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NOV-DEC 2017
COVER STORY

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COMMENT

Welcome to our special Transport & Logistics Awards issue, highlighting who won what and why on a memorable and record breaking night at the Waterfront in Belfast.



Over 700 participants and guests attended the gala evening, the biggest ever number in the awards ceremony's 16 year history and testimony to the fact that the annual showcase for the industry is without doubt the premier event of its kind on the island of Ireland.

Of course, it would not be possible without all those who entered the 20 different categories, all those who supported the night by their presence and especially all our loyal sponsors to whom we say a heartfelt 'thank you.' In this issue you will find a comprehensive 50-page review of the awards night in words and pictures.

Also in this issue, we report on how NIBC has partnered with Young Enterprise NI to help encourage more women in Northern Ireland to join the haulage profession. Currently only eight per cent of workers within the haulage industry are women, so this initiative has to be warmly welcomed.

And talking of which, a big congratulations to Pamela Dennison from specialist furniture logistics company, W.S. Dennison Ltd; she has recently taken on the role of National Regional Officer for the Chartered Institute of Logistics and Transport in Northern Ireland and she aims to raise the profile of the industry, both generally and specifically to young people and, of course, women.

This month we have been test driving the new Scania S500, and we have also been discovering more about the latest innovations from DAF and how they have impacted in a very positive way on the manufacturer's latest line-up.

A lot has been happening in the world of vans, with LDV, Mercedes-Benz and MAN featuring prominently in our Van Ireland section – and there is lots, too, to report on from the shipping sector, not least P&O Ferries who have seen the highest number of lorries and trailers travelling on its ferries between Larne and Cairnryan in the third quarter of the year than it has in any Q3 since 2011, indicative of how the freight industry in general continues to thrive.

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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RiverRidge Welcomes Specially Designed Food Waste Vehicles to Fleet

RiverRidge has introduced two new food waste vehicles to its fleet of 95 vehicles. The recent investment helps to highlight RiverRidge's continued pledge to the ever-increasing demand for food waste recycling.

In April of this year, in an attempt to regulate the amount of food waste sent to landfill by businesses every week, the Northern Ireland Environment Agency set out further food waste legislation. The outcome has meant any business producing more than 5kgs of food leftovers now must dispose of it in a separate bin for collection.

Tony Kirkpatrick, Transport & Logistics Director of RiverRidge, comments: "As regulations continue to intensify, the vehicle model choice was critical. In order to help evolve RiverRidge's current food waste collection strategy, we have purchased two new MacPac 110S vehicles, which are specifically designed for the collection of food waste and will be operated by our experienced crew.

"As more businesses realise the commercial benefits of diverting



RiverRidge introduces two new food waste vehicles to its fleet as part of its continued pledge to the ever-increasing demand for food waste recycling. Pictured is Tony Kirkpatrick, Transport & Logistics Director of RiverRidge, alongside one of the new vehicles.

food waste from landfill in terms of reduced waste costs, it was imperative for us to select a vehicle model that had a sufficient capacity to contain the amount of food waste that is now collected on a daily basis by RiverRidge."

Now based across four sites in Belfast, Coleraine, Derry-

Londonderry and Portadown, RiverRidge has the ability to service 95% of Northern Ireland's postcodes directly, allowing RiverRidge to become an essential part of a business' waste management strategy.

"The MacPac 110S have a proven record for reliability and are a

welcomed addition to our fleet. These new specialised food waste collection vehicles will play an integral part in RiverRidge's landfill diversion strategy. It is our responsibility to help our customers meet legislation by offering a cost-effective and efficient food waste management service, the new additions to our fleet will help guarantee this service.

"The MacPac food waste vehicles have an on-board weighing system, which allows our operators to know exactly what each bin weighs and also the total weight in the vehicle."

With over 3,000 customers, ranging from corner retail units to large multinationals, RiverRidge has ensured the organisations it deals with receive a bespoke service. RiverRidge has led the way in developing best practice waste management methodologies for all types of organisations.

Volvo Trucks: "Liquefied Gas Is The Best Available Climate Alternative"

By replacing diesel with liquefied natural gas or biogas, CO2 emissions from heavy trucks can be drastically reduced.

Liquefied Natural Gas (LNG) is today used primarily in industrial operations, but it has excellent prerequisites for being a competitive vehicle fuel with considerable environmental benefits. This is the opinion of Volvo Trucks, which is now intensifying its development of gas-powered trucks for heavy regional and long-haul operations.

Reducing climate-impacting emissions from heavy commercial traffic is a challenge that engages politicians and transport purchasers, haulage companies and vehicle manufacturers. In May the

EU presented a regulation demanding declaration of CO2 figures from heavy vehicles as of 2019, with the aim of reducing CO2 emissions.

"Many of our customers and their customers already work hard to reduce their environmental footprint. This regulation will drive the development of lower emissions, where we see a clear possibility for increasing LNG market shares as a vital part of the solution. Our vision is that trucks from Volvo will eventually have zero emissions, although the way of achieving that is not by one single

solution but rather through several solutions in parallel," says Lars Mårtensson, Director Environment and Innovation at Volvo Trucks.

Natural gas is a fossil fuel, but it can produce 20 per cent lower CO2 emissions than diesel. If biogas is used instead, the climate impact can be cut by up to 100 per cent.

By using methane in liquid form, it is possible to carry larger quantities of fuel and thus ensure the necessary operating range for long-haul assignments. Both natural gas and biogas consist largely of methane, which is a potent greenhouse gas. This makes it particularly important to minimise the risk of gas leakage during transport, refuelling and operation of the vehicle.

"All told, this makes liquefied gas the best widely available climate alternative on the market for long and heavy transports," adds Lars Mårtensson.

Briggs Equipment acquires Irish Lift Trucks

As part of the company's 5 year growth strategy, Briggs Equipment has acquired Irish Lift Trucks (ILT) part of the OHM Group in the Republic of Ireland.

Based in Dublin, ILT is a long established dealer of the Hyster range of materials handling equipment serving the Republic of Ireland. This acquisition represents a very exciting opportunity for both Briggs Equipment and ILT to build on the experience and customer base that ILT possesses. Being part of a larger Hyster

dealer will allow ILT to grow and expand its offering more quickly than on a standalone basis.

"There is clear synergy between our two companies, beyond a strong reputation allied to the Hyster brand, and applying our scale to ILT's marketplace makes good commercial sense. Applying our proven integrated proposition

of short and long term rental equipment, asset financing, contract hire, asset management and engineering services to an already solid base can only mean great things for customers, existing and new. "We have demonstrated how successful we can be across a large territory, providing nationwide coverage and engineering support.

This announcement opens up a wider potential for commercial and industrial businesses across Ireland to achieve their objectives through improved efficiency, greater productivity and the flexibility to adjust their contract-hire assets in response to the changing needs of their operation.

"This move also allows us to maintain a presence in the EU at a time when the subject of European economic co-operation is going through a period of transition."

MTS Logistics' Steve Rountree Takes Renault Trucks UK Optifuel Challenge Crown

In a closely-fought competition, Renault Trucks brought together the UK's top seven eco-drivers at the 2017 Optifuel Challenge National Final recently to discover the country's most fuel efficient driver.

Winner, Steve Rountree of MTS Logistics, who achieved the best fuel consumption without sacrificing commercial speed, received £1,000 to spend in the Renault Trucks Reward Store, and will now go on to represent the UK at the Optifuel Challenge Grand Final in Madrid, 17th-19th October 2017 with the chance to win a truck for his company.

Runners-up Martin Elwick of Clugston Group in second place and Matthew Worden from Matthew Kibble in third, also notched up first class performances and received £500 and £250 of Renault Trucks Reward Store vouchers respectively.

The Optifuel Challenge gives participants the chance to compete behind the wheel of a Range T480 Optifuel truck, boasting the latest efficiency innovations. Equipped with aerodynamic features such as roof deflectors, side deflectors, side fairings and fairing extension, its 13-litre Euro-6 Step C engines with common rail injection systems are equipped with power mode override, eco-cruise control with Optiroll (a controlled free-wheeling mode), a disengageable air compressor, a variable-flow steering pump and automatic engine stop feature. This newest generation of trucks also features the Optimision



Seven of the UK's top eco-drivers competed in Renault Trucks' 2017 Optifuel Challenge National Final held in Warwick.

predictive speed regulator, which uses a GPS connection to adapt gear shifting, acceleration and speed according to route topography.

The Grand Final will see Steve Rountree take on winners from across 30 participating

countries at an all-expenses paid event, where the overall champion will be presented with a Range T480 Optifuel truck for their company and their choice of vouchers to the value of €6,000 (£5,550) for themselves.



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INNOVATIONS KEEPING DAF IN POLE POSITION

DAF Trucks is introducing a large number of innovations to its new LF series aimed at reinforcing the truck's industry leading position in the 7.5 to 19-tonne class, as Export & Freight's Garfield Harrison has been learning on a recent trip to sunny Barcelona in Spain.

The 'Ride & Drive' event saw DAF put at our disposal a number of its latest trucks, enabling us to get up close and personal with them, including a new LF 150 FA 4x4 and a new CF 480 FAD 8x4.

One of the major innovations introduced into the LF is the new 3.8-litre PACCAR PX-4 engine which is available for the 7.5-tonne version in two power ratings: 115 kW/156 hp and 127 kW/172 hp with maximum torque of 500 and 600 Nm respectively between 1,200 and 2,000 rpm. The new engine is specifically for its LF City for light, urban distribution applications.

For higher outputs, the 4.5-litre PACCAR PX-5 (135 kW/184 hp to 157 kW/213 hp) and the 6.7-litre PACCAR PX-7 (172 kW/234 hp to 239 kW/325 hp) engines are available. These engines were enhanced at the end of 2016 with new software and optimised heat and air management.

DAF offers a selection of manual and automated 5, 6, 9 and 12-speed transmissions in the new LF series. In addition, fully automatic gearboxes are available and now the Allison automatic transmission can also be selected on the most powerful versions of the PX-7.

The fact that DAF's new LF can be configured for any individual use is also attested by the wide range of wheelbases with lengths of

up to 6.90 metres. This allows body lengths of more than 9 metres for maximum load capacity. Moreover, the long wheelbase enables fuel tank volumes of up to 1,240 litres. This is a unique LF capability. It gives the LF an even longer operating range, optimises vehicle availability and enables the driver to refuel where fuel prices are at their lowest.

DAF is also introducing innovations to enhance the new LF's bodybuilder-friendliness. These include the new 'Body Attachment Modules', which facilitate the easy attachment of bodywork or equipment. In addition, there are now available specific preparations for the attachment of a box body with tail-lift, a tanker with sub-frame or a tipper.

Enhanced Visibility

Another addition for the new LF is the optional passenger door lower window to optimise passenger side visibility in urban environments. Thanks to the new lower window, the driver can easily see cyclists and pedestrians alongside the cab.

The new LF interior features updated, warm and tasteful colours that accent the quality environment designed to make every driver feel at home. The driver information panel (DIP) has also been redesigned. Changes to graphics make messages clearer and

the dials feature a contemporary font style that gives the instruments a fresh look.

DAF is also offering DAF Connect on the new LF. This innovative fleet management system gives the transport operator real-time insight into the performance of vehicles and drivers. Information about vehicle location, fuel consumption, mileage, vehicle utilisation and engine idling is presented clearly in an online dashboard, which can be customised to suit individual operator requirements.

Detailed fuel reports can be easily generated and DAF Connect facilitates comparisons of current and recent data of vehicles and drivers. The 'Live Fleet' feature provides the fleet manager a programmable array of useful information about the location of the vehicles, routes and driving time which help to optimise fleet planning and utilisation.

DAF Connect optimises vehicle availability, reduces operational costs and increases logistical efficiency. Furthermore, DAF Connect enables the transport operator to better schedule maintenance and repairs by taking advantage of customised advice, generated by DAF Connect.

Safety Features

The new LF (from 8 tonnes GVW and with rear air suspension) comes standard





with Advanced Emergency Braking System (AEBS), Forward Collision Warning (FCW), Adaptive Cruise Control (ACC) and Lane Departure Warning System (LDWS).

AEBS and FCW prevent collisions in an emergency situation by automatically applying the brakes if necessary.

ACC automatically adjusts the speed of the truck to match the speed of the vehicle it is following and, as a result, a safe distance is maintained between the two vehicles. This enables cruise control to be used as much as possible, which provides a fuel economy benefit. LDWS works with a camera mounted on the windscreen and if the truck unintentionally strays from its lane, the driver is given an audible warning.

CF Range Completed

Meanwhile, the new CF and new XF range is complete. DAF Trucks has added 11 tractor and rigid axle configurations to its new line up; eight 2, 3 and 4 axle rigids and three 3 and 4 axle tractors. The new trucks are up to 7%

more fuel-efficient, are at least 100 kg lighter which enhances payloads, have integrated body builder modules to shorten body building time and provide best in class jobsite performance.

The new rigid chassis benefits from the ultra-compact EAS of the new CF and XF. The EAS can now be fitted in its entirety (i.e. as one single unit) between the first and second front axles (in the 8x4 FAD). This makes it possible to use the free space for the addition of crane legs, toolboxes or extra (fuel) tanks and results in increased frame layout options and extra payload, thanks to its 50 kg lower weight

One of the most important innovations within the new CF and XF program is the new trailing axle for both tractors and rigids that facilitates maximum manoeuvrability.

The new trailing axle incorporates a newly developed EHS (Electric Hydraulic Steering) system which is 30 kg lighter, resulting in extra payload.

The steering is very precise because the EHS continuously calculates the optimal steering angle for the rear axle wheels on the basis of speed and wheelbase. The resulting benefits are most noticeable when driving through urban areas and manoeuvring the truck. The minimising of friction losses and the fact that the steering pump is only activated while steering results in an additional 1% reduction in fuel consumption.

At speeds of over 40 km/h, the axle locks itself in the straight forward position and guarantees maximum vehicle stability and supports excellent fuel efficiency. In addition, the trailing axle steering system contains significantly fewer components, which supports first class robustness and reliability.



Irish exporters feeling pressure of long term Brexit uncertainty

The Irish Exporters Association (IEA) has released results of its most recent survey, the 'IEA Export Eye,' conducted with members regarding Irish exporters' sentiments on critical issues that have both direct and indirect impacts on business.

The areas members were surveyed on include 'Brexit' and its impact on business; entrepreneurship and the current Irish business environment; cost competitiveness; diversification of export markets; and the skills shortage in Ireland.

The IEA collated these findings to supplement its Pre-Budget Submission 2018 which was issued to the Department of Finance recently detailing key recommendations ahead of this year's Budget.

Simon McKeever, Chief Executive of the Irish Exporters Association commented: "The IEA regularly survey our members so that we can effectively lobby Government for the key supports that Irish exporters need to operate

in a business friendly, competitive landscape.

"Our key recommendations to Government for Budget 2018 included: state aid to provide subvention/compensation for companies overly exposed to sterling fluctuations; significant and strategic investment in Irish regional infrastructure including road networks and broadband connectivity to retain and grow investment, jobs and population regionally; more and faster direct services to continental Europe; restructuring the National Training Fund to increase training opportunities for those in employment and increasing awareness of apprenticeships in Ireland; more resources in high-growth markets and rapidly developing markets that support international

trade; and increasing the cap of the Earned Income Tax credit and the ceiling of Capital Gains Tax to compete with the UK.

"It is critical for the Government to recognise how vital Irish exporters are to our nation's economic growth and use this year's budget to maximise the opportunities that arise from an increase in global demand.

"We are now one year on from the UK voting to leave the EU and the prognosis for the Irish export industry shows that the impact will be severe. Our latest survey results are showing exporters are over-reliant on trade with the UK and some members are reporting their exports to the UK are decreasing. The extended period of uncertainty and the impact that this is having on sterling is hitting them hard.

"Only 3% of IEA members surveyed feel that the Irish taxation system is supportive of the self-employed and poor regional infrastructure in roads and broadband is affecting businesses around the country. Investments need to be made strategically to maintain long-term growth and sustainability and in particular to help industry deal with Brexit. This will not only encourage and grow indigenous Irish business but grow investment and pragmatically encourage FDI throughout the country."

A&T Transport awarded GDP Passport accreditation

Life Sciences International, a division of the Irish Exporters Association (IEA), has awarded A&T Transport with the Good Distribution Practice (GDP) Passport.

The award was presented by Fiona Luciani, Training Division Manager at the IEA to A&T Transport at their head office in Swords, Co. Dublin.

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.

Commented Andrew Bruton, Director, A&T Transport: "A&T Transport are delighted to be awarded our GDP Passport for medical and Pharma industries, we feel it confirms our commitment to reach the highest standards

within the transport industry.

"We are hopeful this will complement our modern 12,000sq feet warehouse facility and modern fleet of trucks and specialised trailers. We are confident we can offer new and existing customers a complete service that can meet their transport and warehousing needs."

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.

McCaffrey Transport turns to MAN for new fleet addition

MAN Truck & Bus UK is supplying McCaffrey Transport with a new TGX 26.500 6x2/2 tractor unit with XXL cab as it looks to decrease fleet downtime.

The freight transport company, based in Dungannon, Co Tyrone, has turned to MAN to supply the new vehicle as they were looking for a sturdy and reliable product and MAN ticked both those boxes.

The tractor unit is the company's first new MAN after previously taking two MAN TopUsed vehicles.

Owen McCaffrey, operations manager, said: "The vehicle will be put to use across the UK and Ireland, but will also have a

few European trips per month, anywhere from Sweden to Spain and in between.

"This MAN TGX is earmarked for European work, so the Euro 6C engine ensures increased reliability and decreased downtime.

"We have taken a full Gold Repair and Maintenance contract out. Our local dealer (RK Trucks) is in close proximity to our yard, which is a bonus for dropping and collecting trucks. They offer great flexibility when booking Periodic Maintenance Inspections, which is vital when such a small window of opportunity is available.

"The appearance of this vehicle is second-to-none and, after a week or so of driving it, our drivers are hooked and love driving MANs."

MAN sales executive Mark Lennox said: "It has been great to hand over McCaffrey's first



new MAN TGX; I am sure this truck will deliver efficiency and economy to the company.

"The competitive deal, Repair and Maintenance contract and warranty helped seal the deal with the company and we hope to be able to do business with them again in the near future.

"We are confident that the performance of the TGX over the coming years will continue to speak for itself."



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Tyre Regulations keeping commercial vehicles safe

The world's first motorised commercial vehicle hit London's roads in 1896 with a top speed of seven miles per hour and a payload capacity of 1500 kilograms - similar to that of today's smaller vans. As vehicles have become larger in size and weight, new regulations have been introduced to keep our roads safe.



Here, **Richard Moore**, head of technical at tyre pressure monitoring specialist, TyrePal discusses the regulations that are in place for today's commercial vehicle tyres.

The only contact a vehicle has with the road is through its tyres. Because of this, drivers and vehicle owners must pay close attention to the condition of their tyres.

The Driver and Vehicle Standards Agency (DVSA) pays especially close attention to the tyres of commercial vehicles, which must be able to cope with their payload. To help manage the safety of the UK's commercial vehicles, the DVSA has implemented several regulations that must be followed not only by commercial vehicle drivers, but any road user.

TyrePal supplies a tyre pressure monitoring system (TPMS) that warns drivers when the tyre pressure requires adjustment. This is particularly important for commercial vehicles because tyre pressures impact their ability to cope with the payload. There is also a TPMS that can monitor up to 22 wheels, making it ideal for HGVs.

Tread depth

The tread depth of tyres must be monitored carefully because it determines the amount of grip the vehicle has with the road surface. Drivers of commercial vehicles must be aware that good grip is required for braking and that increasing

the payload increases the stopping distance.

Vans and light commercial vehicles must have a minimum tyre tread depth of 1.6 millimetres across the central three quarters of the tyre and around the entire circumference. It is important to consider the expected mileage of a journey, and whether the tread depth is likely to remain within legal limits throughout.

OCRS

The Operator compliance risk score (OCRS) is used to identify the vehicles posing the highest risk to other road users. Data is collected over a three-year period and points are issued to vehicles for a variety of safety defects, including unsafe tyre pressures and tread depths.

Vehicles with more points are more likely to be pulled over and inspected by DVSA or police officers on the roadside. Unlike other regulations, this score has a direct impact on the operator, rather than the driver. It is important for fleet managers to carefully consider the roadworthiness of their vehicles, else they risk being penalised.

PG9s

PG9s are roadworthiness prohibitions issued to vehicles that pose a danger to other road users. The effect of the prohibition depends on the severity of the defect.

If the vehicle's tyre pressure is dangerously low, or the tread is below the legal limit, prohibition is immediate. This means the vehicle cannot be driven on public roads and the driver may face prosecution.

Driving abroad

Before driving a commercial vehicle abroad, drivers and fleet managers must check the regulations for that country. In most countries, the minimum tread depth allowed is 1.6 millimetres.

Regulations are likely to be more rigorous in countries that have harsh winters, such as Sweden, Norway, Finland and Germany. In these countries, it is compulsory for all vehicles to have winter tyres fitted when there is snow and ice on the roads.

Winter tyres can be identified by a snowflake symbol on the side wall. Some countries may also require snow chains to be fitted in snowy and icy conditions.

