3/194.4/194.5/194.6/194.7/194.8/194.9/195.0/195.1/195.2/195.3/195.4/195.5/195.6/195.7/195.8/195.9/196.0/196.1/196.2/196.3/196.4/196.5/196.6/196.7/196.8/196.9/197.0/197.1/197.2/197.3/197.4/197.5/197.6/197.7/197.8/197.9/198.0/198.1/198.2/198.3/198.4/198.5/198.6/198.7/198.8/198.9/199.0/199.1/199.2/199.3/199.4/199.5/199.6/199.7/199.8/199.9/200.0/200.1/200.2/200.3/200.4/200.5/200.6/200.7/200.8/200.9/201.0/201.1/201.2/201.3/201.4/201.5/201.6/201.7/201.8/201.9/202.0/202.1/202.2/202.3/202.4/202.5/202.6/202.7/202.8/202.9/203.0/203.1/203.2/203.3/203.4/203.5/203.6/203.7/203.8/203.9/204.0/204.1/204.2/2

Iveco appoints Emmet Wrafter as Light Business Line Director

Iveco has appointed Emmet Wrafter as Light Business Line Director, with responsibility for its multi-award-winning Daily light commercial range in the UK and Ireland.



Emmet Wrafter

Emmet, 39, grew up watching his father run a haulage company, before entering the automotive industry himself with dealer sales roles at Citroën in 2003, and Audi in 2004. A year later he set-up his own dealership, Wrafter Motors, which he ran successfully for six years before joining the Ford Motor Company's European commercial vehicle product marketing team in 2011.

During his five years at Ford, he took on roles including Direct Fleet Sales Manager, National Account Manager and Dealership Zone Manager. He left Ford in February

2016 to become Director of Tactical Sales & Stock at LeasePlan, before accepting the position with Iveco.

Emmet says: "After roles in retail, fleet and leasing, it's the perfect chance to bring all of my skills and experience together with a brand and a model range which offers significant growth potential. The UK is moving more freight on small to medium sized vans than ever before; the dynamic of the market is changing, and I don't believe there's another manufacturer as best placed to respond."

Looking ahead, he adds: "From the biggest 3.5 tonne panel van on the market, to the new 7.2 tonne chassis cab models – Iveco is developing the right products to meet customer needs. When you consider the opportunities for Daily Natural Power and Daily Electric as well, it's a really exciting time to be joining Iveco and CNH Industrial."

He will be based at Iveco's UK headquarters in Basildon and will report to Stuart Webster, Iveco UK & Ireland Business Director.

Prior to his first role in the automotive sector, he gained a Masters in Business Studies, Management & Organisational Systems from the Smurfit Business School at University College Dublin. He also completed two years PhD research in Commerce and Management Consultancy at the National University of Ireland, Galway.

Volvo CE to divest British dealership to SMT

Volvo Construction Equipment (Volvo CE) has announced that it is divesting its wholly owned British dealership to long-term distribution partner SMT.

The sale includes the distribution rights for Volvo-branded construction equipment machines, parts and aftersales in Great Britain, as well as Volvo Construction Equipment Great Britain's headquarters in Duxford, Cambridgeshire, its nationwide operations, most other assets and the transfer of all employees. The existing management structure will remain in place.

Commenting on the deal, Volvo CE president Martin Weissburg said: "Volvo CE's distribution in Great Britain is now in the hands of an independent and strategically aligned distribution partner, led by an experienced leadership team. This move supports the general transformation program that is improving the long-term competitiveness of Volvo CE.

"SMT is already an established Volvo Group distribution partner, distributing Volvo CE products and services in the Netherlands, Belgium and Luxembourg, as well as 18 African nations, including Algeria, Morocco and Nigeria."

Nick Allen, the MD for the British dealership, believes the acquisition will allow the dealership to become even more agile and enable them to continue to deliver industry leading customer service to its customers. "SMT really understands what it means to represent Volvo, so I am confident that we are in safe hands – we are excited at the prospect for developing the business further under our new owners," he said.

Double the number of pallet bays on curtainsider semi-trailers

It is now possible to double the number of pallet bays in all Kögel trailers from the Cargo and Mega product series with the double-level loading option.

This way, these tarpaulin trailers can be used to transport up to 66 Euro pallets or up to 67, with skilled loading. This allows forwarding companies to transport non-stackable goods on two levels, and make even more efficient and profitable use of their trailers.

This is made possible by the double level loading option. Using steel C-rails and telescopic aluminium load-securing beams, a second loading level with a maximum payload of up to ten tonnes can be built in no time.

The additional level provides space for 33 Euro pallets and thus doubles the number of pallet bays. The load-securing beams, made of aluminium, keep the tare weight of the trailer low while still enabling a high payload.

For transport assignments that do not require a second loading



level, the 24 load-securing beams can be stored in an optionally available storage bracket. In addition, the sliding roof with lifting roof function, which is optional on the Cargo version and standard on the Mega version,

facilitates loading and unloading.

As with all Kögel trailers with a sliding tarpaulin, the double level loading option requires no additional load-securing for a form-locked load, thanks to the DIN-EN-12642 Code XL certification.