As the number of commercial vehicles on our roads has soared since 1896, several regulations have been put in place to ensure the highest possible degree of safety to road users. Both drivers and fleet managers must be aware of the regulations to ensure their vehicles comply and avoid costly fines or even prosecution.

Cycle Ride Raises More Than £100,000 For Transaid

A team of 58 cyclists from across the transport and logistics industry have completed a 240-mile London to Paris cycle ride to raise vital funds for international development organisation Transaid.

The group had already raised more than £100,000 when they set off from London on 22 September, and this figure is expected to grow once all sponsorship money is collected.

Fundraising from the event will go towards supporting Transaid's projects to transform lives in sub-Saharan Africa through safe, available, and sustainable transport.

The European cycle challenge, which is in its fifth year, saw the group face hilly terrain, balanced with sections through picturesque and quaint villages in northern France, to cross the finish line at the Eiffel Tower on 24 September. Alan Hunt, Managing Director of



Schmitz Cargobull UK and Ireland, which has just become the first trailer manufacturer to sign up as a Transaid corporate member, says: "We all worked tirelessly to prepare

for this event and so being able to finish at one of the world's greatest landmarks was a fantastic way to round off the trip, and my first challenge in support of Transaid."

The 58 riders who took part in the challenge represented an impressive 31 firms from across the industry, including Adstock Bulk Solutions, Alpine Travel, Backhouse Jones Solicitors, Bullet Express, Coca Cola, Collect +, Davies & Robson, Dawson Group, Delin Capital, DHL Supply Chain, Ecodrivre Transmissions, Fagan & Whalley, Fuel Learning, Griffiths & Armour, Hammonds Coaches, Hearn's Coaches, H.Luckett & Co, Hoyer Petrolog, Institute of Couriers, Irizar UK, Metroline, Pulhams Coaches, Rockpools, Schmitz Cargobull, SEC Storage, Stanley Travel, TRS Tyres, uTrack, XPO Logistics, XPO Transport and WH Malcolm.

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Fleet managers can become superheroes with multi-faceted support

Keeping one hard-working vehicle on the road and operating efficiently is challenge enough, but when it comes to running a large fleet, superhuman effort is required by all concerned. Fleet managers can drive efficiency into their procedures by using suppliers that offer a wide portfolio of products, backed up with experience, expertise and excellent customer service.

Companies only get to operate large fleets of vehicles if they are successful, that is to say if they are committed to their markets and customers and put in every effort to build a reputation for trust and excellence. To do this it is essential that the fleet managers drive efficiency into all their operations – strategic, day-to-day and emergency response. They must also have unwavering support and expert advice from loyal and capable suppliers.

Typically, a large fleet will be based on modern vehicles, each run to a life-plan based on its expected mileage and actual distance driven, to help ensure operational reliability. Most trucks are worked hard, clocking up long miles in demanding conditions, so the equipment fitted to them has to be robust and reliable. Innovations that help improve efficiency are appreciated, and they must be backed with excellent service, both technical and commercial. Thus fleet managers must identify appropriate equipment and build strong relations with suppliers.

However, there is a possibility that this can lead to a large number of individual suppliers, which would create a considerable workload in terms of managing each relationship. One way for fleet operators to bring efficiency to supply management is to use suppliers with wide-ranging product portfolios that can satisfy many equipment needs.

As a national and international organisation, JOST can supply all the equipment needed on the underside of trailers as a 'one stop shop', plus related high-level advice, service and support.

Founded over 65 years ago, JOST has built up a worldwide manufacturing infrastructure and has created a comprehensive product range by both developing products in-house and by strategic acquisitions of other companies to gain complementary equipment ranges.

Further by focussing on quality, of both product and service, JOST aims to set standards that others aspire to. To maintain this level of quality JOST has created a centre of excellence at its UK head quarters in Bolton, Lancashire, which is constantly looking for ways to further improve efficiency, service and performance.



Fleet managers can drive efficiency into their procedures by using suppliers that offer a wide portfolio of products, backed up with experience, expertise and excellent customer service.

One of its well-proven innovations, for example, is the on-line technical centre, where users can access a wide range of documents relating to Edbro cylinders and parts including operator manuals, product specifications, service information, spare parts info, drawings and serial numbers. This can be accessed from anywhere at any time to aid with diagnostics and decision making.

From top to bottom JOST has industry leading solutions and can meet the needs of the most demanding fleet operators. Its core products range from telescopic landing legs through kingpins, fifth wheels, sliders, ball bearing turntables and slewing rings, all of which can be fitted with associated sensors and lubrication systems. For intermodal transport operations JOST can supply container locks, twist locks, bolsters, lifting frames for body swaps and airbag lifting devices. JOST is always keen to promote its spare wheel holders and its comprehensive range of other equipment.

Product Range

The JOST product range is organised into four brands: The JOST brand includes fifth wheel

couplings, telescopic landing legs, ball bearing turntables, kingpins, container locks and components for intermodal systems; ROCKINGER produces towing hitches and drawbars for both road and agricultural vehicles; TRIDEC is well known around the world for its mechanical and hydraulic steering systems and pneumatic and hydraulic suspension; and EDBRO is the leading manufacturer of lightweight, reliable tipping gear.

Importantly JOST is now also home to JOST Axle Systems, engineered by Mercedes Benz. This was formerly DCA (Daimler Chrysler Axles) and builds complete modular axle systems which, from a small number of standard components, an almost infinite number of axle designs can be configured to meet the exact needs of each vehicle. Coupled with a legendary reputation for unsurpassed quality, this system ensures reliability, performance and low lifecycle costs.

"Our wide product range means fleet managers can meet many of their needs through a single supply line," explains Jannine Burt, Regional Fleet Manager for JOST UK. "Many of the JOST products can be offered with optional extras or innovations that enhance their performance."

Giti Trailer Tyre Extends Portfolio

Giti Tire has added key 19.5" and 22.5" sizes to its Giti GTL919 trailer tyre for long and regional haulage, bringing the portfolio up to eight dimensions.

Sizes 245/70R19.5, 265/70R19.5 and 385/65R22.5 have been added to the existing line-up of 245/70R17.5, 215/75R17.5, 235/70R17.5, 285/70R19.5 and 385/55R22.5. Loads indices span from 135/133 to 164(158).

Features include a new casing construction and pattern, extra wide shoulder rib and optimum tread depth for improved wear-out rate and high mileage performance and additional upper sidewall protection to safeguard against curbing damage.

All sizes are M&S marked to indicate superior all-season traction and braking properties.





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ROAD TRUCKS CUSTOMERS AND STAFF ATTEND XT-TRUCK RANGE LAUNCH IN SWEDEN

Recently a delegation from Road Trucks Limited attended the launch of Scania's XT truck range at the factory in Sweden.

A total of twenty-four people travelled to Sodertalje, including seventeen customers who were extremely impressed with what they saw. This range of trucks is the result of Scania's heritage, timeless engineering and extensive field testing. XT is powered by the widest range on the market, available on Scania's entire cab range and engine programme with endless configurations available to be tailored to suit customers' tough needs. We look forward to seeing these trucks entering our market-place in the very near future.

Road Trucks Ltd

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YOUR PERFECT PARTNER... YOU CAN RELY ON US



It's a Knock Out for Derry Refrigerated Transport

DRT have named three time Olympic boxer Paddy Barnes as their new Brand Ambassador.



Paddy Barnes and Patrick Derry.

Managing Director, Patrick Derry, has had a keen interest in boxing from a young age, so when the opportunity arose to join forces with Paddy Barnes & Experience Epic Ltd, he knew the time was right to bring his love for boxing and haulage together.

"With further investment plans for 2018 and a new purpose built site due to open in 2019 I feel that connecting with Paddy now is a great step for us. Having our brand on BT Sport for Paddy's fight in November is an opportunity not to be missed.

"Paddy took time to talk to some of our 180 staff and had a look around our award-winning fleet; he's a great local guy to have as our ambassador. We would like to wish Paddy all the best in his upcoming training camp and believe Saturday 18th November will bring win number 5 in the pro game for our new Brand Ambassador," commented Patrick.

Derry Refrigerated Transport operates an independent distribution service throughout the Island of Ireland, delivering from one pallet to a unit load of ambient, fresh or frozen product to any county in Ireland within 24 hours.

The company has invested heavily in recent years in innovative trailers and software solutions which provides customers a chill chain. It offers traceability from point of collection, on site at the warehouse and on the road to delivery point. Vehicle tracking with NIBC & Scania and temperature tracking with Thermo King gives customers additional confidence as does the company's BRC Certification for Storage & Distribution.

As you can read elsewhere in this issue, Derry Refrigerated Transport also won the "Fleet of the Year" at the prestigious Export & Freight Awards recently held in the Waterfront in Belfast.

Thermo King's Professor Kool On Video

Thermo King has launched a series of educational best practice videos to help its customers stay on top of technological innovations and improve their business processes.

In the video series, Thermo King's Best Practice mascot, Professor Kool, offers comprehensive knowledge in a compact format to help Thermo King customers to get a better understanding of refrigeration fundamentals and optimise their operations.

"The science of refrigerated transportation is advancing. Exploring and employing present and emerging technologies is key to navigating these

times," said Erika Smets, marketing communications leader at Thermo King.

"Our goal at Thermo King is to have true partnerships with fleet operators and drivers by understanding their needs and offering them solutions to improve their business processes, increase efficiency and achieve operational savings. The expansion of the Professor Kool series of educational videos is part of this mission."

Among other, the video series covers expert knowledge on maintaining a good airflow, temperature settings, the basics of loading and unloading, and preventive maintenance.

To find out more about the Professor Kool Best Practice Videos, visit <http://europe.thermoking.com/best-practices/> or the Thermo King YouTube channel at <https://www.youtube.com/user/ThermoKingEurope>



FairFuelUK launches a Crowd Justice Funding Campaign

FairFuelUK has launched a Crowd Justice Funding Campaign to raise funds for a two-part legal challenge to convince the Mayor of London to reverse the implementation of his 'cash grabbing' T-Charge on owners of older diesel and petrol vehicles.

They also want to get the Prime Minister and Defra to set up an Independent Public Inquiry to fairly investigate other more effective ways to improve Air Quality in all our UK Cities instead of tax hikes.

FairFuelUK believes, as do millions of drivers, Sadiq Khan's decision to implement T-Charge was unlawful and unfair. It is advised that the Mayor has acted outside the scope of his lawful powers and because of these reasons, the decision was irrational.

"Sadiq Khan also appears to have ignored

his power to hold a full independent Public Inquiry on this issue before making his tax raising decision. FairFuelUK calls for a full and independent Public Inquiry into all aspects of policies past, present and future, to improve air quality fairly in London and all cities across the UK."

Legal Process

FairFuelUK has appointed the Law Firm, Howe & Co to represent the campaign's legal challenge. A judicial review will be called for, but it is recognised that the 90-day deadline to initiate this process has passed.

Barristers have advised FairFuelUK as follows:

"There are strong arguments in favour of the Court taking an exceptional course and agreeing to extend time in this case. There are three factors in particular. Firstly, the huge public importance of the case, and the unfairness involved in a charging system that will inevitably penalise the poorer motorists in society. Secondly, the legal opinion's preliminary view regarding the strength of your prospective claim. Thirdly, the fact that the new charging system is not yet in place."

Quentin Willson, TV Broadcaster, Motoring Journalist and Lead Spokesman of FairFuelUK said: "London's Mayor, Sadiq Kahn, is pursuing his own heroic agenda to introduce a new Toxic Tax, Low Emission Zones and vehicle bans based on flawed health and emissions data. Even Transport for London says these initiatives will have a 'negligible' benefit on the city's air quality. Kahn's personal crusade is just another example of liberal-leaning politicians and ministers ignoring empirical evidence and scoring political points to the detriment of millions of hard-working drivers who have no other choice."

NIBC calls for Women to Consider the Haulage Profession

NIBC has partnered with Young Enterprise NI to help encourage more women in Northern Ireland to join the haulage profession. During a number of visits to primary and post-primary schools throughout the country, NIBC and Young Enterprise NI will address misperceptions and spread the word about the work of women in the sector.

According to recent reports, nearly 1.5m people work in transport and logistics in the UK, but less than a quarter of these employees are female and only one per cent are HGV drivers which proves the severe need for diversity within this sector.

Jemma Dougherty, Marketing Manager of NIBC, speaking on a visit to Ashfield Girls' High School commented: "It is common knowledge that there is an incredible shortage of women in the Transport Industry, however there is also not enough awareness around the contribution of woman within the industry, it very often goes unseen.

"Only eight per cent of workers within the haulage industry are women, there is clearly a large part of the population that is not



L-R; Erin Clark of Ashfield Girls' High School, Jemma Dougherty of NIBC and Barbara Edgar of Young Enterprise NI.

being targeted. NIBC, together with Young Enterprise, are meeting students to discuss all aspects of the sector, including career

opportunities. Through a better understanding of the many roles of women within this industry, it is our hope more will consider

the haulage industry as a career. "We should relish diversity. The industry will only be able to attract the right talent and overcome its perception issues by better promoting the scope of opportunities available to women. We are committed to inspiring females from a young age, so come on girls, what are you waiting for?" NIBC specialises in helping transport companies across the UK, Ireland & Holland to run their fleets more efficiently and profitably through the use of tailored telematic products, including live vehicle cameras, fuel management software and tachograph analysys. Founded in 2004, NIBC is now based across two offices in Antrim and Liverpool and it continues to offer highly innovative solutions to some of Europe's leading transport companies. Barbara Edgar, Training Officer at Young Enterprise NI, added: "Young Enterprise is very grateful to NIBC for bringing new opportunities to the awareness of the next generation. We need to inspire women to choose a career in transport and NIBC has certainly transformed attitudes and helped young people open their eyes to a career they may not have considered previously."

Award Winning Year for McCulla Ireland

Specialist refrigerated transport and logistics company, McCulla Ireland Ltd, has been recognised both locally and at UK and all-Ireland industry events during the 2017 awards season. Between May and September, the family-run, Lisburn-based business was a finalist for 17 separate awards, eight of which the Company went on to win.

Of the eight awards, achieved at six different events, three recognised McCulla Ireland for its environmental commitment, three for its achievements in the Company's specialist sector, and one was for innovation excellence. The final honour was being named as Northern Ireland's best mid-size family business of the year.

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Also shortlisted for: Export & Freight Transport & Logistics Awards - Trailer Fleet of the Year, Top Fleet of the Year, Top Training Operator of the Year, Chilled Operator of the Year & Logistics & Warehousing Specialist of the Year; Fleet Transport Awards - International Haulier of the Year & Excellence in Warehousing & Product Handling; Irish News Workplace & Employment Awards - Entrepreneurial Spirit; and SHD Logistics Awards - SME Operations

XT



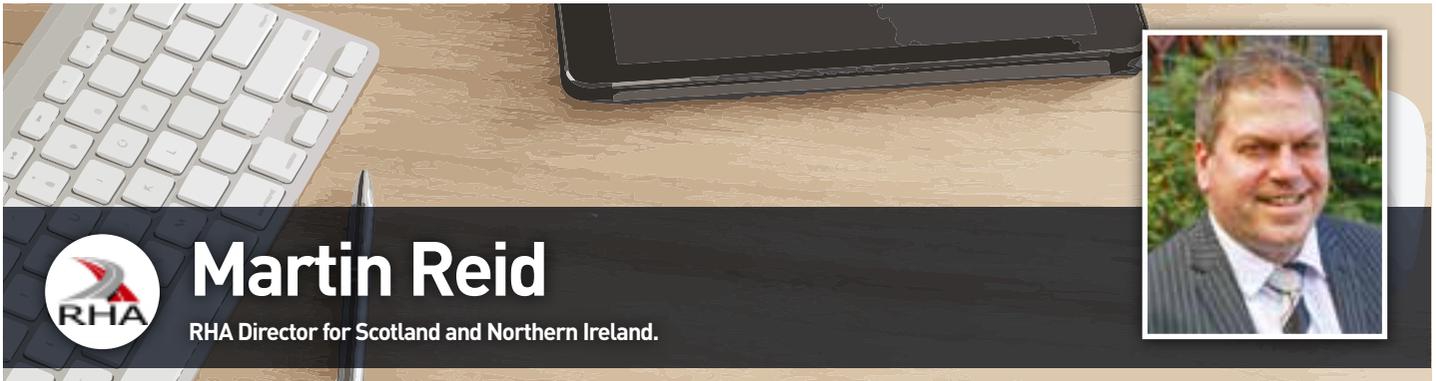


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Martin Reid

RHA Director for Scotland and Northern Ireland.



AIR POLLUTION: ONE SIZE DOESN'T FIT ALL

Recently I was invited onto BBC radio to discuss Oxford Council's plan to ban to create what would be the world's first zero-emissions zone. Under the plan which is now out for consultation the ban would be introduced in phases but would start with banning non zero-emission taxis, cars, LGV's and buses from 6 streets in the city centre in 2020. The plan from then on will be to expand to cover the whole city centre and encompass all vehicle types by 2035.

John Tanner of Oxford city council was quoted in another publication as saying, "Toxic and illegal air pollution in the city centre is damaging the health of Oxford's residents. A step change is urgently needed; the zero-emissions zone is that step change."

No one can put a price on health and there is little doubt that LEZ's across the UK are coming but when the interviewer asked me what would happen if this plan were to be rolled out to cities in Northern Ireland and Scotland the answer was fairly simple. Despite the road haulage industry having a reputation of being early adopters of new technologies in this case the technology simply doesn't exist to adopt.

I would re-iterate that health should come before any other considerations and the most toxic vehicles should be kept out of the areas with the worst toxic air pollution records. At the time of writing the new "T-Charge" is going live in London and will be paid in addition to the congestion charge and in the same areas of operation, but there should also be a level of pragmatism when looking at other cities across the UK that have different levels of toxic air issues that that faced in Central London.

The Belfast Air Quality Action Plan 2015-2020 shows that recordings from the four Air Quality Management Areas (AQMA's) at the Westlink Corridor, Ormeau Road, Upper Newtonards Road and Cromac Street/Short Strand show that measures already being taken have reduced NO2 concentrations in all areas and for Upper Newtonards Road it is to the point that it is now in compliance with the air quality objectives set out in the plan.

Shops will always need deliveries and people will always need supplies, as I am sure the good people of Oxford will soon attest to and there is no doubt that things must change, but if we go back to the discussions on the recent radio interview then my main point to the



interviewer was that any "step change" must be commensurate with the problem faced in each city. A "one size fits all" approach will not work.

Our industry is constantly faced with more and more red tape and the associated cost that comes with that red tape. TfL have acknowledged that Euro 6 engines emit "ultra- low" emissions although there are still a good number trucks running Euro 5 engines these numbers are reducing year on year. If progress continues along current lines then indications highlighted in the Belfast Air Quality Action Plan are that Ormeau Road, Westlink and Cromac/Short Strand will join Upper Newtonards Road as being compliant with the air quality objectives before 2020.

Make no mistake, there is a real need to take the necessary steps to ensure air quality is improved in our city centres and that the nation's health is of paramount importance but there are a number of measures that can be looked at

before imposing blanket bans. They can range from traffic light sequencing to investment in park and ride facilities and scrappage schemes. Oxford has already won £500k of government funding to install charging points for electric taxi's and £800k to install charging points for residents but one newspaper suggested a further £7million investment would be required for infrastructure and the installation of CCTV. Changes must come but these changes should be commensurate with the problem at hand particularly with the levels of investment required.

DID YOU KNOW?

Did you know that over 2,100 hauliers have signed up to the RHA action against the truck cartel, with a further 700 hauliers having registered their interest? If you haven't already joined the claim, then go to www.truckcartellegalaction.com or call the team on 08450 30 50 30.



FORS Practitioner workshops for Northern Ireland

The Fleet Operator Recognition Scheme (FORS) will be running a complete series of nine FORS Practitioner workshops in Northern Ireland in 2018.

FORS Practitioner workshops cover all aspects of fleet management including managing work related road safety, safe and efficient fleet management, reducing fuel use and minimising fines and charges.

Two FORS Practitioner workshops were held in the Province at the beginning of November.

The two half day workshops were conducted at Transport Training Services in Crumlin focusing on 'Developing A Fleet Management Policy' and 'Managing Work Related Road Risk'.

Knowing where to start and how to develop effective policies can seem daunting. 'Developing A Fleet Management Policy' was designed to help take operators through the process of developing policies and processes and give guidance to creating their own written documents, how to review them and how to keep them up to date.

'Managing Work Related Road Risk' showed operators how to effectively review risk, develop and review risk management procedures and support management processes through improved risk assessment, record keeping and communication. The workshop covered legal implications and regulatory responsibilities, how to identify work-related road risks and how to manage them.



FORS PARTICIPATES IN CICLOVIA BELFAST

FORS, the Fleet Operator Recognition Scheme, took part in this year's Ciclovía Belfast event, and helped to give cyclists a new perspective on road safety.

Ciclovía Belfast is a Health and Community based community event that temporarily closes some roads in the city centre to motor vehicles, allowing cyclists and families to use traffic-free roads and to encourage healthier living.

Held on Sunday 24th September, the 'cycle freeway' allowed cyclists of all ages and abilities to cycle on a traffic free route from Botanic Gardens to Belfast City Hall.

After a successful event last year, FORS attended Ciclovía Belfast again and displayed a top-spec DAF XF 6x2 tractor unit that was loaned by FORS Gold Member, Deighan Transport.

Company boss, Seamus Deighan, was also on hand to give cyclists an opportunity to experience exactly what a truck driver can see from the cab, and in so doing demonstrated the dangers of approaching trucks when cycling on the road.

"We had a fantastic day showing cyclists of all ages and abilities the dangers around large vehicles," commented Peter Morrow, FORS Manager – Northern Ireland.

"FORS is dedicated to promoting best practice for commercial vehicle operators

of all descriptions, ensuring that journeys are safer for drivers and other road users. Ciclovía Belfast is a fantastic opportunity for us to engage with the public, especially families, and we were delighted to have the opportunity to help cyclists and other road users appreciate the importance of safe cycling."





Pictured (l-r) are Paul Rogan (Director Business Control, Cargotec), Keith Quigley (SVP Truck Mounted Forklift, Cargotec), Enda Cushnahan (CEO, SDC Trailers) and Martin Kellet (Ireland Sales Manager, Cargotec) pictured with Moffett's new Urban trailer from SDC.

MOFFETT AND SDC TRAILERS JOIN FORCES TO PRODUCE BESPOKE SHOW TRAILER

SDC Trailers and Moffett have collaborated to produce an innovative Urban Trailer featuring a fully adjustable design, which will allow the customer to fit any Moffett style forklift.

The 10.6m curtain-side trailer is EN 12642 XL spec, with a rear steer axle to assist manoeuvring in urban areas. Designed for 33 tonne operation, SDC have incorporated multi-deck rings to run in conjunction with an easy access strapping system for load restraint. There is also additional storage provided with two toolboxes fitted to the sideguards for easy access.

Michael O'Reilly, Product Manager at Hiab, said: "As the leading supplier of truck mounted forklifts, our new demonstration trailer aims to further increase the efficiency, convenience and ease

of unloading for our customers.

"This is a perfect partnership with Moffett and SDC, and together we will demonstrate the latest technologies in trailer design and Truck Mounted Forklift design, to give our shared customers the perfect delivery system for their goods."

Following its debut at the Sept 2017 National Ploughing Championships in Offaly, the new Moffett urban trailer will be utilised as a demonstration unit at various exhibitions within the UK and Ireland to showcase how it can be adapted to suit

the full Moffett range.

Featuring distinctive livery portraying a Moffett forklift in operation, the show trailer will also be available for customer trials on their new E Series Range Electric Truck Mounted Forklift.

Enda Cushnahan, CEO of SDC Trailers, said: "We have enjoyed a fantastic working relationship with Moffett for many years and are delighted to be partnering with them on the new concept urban trailer. SDC are committed to ensuring we provide the very best service to our customers and are constantly striving to develop

new solutions that will enhance the efficiency of our customer operations." SDC's urban trailer range offers a number of economic, operational and environmental advantages with under slung tail-lifts available for uninterrupted rear end loading / unloading from docks and straightforward unloading in a multi stop store delivery situation.

The manufacturer also offers a range of aerodynamic features on their bespoke trailer range such as front air deflectors, rear roof vortex generators and aerodynamic side skirts to help reduce fuel consumption.

Freight forwarders get updated trading conditions

The new edition of the British International Freight Association's (BIFA) Standard Trading Conditions (STC) has just been launched. The terms were last revised in 2005.

The revised edition has been produced following an extensive review of the existing STC by the BIFA Legal and Insurance Policy Group, taking advice from solicitors with significant experience of the freight and logistics industry.

Although the current edition of the BIFA STC is still effective and well-balanced, the updated version will give BIFA members and their customers some helpful amendments and clarifications, says the trade association for UK freight forwarding and logistics companies.

Robert Keen, director general of BIFA says: "Over time, in the same ways laws must change, so do contractual rights and obligations that flow from these changes and therefore it is essential to review any set of industry terms against changes in legislation and industry practice."



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

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Competition Opens To Attract Technicians Around The World

Registration has opened for the Volvo International Service Training Awards (VISTA) - the world's largest service market competition - in which more than 18,000 technicians from Volvo Trucks and Volvo Buses' global dealer network are estimated to participate. Through teamwork and competence development, VISTA aims to attract and maintain skilled technicians.

Even though VISTA is a competition, the main objectives are to encourage teamwork, build team spirit and pride, as well as encourage self-improvement and competence development. It is way for service market personnel

to increase their knowledge and improve the quality of their work, which will lead to improved customer service and greater customer satisfaction. Highly skilled and motivated technicians enable Volvo Trucks

workshops to carry out fault diagnosis and fix trucks' problems 'right first time', in a timely manner and to high quality standards. These skills are key in helping the customers achieve maximum uptime for their trucks.

"VISTA improves our skills and gives us the motivation to be the best crew in the world. And if our mechanics are the best in the world - they are motivated to do the best job for the customer," says Claes Nilsson, President, Volvo Trucks.

VISTA 2017-18 is expected to attract over 18,000 service market personnel from the global dealer network, working together in around 4,500 teams. The theme this year is 'Performance is Everything' - recognising that to work for Volvo Trucks and Volvo Buses, performance must be top class at all times. VISTA is also a way for Volvo Trucks to address the worldwide challenge of both recruiting and retaining workshop technicians.



Hyster Shows 6-16t Lift Truck Diversity

Delegates from the wood, steel, construction and logistics industries recently visited Weeze in Germany for the Hyster Europe Big Solutions Showcase 2017.

"We are showing how Hyster helps different industries thrive through diverse industry solutions," says Kate Pointeau, Hyster Brand Manager. "The focus of this year's Industry Showcase was on overcoming the different challenges of 6 to 16 tonne loads."

Live demos were held in six zones located inside and around the Hyster Test Centre for Big Trucks near Düsseldorf, Germany. Simulations showed the challenges faced by different industries and how new technologies can improve performance and output.

"The 2017 event has shown how Hyster Europe rises to any challenge and helps businesses thrive no matter how unusual the task," says Kate. "Intelligent design and quality manufacturing is behind every Hyster truck, bringing a tough, reliable handling solution to any application."

FedEx Express European Hub Sets New Environmental Standard

FedEx Express has renewed its ISO 14001 certification for the company's European Hub at Paris-Charles de Gaulle (CDG) airport; the site was originally awarded ISO 14001 certification in 2011 and has had this renewed for a period of three years against the more demanding 2015 standard.

"This certification is confirmation of FedEx commitment to managing the environmental impact of one of its largest facilities in Europe through our EarthSmart programs," said Julien Ducoup, managing director of Operations at FedEx Express Paris-CDG hub. "This certification is a first for FedEx within Europe and paves the way for the company to continue connecting people and businesses around the world in a more responsible way."

To receive certification, the overall impact of the FedEx European Hub was carefully analysed to consider aircraft de-icing and maintenance, sorting systems, LPG and glycol tank

storage, and waste management. Despite increased activity levels, FedEx has worked to decrease the electricity consumption at the hub by 9.4% since 2013, through the retrofitting of lighting. The hub in Paris-CDG has already saved 1.57 gigawatt hours (GWh), equivalent to the average annual consumption of 294 households in France1.

Furthermore, 97.7% of the hub's standard waste is now reused, with 64% being recycled. FedEx also works continuously with suppliers to find operational solutions that better care for the environment. Where glycol is used for aircraft de-icing operations, for example, sophisticated pumping

operations have been introduced to ensure efficient storage of the substance and safeguard against pollution of rainwater systems.

Expansion

The largest FedEx facility outside the United States, the Paris-CDG Hub is due for expansion in 2019. The new building will be HQE and BREEAM certified, constructed using non-polluting materials and incorporating efficient LED lighting.

FedEx aims to achieve Leadership in Energy and Environmental Design (LEED) certification on all of its new facilities around the world, joining a portfolio of LEED certified facilities throughout the United States and in India.

EXPORT & FREIGHT
www.exportandfreight.com

Don't Let Staff Turnover Add To Overheads Headache

Firms in the transportation and logistics sectors, like any other, have a multitude of overheads to juggle from fuel to vehicle maintenance and staffing costs, as Colin Willis, Employee Benefits Consultant at Willis Insurance and Risk Management, writes.

When, for example, fuel costs are coming under growing pressure amid increasing global oil prices and unfavourable exchange rates, it makes sense to save in other areas where possible, and when it comes to staffing, improving retention levels can be key in keeping down the costs associated with recruitment such as advertising and training. With staff turnover across the UK economy around 15% annually, a common misconception among firms is improving salaries alone can help them prevent losing employees, in many cases to a competitor.

The issue is prevalent in the transportation and haulage industry due, in part, to the number of firms operating in the sector and the perception that staff are subject to long unsociable hours and time away from home.

The sector also relies heavily on the use of agency drivers, which brings its own drawbacks including the added cost of hiring workers on temporary or short-term contracts and less company input on the individual's previous training and development.

Although remuneration is obviously a major motivator for staff, it is by no means the only way of rewarding good work, and increasing pay can easily cancel out the savings by not having to recruit new staff.

Options

Other options exist, such as providing a suite of employee benefits for staff, and by seeking

professional advice, employers can find a strategy tailored for the needs of their individual company.

A suite of employee benefits for example, can ensure staff feel valued and proud of the work they do, resulting in increased loyalty and higher productivity.

Offering, for instance, a health cash plan or a private medical insurance package, can promote a feeling among staff that their wellbeing is a priority for their employers.

A health cash plan opens up a range of benefits such as dental care, chiropractor treatment, a massage, help with private medical bills — or even discount on shopping for employees.

The cash plan can also be broadened to include partners and children, in some cases up to the age of 24.

Encouraging staff to look after their health will also lead to lower absenteeism and therefore improve overall productivity levels.

Other popular perks include pension plans, death in service benefits and income protection.

EAPs

However, benefits can form just one part of an overall package to raise staff morale. Employee Assistance Programmes (EAPs) are another useful tool which are designed to help employees deal with personal problems that are impacting their performance in the workplace as well as their general well being.

EAPs can include assessments, short-term



Colin Willis

counselling and even referral to support services for the employee and their immediate family.

A well-developed HR strategy can add value to employees through the promotion of career progression through training and mentoring and the provision of performance-related rewards.

It should also include other support mechanisms, such as grievance procedures and policies to handle workplace changes, to deal sensitively with issues when they arise.

It pays to start by gaining an understanding on why staff may seek alternative employment. Some of the reasons may be out of the control of the employer such as journey time to work or other lifestyle choices.

More common factors prompting people to leave their jobs however, can be addressed by employers and include a feeling of being undervalued or not being respected, a lack of career progression or a breakdown in their relationship with management.

Seeking intelligent professional advice will assist employers find a tailored solution and ensure responding to unwanted staff turnover isn't added to the already long list of company overheads.

Career progression "overlooked" in Driver CPC training, says RTITB

Driver CPC Periodic Training is frequently overlooked as a tool for progressing the careers of professional LGV drivers, says RTITB, the largest Driver CPC Consortium in the UK and Ireland.

"Many businesses are missing the opportunities of Driver CPC Periodic Training," says Laura Nelson, Managing Director of RTITB. "It doesn't have to just be about maintaining a driver's qualification or compliance. Planned and implemented in the right way, it can be a valuable way to truly develop drivers and find ways to progress their careers."

To help businesses tackle this and offer meaningful professional development for drivers, RTITB has developed an extensive library of relevant Driver CPC Periodic Training topics to help teach a range of skills that support career progression. A new module specifically developed

to equip drivers with the skills that they need to become team leaders, supervisors, managers, and more, will also be released shortly.

It is claimed that the logistics industry will require 450,000 new people over next 5 years. With the average HGV driver aged 51, attracting and developing younger drivers will be critical to fill the skills gap as many drivers approach retirement. With 35-hours of compulsory training during every five-year cycle, Driver CPC can be used as an effective professional development tool to assist with career progression.

"The right choice of Driver CPC

course can give drivers the chance to learn new, interesting and different skills, such as management and supervision," says Laura.

"Traditionally considered too 'advanced' for drivers, these areas are often overlooked by employers. However, by incorporating them in Driver CPC training, drivers have an opportunity to truly develop a career, not just maintain their existing skills."

The RTITB Master Driver CPC Consortium is dedicated to developing today's professional LGV drivers through training. Driver CPC Periodic Training topics available to employers and drivers include "Representing the Company"

and "Professional Driver Roles and Responsibilities". These cover themes such as customer relations, professional duties, appearance and brand ambassadors, among others.

The soon to be launched "Interpersonal Skills" module incorporates a focus on communication skills, while the new "Teamwork" topic includes managing and leading people, skills for career success, leading others to enhance the company, and maximising workplace interactions, using techniques such as neuro-linguistic programming and emotional intelligence.

"Rather than just repeating the same courses on driver hours or tachographs, for example, every cycle employers should consider which Driver CPC topics will provide their business with the maximum value," says Laura. "With drivers so crucial to the future success of the logistics sector, some businesses may find that training courses which aid career progression are their wisest investment."



Seamus Leheny

Policy & Membership Manager - Northern Ireland, Freight Transport Association



FOLLOWING THE LEADER

There are lots of things I learn from various members and their businesses and just one of the common traits I have found is a love of cycling among many individuals in the Transport industry (You know who you are!) So many of you will be familiar with the word 'Peloton'. This word is from the French word for Platoon and is used to describe the leading pack of riders in a cycle race.

The benefits to the cyclists in a Peloton is that you save energy by slip streaming or drafting. I'm occasionally guilty of similar behaviour myself at my local Parkrun in North Belfast every Saturday, when on a cold windy morning it's sometimes beneficial to tuck yourself in behind a couple of other runners when faced with that energy sapping headwind.

It's not just in sport where this tactic is used; think of migrating birds such as Brent geese who make the long journey from the Arctic Circle to our very own shores every Autumn. They fly in a V shape which enables them to save energy by slip streaming and creating a vortex of air therefore easing the journey for those birds at the rear.

So how can transport operators replicate the energy-saving tactics employed in nature and sport?

The recent announcement that lorry platooning will be trialled on UK roads in 2018 certainly caught the media's attention and apart from some ill-informed scaremongering was broadly welcomed by industry.

Benefits

Truck platooning could reduce costs, congestion and emissions but first the trial, which will receive £8.1 million in funding, will test if such a system is ready for use and will deliver the benefits it promises.

Platooning works by linking a series of trucks travelling along a motorway via Wi-Fi. The vehicles accelerate, brake and steer in sync through this wireless technology, however

it's vitally important to remember that each lorry in the platoon will always have a driver ready to take control at any time; for example at junctions or in heavy traffic, where the platoon may break up and then reform.

These drivers will have to be just as alert as normal and will be subject to the same drivers' hours' regulations as they are currently.

When in transit, the platoon will be controlled by the lead driver and just as in nature with the migrating geese, it is the trucks following that will benefit most, in this case, in terms of cost savings.

Driving closely together, platoons of trucks would take up less space on the road and travelling at a consistent speed can help improve traffic flows, reduce tailbacks and sudden fuel-sapping breaking.

Aerodynamics

David Cebon, a Professor of Mechanical Engineering at Cambridge University recently spoke to the Freight Transport Association on the subject of truck technology.

On the subject of Aerodynamics, Professor Cebon highlighted this can provide seven to ten per cent reduction in fuel consumption in highway operations, a reduction which is relatively easy to achieve. When platooning is introduced, Professor Cebon stated it can potentially reduce fuel consumption by up to eight per cent due to the reduction of drag.

So can we expect to see platooning trucks slip-streaming their way along the M2 to Belfast or the A1 to Dublin anytime soon? First of all

the trial in England will have to take place and provide conclusive evidence on the issue of reduced costs, lower emissions and prove to be safe. As the trial is being funded and monitored by Highways England and the Department for Transport in Great Britain, then it is very likely that our own Department for Infrastructure in Northern Ireland may wish to conduct its own trials and studies before allowing the procedure to be used on our own roads.

It's also highly likely that the roads that platooning is used on will be highly regulated, so for instance we may see initial use only on approved dual carriageways and motorways. Ideally platooning would be used for high volume freight traffic between regional distribution centres and transport hubs, so locally it would have limited use in certain traffic conditions and operations.

Platooning, therefore, could be a real opportunity to optimise logistics on the road and it is important that the trial and subsequent findings are moved forward quickly to enable the logistics sector to plan efficiently for the future. It is vital to draw the distinction between platooning and driverless trucks, these are two completely different concepts which has led to some confusion in the industry and the media. Platoons have drivers in them at all times – driverless trucks are still some way off on our roads for now!

Certainly it seems that technology, combined with our ability to mimic the extraordinary traits used by nature to overcome obstacles, could be the solution to our own fuel use, emission and road safety problems.



CHASSIS REPAIR SPECIALISTS AT YOUR SERVICE

Today's trucks and vans are built to exact specifications, and they require precise repairs if involved in a heavy impact crash, especially if the chassis is severely damaged and knocked out of line.

If such repairs are not carried out properly, the safety of the vehicle – and indeed the value of the vehicle, will be compromised, which is why you will need the services of a specialist workshop that you can rely on.

You may think it better to write off the vehicle, but it doesn't necessarily have to be the end of the road; Noel Kane can have you up and running again as if it never happened.

Having built up a widely respected reputation in custom spray painting and restoration of commercial vehicles, including panel work and paint work, Noel Kane Spray Painters Ltd, have also quickly established themselves as specialists in chassis repairs.

The company, which operates out of spacious premises in Aghalee in County Armagh, recently made a substantial investment in chassis repair equipment, enabling them to tackle virtually any accident damaged truck or van chassis.

Between them, Noel and his team have more than a half century of experience in the commercial vehicle industry, with a customer base that extends right across Northern Ireland and beyond and including many of the country's

leading truck operators. Indeed, some of the most eye-catching trucks on the road are the product of the company's expertise.

The company's expansion of its body and chassis repair services is already having a positive impact on the business which was established by Noel 16 years ago.

"On first inspection, some damaged chassis arriving in the workshop appear to be beyond repair," says Noel, "but once we go to work on it we can safely return it to its original shape and it leaves here as good as new."

Such repairs, of course, if carried out properly, are much more cost effective than writing off the vehicle, and adds Noel: "We have always carried out body maintenance, but this new equipment means we can now tackle more challenging chassis repairs and we are already building up a portfolio of satisfied customers."

Incidentally, if your truck or van has been badly damaged in an accident, there is no need to worry about getting it to the workshops in Aghalee as Noel can arrange for it to be collected, no matter where it may be located in the north or south of Ireland.



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Fined £600 for Overweight Offence

A County Armagh driver has been convicted at Newry Magistrates Court and fined a total of £600 plus £15 Offender Levy.

The conviction arose when DVA Vehicle Examiners were carrying out a goods operation in the vicinity of the A1 Newry when a 3 axle articulated lorry in combination with a United Tipper trailer was stopped for the purposes of a vehicle inspection.

During the examination a weight docket was provided which indicated that the vehicle was overweight by 1,240Kgs. Analysis of the tachograph card also revealed 2 infringements in respect of exceeding daily driving in accordance with EU regulations. Subsequently the driver was interviewed and cautioned.

Irish Driver Charged with Series of Offences

A Republic of Ireland operator appearing at Newry Magistrates Court has been fined a total of £800 plus £15 Offender Levy.

The convictions arose when DVA Vehicle Examiners directed a 3 axle DAF articulated good vehicle in combination with a 3 axle Fruehauf box trailer to the Department's weighbridge facility at Loughbrickland for the purposes of an inspection.

During the course of the inspection officers noted that the driver did not have a digital tachograph card or driver's Certificate of Professional Competence, also the driver was using a fraudulent driving licence. There was no HGV Road User Levy in place for the vehicle to operate in Northern Ireland which is requirement for foreign registered vehicles of 12,000ks or over.

The driver was informed of the alleged offences and cautioned. The operator was also interviewed / cautioned regarding the alleged offences and was subsequently convicted at court in respect of permitting a driver to drive without the appropriate licence, insurance, Certificate of Professional Competence and failure to record data.

Tachograph Offences Lead To £885 Fine

A Republic of Ireland driver was convicted at Ballymena Magistrates Court and fined a total of £885 plus £15 Offender Levy.

The conviction arose when DVA Vehicle Examiners stopped a 3 + 3 axle articulated goods vehicle in the vicinity of Larne harbour. An analysis of the driver's tachograph charts revealed three breaches of exceeding daily rest period under the NI Domestic Rules for driver's hours.

The driver was informed of the alleged offences and cautioned.

Had No Manufacturer's Plate Fitted

A County Armagh operator has been fined a total of £1,150 plus £15 Offender Levy at Lisburn Magistrates Court.

The convictions arose when DVA Vehicle Examiners directed a Renault 2 axle rigid goods vehicle to the Department's Weighbridge facility at Sprucefield for the purposes of a vehicle inspection.

During the course of the inspection Officers noted that a manufacturer's plate had not been fitted to the vehicle, the driver did not have a valid driving licence which negated any certificate of insurance. The driver was informed of the alleged offences and cautioned.

The operator was also interviewed / cautioned regarding the alleged offences and was subsequently convicted at court in respect of the offences highlighted.

Driver Gets Penalty Points

A County Tyrone operator was convicted at Dungannon Magistrates Court and fined a total of £500, £15 Offender Levy and 3 penalty points on his driving licence.