LGV Drivers Vulnerable to Mental Health Issues, Warns RTITB

According to the Health and Safety Executive (HSE), 0.5 million workers were reported as suffering from work-related stress, depression or anxiety in 2015/16, including many within the transport and storage sectors.

The UK's largest Master Driver CPC Consortium RTITB is urging the industry to take action to help improve the mental health of LGV drivers.

A recent presentation from mental health charity, MIND, showed that 30% of self-reported work-related illness in the transport and logistics industry is due to stress, depression and anxiety. However, many more may be suffering.

Due to the stigma surrounding mental health, 95% of workers calling in sick due to stress give a different reason to their manager. Additionally, 22% of workers have been diagnosed with a mental health problem, but less than half have told their manager.

"Statistically, men are less likely to speak up about mental health problems, so suffering in silence is all too common in this male dominated transport industry," says Laura Nelson, Managing Director, RTITB. "Conditions such as stress and depression are likely

to worsen if left untreated, so it is important to encourage drivers and their managers to talk more openly about mental health."

"Mental health problems among workers are said to cost the UK between £70-£100 billion per year, so addressing this issue will not only be hugely beneficial to individual drivers and their employers, but could also positively impact the UK economy," continues Laura.

Stress related illnesses such as depression and/or anxiety, as well as other mental health issues, can often arise due to pressures in the workplace. LGV drivers are particularly vulnerable to mental health problems, with a standard working day usually including long hours of intense concentration, strict time constraints, demanding delivery targets and heavy traffic conditions.

Furthermore, mental health problems can be exacerbated by poor physical health, caused by a lack of exercise, unhealthy diet

and insufficient quality sleep, all of which are common amongst LGV drivers. Working alone as well as away from family, can also become a contributing factor to depression. However, mental health problems can arise from any number of factors outside of work which impact the driver's daily life.

A further contributor to mental health issues can be PTSD (Post Traumatic Stress Disorder). A large number of ex-military personnel working in the logistics industry may be privately struggling with this, as well as drivers who have witnessed or been involved in road accidents.

"One of the most effective ways to address mental health problems among LGV drivers, and a big step towards recovery, is to talk about them," says Laura. "There are more conversations about mental health happening, but with 1 in 4 people said to experience a mental health problem in any given year we all have a responsibility to do more to help tackle these issues."

The stigma surrounding mental health can make these conversations difficult, but the right training for drivers and their employers can help to overcome this. Training can also play a vital role in reducing the risk of developing mental health problems by teaching drivers and their managers how to spot the signs.

"It can be hard to make time for additional training, even for something as important as this," explains Laura. "However, employers can easily incorporate Mental Health training into the Driver CPC Periodic Training that their LGV drivers are already required to complete."

To help employers address this growing area of concern, RTITB has developed a Mental Health module within its Master Driver CPC module library. In addition to 'Factors Influencing Driving Behaviour' and 'The Effects of Stress on Driving', this module includes five helpful new sessions: 'Mental Health and the Workplace', 'Driving and Depression', 'PTSD', 'Driving and Anxiety', and 'Bullying in the Workplace'.

For a tailored Driver CPC training course which addresses mental health for drivers, visit www.rtitb.co.uk. More information about mental health at work is available at www.mind.org.uk/work.

GITI Expands Regional Mixed Service Portfolio

Giti Tire has expanded its regional mixed service portfolio with the launch of two new tyres for specific applications.

Available in 295/80R22.5 and 315/70R22.5, the Giti GAM837 all-position sizes have been specially selected for the growing number of on/off road OE bulk haulage delivery vehicles which later need aftermarket replacements.

The Giti GAM851 is a wide base steer and trailer design which provides exceptional performance in rough terrain applications, such as construction sites. Initially available in 385/65R22.5 with a load index of 160 (158), further sizes will be released throughout 2017 and 2018. It

supersedes the popular GT Radial GT876.

Both tyres feature a new advanced anti-cut and chip compound providing high resistance against tearing and casing damage on aggressive surfaces, with tread designs ensuring good self-cleaning properties. They are also three-peak mountain snowflake (3PMSF) certified, confirming their all-season performance credentials.

Deaths A Loss to Commercial Vehicle Industry



Patsy Kealy

The commercial vehicle industry is mourning the loss of two of its most prominent figures, both part of the Dublin based Harris Group, whose founder Pino Harris also passed away recently, as we report elsewhere in this issue.

The passing of Patsy Kealy on July 17 follows a long battle with cancer. He had dedicated his working life to the Harris Group.

A native of Swords outside Dublin, he was just a teenager when he joined the business. Taking a particular interest in the Hino range, he was instrumental in taking the brand to the Number One spot in the Irish construction industry, as well as making a big impact with the range in the UK.

One of his colleagues, John Lawless, also passed away recently after spending 29 years with the Harris Group. John was described as a rock and had an ability to sort out anything; nothing was a problem. "We have all heard of a true gentleman, well the book must have been written about John as he was truly one of life's real gentlemen."



John Lawless

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