The conviction arose when DVA Vehicle Examiners stopped a 2 axle Mercedes Flatbed rigid goods vehicle in the vicinity of Ballygawley for the purposes of a vehicle inspection and weight check. During the course of the inspection a number of offences were identified and these included the vehicle being overweight on the gross vehicle weight by 920kgs, no Goods Vehicle Test Certificate in place for the vehicle and the driver not holding a category C driving licence.

The operator was interviewed / cautioned regarding the alleged offences and was subsequently convicted at court in respect of the offences highlighted.



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Successful Open Day For Montracon's 40th Anniversary

A successful open day for Montracon's 40th Anniversary was held recently; it gave customers and suppliers a great opportunity to view the company's products and visit the factory site.

With in excess of 250 people on the day, from owner drivers to blue chip logistic, hauliers and supermarkets, it certainly made for a great day.

There was a large vehicle display on the factory forecourt showing probably the largest

product range offered from any European trailer manufacturer. In addition, Montracon also hosted a mini trade fair, where a large number of key supply chain providers were able to showcase new and exciting products currently being offered on Montracon trailers.

Factory tours were conducted throughout the day where visitors were able to see first-hand the £4.5m investment made in Doncaster with a new shot blast and paint plant facility.

Visitors also witnessed improvements introduced ensuring Montracon continues to improve production efficiency, maintain steady growth, along with introducing improved health and safety standards and reducing its impact on the environment.

This investment has also been driven by the need to continually re-map production flows and flexibility to match the still increasing model offering and rising demand across all Montracon's ranges both in improving quality and reducing lead times.

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SCANIA S500: SMOOTH, SAFE, POWERFUL & EFFICIENT



When Scania first unveiled its Next Generation truck range last year, it created great ripples of excitement right across the transport industry, with the manufacturer declaring that it brought a whole new level of luxury to long distance driving, with a focus on driver environment, interior space, safety and reliability. But what is the reality? Export & Freight's Garfield Harrison has been finding out.

TEST REPORT: SCANIA S500: SMOOTH, SAFE, POWERFUL & EFFICIENT

When the opportunity came up to get behind the wheel of a Scania S500, we had no hesitation in flying across to Luton to put it through its paces on the busy roads of Bedfordshire, taking in the congested M1 and A1 motorways.

The testing route covered virtually every eventuality that a truck driver would come across in a normal work shift, so at the end of the day we had a fairly good idea of what this new Scania, fully loaded at 44 tonne, was all about.

Truck drivers spend much of their working life behind the wheel, so comfort and security have to take a priority, a fact that Scania fully understand and appreciate which is why our S500, with its Highline cab, was a big attraction.

Finding a suitably comfortable and relaxed driving position was an easy process, thanks to the wide range of seat adjustments; the steering column position was also adjustable.

Visibility forwards as well as to the sides has been improved from previous models, thanks to the driver's starting position having been moved closer to the windscreen and slightly to the left. The entire dashboard has also been lowered slightly compared to previous models, while large adjustable mirrors do their work in minimising blind spots.

Indeed, the overall design of the cab is a big boost for traffic safety, not least when passing pedestrians, cyclists and cars, especially on roundabouts.

MAXIMUM SPACE

The cab's high roof and completely flat floor design maximises interior space, with plenty of room for knees and feet, even for tall drivers. The redesigned dashboard panel also makes it easier to move sideways inside the cab when the vehicle is parked, all of which further enhances the driver's working – and living – environment, as does the inclusion of what are very comfortable and decent sized bunk beds.

Drivers, as we mentioned, spend more time in their workplace than most, so they'll love the flexible and abundant storage spaces which include three large lockers above the windscreen, a pull-out dash table and two large drawers, as well as cup holders and bottle holders in the door pockets, plus two exterior lockers on either side.

As for the infotainment system, there are a



number of options and functions to choose from. It basically boils down to two well-integrated systems with 5" or 7" screens. Integrated steering wheel controls are standard, as is voice activation via a hidden microphone in the roof. Both units naturally have inputs for AUX and USB, as well as the ability to hold two external units, for example the driver's private and the haulier's mobile phones, simultaneously connected via Bluetooth.

PERFORMANCE

So, that's our 'comfort and safety' taken care of, but what about the truck's handling and performance?

The 13-litre 500hp Euro 6 engine, which features SCR technology to reduce environmental impact and fuel consumption, performed exceptionally well; it's probably the best ever Scania engine, to be honest.

It is coupled with an Opticruise 12-speed automatic gearbox that features, significantly, a lay shaft brake system as standard. Using a lay shaft brake instead of conventional synchromesh not only produces a superfast gearshift, it also means that turbo pressure can be better maintained, therefore, the vehicle will upshift to the next gear with greater power, despite the gearshift feeling smoother than before.

It's a feature that leads to both better handling when driving in tough conditions, and better performance in all types of road driving,

including starting torque at take-off, as we discovered along our test route which was dotted with steep inclines, downhills and more than enough roundabouts to last a lifetime!

However, the challenges were easily dealt with and overcome, thanks to predictive and adaptive cruise control, which can handle speeds all the way down to standstill, a significant help when sitting in queues.

VERDICT

What can we say? Well, we could have added a whole lot more, but suffice to confirm that Scania have excelled themselves once again. This S500 is a driver's dream. It's smooth, it's safe and it's powerful, and although we didn't carry out a fuel test, we have no reason to disbelieve Scania's claim that it is their most fuel efficient truck yet.

SPECIFICATION

MODEL: **Scania S500 A6x2/2NA**

CAB: **Highline sleeper, with flat floor**

ENGINE: **DC13 155 500hp, Euro 6 (SCR)**

TRANSMISSION: **Opticruise, automated 12-speed**

BRAKES: **Disc brakes, with AEB and EBS**



Mercedes-Benz Sprints to Yet Another Top Award

Crowned Van of the Year at the recent Export & Freight Awards, the Mercedes-Benz Sprinter 314LWB has been a consistent best selling model in the range, available from Newtownabbey based Mercedes-Benz Truck & Van NI.

It was the fourth award collected for the Mercedes-Benz large van this year and the 62nd award collected since this current generation Sprinter was launched in the UK in 2006. "The Sprinter 314 LWB model fought off

stiff competition in the Export & Freight awards, even against newer rivals," comments Mercedes-Benz Truck & Van NI's Mark Adamson, "and we anticipate its success will generate even more interest in this



award winning range which has proved very popular with Northern Ireland operators."

Steve Bridge, Managing Director, Mercedes-Benz Vans UK Ltd, adds: "We continue to celebrate the success of the Sprinter, which has arguably earned its place in the industry hall of fame for keeping customers' businesses moving. Every award that this mighty van has won is important as it represents the views of the owners and operators that use it, so we're delighted to accept this award from Export & Freight."

The Mercedes-Benz Sprinter is available from the Newtownabbey dealership from just £17,995 +VAT and Road Fund Licence - or you can get it for a mere £57 a week.

"We have demonstration models on site here at Mallusk so we can easily organise a test drive if anyone wants to take closer look at what the Sprinter offers in terms of efficiency, performance and practicality," says Mark.

After sales support, of course, plays a big part in any van purchase, a fact not lost on Mercedes-Benz Truck & Van NI. "After sales service and support take priority at our dealership, with opening times that are convenient for our customers," explains Mark, who adds: "Which is why our service and parts departments are open from 8am until 8pm Monday to Thursday, until 5pm on Fridays and 3pm on Saturdays."



L to R: Julian Brown, Sales Director, Mercedes-Benz Truck & Van (NI), Robert Walker, Van Sales Manager, Mercedes-Benz Truck & Van (NI) and Andrew Frizzell, Area Sales Manager TBR, Bridgestone Ireland Ltd.

Firms Challenged To Cut Freight Emissions

Companies are urged to compete for up to £15 million of funding to develop technology to reduce harmful emissions from freight.

Roads Minister Jesse Norman has called on UK businesses to lead research into low emission technology for lorries, as well as cars and vans.

The projects could see materials which make vehicles lighter, or improve the efficiency of engines or batteries.

Roads Minister Jesse Norman said: "We have made important progress in lowering emissions and are always looking at further ways of improving air quality. Lorries cause a third of the UK's transport CO2 emissions and simple new technologies can have the greatest impact in reducing the harmful pollutants of freight.

"This funding will give UK companies the chance to lead the world in developing important innovations to improve air quality across the country."

The Government is continuing to find innovative ways of improving air quality across the country and the funding comes just a month after the Air Quality Plan.

The competition has been developed with Innovate UK and will help the Government achieve its ambition to be a global leader in electric vehicle technology and to see all vehicles emission free by 2040.

Simon Edmonds, Director Manufacturing and Materials at

Innovate UK, said: "We welcome this significant further investment in zero emission research and development funding, in particular its focus on freight and commercial vehicles as this is a major opportunity for UK companies to drive forward innovations."

The first of the projects in the Government's Low Emission Freight and Logistics Trial, announced earlier this year, are now using new electric and hydrogen dual-fuel vehicles on our roads. By mid-2018, more than 300 of these low emission vehicles will be on UK roads.

Since 2010, the Office for Low Emission Vehicles and Innovate

UK have invested more than £300 million in research and development, targeted at improving technologies for ultra low emission vehicles (ULEVs), which has unlocked a further £200 million of private sector investment. The number of ultra low emission vehicles on our roads is at record levels with more than 118,000 registered to date and more than 11,000 registered between April and June this year.

The competition is the 14th in the joint Innovate UK and OLEV Integrated Delivery Programme and will be open for applications on 18 September 2017. Details of how to apply can be found on the Innovate UK website: <https://apply-for-innovation-funding.service.gov.uk/competition/26/overview>.

Pamela Dennison Appointed National Regional Officer for CILT NI

Co. Antrim businesswoman, Pamela Dennison, has taken on the role of National Regional Officer for the Chartered Institute of Logistics and Transport (CILT) in Northern Ireland.

Although the remit for this new role is broad, Pamela will primarily be responsible for raising the profile of logistics and transport within Northern Ireland and for CILT membership in the region.

As well as having a wealth of experience within the sector, Pamela also brings a youthful and female perspective to the position – two demographics that the industry is eager to appeal to.

Pamela has forged a successful career in a predominantly male industry. Working from a young age in her father's business, specialist furniture logistics company, W.S. Dennison Ltd, Pamela has gone on to hold various high-profile roles in the transport and logistics industry, most recently Transport & Contracts Manager for a large public sector organisation.

Not content with being mother to two young girls, having a day job, taking on the CILT role and having many other commitments (such as being Secretary of an environmental group and a rural community hall), at the age of just 32, Pamela is also Vice-Chair of the Freight Transport Association (FTA) Regional Committee for Northern Ireland. She is also still actively involved in assisting her father in promoting and selling the family business.

As well as having an HGV class C+E license, Pamela also holds the International Certificate of Professional Competence in road transport (CPC). Qualifications aside, she strongly believes that her most valuable professional development has been her career, working within different sectors of the transport industry. "Each job has

allowed me to learn new skills and practical experiences, all of which I will carry with me."

Having grown up working in her father's business, in 2012 Pamela went to work for European haulier, McCulla Ireland Ltd, as the Company's Compliance Manager, before moving to the same role at Beatties Distribution, within its specialist European Pharmaceutical sector.

Earlier this year, Pamela won the 'Driving Style' category at a National 'Driver of the Year' competition, ran by the FTA, proof that, not only can women drive trucks, they can also do it well! Pamela was the only female shortlisted in a group of twenty in the overall 18 tonne vehicle category.

With all of the above taken into account in a written application, followed by an intense hour-long interview, Pamela was honoured with the 'Women in Transport' award at the 11th annual Fleet Transport Awards Gala Banquet held at the Citywest Hotel, Dublin. This also follows the family business achieving the 'Haulier of the Year' award at the recent Export & Freight Transport & Logistics Awards at a ceremony at the Waterfront Hall in Belfast.

Pamela feels strongly about the under-representation of women in the transport industry. When asked what skills women need to work in the sector, Pamela responded with: "the same skills as men!" but continued to say:

"Anyone who wants to work within transport needs to be willing to work at a fast pace, be able to think on their feet, be good at problem solving, commercially aware, intuitive to their surroundings, have a positive



Pamela Dennison

attitude, be a team player and a good communicator... the list is endless, but the difficult task is promoting the industry and demonstrating how satisfying the job can be".

As part of her role with CILT, Pamela's aim will be to campaign to raise the profile of the industry, both generally and specifically to young people and women. As well as attending business networking events and visiting schools and colleges to promote the role that transport plays in everyday life, the importance it has for the economy and the variety of jobs available in the sector, Pamela will also encourage and support those women already working in the sector.

Pamela concluded by saying: "I am proud of my unique career path but it is unfortunate that it is not a more common scenario. There are numerous different roles needed to make road transport work and there is a large pool of talented women available to tap into. Most women may not have thought of the transport industry being for them but I would encourage anyone to explore the wide range of exciting and rewarding options that the sector can offer."

BYD Forklift Europe increases presence in UK and Ireland

Just over a year from its launch in the UK and Ireland, BYD Forklift Europe is now represented by 11 specialised dealers in both countries.

BYD's range of Iron-Phosphate powered fork lift trucks lead the materials handling industry with high efficiency, low maintenance machines which deliver remarkable operational cost savings when compared with conventional electric or engine powered models.

BYD Forklift Europe has successfully entered the markets of Germany, the Netherlands, Belgium, Switzerland, the UK and Ireland and last year

announced its presence in Spain and Portugal also.

The difference between conventional, traditional lead-acid batteries and the original BYD Iron-Phosphate batteries is dramatic and the advantages are clear to see.

Features of the original BYD Iron-Phosphate battery are its ultra-long lifetime and an exceptional warranty of 8 years or 10,000 operating hours. The forklift may continue to be used for many years after the warranty

time has expired, since at least 65% of the original battery capacity is guaranteed at the end of the warranty period.

The charging system also means there is no gas emission, saving costs by eliminating expensive special charging rooms and battery maintenance.

Typically batteries will recharge in around 1 hour from 80% depth of discharge and can be opportunity charged without fear of battery damage or degradation.



BYD-ECB18C

SEVEN REASONS TO HAVE QUALIFIED LGV AND LIFT TRUCK INSTRUCTORS IN-HOUSE

Many businesses question whether to outsource the training of LGV drivers and material handling equipment (MHE) operators, or have instructors in-house. Here, Laura Nelson of RTITB explains some of the benefits of in-house instructors.

Repeatedly, we have seen in-house instructors boost the safety and efficiency of an operation, and provide a good return on investment. However, some employers remain unconvinced that training in-house instructors will add the benefit needed to cover the cost of training them.

So, what are the benefits?

1. Reduce the risk of accidents and associated costs

Quality transport and MHE training from a correctly trained instructor (supervised and supported by accreditation) helps to, among other things, increase the safety of drivers, operators, and pedestrians, while reducing damage to vehicles, equipment, stock, and warehouse racking.

This should be the case for both in-house and outsourced training. However, in-house training may go a step further, focussing on some specific hazards or operational processes that are unique to the particular site or business.

2. Retaining staff

High staff turnover can be difficult for any business to manage, particularly in the logistics sector. Investment in ongoing training, even among experienced drivers or operators, helps employees to feel more valued and increases their loyalty to a business, reducing staff turnover, and the associated costs.

With an in-house instructor, the trainer and trainees often know each other. Instructors may deliver training to the same employees, time and again, creating better rapport and increasing engagement with training. In addition, instructors will often be seen

as mentors to newly qualified drivers, helping them through their initial career.

3. Identifying staff for career progression

In-house instructors are also well placed to identify future development opportunities for good candidates who show ambition. This helps to reduce external recruitment costs and supports business succession planning.

Companies should also consider training existing staff to become instructors, providing professional development that keeps them on their career path, and within the business. This will also help businesses to take control of the shortage of skills within the logistics and transport sector.

4. Instil company ethics and improve the culture

Alongside all the elements required for compliance and safe operation, an in-house instructor can use the training process to instil the company's ethics and standards as part of an operator or driver's development.

5. Minimised disruption

Fitting training into day-to-day operations without impacting efficiency can be challenging. Where training is outsourced, trainees may have to wait for availability or need to travel off-site, incurring additional costs as well as impacting efficiency.

By using in-house instructors, training can be more easily integrated into daily operations, fitting around business needs with minimal disruption. Bringing training in-house can also offer flexibility, allowing courses to be more easily rescheduled, and reducing any cancellation costs.

6. Maintaining standards

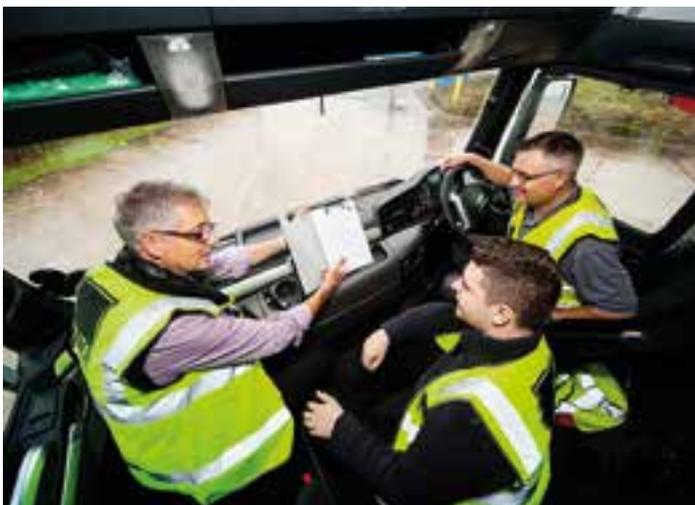
In-house instructors' knowledge makes them some of the best people to monitor operators and drivers in real life situations, thereby helping to raise driving or operating standards. Qualified instructors who are present to intervene in the case of bad practice help to reduce risk, and the possibility of incidents in the workplace. They can also identify where new or refresher training is needed to uphold standards.

7. Compliance

Organisations are required to deliver 'adequate' training to meet the requirements of PUWER, as well as to ensure competence within their team. In the case of materials handling equipment, three stages of training are needed – Basic, Specific Job and Familiarisation training. As the latter two stages must be done 'on the job', it is difficult to deliver these with outsourced training. However, having in-house instructors enables a business to easily combine to Basic and Specific Job training and ensures that the skills exist within the business to also correctly deliver familiarisation training. The dedicated RTITB Instructor Academy provides LGV instructor, forklift, pallet truck and overhead crane instructor training courses to develop qualified, professional in-house instructors that fit specific business needs. Training courses can be adapted to incorporate the standards and culture of the employers' business, alongside the high standards held by RTITB. This assists businesses with both effective training delivery and legal compliance.

More details

For more information visit www.rtitb.co.uk/academy or call the Academy Training Solutions Executive Tracey Bennett on 01952 520214.



Driver & Vehicle Agency on the road to a digital transformation

Every year enforcement officers from the Department for Infrastructure's Driver and Vehicle Agency (DVA) carry out 6,000 inspections of goods vehicles, buses, taxis and cars with goods vehicles accounting for nearly half of all vehicles checked.



Pictured (l-r) are DVA Enforcement Officer, Mark Wills, demonstrates the new roadside tablet device, to DVA Chief Executive Paul Duffy. Using tablets at roadside compliance checks will provide a more efficient service.

These enforcement officers have now started using tablet devices to support roadside compliance inspections. This is the first phase of digital transformation which is part of a significant change programme which will transform how the DVA delivers its services, embracing new and innovative technologies.

The DVA's Compliance and Enforcement Team is responsible for checking vehicles, operators and drivers to ensure they comply with statutory legal requirements; helping to keep roads safer for everyone and supporting fair competition. Moving to these tablet devices will assist officers to identify areas of non-compliance and target resources more efficiently and effectively, which should bring wider benefits for the transport industry.

Paul Duffy, DVA Chief Executive, explains what this means for staff and the industry: "Introducing digital tablets will give our enforcement officers access to the data they need at the roadside, to quickly assess vehicle, operator and driver compliance. We will maximise the benefits of this new technology, to effectively deploy resources and target non-compliant vehicles for inspection.

"Compliant customers will benefit from being stopped less often and those who are subject to a routine roadside inspection will experience

a more efficient service, to allow them to continue with their journey as quickly and safely as possible.

"Non-compliant customers can expect to be stopped more frequently and will face the full rigour of existing enforcement sanctions, which may impact on their ability to continue operating. This should drive greater compliance and support fair competition within the transport industry, ultimately contributing to improved road safety for all.

"In time, the tablet devices will phase out our manual processes to deliver a more convenient and flexible service to meet the changing needs of the industry."

Officers will benefit from using the tablets to record and action infringements from vehicle inspections, licensing checks or other roadside assessments. Going digital also enables DVA to use mobile apps to replace paper forms, reducing back office processing requirements and enhancing data quality.

Further phases of the DVA's digital transformation will be incrementally rolled out over the next few years. That will include a new online Compliance Channel for operators so they access services online, at a time and place that suits them. The DVA are aiming to complete the entire programme by 2020.

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SCANIA ROUNDS-OFF NEW GENERATION WITH DISTRIBUTION CABS AND OFF-ROAD CHASSIS

The roll-out of Scania's new truck range continues with the launch of the small P-cab versions, along with heavy-duty and off-road chassis and an XT option package for on/off-road trucks which, in the manufacturer's own phrase, is a "new hero" for the Swedish brand, as Richard Simpson reports for Export & Freight.

Scania's small P-cab is the favourite for construction and delivery vehicles, plus other specialist applications such as car transportation and tanker work where a low roof line and unladen weight is advantageous.

The G-cab range now includes 1.4-metre and 1.7-metre day-cab length low-roofs, which join the existing 2-metre low, normal and high-roof (Highline) versions. Internal headroom is more generous than on previous normal and high-roof G-cab designs.

Operators can specify any of Scania's cabs and engines on off-road chassis if desired. In fact, if all the optional roof heights and cab lengths are taken into account, there are now 19 different cabs to choose from including day, sleeper, and high and low roof versions.

Scania was the last truck manufacturer to remove the clutch pedal control from its automated transmission, and it's now back as an optional-extra on the latest version of the Opticruise 'box. While the standard Opticruise engages drive at around 500 rpm, that's not



XT options include this in-cab storage system, and all the branded accessories you need to fill it.

always suitable in some applications, such as, for example, when PTO-driven equipment is in operation and the truck has to move very slowly.

An example of this would be when a mixer wagon is discharging concrete into a trench. Up until now, if you wanted to retain separate control over road-speed and engine rpm, a manual gearbox was the only option. Now you

can have an Opticruise truck fitted with a manual clutch, but you don't have to use the third pedal: it only comes into play when you depress it. The clutch pedal might also prove useful off-road, where you need to feel for grip to 'unstick' the truck. It's never used for changing gear: and Scania's manual 'box is still available.

There's a revised 'hill-hold' system, which won't let the truck roll backwards no matter how long you have to wait to pull away optional on the new (and also optional) progressive electronic parking brake.

Standard versions of the P-cab are primarily intended for urban use, and as such have a plastic bumper. Internally and externally accessible storage lockers are a welcome optional addition. As with the larger Scania trucks the driving position and mirrors have been revised to improve visibility from the cab, but there was no sign of an optional kerb-view window in the passenger door of the trucks at the launch.

The XT package includes a very strong protruding steel front bumper: which incorporates a



P-cab 410 hp 8x4 chassis with XT package and mixer body.

G-cab 8x4 tipper fitted with the XT package, including heavy-duty front bumper and lamp guards.



40-tonne towing pin; mesh headlamp guards, a high-mounted air-intake, and a vertical stack exhaust system. As such, it gives Scania a competitor against the Volvo FMX, Renault Range-K and Merc Arocs. In truth, only a minority of tipper operators in the British Isles, who balance payload, price and fuel economy when specifying trucks, are going to need this option. But Scania clearly acknowledges the desire of at least some of its customers for a premium truck, even if that is as much an emotional need as an operational requirement. Hence the continued development of the much-loved V8 engines.

And XT is rather like a V8 for the construction market, in that the package is backed with a whole range of trim 'goodies' including exclusive seats, and lift-out, raised-edged floor mats.

Open the cab at night and you'll see the XT logo projected out of a lamp in the bottom of the door, illuminating the ground so you don't step into a puddle and dirty your Super Hamptons. There's an optional storage system for the cab back wall where you can stow the full range of Scania XT-branded clothing and accessories.

If any other manufacturer did it, it might seem corny, but a good proportion of

Scania customers see this kind of branding as underlining a quality product.

Scania is also making huge efforts to make sure that there is a chassis for every application. For instance, chassis rear overhang can be varied in increments of 10 mm, and there's 130 mm adjustment possible in the front mudguard height. Air pipes, shock mounts and steering links have been lowered on twin-steer chassis so as not to interfere with bodywork construction, and there are pre-mounted switches and valves in the cab for tipping gear and other requirements.

UK-specific New Generation chassis ready-prepared for bodying as tippers, mixers, hooklifts, skiploaders, concrete pumpers, mobile cranes, and flatbeds with loading cranes are all on offer, together with heavy-haulage versions.

There are a variety of steel and air suspension options, and electronic braking is now available with drum brakes on all axles for arduous applications.



The new P-cab on roadgoing 410 hp 4x2 chassis with plastic bumper.



Everything that's orange on this 8x4 chassis can be cut, adjusted, added or moved to suit bodybuilder and operator requirements.

Daimler Fleet Management Raises Its Service Game

Daimler Fleet Management (DFM) has strengthened its offering to UK customers by recruiting no fewer than four top sales specialists.



Top team: Proud to be joining Daimler Fleet Management are, from left, Simon Barr, Oliver Offredy, Matthew Pretorius and Ashley Boaden.

Their arrivals come as DFM continues to expand its multi-brand contract hire and leasing service to fleets large and small, across both private and public sectors.

Most senior of the new appointments is Simon Barr, who joins as New Business Sales Manager.

Simon's track record includes nearly 20 years in the fleet industry, during which time he has developed a detailed knowledge of the public sector and extensive experience of helping operators integrate electric vehicles into their fleets.

Oliver Offredy, meanwhile, spent the last six years in the fleet sales team of Mercedes-Benz Retail Group, in London, before moving to DFM to take up the role of Internal Account Manager.

The position of Fleet Sales Manager, with responsibility for supporting Specialist Channel customers such as bodyshops, and rental and chauffeur operators, has been filled by Matthew Pretorius.

Matthew worked previously for a leading vehicle solutions provider where he was responsible for large corporate and public-sector customers.

DFM's New Business Sales Manager for the Midlands and North is Ashley Boaden, whose 14 years of automotive experience have taken him through retail and fleet roles, most recently as New Business Fleet Sales Manager for a large car manufacturer.



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New Chief Executive For Federation of Petroleum Suppliers

The Federation of Petroleum Suppliers (FPS) has announced the appointment of a new Chief Executive Officer (CEO).

Effective from 5th February 2018, following the completion of his employment with Phillips 66 Limited, Guy Pulham will succeed Mark Askew as CEO.

Fifty two year old Guy has almost 30 years of experience within the upstream and downstream oil industry having gained a degree in Economics at Surrey University in 1988. Guy brings a wealth of industry knowledge to the role having previously held several economic, analytical, strategy and sales jobs within Phillips 66 Limited and more recently holding leadership positions encompassing the wholesale and retail sales business channels with additional responsibility in the management of five transport haulier contracts across the UK and the promotion of the JET brand.

Appointed to continue the growth and values of the FPS,

Guy comments: "The FPS has achieved considerable success and I'm delighted to be asked to use my skills and experience to help the fantastic team at Solihull continue to work very hard for its membership.

"I believe that the most effective representation comes from talking to the members and understanding their businesses and, as a result, knowing what initiatives or support the FPS can provide and what important issues to take to Government in order to influence and respond to legislation. We must also ensure that the members are fully cognisant of all that is available to them as FPS members through regular messaging and conferences. The biggest challenge of them all will be trying to find innovative and impactful ways to improve an already award-winning FPS EXPO!"

**EXPORT &
FREIGHT**

TRANSPORT & LOGISTICS AWARDS

2017

**AWARD
WINNERS**

IN PROFILE



Iain Latimer (Diamond Trucks)



Lisa Fuller (IVECO UK)



Donal Rice (RK Trucks)



Adrian Logan, Jill Cardwell and Michael Cardwell from Actions not Words who raised £7399.27 for their charity



Garfield Harrison, Export & Freight.



Helen Beggs, Export & Freight.



Anita Woods, Aerial Artist.



Top Table Award winner: £1,000.00 House of Fraser vouchers. Eric Quinn, Topaz and Martin Reid, RHA.



Adrian Logan.



Joe Rooney, Comedian.



NEW VENUE, NEW CATEGORIES, NEW RECORDS MARK 16th EXPORT & FREIGHT TRANSPORT & LOGISTICS AWARDS

The 16th annual Export & Freight Transport & Logistics Awards took over the biggest venue in Northern Ireland for yet another record breaking gala evening to recognise the very best in our industry.

Over 700 guests packed into the Waterfront Hall in Belfast, having outgrown our traditional venue; it was the best ever supported awards night since the event was first established back in 2001.

"This awards event is not just about brands, vehicle models and legislation; it is about personalities, skill, talent, co-operation, and above all people, who make up the heart of our industry," commented Export & Freight publisher Helen Beggs.

"We should all be proud that the transport industry wants to join together on a night like this illustrating our united front within today's volatile marketplace."

Apart from the new venue, there were also several new categories. The inaugural 'Excellence in Maritime Logistics' award went to Stena Line, while the 'Excellence in Compliance' award was presented to RiverRidge. Another new category, the 'Van of the Year', was won by the Mercedes Benz Sprinter, while SDC Trailers has the 'Top Team of the Year'.

It was also a special night for DFDS Managing Director Rodney Ferguson who was voted 'Transport Personality of the Year', having spent more than 40 years in the industry, and a surprise award was presented to the founder of Export & Freight magazine, Darryl Magee.

"It was 45 years ago that Darryl established the magazine to serve the transport and logistics industries. Today, the standing and respect in which the industry holds

him is extensive," commented Helen, who along with fellow publisher Garfield Harrison, invited Darryl to the stage amid loud applause from the gathered guests.

"Darryl announced his retirement earlier this year, and in recognition of his long service to the industry, we are delighted to present him with this small token of our appreciation," commented Helen.

On a more sober note, special tribute was paid to Peter Ray from BPW who passed away earlier in the year.

"He was a true gentleman and a great supporter of the Export & Freight Golf Masters. In his honour we are naming the Top Team Claret Jug, the Peter Ray Memorial Trophy, so he will always have a presence with us at Lough Erne," said Helen.

"Another tragic loss this year was Pinot Harris, from the Harris Group. He was a titan of innovation and an inspiration to all who knew him. His contribution to our industry was immeasurable."

The generosity of all those attending the event was also underlined by a charity collection totalling £7,399.27 for the little known Action Not Words, a remarkable charity that focuses on providing under privileged children with quality education from one of Kenya's most poverty stricken slums in Nakuru. So, many thanks to one and all!

Over the following pages, you can read all about who won what and why...

AWARD WINNERS

SERVICE TO THE INDUSTRY

WINNER: Darryl Magee

EXCELLENCE IN MARITIME LOGISTICS

WINNER: Stena Line

SAFETY AWARD

WINNER: Brakes

TOP FLEET OF THE YEAR

WINNER: DRT (NI) Ltd

EXCELLENCE IN CUSTOMER SERVICE

WINNER: Bondelivery

TOP TRAINING

WINNER: SDC Trailers Ltd

EXCELLENCE IN COMPLIANCE

WINNER: RiverRidge

TRAILER FLEET OF THE YEAR

WINNER: Surefreight Ltd

TECHNICIAN OF THE YEAR

WINNER: David Newell, NI Trucks Portadown

DRIVER OF THE YEAR

WINNER: Paul Hagan, Allen Logistics (NI) Ltd

TRANSPORT MANAGER OF THE YEAR

WINNER: Chris Hutchinson, McBurney Transport Group Ltd

INNOVATION EXCELLENCE

WINNER: McCulla (Ireland) Ltd

VAN OF THE YEAR

WINNER: Mercedes-Benz, Sprinter 314 LWB

TOP TEAM OF THE YEAR

WINNER: SDC Trailers Ltd

CHILLED OPERATOR OF THE YEAR

WINNER: AGRO Merchants Group

OWN ACCOUNT OPERATOR OF THE YEAR

WINNER: Musgrave Group

HAULIER OF THE YEAR

WINNER: WS Dennison Ltd

EUROPEAN HAULIER OF THE YEAR

WINNER: McCulla (Ireland) Ltd

LOGISTICS & WAREHOUSING SPECIALIST OF THE YEAR

WINNER: PRM Group

TRANSPORT PERSONALITY OF THE YEAR

WINNER: Rodney Ferguson, Managing Director, DFDS Logistics

FLEET TRUCK OF THE YEAR (LIGHTWEIGHT DISTRIBUTION - 2 AXLE)

WINNER: MAN, TGM 18.250 4x2 BL

SPONSORS

EXCELLENCE IN MARITIME LOGISTICS

MOTIS

EXCELLENCE IN CUSTOMER SERVICE

CRONUS LOGISTICS

SAFETY AWARD

MICHELIN

TOP FLEET OF THE YEAR

TOPAZ

TOP TRAINING OPERATOR OF THE YEAR

RENAULT TRUCKS

TRAILER FLEET OF THE YEAR

SCHMITZ CARGOBULL

TECHNICIAN OF THE YEAR

BPW LIMITED

EXCELLENCE IN COMPLIANCE

FTA

TRANSPORT PERSONALITY OF THE YEAR

STENA LINE

INNOVATION EXCELLENCE AWARD

FORS

VAN OF THE YEAR

BRIDGESTONE

TOP TEAM OF THE YEAR

FUSO

TRANSPORT MANAGER OF THE YEAR

VOLVO

HAULIER OF THE YEAR

MERCEDES-BENZ TRUCKS

EUROPEAN HAULIER OF THE YEAR

IVECO

OWN ACCOUNT OPERATOR

DAF TRUCKS

CHILLED OPERATOR OF THE YEAR

THERMO KING

FLEET TRUCK OF THE YEAR (LIGHTWEIGHT DISTRIBUTION)

SDC TRAILERS LIMITED & CLOSE BROTHERS COMMERCIAL

LOGISTICS & WAREHOUSING SPECIALIST

MAN

DRIVER OF THE YEAR

RSA



Lyn Ward, Kieran McCartan, Leona Grant and Kenny Sloan, of Granco.



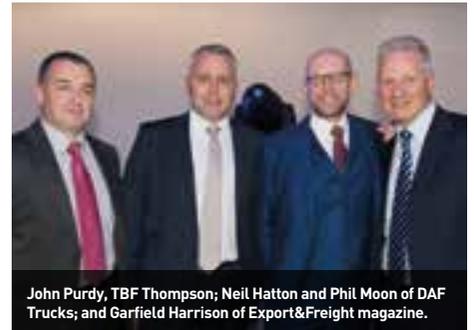
Hugh Chambers, Cathy Bell, Carol Clarke and Neal Mernock, of P&O.



Julian Brown, of Mercedes Benz Truck & Van (NI), with Clive Crawford and Ryan Miller of D A Millar & Sons.



Eric Higham, Jayne Currie, David Wells and Charlene Quayle, of Freight Transport Association.



John Purdy, TBF Thompson; Neil Hatton and Phil Moon of DAF Trucks; and Garfield Harrison of Export&Freight magazine.



Patrick Toner, Transport Supplies, Kevin Cullen, Cullen Transport, and Jim Weldon, Hi-Power.



Matt Neale of Michelin with Lisa Bicker, David Currie and Gillian Burns, of A One Tyres.



SPECIAL RECOGNITION



L-R: Helen Beggs, Darryl Magee and Garfield Harrison.

WINNER:

DARRYL MAGEE

For almost half a century, our friend and our colleague Darryl Magee has served the industry in so many ways and he leaves an indelible mark. In being presented with this 'surprise' award, he was uncharacteristically lost for words!

It was 45 years ago that he, along with a little help from the late Andrew Crozier, founded Export & Freight magazine to serve the transport and logistics industries. Darryl announced his retirement from the publishing world earlier this year – and at 78 he certainly deserves it.

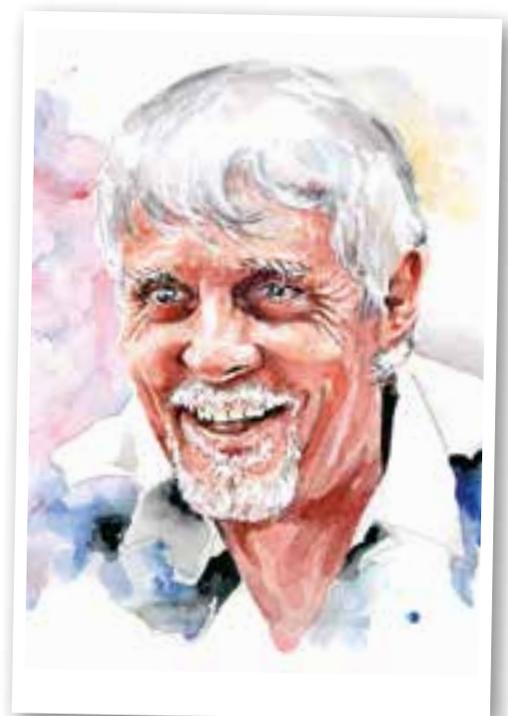
"Both I and Garfield owe him a huge debt of gratitude; he has been our mentor for many years, and today the office is not just the same without his presence – although we know he is always just a phone call away," commented Export & Freight publisher Helen Beggs.

"His people skills, whether on the editorial, advertising or HR side, are amazing and the one thing he has always drummed into us is that you should always 'treat people the way you would like to be treated yourself and you

will never go far wrong. This is what all of us at Export & Freight have tried to adhere to."

A qualified HGV driver, Darryl, who received warm and loud applause from the 650 guests at the awards event when he stepped on to the stage, was very much hands-on, spending many years 'test' driving trucks and vans for the magazine, for which he reported from all over Europe and farther afield.

His energy, passion, desire and publishing skills have been so evident over the years - the standing and respect in which the industry holds him is extensive. He will be sadly missed by all who know him in the industry and whether its with his wonderful family and grandchildren, on the golf course, singing with Portadown Male Voice Choir, painting or mastering a new musical instrument - we wish him nothing but happiness....





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EXCELLENCE IN MARITIME LOGISTICS



L-R: Adrian Logan, Anna Breen and Chris Polwart.

The FINALISTS were: P&O Ferries, Seatruck Ferries and Stena Line.

WINNER:

STENA LINE

Over the past two decades since Stena Line moved its services from Larne to Belfast, the company has invested more than £330 million in its Northern Ireland operations, providing a first-class ferry service to and from Belfast and helping to drive the key freight and tourism sectors.

Belfast is rapidly establishing itself as a specialist commercial hub within Stena Line's European business model. Earlier this year, Stena Line confirmed that a newbuild contract for four RoPax vessels, the world's most fuel efficient RoPax ships, currently underway at the AVIC Shipyard in China, will locate the vessels on the Irish Sea, specifically on Stena Line's routes to and from its expanding Belfast hub.

In advance of the 2019/20 delivery deadlines for the new tonnage, Stena has also moved to secure the long-term future of the Superfast VII and VIII vessels which currently operate so successfully on its Belfast – Cairnryan service. In July, Stena Line's parent company confirmed a multi-million-pound investment package to acquire the Superfast VII and Superfast VIII ferries. In 2016 Stena Line delivered

a best in class reliability performance on its Irish Sea North (Belfast-Cairnryan/Liverpool/Heysham) routes of 99.9%. That commitment to providing a 'metronomic' sailing service schedule has continued into 2017. In the first six months of this year, the company has delivered 99.9% reliability. Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North) said: "This was a great performance in a highly competitive market and I would like to take this opportunity to thank all the members of the Stena Line Freight team who have worked so hard to help us achieve this memorable accolade." "Since the award was announced we have received numerous calls of congratulations and good wishes from customers across the country who agreed that the award was richly deserved. As we move into the busiest period of our trading calendar, this is welcome recognition for the day to day hard work delivered not only by the Freight team but the whole Stena Line Irish Sea operation and it provides our customers with even more reassurance to know that they are partnering with the best ferry operator on the Irish Sea. Well done to everyone involved in helping us secure this prestigious award."

And added Chris Polwart, Commercial Director with sponsors Motis: "We have been supporting this event for the last 10 or 12 years and this year has been the biggest we have seen yet in what is a really fantastic venue; we are very impressed."

SPONSORED BY



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

One of the most progressive shipping companies in Europe serving thousands of customers throughout the region, it recently established a Freight Clearance & Truck Stop development at the Port of Dover, which was first initiated five years ago.

As one of the most secure sites of its kind in the UK and Ireland, facilities include parking space for 350 trucks, a customs clearance service and lots of amenities for drivers, such as showers, toilets, laundry, cafeteria and shop. There is also an Import desk, an Export desk, an HGV levy desk and an Agents desk available 24/7, 365 days a year.

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MICHELIN

SAFETY AWARD



EXPORT & FREIGHT
TRANSPORT & LOGISTICS AWARDS
2017

L-R: Adrian Logan, Jamie Shaw and Andrew Evans.

The FINALISTS were: DFDS Logistics Ltd, Granco Ltd, Brakes, Agro Merchants Group and Manfreight Ltd.

WINNER: **BRAKES**

Brakes is a dedicated all Ireland foodservice provider and “one stop shop” for every kind of business, with depots in Dublin, Cork, Galway, Lisburn and Strabane, delivering an extensive range of fresh, frozen, ambient and non-food products.

The company was praised for its major investment and commitment to safety in all areas and becoming the first Irish transport operator to hold the Freight Transport Association Ireland Gold Standard.

“Brakes shows a serious commitment to safety with a variety of innovations,” said the judges. “Carrying out ‘open forum’ monthly



meetings to monitor safety procedures from the top down, and with its drivers being put through a rigorous hazard perception training, the company is a worthy winner.”

Commented Brakes’ Jamie Shaw: “Safety involves everyone taking responsibility for what they do. It’s not just about the managers. It’s a team effort, no matter what level they are at and I am very proud to receive this award on their behalf.”

Andrew Evans, Michelin’s Truck Regional Sales Manager, added: “Michelin is a company that puts safety at the forefront and we are delighted to be sponsors of this particular award.”

Last year the Brakes Group was acquired by Sysco, the largest U.S. food distributor, which also owns Ireland’s leading foodservice provider, Pallas Foods.

It is currently bringing together its operations in the Republic, operating under the Pallas Foods Brand, with Brakes and Pallas Foods continuing to operate on a separate basis in Northern Ireland, at this stage.

SPONSORED BY



Michelin invests over €600 million every year to ensure their tyres offer unrivalled longevity, economy, reliability and of course safety for your fleet.

Its most popular heavy truck tyre range amongst Irish hauliers has just been replaced, as the company unveiled its new X Multi tyre line-up. Official testing has shown the next-generation fitments deliver 15-20 per cent more mileage than the Michelin X MultiWay 3D series, at no extra cost.

Available in four key fitments – 315/70 R 22.5 multi-position and drive tyres and 385/55 R 22.5 steer and trailer tyres – the X Multi range has been expanded with the launch of 295/60 R 22.5 and 315/60 R 22.5 X Multi D, followed by the 315/70 R 22.5 X Multi D Remix in early 2018.



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TOP FLEET OF THE YEAR



EXPORT & FREIGHT
TRANSPORT & LOGISTICS AWARDS
2017

L-R: Adrian Logan, Patrick Derry and Paul Balfe.

The FINALISTS were: DRT (NI) Ltd, Manfreight Ltd, Surefreight Ltd, McCulla (Ireland) Ltd, McBurney Transport Group, LCC Group and Fegan Transport Ltd.

WINNER:

DRT (NI) LTD

DRT (NI) Limited operates an independent distribution service throughout the Island of Ireland, delivering ambient, fresh or frozen product.

The awards judges praised the company for its 'outstanding fleet of well maintained vehicles,' and quoted this appraisal from one of its many customers, saying they totally agreed with the sentiments expressed: "The modern and outstanding fleet of vehicles used not only reassures me that our deliveries will arrive on time but also is a great message to our customers that we use a haulier that continually invests in the fleet of vehicles."

The company has invested heavily in recent years in innovative trailers and software solutions which provide traceability from point of collection, on site at its warehouse and on the road to delivery point. Vehicle and temperature tracking gives customers additional confidence as does its BRC Certification for Storage & Distribution.

Managing Director Patrick Derry commented: "It's great to win this award and reflects our

commitment and our continual investment in our fleet of trucks and trailers."

And added Paul Balfe, Commercial Fuels Director of sponsors Topaz: "We fully support the industry and are delighted to sponsor this very important award at what has been the biggest event in years; it is fantastic."

Based in Portadown in Co Armagh, DRT (NI) Ltd has steadily grown over the past four years and it plans to expand and further grow the business, with a new base in the town, representing an investment of around £10m.

At present the company employs approximately 150 staff, and the investment and development of the haulage depot will lead to further expected job creation.

The new planned hub on a 10 acre site at Charlestown Road in Portadown will include an office, storage/warehousing and workshop buildings, HGV trailer parking and car parking.

SPONSORED BY



Topaz is Ireland's largest fuels and convenience retailer now part of the Alimentation Couche-Tard Group. Topaz have over 444 stations across the country, and employs over 2000 staff.

Topaz is committed to change for the better, where standards in service, convenience and quality, alongside its responsibility to the environment, are paramount. "Our goal is to do everything that little bit better for our customers."

This multi award winning company and industry leader is continuing to expand its operations throughout Ireland.

Topaz has also increased its Northern Ireland presence to over 48 retail sites and continues to expand its Fuelcard business.

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EXCELLENCE IN CUSTOMER SERVICE



L-R: Adrian Logan, David O'Dowd and Nicola Walker.

The FINALISTS were: PRM Group, Bondelivery, Road Trucks Ltd, WS Dennison Ltd, RK Trucks Centre Ltd, DRT (NI) Ltd and Dennison Commercials Ltd.

WINNER:

BONDELIVERY

For more than 40 years, Bondelivery has offered a comprehensive logistics service to a wide range of high profile customers from seven locations throughout the UK and Ireland.

The awards judges noted: "Bondelivery is a company that enjoys a highly respected reputation amongst blue chip clients, with the resources, skills, experience and commitment to provide continuous service levels beyond expectations."

Founded in 1965 and acquired by the highly successful McBurney Group in 1989, it has a fleet of over 1,400 trucks, vans and trailers, 300,000 sq ft warehousing and a workforce of over 800 people.

The business is operated on a 24 hour, 7 day, 365 days a year basis, with flexibility and operational efficiency, key factors in meeting the diverse, complex and challenging need and requirements of its broad customer base.

The company is also embarking on a project for the future involving a bespoke automatic sortation machine for its parcel division. When complete, the machine will triple productivity



and provide substantial savings for customers. Another example of excellence in customer service is the offer of office accommodation on-site at Bondelivery where clients are welcome to work from, liaise directly with staff operating on their contract and have first-hand access to senior management.

SPONSORED BY



Cronus Logistics offers a wide range of transportation services to meet the customers' needs, offering niche port-centric solutions and commodity specific services for both containerised and bulk cargoes.

It delivers a green, radical and innovative door to door supply chain alternative on the UK Ireland Gateway, offering a bespoke inter-modal road and sea transport solution through the Ports of Bristol, Warrenpoint, Cardiff and Dublin.

With an experienced team that understands the finer details and nuances of the route, and operating its own ships, which are capable of taking up to eighty 45 foot curtain sided containers as well as 20ft and 40ft boxes, refrigerated containers and out of gauge cargo, Cronus is an expert on the Irish Sea, putting its customers first, by tailoring and building bespoke service solutions.

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TOP TRAINING OPERATOR OF THE YEAR



L-R: Adrian Logan, Paul McConway, Tactical and Training Manager, HR Manager, Jane Millar and Peter Murray.

The FINALISTS were: McCulla (Ireland) Ltd, McBurney Transport Group, SDC Trailers Ltd, Surefreight Ltd, Beatties Special Services, Manfreight Ltd and Musgrave Group.

WINNER:

SDC TRAILERS LTD

Established in 1978, SDC Trailers has become the largest trailer manufacturer in the UK and Ireland, with four state of the art production facilities in Toomebridge, Antrim and Mansfield, Nottinghamshire.

Last year, SDC opened two state of the art training facilities at their headquarters in Toomebridge - a piping and wiring training centre fully equipped with the latest semi-trailer technology and a welding centre which has 8 individual welding bays with cutting, extraction, burning, clamping, measuring and demonstration equipment.

SDC's training centres can facilitate up to forty staff in a relaxed and comfortable, off-the-job environment, as well providing a platform to review and advance manufacturing processes.

The project represents a £200k investment from SDC and has led to the creation four full time training officer positions in the last 12 months, making up an in-house training department of ten staff.

Jane Miller, HR Manager at SDC Trailers, commented: "We are delighted and honoured with this award which we accept on behalf of our very hardworking training team. We

believe training is imperative in business, from the point of view of ongoing employee development and the quality of our products.

"We would also like to thank Renault Trucks for sponsoring this award."

With thirty nine years' experience in the development of semi-trailers for road transport, SDC offer a completely bespoke service on their range of curtain-side, box van, skeletal and platform trailers. A long tradition of engineering excellence has seen SDC introduce a number of 'industry firsts', including a fuel saving hybrid semi-trailer, a range of high volume semi-trailers and an aerodynamic 'Aeroliner' curtainsider.

SDC employ over 800 staff with highly skilled welders, joiners, fitters, painters and quality inspector's on the shop floor, working to ensure the company's exacting quality standards are maintained. This reliable workforce has played a central role to the success of SDC, overseeing the entire design, engineering and trailer assembly process, from steel selection to customer delivery.

SPONSORED BY



Renault Trucks are a leading truck supplier in the UK & the Republic of Ireland through an impressive network of 68 wholly-owned, independent distributors & dealerships - including Newtownabbey-based dealer Diamond Trucks. Its truck range covers the long distance, construction and distribution sectors.

Renault Trucks recently launched its ambitious FALCON (Flexible & Aerodynamic Truck for Low CONsumption) project, the purpose of which is to develop and test innovative technology for reducing the fuel consumption and therefore the CO2 emissions of its trucks.

The FALCON project, which is due to end in 2020, will also assist Renault Trucks 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.



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EXCELLENCE IN COMPLIANCE



EXPORT & FREIGHT
TRANSPORT & LOGISTICS AWARDS
2017

L-R: Adrian Logan, Tony Kirkpatrick and David Wells.

The FINALISTS were: Musgrave Group, RiverRidge, Surefreight Ltd, PRM Group, Fegan Transport Ltd and Manfreight Ltd.

WINNER:

RIVERRIDGE

According to an independent panel of judges, 'all entries in this category showed very good practices, but RiverRidge edged it, thanks to quantifiable improvements on drivers' hours compliance and best practice, and detailed management structure of roles and responsibilities.'

With Freight Transport Association accreditation for 'Truck Excellence' and playing a part in the 'Logistics Carbon Reduction Scheme', RiverRidge is Northern Ireland's largest independent waste management company.

It operates a fully integrated collection, treatment and final disposal operation across the Province with sites in Derry-Londonderry, Belfast, Coleraine and Portadown. A dynamic organisation, it provides customers with technologically advanced waste management services. With an extensive customer base in the private and public sector, which includes schools, hospital trusts as well as major businesses, RiverRidge today is a multi-million pound company that continually looks to be more efficient, profitable and successful.

Tony Kirkpatrick, Transport and Logistics Director of RiverRidge, commented: "We are delighted to achieve the Export and Freight award for Excellence in Compliance, this award helps to highlight RiverRidge's exceptional compliance as an effectively managed transport operation."

In a sector where they are only just realising the importance of environmental compliance, it has always been at the forefront of RiverRidge's business model and a dedicated compliance team was formed on day one.

Tony added: "Compliance is viewed as a core business value which RiverRidge is fully committed to. As a result of our devoted Compliance department, our Health and Safety systems are constantly reviewed to ensure both our vehicles and drivers remain compliant.

"RiverRidge has become an example of best practice and the entire RiverRidge team should be very proud of themselves, to be recognised by our peers in the industry is a great testament to the group's hard work and dedication to ensuring we have a first class waste management company."

David Wells, Chief Executive of the FTA, who sponsored the award, commented: "It is vital that the industry maintains its compliance and continually seeks to improve and we are delighted that RiverRidge have been presented with this prestigious award."

SPONSORED BY



FTA is one of the UK's largest trade associations and represents over 16,000 members, operating over 220,000 commercial goods vehicles relying on or providing transport integration both domestically and internationally, to or from the UK.

FTA represents the needs of the logistics industry at local, national and European level. Its campaigns raise awareness of the logistics industry. It informs and prepares its members about and for the latest compliance requirements, and its training schemes improve the skills and knowledge of drivers and managers in the industry.

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TRAILER FLEET OF THE YEAR



EXPORT & FREIGHT
TRANSPORT & LOGISTICS AWARDS
2017

L-R: Adrian Logan, Brian McManus, Vincent Waddell and Steve Vincent.

The FINALISTS were: McCulla (Ireland) Ltd, Surefreight Ltd, DRT (NI) Ltd and Fegan Transport Ltd.

WINNER:

SUREFREIGHT LTD

With a substantial fleet of mixed trailer types on the road, continual investment has seen Surfefreight grow significantly in recent years. Over the past 18 months it has invested in 250 new and refurbished trailer units.

The awards judges noted that “when purchasing new stock, the company puts its customers in the driving seat to ensure any new trailer meets their specific requirements, a recent case in point being the acquisition of 20 new units specifically to service the specialised needs of just one client.”

The Newry headquartered company also has a number of other depots in strategic locations across the UK, including Cardiff, Bradford, Heysham, Sheffield, Liverpool and Manchester.

Established in 1989, Surefreight is today one of the top haulage operators between Ireland, UK and Europe. As the company rapidly grew, the business developed from a two man operation to a large well organised company and now employs in excess of 250 staff across its various sites.

Commenting on the award, a delighted Joint

Managing Director of Surefreight, Vincent Waddell said: “We have been investing heavily in our fleet over the last couple of years and we are now running around 200 trucks and over 500 trailers. Investment is key to success.

“We love supporting the Export & Freight team in organising these awards; we have been attending the event for many years – it is a fantastic night out, and we are delighted with this latest recognition from the industry.”

Added Steve Vincent, Head of Aftermarket, Schmitz Cargobull UK and Ireland, sponsors of the award: “All the winners have fully deserved their awards. It’s our 125th anniversary this year so we are very happy to be sponsoring this category; it’s important for us to do so. The atmosphere in this new venue at the Waterfront has been really fantastic.”

SPONSORED BY



Schmitz Cargobull is Europe’s leading manufacturer of semi-trailers, truck bodies and trailers for temperature-controlled freight, general cargo and bulk goods and is celebrating its 125th anniversary this year.

When customers buy a new trailer from Schmitz Cargobull, they have a wide variety of models to choose from, with diverse equipment options and extras. As such, its new vehicles are customised to fit the individual needs of the customer.

With an annual production of some 57,000 trailers and around 5,700 employees, Schmitz Cargobull AG is a pioneer in the industry, developing a comprehensive brand strategy early on and consistently establishing quality standards spanning every level: from research and development, to production and specialist services such as consulting, trailer telematics, financing, spare parts and Full Service.

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TECHNICIAN OF THE YEAR



L-R: Adrian Logan, David Newell and Steve Turton.

The FINALISTS were: Michael Hall, Mercedes Benz Truck & Van NI Ltd, Dungannon, David Newell, NI Trucks Portadown, Paul Conroy, Road Trucks Ltd Omagh, Thomas McCavigan, NI Trucks Portadown, Kevin O'Neill, Dennison Commercials Ltd and Glen Weir, RK Trucks Centre Ltd.

WINNER:

DAVID NEWELL

NI TRUCKS PORTADOWN

Having worked with NI Trucks for 17 years, David is a specialist in diagnostics and electronics and is a representative on the Iveco Technical Forum.



The awards judges noted: "David strives on pushing himself outside his comfort zone in an effort to better himself as an engineer and develop his career."

As part of the NI Trucks 'on call' breakdown service, he has an excellent first time fix rate; his knowledge, experience and great service has helped win the company many new customers over the years.

His position on the Iveco Technical Forum allows him to not only pass his knowledge on to work colleagues in NI Trucks but to the rest of the Iveco brand dealer network in Northern Ireland and Great Britain.

"The competition was very stiff," said David, "but I am glad to have come through in the

end. I have put many years into training for my role, trying to continually better myself and my skills and it's great to be recognised, not just for myself but for the company, too."

Steve Turton, Managing Director of sponsors BPW Limited, added: "We are very proud to be involved in these awards, and specifically with this particular category. Our young people represent the future of the industry, we need to see young people coming through and it's great to see that happening with people like David here; we are delighted for him."

Based in Mallusk and Portadown, NI Trucks is the Iveco Commercial Vehicle Dealership for Northern Ireland. The Iveco range spans from light Daily vans, to Eurocargo medium trucks and heavy Stralis tractor units.

SPONSORED BY



BPW Limited

BPW first began producing axles and suspensions over 100 years ago and is renowned as one of the world's leading manufacturers of intelligent running gear systems, for trailers and semi-trailers.

In that time, BPW has developed and now encompasses multiple companies, development sites, production facilities and aftermarket distributors across the globe.

Its product portfolio today ranges from axles and suspension systems, brake technologies, landing legs, lighting systems, body superstructures to user-friendly telematics applications for trucks and trailers. Through this expanded portfolio BPW have now positioned themselves as a total system partner for vehicle manufacturers.

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DRIVER OF THE YEAR



L-R: Adrian Logan, Paul Hagan and Gavin Mitchell

The FINALISTS were: David Henning, Mulgrew Haulage Ltd, James Dennison, WS Dennison Ltd, Paul Hagan, Allen Logistics (NI) Ltd, Martin Cooper, Beatties Distribution Services, Arnold Palmer, McBurney Transport Group, Winston Bradford, Mcculla (Ireland) Ltd and Damian Beagan, Surefreight Ltd.

WINNER:

PAUL HAGAN

ALLEN LOGISTICS (NI) LTD

Paul Hagan from Allen Logistics (NI) Ltd came out tops in what was a closely contested category, with chief testing instructors Colin Hamill and Colin Skelton from Transport Training Services (TTS) putting drivers through their paces to assess each of them on a variety of driving skills.

Commented the judges: "While it was very difficult to separate the three top drivers, it was Paul's exceptional ability in the low speed manoeuvring that set him apart on the day." Competing drivers took part in a series of practical driving manoeuvres and tests, under the watchful eye of the examiners and commented Paul: "I was shaking when my name was called out. This award was hard to win because there are so many good drivers and so many good companies around. It feels like I've just passed my lorry test!" "I knew I had done reasonably well on the day; I didn't have too many faults, but it is still a surprise to win as I was

up against some top class finalists." And said Gavin Mitchell, Managing Director of RSA NI: "RSA Insurance is delighted to have sponsored this very important category for the fifth consecutive year. It was a hard fought contest as Paul said, but he is certainly a very worthy winner." With its main operational headquarters just off the M1 motorway at Moira in County Down, and a second depot in Liverpool, Allen Logistics is a key supplier of transport services to major Blue Chip companies across Ireland and the UK. The company celebrated 50 years in business in 2016 when it also won the Top Fleet of the Year category in the same event.

SPONSORED BY



RSA Insurance is recognised as one of the leading insurance providers to the Transport and Logistics Sector and widely regarded as being part of the fabric of the industry. With a long history of providing comprehensive tailored insurance solutions in this area, RSA are particularly proud to be associated with this award. RSA NI's team of highly experienced insurance professionals offer a blend of strong technical capability and local market knowledge to assist the transport and logistics industry. RSA NI's key priorities are to deliver profitable growth, enhance its technical expertise, drive operational efficiency and build its organisational capability in the province. A major emphasis is placed on delivering a world class service to its brokers and effective risk management and claims services to its customers.

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TRANSPORT MANAGER OF THE YEAR



L-R: Adrian Logan, Chris Hutchinson and David Davis.

The FINALISTS were: Harry McIntyre, RiverRidge, William Connolly, Liam Connolly (Roadfreight) Ltd, Colin Davis, PRM Group, Aaron Weir, SHS Group, Maureen McSwiggan, Surefreight Ltd, Chris Hutchinson, McBurney Transport Group Ltd and Dean Gilmore, Allen Logistics (NI) Ltd

WINNER:

CHRIS HUTCHINSON

MCBURNEY TRANSPORT GROUP LTD

Chris Hutchinson, McBurney Transport Group Ltd was praised by the awards judges for taking a proactive role in his company, and they commended him, too, for his forward thinking attitude and actions.

"His obvious pride in the fleet and its drivers and his proven commitment to customer service and standards, as well as his involvement in the company's apprenticeship scheme, made him stand out," said the judges. "It's been quite a difficult one to judge as the candidates were all very good."

Chris, who was up against six other highly commended finalists, has also been instrumental in helping the company recently achieve Bronze accreditation in the Fleet Operator Recognition Scheme.

Chris has also been instrumental in the development and integration of three separate internal IT systems into one, now incorporating load planning/driver app/resource allocation/maintenance scheduling and safety inspections; this has already led to bigger efficiencies across

the group both operationally and financially.

"I am absolutely delighted to get this recognition," said Chris. "It is very unexpected. My role involves everything from managing the fleet and customer services right through to compliance. It is all extremely important and it all has to be brought together."

And added Volvo Trucks National Business Manager for Ireland, David Davies: "It is an honour to be involved in these awards because the transport manager plays a major part in our business, and we hope to be here for many more years to come. This new venue is amazing; it is second to none."

Chris's success is the eighth time the McBurney Group has come away with a top award in this event in recent years.

SPONSORED BY



For 50 years Volvo Trucks, with its impressive network of 87 wholly-owned or independent distributor & dealerships - including Northern Irish dealer Dennison Commercials - has been one of the leading truck suppliers in the UK & the Republic of Ireland, having registered over 225,000 vehicles since 1967.

The manufacturer continues to push the boundaries of innovation and is now introducing Euro 6-compliant heavy duty trucks running on liquefied natural gas or biogas. The new trucks have the same performance, driveability and fuel consumption as Volvo's diesel-powered models.

Furthermore, the new trucks' CO₂ emissions are 20-100 per cent lower compared with diesel, depending on choice of fuel. The new Volvo FH LNG and Volvo FM LNG are available with 420 or 460 hp for heavy regional and long-haul operations.

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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.

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INNOVATION EXCELLENCE AWARD



EXPORT & FREIGHT
TRANSPORT & LOGISTICS AWARDS
2017

L-R: Adrian Logan, Brian Beattie and Peter Morrow.

The FINALISTS were: RiverRidge, Manfreight Ltd, RHA Extraclick+, McCulla (Ireland) Ltd and DRT (NI) Ltd.

WINNER:

McCULLA (IRELAND) LTD

With over four decades of experience in the haulage industry McCulla Ireland is one of the country's leading providers of Ambient, Chilled and Frozen logistics solutions throughout Ireland, the UK and Europe.

Helping it to win the Innovation Excellence award was this year's introduction of personal digital assistants (PDAs) to its operation. All drivers are now equipped with a PDA and use the device to confirm arrival at the customer premises and then scan the proof of delivery (POD) document once the delivery is complete. The scanned POD is uploaded to the system at the point of delivery, meaning that it is immediately available for the customer to access.

The award judges noted that while PDAs are



commonplace in the parcel delivery sector, McCulla Ireland is thought to be the only haulage company of its kind in the UK and Ireland utilising this technology. Indeed, the supplier of the technology had to write the software specifically for the company's purpose.

Not only is this a further step in providing full transparency of the delivery procedure, but other additional efficiency and financial benefits have resulted.

Commented the company's Operations Director Brian Beattie: "Our staff is strongly represented here at this event because winning is not down to an individual, it's down to a team effort. This is excellent recognition from our peers."

Added Peter Morrow, FORS Manager for Northern Ireland: "At FORS we are all about celebrating companies who do things well, and award ceremonies like this are essential. McCulla Ireland has grown significantly over the past year in Ireland alone, so we are delighted to share in their success tonight."

SPONSORED BY

The Fleet Operator Recognition Scheme (or FORS for short) is a voluntary accreditation scheme that enables operators to stand out from the crowd and work to standards above the legal minimum. There are now over 4,600 FORS operators and membership across Ireland has grown by 30% in the last 12 months.



FORS encompasses all aspects of safety, efficiency, and environmental protection by encouraging and training fleet operators to measure, monitor and improve performance. FORS provides accreditation pathways for operators of any type, and for those organisations that award contracts and specify transport requirements.

FORS Bronze, Silver and Gold membership provides progressive accreditation enabling operators to achieve exemplary levels of best practice. Such accreditation drives best practice across the European fleet industry in terms of safety, efficiency and environmental protection.

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VAN OF THE YEAR



L-R: Adrian Logan, Robert Walker, Andy Eccles and Andrew Frizzell.

The FINALISTS were: FUSO Canter 3.5 tonnes, Iveco Daily 35 S14 HI-MATIC & 702 C18 HI-MATIC, LDV V80, Mercedes-Benz Sprinter 314 LWB and Volkswagen CR35 Crafter MWB Trendline 140ps.

WINNER:

MERCEDES-BENZ SPRINTER 314 LWB

The Mercedes-Benz Sprinter 314 LWB beat off stiff competition from four other leading manufacturers to pick up this prestigious award.

With a host of innovative safety features ranging from Crosswind and Collision Prevention Assist to Blind Spot and Lane Keeping Assist, as well as excellent all-round visibility afforded by its driving position and large windows, the Mercedes-Benz Sprinter is already a proven workhorse on our roads.

It is the van that is relied on in all of the UK's 14 ambulance trusts and many of the country's food distributors and top parcel courier companies.

Sprinter BlueEFFICIENCY models are amongst the most sustainable vehicles in their class and include ECO start/stop function, ECO power steering pump, shift point recommendation, intelligent fuel pump, low rolling resistance tyres and intelligent alternator.

BlueEFFICIENCY Package Plus builds on this further still by ensuring a further reduction in



fuel consumption for vehicles which generally operate at motorway speeds and includes an electric extractor fan and longer rear axle ratio.

"It's a great award for us to win, the first time this category has featured in this event, so we are very happy, and hope to be back again next year," said Andy Eccles, Head of Business Development & Direct Sales Mercedes-Benz Vans UK Ltd.

Andrew Frizzell, Area Sales Manager NI Bridgestone, added: "For Bridgestone to be a sponsor at this event is a very proud moment; these awards are the biggest of its kind here and we are delighted to play a part."

SPONSORED BY



Bridgestone is one of the world's largest tyre and rubber companies with one of the largest sales forces in Ireland.

The company's recently developed on/off M-STEER 001, M-DRIVE 001 and M-TRAILER 001 tyres have the durability to perform in a wide variety of surface conditions from asphalt and gravel to sand and mud, while demonstrating a high resistance to cutting, chipping and other forms of accidental damage. The M-SERIES delivers excellent mileage as well as great traction and grip.

Bridgestone can also lay claim to being commercial industry leaders too, after revealing its Fleet Operator Recognition Scheme (FORS) supplier status and pioneers of the IRTEC tyre training accreditation which aims to regulate the industry and provide a sense of 'best practice' with an approved standard that fleet technicians can aspire to achieve.



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TOP TEAM OF THE YEAR



L-R: Adrian Logan, Eoin McErlan, Lynda Hughes, Andrew Johnson, Robert Stanley and Cal Carmichael.

The FINALISTS were: SDC Trailers Ltd, WS Dennison Ltd, Dennison Commercials Ltd, PRM Group, Allen Logistics (NI) Ltd and FORS.

WINNER:

SDC TRAILERS LTD

Established in 1978, SDC Trailers has become the largest trailer manufacturer in the UK and Ireland, with four state of the art production facilities in Toomebridge, Antrim and Mansfield, Nottinghamshire.

Commented the award judges: "With highly skilled welders, joiners, fitters, painters and quality inspector's working in harmony with the company's management and other divisions, this is a team that really is on top of its game."

And they added: "Working closely with its customers to understand their transport requirements, this exceptional team of hard-working employees has played a central role in the success of the company over the last four decades."

The management at SDC Trailers recognise that they have an exceptional team of hard-working employees who form the backbone of the company and that nurturing this talent is key to the future success of the company.

The SDC team have gone above and beyond their requirements to deliver the best opportunities for professional development through dedicated programmes and resources at their new training facilities.

"I am very proud to accept this award on behalf



of all the staff at SDC," said the company's Carl Carmichael. "It is a very special award because it recognises team work which has been essential in driving SDC forward over the years and will drive us forward into the future."

On behalf of the sponsors, Andrew Johnson, Sales Manager, FUSO Ireland, added: "We feel it is very important for us to associate ourselves with such a prestigious awards ceremony. It is a very well established event and we are delighted for SDC."

SPONSORED BY



FUSO Ireland is a leading truck supplier in both Republic of Ireland and Northern Ireland with a network of 15 independent dealerships - including both J&F Trucks and RK Trucks Centre in Northern Ireland.

FUSO has been building trucks for over 80 years and has had a presence in the Irish market for 30 years, with Mitsubishi FUSO Ireland the exclusive importer and distributor of Mitsubishi Canter trucks in Ireland since 1984.

Mitsubishi is a well-established and respected Japanese brand with a reputation for reliability and performance and is 85% owned by Daimler AG.

As a major worldwide manufacturer, it contributes a significant part of Daimler's worldwide truck production, making Daimler the world's largest truck manufacturer.



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CHILLED OPERATOR OF THE YEAR



L-R: Adrian Logan, George Lee and Donal Cox.

The FINALISTS were: McCulla (Ireland) Ltd, Agro Merchants Group, McBurney Transport Group Ltd, PRM Group, DRT (NI) Ltd and DFDS Logistics Ltd.

WINNER:

AGRO MERCHANTS GROUP

AGRO Merchants Group operates out of seven locations across the island of Ireland, with a fleet of almost 300 trucks and more than 600 trailers.

Since 2013, AGRO has built a presence in 11 countries globally, operating 61 facilities. AGRO's team has decades of expertise in developing and managing supply chain solutions and helping customers quickly enter new markets and capitalise on existing ones, by linking food producers to retailers, wholesalers, and service providers – globally. The company specialises in the storage, value-added handling, and distribution of refrigerated and frozen food products and is strategically located to serve ports, distribution hubs, and production locations via ship, rail, truck, and air – providing comprehensive “one-stop” services and support from booking to final destination delivery. Locally, AGRO Merchants Lurgan, previously known as Sawyers Transport Ltd, has facilities in Silverwood and Annesborough, both prime locations just off the M1 and within easy access to all major ports and the rest

of the Group's facilities in Ireland. Meanwhile, AGRO Merchants Dublin, previously Browne Logistics, is conveniently located in the Swords Food Park, near the port of Dublin. The Lurgan and Dublin sites cooperate very closely to offer the best distribution and transport solution to the Group's customers. “Winning this award has been very important to us,” said George Lee, Operations Director for AGRO Merchants, “and it shows how committed our staff are; it's all down to good teamwork.” And Donal Cox, Regional Director UK & Ireland Thermo King & Frigoblock, added: “It's important that we are able to sponsor this particular award, especially as we have many loyal customers here in Northern Ireland; we recognise the very good work they do for the industry, and it is also good to be here in support of our local dealer, Transport Technical Products who are celebrating 40 years in Northern Ireland this year.”

SPONSORED BY



Thermo King is the world leader in temperature control systems and has just launched the new SLXi trailer – with Telematics and Bluetooth as standard. Thermo King's Northern Ireland dealer, Technical Transport Product (TTP), is celebrating 40 years serving the industry and their loyal customers – and it recently opened a new workshop in Portadown. The move is part of the company's long term plans to grow and diversify the business which was originally established in Ballymena at a time when refrigerated transport in Northern Ireland was in its infancy. The company was founded by Billy and Muriel Finlay. Today, it is headed up by their daughters, Kathryn Dickey, General Manager and Tracy Martin, Sales & Marketing Manager.

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A PACCAR COMPANY DRIVEN BY QUALITY

DAF



L-R: Adrian Logan, Martin Preshur and Phil Moon.

The FINALISTS were: RTU Ltd, SHS Group and Musgrave Group.

WINNER:

MUSGRAVE GROUP

A family-run business, Musgrave, founded in 1876, remains one of very few Irish companies owned by its colleagues and family shareholders and operates from its base in Dargan Drive, Belfast.

The awards judges noted that the company's entire team - from the warehouse picker to the HGV driver - are all driven towards providing exceptional service, quality and excellence throughout the distribution industry, showing a divergent and distinctive capability to deliver their product beyond expectations. With a new fleet of tri-temperature trailers and



Euro 6 trucks, the company delivers daily to its own stores and retail partners that include Super Valu, Centra and MACE, covering almost 300 locations across the country and as a business, it feeds one in three people in Ireland.

What makes the company different is its extraordinary network of independent retail partners – thousands of family businesses based in the heart of towns and cities across Ireland, Northern Ireland and Spain, making significant contributions to local economies and enhancing vibrant communities.

The Musgrave Group's Martin Pressure said: "We strive to be the best in the country, so we are very happy to have this recognition from the industry."

Commented DAF's Marketing Manager, Phil Moon: "DAF is always proud to be sponsors of this award. Own account operators serve the industry very well in this part of the world and we are delighted to present this award to the Musgrave Group."

SPONSORED BY



DAF Trucks are the UK's market leading manufacturer of trucks and in Northern Ireland they are represented by TBF Thompson who have been supporting DAF operators across the country for well over twenty years now.

TBF Thompson took on the DAF franchise on 14th August, 1995, marking the beginning of one of the most successful outlets for the DAF brand in the UK.

Meanwhile, after nearly thirty years in Thame, Oxfordshire, DAF Trucks in the UK will be moving to a new facility in neighbouring Haddenham, Buckinghamshire in 2018.

The new three-storey facility will have almost 50,000 sq.ft. of office space and will include a state-of-the-art auditorium, as well as an ultra-modern four-bay workshop to offer world class training facilities for DAF dealers and employees.



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HAULIER OF THE YEAR



L-R: Adrian Logan, William Dennison and Heiko Selzam.

The FINALISTS were: Liam Connolly (Roadfreight) Ltd, Fegan Transport Ltd, WS Dennison Ltd, Manfreight Ltd, Allen Logistics (NI) Ltd and S. Connolly & Sons.

WINNER:

WS DENNISON LTD

With two strategically-located depots in Antrim and Limerick, WS Dennison is the leading furniture storage and logistics company in Ireland, specialising in logistics for manufacturers, importers, wholesalers and international and multi-national retailers.

Founded in 1979, WS Dennison remains family-run, with all of its full-time employees benefiting from an in-depth knowledge and understanding of the furniture industry.

The company operates a large selection of bespoke and fully livered vehicles and trailers to meet the exacting standards for the transportation of furniture, while its two purpose built warehouses incorporate a total of 50,000 sq ft allowing it to decant customers goods into its store and consolidate these into viable loads to transport across Ireland. This allows customers to use the facility as an outsourced warehouse to store and distribute their furniture efficiently and cost-effectively.

The criteria for the award included running a high quality, well-maintained fleet (of up to 50 vehicles) as well as being able to demonstrate "a good reputation for efficient, respected service" and offering "good business

practice in all aspects of the operation."

The judges felt that, although W.S. Dennison is not the typical haulier, the company's ability to carry out such specialist work in a niche sector of the transport and logistics market, and to such high customer service standards, made them worthy winners.

"I am absolutely delighted; this would not have been possible without a great team effort," said William Dennison, Managing Director. "Everyone in the team has played a part in making this award possible by their hard work down through the years."

And said Heiko Selzam, Director National Sales, Mercedes-Benz Trucks: "Events like this are very important to us as sponsors. We not only have our partners here in the network, but also many of our key accounts. I am happy and pleased on my first visit to Northern Ireland to present this award to WS Dennison."

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Local dealers, Mercedes-Benz Truck & Van (NI) enjoy a wealth of expertise in the area of customer-orientated transport solutions. Its experienced truck and van sales teams are always on hand to offer advice and assistance to help customers choose the right Mercedes-Benz commercial vehicle for their business.

It also has state-of-the-art Service and Parts facilities at both its sites in Mallusk, just outside Belfast and in Dungannon, with the latest diagnostic equipment and genuine Mercedes-Benz truck and van parts.

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IVECO

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EUROPEAN HAULIER OF THE YEAR



L-R: Adrian Logan, David Bradford and Stuart Webster.

The FINALISTS were: Surefreight Ltd, DRT (NI) Ltd, Manfreight Ltd, Agro Merchants Group, McBurney Transport Group and McCulla (Ireland) Ltd

WINNER:

McCULLA (IRELAND) LTD

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. Over the past 25 years, brother and sister, Ashley and Carol, have taken the company to the forefront of refrigerated transport.

McCulla (Ireland) Ltd serves the UK, all of Ireland and the rest of continental Europe, with an infrastructure that is fairly unique in that it only uses its own fleet and its own drivers at all times, meaning that at any stage in the supply chain the company has full control from start to finish.

With a fleet of around 100 trucks and 150 trailers, it operates two strategically placed facilities within Ireland: one based in Lisburn in County Antrim, the other in Ballymount in the Irish Republic, with both sites including modern cold storage facilities.

McCulla Ireland is also 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 its 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.

Commented McCulla Ireland Director David Bradford: "Winning awards like this increases our company profile in what is a very competitive sector. We have won a number of awards over the years and we hope to continue doing so in the future."

Added Iveco UK & Ireland Business Director Stuart Webster: "It is important for us to be here as sponsors to support our dealers and customers – and of course, it's a great networking opportunity."

SPONSORED BY

IVECO

IVECO and local dealer N.I.

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LOGISTICS & WAREHOUSING SPECIALIST



EXPORT & FREIGHT
TRANSPORT & LOGISTICS AWARDS
2017

L-R: Adrian Logan, Colin Davis and Peter Collins

The FINALISTS were: WS Dennison Ltd, PRM Group, McCULLA (Ireland) Ltd, Bondelivery, Agro Merchants Group and Allen Logistics (NI) Ltd.

WINNER:

PRM GROUP

The PRM Group is one of Ireland's leading chilled and frozen food sales & distribution companies, with state of the art computerised stock management, voice picking and temperature monitoring systems, providing full stock traceability and chill chain maintenance.

The company, founded in 1988 by Philip and Lynne Morrow, and which operates from a modern facility in Lissue Industrial Estate, Lisburn, currently delivers an average of 15 million cases of chilled & frozen food per annum, primarily into the Irish market and was one of the first businesses in Ireland to introduce a Voice Recognition Picking System to improve pick accuracy and efficiency.

Having recently renewed its AA BRC Global standards accreditation for Storage and Distribution, thus affirming its commitment to offering a high standard of logistics and warehousing services, it beat off stiff competition from five other finalists to win the category.

Its logistics operation offers a varied range of services including standard case picking, cross docking, storage, reworking, blast freezing and up-tempering, as well as more complex services such as production planning.

PRM Group's Colin Davis commented: "It's



brilliant to pick up this award at such a prestigious event. Our logistics team work tirelessly and are incredibly passionate about the work they do. What a fantastic way for their great work to be commended."

Added Peter Collins, MAN Financial Services Director: "We've supported these awards since their inception and the event just keeps growing and growing; we are very proud to be part of something like this."

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seven International Truck of the Year Awards MAN has built an enviable reputation for producing quality trucks.

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Stena Line

TRANSPORT PERSONALITY OF THE YEAR



L-R: L-R: Adrian Logan, Rodney Ferguson and Anna Breen.

WINNER:

RODNEY FERGUSON

DFDS MANAGING DIRECTOR

Rodney Ferguson, Managing Director, DFDS Logistics, was honoured for his long service to the transport industry.

Amid loud and prolonged applause, Anna Breen, Freight Commercial Manager Irish Sea North with Stena Line, who sponsored the award, presented him with a beautiful cut glass trophy during the glittering ceremony at the Waterfront Hall in Belfast attended by more than 650 guests from right across all sections of the industry.

"This recognition means a great deal to me and to the team at DFDS here in Belfast. Together we have built up a great company over the years," said Rodney, who recently celebrated his 60th Birthday and continues to show the same passion, enthusiasm and commitment to the transport industry as men half his age.

Added Anna Breen: "We are delighted for Rodney. We have had a long relationship with DFDS and we are thrilled to present this award; it is very well deserved."

Rodney's energy and enthusiasm are his trademarks, and always have been since he first entered the industry almost 40 years ago.

Assuming the position of DFDS Managing Director two years ago, he has successfully steered the business through a transformation process in what the industry recognises as a turbulent market place.

Under his expert direction and guidance the business is ideally positioned for growth in the months ahead.

Outside of his work commitments, he is a keen mountain walker and has led several weekend assaults up Northern Ireland's mountains with his colleagues - all in aid of raising money for local charities. In May of this year, he embarked on a personal walking marathon in the Pyrenees, proving that you're never too old!

Well known within the industry, his very likeable and humorous demeanour has gained him huge respect from customers, colleagues and suppliers, while his work ethos and approach to constantly improving all aspects of the business make him a worthy recipient of Transport Personality of the Year.

SPONSORED BY



Stena Line is the largest ferry operator on the Irish Sea, offering the biggest fleet and the widest choice of routes between Britain and Ireland including Belfast to Liverpool and Heysham, Belfast to Cairnryan, Dublin to Holyhead and Rosslare to Fishguard routes, a total of 228 weekly sailing options between Britain and Ireland. Stena Line also offers a direct service from Rosslare to Cherbourg with three return crossings a week. Over the past two decades since Stena Line moved its services from Larne to Belfast, the company has invested more than £330 million in its Northern Ireland operations, providing a first-class ferry service to and from Belfast and helping to drive the key freight and tourism sectors.

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**EXPORT & FREIGHT
AWARDS 2017
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FLEET TRUCK OF THE YEAR (LIGHTWEIGHT DISTRIBUTION)



L-R: Adrian Logan, Gary Coburn, Roger Turnbull, Donal Rice and Gavin Diamond.

The FINALISTS were: DAF LF, Iveco EuroCargo 180E25 and MAN TGM 18.250 4x2 BL.

WINNER:

MAN TGM 18.250 4X2 BL

A team of 14 industry experts met each of the participating manufacturers, who travelled from England to outline the quality and value of their vehicles.

Separating all the entries in this closely contested category has become increasingly difficult over the years, and this, the seventh year of the award, has been no exception, but in the end the MAN TGM 18.250 4x2 BL beat off stiff competition from the DAF LF and the Iveco EuroCargo 180E25.

The judges met each of the participating manufacturers, and among the many aspects taken into account were performance and reliability, driver safety and comfort, fuel efficiency and aftersales support from the dealership network.

The MAN TGM redefines the terms economical in terms of medium to heavy duty traction: equipped with an optimised driveline, it ensures you are even more comfortable and are saving even more fuel when on the road. The innovative engine saves on weight and on fuel consumption. Whether in distribution transport, municipal applications or on a construction site, the MAN TGM proves itself as multifaceted as your daily challenges.

It also features the most modern efficiency and safety systems, as well as a fully modernised driver's workplace that allows you to feel at home when out on the road.

Roger Turnbull, Head of Sales, MAN Truck & Bus, commented: "We are absolutely delighted to win this award. The TGM is vastly underrated, so this is a fantastic achievement."

Added Donal Rice, Managing Director of RK Trucks: "We've been with MAN since 1993 and this is the second time MAN has won Fleet Truck of the Year at the event. We are delighted to be back on the podium with the MAN product."

For the sponsors, Gavin Diamond, Director of SDC Truck & Trailer Parts, commented: "It's a great honour to be part of this event where we can also see many of our customers and other people in the industry under one roof."

And Gary Coburn, Regional Sales Director, Close Brothers Commercial Finance, added: "For us, there is no more important event in Northern Ireland than these awards and we are delighted to be here once again."

SPONSORED BY



SDC Trailers Limited in Toomebridge is the largest trailer manufacturer in the UK and Ireland. They supply approximately 75% of the dry freight trailers into the Irish market. When you invest in an SDC trailer, you are not only investing in the best technology, quality and flexibility, you're investing in the knowledge, expertise and understanding that comes from years of experience in the haulage industry.

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Neil Groves, BPW; Paul Lutton, Dumfries Freight; Steve Turton, BPW; Eamon McGuren, BPW; and Dickie Curran, Curran Transport.



Donal Rice, RK Trucks; Robert McMullan, Nu-Track; Graham Wilkinson, MAN Bus and Coach; Peter Collins, MAN Finance; and Michael Moran, Lissan Group.



Alistair Eagles of Seatruck and Kim Swan of P&O.



Roisin Doran, Aoibhean O'Hare and Orla Franks, of Motis.



Stuart Webster, Lisa Fuller and Emmet Wrafter, of Iveco.



Gary McNally, David McComb, Ryan Kearney, Patrick Hutley, Paul Tyrell and Chris Polwart, of Motis.



Aidan Flynn of FTA and Deirdre Sinnott of HSA.



Desmond Connolly, S.Connolly & Son; Seamus Leheney, Seatruck; and Raymond Connolly, S.Connolly & Son.



Steve Vincent and Paul Percival, Schmitz Cargobull; Kathryn Dickey, TTP; Fred Rodgers and Donal Cox, Thermo King.



Stephen Shaw, Eddie Doherty, Colin Adams, Wayne Anderson and Jim Murphy, of Modern Tyres.



Paul Balfe, Fionnuala O'Donovan and Eric Quinn, of Topaz.



Ronnie Smyth, Sammy Hamill and Arnold Palmer, of McBurney Transport.



Chris Hutchinson, Ashley Currell, Melody Hamer and Paul Jackson, of McBurney Transport.



James Hall, Courtney Radcliffe, Stuart Kidd and Robert Johnston, of Brakes.



Joanne Harjin, Rita-Marie Roden and Anna Breen, of Stena.



Mark Spencer of Hi-Power and Joe Hanna of Montracon Trailers.



Alan Espie of TBF Thompson and John Lawell of BOC.



John Marks of Road Trucks and Neil McKibben, of Mercedes-Benz Truck and Van (NI).



Tony McKillop, Granco; Brian McManus, Surefreight; Gary McCloskey and Pat Grant, Granco.



Roy Crook, Robert McClean, Nicola Walker of Cronus Logistics and Vincent Waddell of Surefreight.



Matt Ouenby, ATS; Andrew Evans, Michelin; and Aaron Clydesdale, A One Tyres.



Paul Mulkin, Lesley-Ann Cunnah and Gerard Doherty, of Donnelly Group.



Richard O'Loughlin, Stena; Nick McCullough, DFDS; and Shaun McAllister, Stena.



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MAN TGM: AN EFFICIENT & ECONOMICAL ALL-ROUND WORKHORSE

Operators of the MAN TGM know it is a workhorse that has many strengths confirming its place as an all-rounder for efficiency and economy.

Thanks to its light weight and large payload potential the MAN TGM can be put to work across many disciplines, where it is more than capable of holding its own, particularly in medium-duty transport operations.

The MAN TGM offers tonnages between 13 and 26 tonnes and has an excellent payload. Its powerful new Euro6 engines and choice of 4x2, 4x4, 6x2 or 6x4 axle configurations deliver efficient transport performance on the road and on the demanding terrain of construction sites.

The versatile chassis from MAN allows full use of the loading length to be made. The frame concept with its flat top surface means that bodies and equipment can be easily and quickly mounted at low cost.

Excellent handling is achieved by the quiet and efficient hypoid axles and the chassis, with parabolic spring suspension or the electronic air suspension, play a significant role in ensuring driving comfort and stability. The platform height can be easily varied via the ECAS control unit to accommodate different height loading ramps.

Efficiency is guaranteed with the MAN D08 engine which, for the MAN TGM, has six cylinders with



power ratings of 118kW (160hp) to 235kW (320 hp). The modern engine sees fuel consumption reduced by up to five per cent and the simplified emission control (SCR) also makes the engine lighter and less complex.

New sensors warn drivers when coolant and oil levels drop to help prevent engine damage.

Drivers are also the focus for the MAN TipMatic with Idle Speed Driving, Speed Shifting and EfficientRoll functions now

available on the MAN TGM.

These moving off and gearshift strategies improve driving comfort and reduce fuel consumption.

The electronic braking system (EBS) assures excellent and safe braking characteristics in all situations while ABS with off-road logic can also enhance braking effect on unsurfaced and slippery conditions.

Anti-slip control (ASR) and the electronic stability program (ESP) are standard items that improve road safety.

MAN has also developed emergency brake assist (EBA). The anticipatory system alerts drivers to impending collisions, providing them with valuable time to react. The system also initiates braking in an emergency.

Also with drivers' comfort in mind, MAN offers four cabs on the TGM – all designed to facilitate fatigue-free, concentrated driving.

The C day cab is the first choice for daily delivery work. It has extremely low entry height, wide-opening doors and ease of cross cab access.

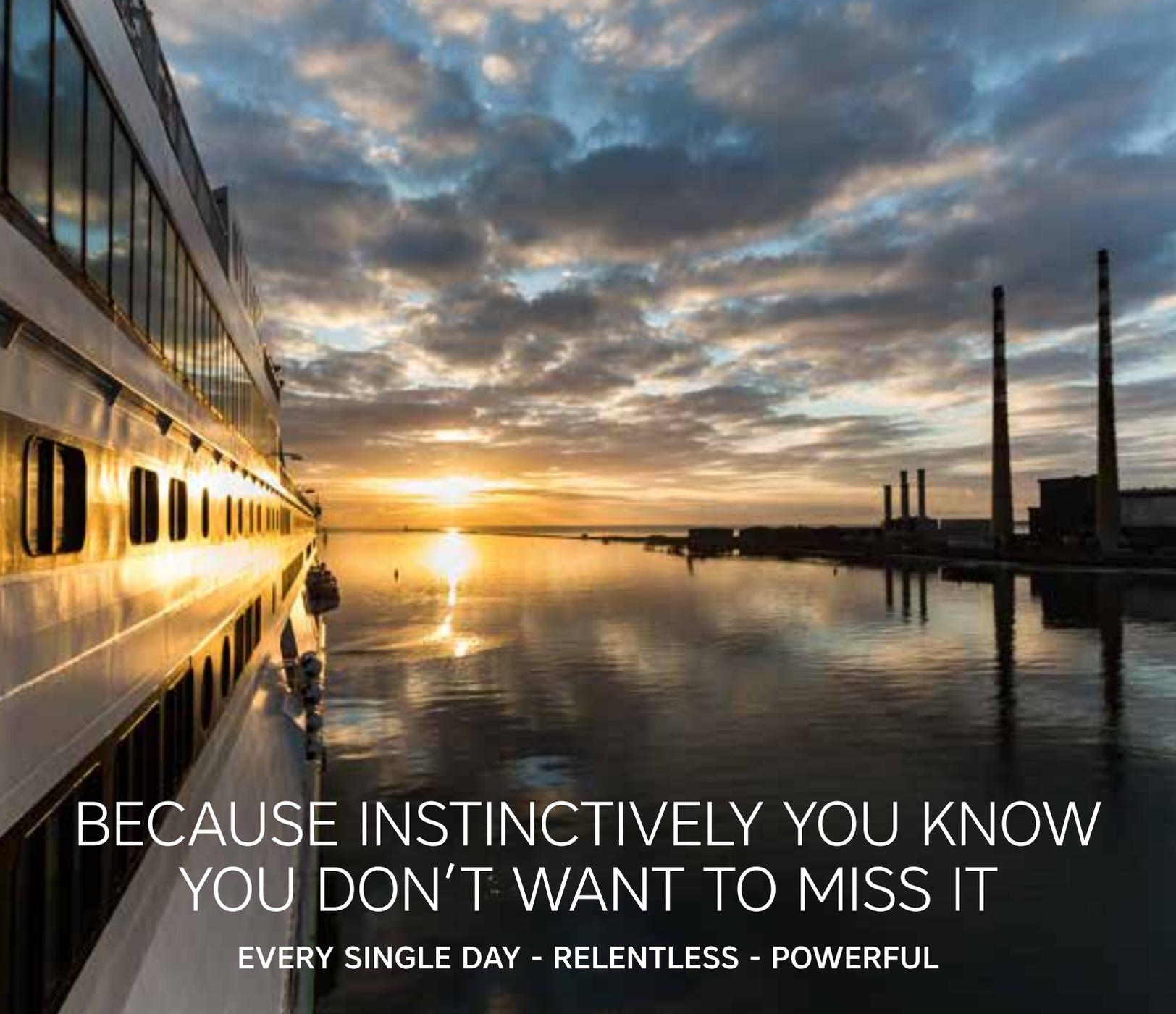
The DK crew cab offers first class travel in the second row. The four-person rear bench seat, and two front passenger seats, all fitted with three-point seatbelts, mean up to six passengers and a driver can be accommodated in comfort.

The L cab offers versatile sleeping accommodation across a range of transport disciplines. The cab is normal height, and low weight, allowing for greater payloads, but there is still room for a comfortable bed and multi-function stowage options.

Similarly, the LX sleeper cab is fitted with a comfortable bunk, and a multi-function stowage facility (alternatively a second bunk is optional). The cab is generously proportioned and has excellent standing room height, its low weight –ensures maximum payload on those longer journeys.



Export & Freight - Ireland's Transport Magazine, would like to sincerely thank our sponsors for their tremendous support in making the Transport & Logistics Awards Gala Dinner such a success.



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Coffee Hits the Charity Spot for Stena Line

In September Stena Line launched a Group-wide Coffee Campaign to support the Mercy Ships charity in its effort to deliver free, world-class health care to people in need in the developing world.

A key part of the campaign included Stena Line customers being given the opportunity to choose to buy coffee or tea in a special Mercy Ships mug where 20p is donated directly to Mercy Ships.

Half way through the 2-month campaign, approximately 21 000 cups of coffee have been sold across Stena Line's European route network with over half of the sales coming from its Irish Sea North region which includes its Belfast, Cairnryan and Liverpool routes.

Stephen Bryden, Stena Line's Onboard Sales and Service Manager (Irish Sea North) said: "We are delighted that our local routes have made such a positive contribution to this very worthwhile cause. Our staff and customers have really engaged with this campaign and to be able to account for over half of our total European sales locally is a very impressive performance to date." Stephen added: "The funds raised have already been able to provide the resources to cover 23 life-changing surgeries for people with debilitating conditions such as cleft palates.



Pictured (L-R): Stephen Bryden, Stena Line Onboard Sales and Services Manager (Irish Sea North), Norris McLean, Onboard Sales and Services Manager, Stena Superfast VIII and Anna Hazzard, Stena Line Route Marketing Executive, Irish Sea North.

We still have the month of October to raise even more support and awareness for the work of Mercy Ships so I would like to invite all of customers to help us contain to support the work of this unique charitable organisation."

The humanitarian NGO Mercy Ships organisation

and Stena Line went into partnership formally in February of this year with the aim of raising awareness about the charity, promote volunteering and charitable giving both within Stena Line itself as well as amongst its customers and partners. The Coffee Campaign finished on 31st of October.

DFDS Crowned Europe's Leading Ferry Operator at World Travel Awards

DFDS has been named "Europe's Leading Ferry Operator" for the sixth year in a row at the World Travel Awards Europe ceremony.

DFDS beat four rival ferry operators to the award, which recognises excellence in the travel and tourism industry. The ferry operator won the title with thousands of votes from the public

and travel industry professionals from 57 European countries. Pete Akerman, DFDS Marketing Director, said: "We're delighted to have once again won the approval of our guests and travel industry

partners to claim the titles as Europe's Leading Ferry Operator for a record sixth consecutive time. "I'd like to thank all of our employees, who have worked so hard to provide excellent customer

service to our guests and make travelling by ferry with DFDS an enjoyable and relaxing experience. From those who are front-of-house on board, to those working behind the scenes, it's been a real team effort to retain this title."

The World Travel Awards was established in 1993 to acknowledge, reward and celebrate excellence across all sectors of the tourism industry. This year's European Gala Ceremony took place in St. Petersburg's Marble Hall, Russian Museum of Ethnography.

Peel Ports Celebrates Surefreight's New £1.3m Facilities In Heysham

Peel Ports Group has welcomed the launch of Surefreight's new Heysham Depot - a £1.3 million investment made by the haulage firm intended to improve port accessibility for businesses and consumers across the country.

Launched on 2 September, the depot opened its gates to an estimated 300 guests who were the first to experience the new dedicated driver facilities and training centre. Nick Ridehalgh, Port Director for Peel Ports Mersey, said: "The new M6 link road put in place has already helped to improve access to and from the port. This has in turn led to more investment being made in the area, which is a positive outcome for businesses and the local community." Heysham Port offers a fast and efficient route to the Irish Sea, catering to a number of daily sailings. A key partner for Surefreight is

Seatruck. These firms have developed a special relationship, after having worked together at the port for over 20 years. This recent investment underlines the haulage firm's commitment to one of its most valued customers.

Brian McManus of Surefreight comments: "This investment is very much part of our overall strategic distribution plan to add value for our customers and, of course, to people in the local area. Not only will it help us to grow our own client relationships, but it will allow other businesses to grow theirs too. "We wanted the launch to be a real treat for families because that's



what our business is all about." Alistair Eagles, CEO of Seatruck says: "The M6 Link road has dramatically reduced the transit time to Heysham Port and has been a real game changer for the development routes from the Port of Heysham. Surefreight's investment will only help bolster the strategic plans we have in place with Peel Ports Group. This is a momentous event for everyone who relies on the port for business."

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Irish Ferries Chooses 'W. B. Yeats' As Name For New Cruise Ferry

Irish Ferries has chosen W. B. Yeats as the name for its new €144million cruise ferry now being built in Germany for service on routes between Ireland, UK and France. The name was chosen after it had drawn 'strong support' from the public in an online competition that attracted nearly 100,000 entries.



According to a spokesman: 'It was clear from the poll that there is widespread public affection for W. B. Yeats, due in the main to the magnificence of his writings and his contribution to Irish society, theatre and the arts generally.'

Acclaimed as one of the greatest poets of the 20th century and one of Ireland's foremost literary figures, W. B. Yeats was born in Dublin and educated in Ireland and London.

Recipient of a Nobel Prize for Literature, he helped to found Dublin's Abbey Theatre. Amongst the poems for which he is most fondly remembered is 'The Lake Isle of Innisfree', a composition inspired

by his many holiday visits to Sligo, where, in a churchyard beneath Ben Bulbin, his remains now rest.

The decision by Irish Ferries to name their new vessel W. B. Yeats is one that continues the tradition adopted by the company of selecting names drawn from the world of Irish literature.

Commenting, its managing director, Andrew Sheen said: "In choosing W. B. Yeats from the many whose works are revered by Irish people and students of literature the world over, we have selected one that will give the new vessel its own distinct identity and stir memories of a poet who is held in high esteem

by so many, here and abroad."

In addition to the weight of public support that W. B. Yeats received, operational factors that influenced its choice included the importance of picking a name that would have a high degree of public recognition and appeal in those overseas markets into which the vessel will operate and from which Ireland draws a significant volume of its tourism and trade.

Ships' registration, regulation and other operational and legal aspects also ranked amongst the factors that needed to be considered, as was the desire to choose a name that would sit comfortably

alongside those other great literary figures whose names adorn other vessels in the Irish Ferries fleet.

Noting that W. B. Yeats is one that will need no introduction to people across the world, Andrew Sheen said: "It is a name that will convey a sense of the magnificence and grandeur that passengers can expect when travelling on our new vessel, sailings of which are expected to commence on the Dublin – Holyhead and Ireland – France routes from mid-Summer next year."

When built, the W. B. Yeats will have space for 1,885 passengers and crew, 1,200 cars and 440 cabins including luxury suites with their own private balconies. Other facilities will include a Club Class lounge with direct passenger access from the car decks, à la carte and self-service restaurants, cinema, shopping mall, choice of bars and lounges, exclusive areas for freight drivers, and dedicated facilities for pets.

Noteworthy in the context is that Sandymount, where Yeats was born, is located on the city's southern coastline from where residents can look out upon the shipping channel into Dublin port along which the vessel that will bear his name will sail.

The choice of W. B. Yeats as the name for the new vessel has proven to be a lucky link for Co. Leitrim woman, Lee Maxwell from Manorhamilton. Living close to Yeats' beloved Co. Sligo, Lee's good fortune in being chosen from the huge number of participants who suggested the poet's name is said by Irish Ferries to be proof of what a 'magical' choice the name W. B. Yeats is. Picked from the thousands who shared her choice, Lee's prize is free travel for life.

P&O Ferries Reports Strongest Volumes On Larne-Cairnryan Route For Six Years

P&O FERRIES saw the highest number of lorries and trailers travelling on its ferries between Larne and Cairnryan in the third quarter of the year than it has in any Q3 since 2011.

The ferry and logistics company carried 53,305 lorries and trailers on its ships in the months of July, August and September. This figure represents a 3.3 per cent increase on the same quarter last year.

Neal Mernock, P&O Ferries Sector Director on the Irish Sea, said: "We are delighted that more and more freight customers are experiencing for themselves the benefits of transporting goods between Northern Ireland and Britain with us. "Our port at Larne is fast becoming the gateway of choice for anyone exporting to or from Ireland. It has outstanding connections

via rail and road, especially after the upgrading of the A8 dual carriageway, and is nine miles closer to Scotland than the port at Belfast.

"At just two hours in total the journey time on our sailings is up to 30 minutes shorter than if you travel with our competitors. This means that lorry drivers can spend less time on the ships and more time on the road."

P&O Ferries operates seven sailings a day between Larne and Cairnryan using two 21,000 ton sister vessels, European Causeway and European Highlander. The regular daily



service provides a bridge for goods being transported between Northern Ireland and the Republic of Ireland to Britain, and also on to the continent via its connecting services from Dover, Tilbury, Hull and Teesport.



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LDV: GETTING UP CLOSE & PERSONAL



LDV had plenty to talk about when we fulfilled an invite recently to get up close and personal with the manufacturer's latest models at an inaugural Press event in County Wicklow, as Van Ireland's Phil Eaglestone reports.

In the spotlight were LDV's V80 models, the EV80, the Mini B's and the EG10 in real-life, real-time scenarios, with a test driving route taking in the beautiful Wicklow countryside.

It was a timely event as LDV is fast becoming the recognised challenger brand in the CV sector and having spent some time behind the wheel we can see why the brand continues to grow in popularity with drivers and van fleet operators.

The V80 is unquestionably perfect for a wide and diverse range of transport needs, having been designed to carry large loads, while the passenger travels in comfort.

Re-launched in the UK and Ireland in 2016, the LDV V80 is currently available in four models; Short Wheel Base, Low Roof (SLR); Long Wheel Base, Medium Roof (MMR) and Long Wheel Base, High Roof (LHR) and Chassis Cab (CC), with a GVW (Gross Vehicle Weight) of 3.200KG or 3.500KG.

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



EV80 Dropside.

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

There's also the added benefit of recessed load tie down points and a heavy duty cargo mat. Two standard pallets can be carried in tandem in the load area of all models, courtesy of the 1380mm width between the wheel arches and rear barn doors that open to 270 degrees, which make for easier loading - particularly with a forklift. Its low floor clearance offers greater room, payload and

ease of loading, so there's an LDV for every job. LDV V80 is built for capacity and efficiency.

Its large load area offers a substantial 6.4m³ of volume in the short wheel base model, which extends to a massive 10.4m³ and 11.6m³ on the long wheel base medium and high roof models respectively. Standard safety equipment includes dual airbags, rear parking sensors and four wheel disc brakes with ABS (Anti-lock Braking System) and EBD (Electronic Brake-force Distribution).

For both driver and passenger there's no compromise on comfort, as the LDV V80 comes complete with remote keyless entry,



LDV EV80 Electric Vehicle.

"ELECTRIC VEHICLES ARE THE FUTURE AND THE FUTURE IS NOW AND THERE ARE SO MANY REASONS TO CHOOSE A COMMERCIAL EV. THE EV80 OFFERS SMOOTH ACCELERATION, REGENERATIVE BRAKING AND ALL THE INTERIOR COMFORTS AND STYLE OF OUR V80 DIESEL VANS."

MARK BARRETT
GENERAL MANAGER,
LDV U.K. & IRELAND



LDV V80 and Mini B Range.

radio with MP3 connectivity, Bluetooth connectivity, 8-way adjustable driver's seat, power windows and electric heated mirrors. Incidentally, the warranty on all LDV vans is for five years or 200,000k and includes five years roadside assistance cover as standard.

All Electric

Meanwhile, SAIC, the company driving LDV's green credentials in the all-electric market place, sees the EV80 as the perfect city vehicle, ideal for completing short to medium length journeys with a 120-mile / 190 km range on a single charge.

That, says SAIC, is greener motoring with superior performance in mind. The EV80 is available in two models: panel van (Medium Roof long wheel base) and chassis cab that can be fitted with a range of customer-specific bodies with the most advanced, pure electric systems in place.

From the electronic Park Brake assist system with a helpful vehicle hill start facility to the digital intelligent CVT that switches across three power modes, the EV80 delivers a reliable and smooth driving experience with zero emissions. The high-capacity lithium iron phosphate battery delivers a highly efficient and stable power supply keeping you on the road for longer.

Fast battery charging time is around two hours from this eco-friendly vehicle that can use off-peak, cheap rate electricity to maximise cost savings – and it comes with more advanced systems, including an easy to read, interactive high-tech integrated dashboard that displays all the data that you need, plus a first class digital intelligent CVT that allows you to adjust the torque and output power of the motor under different conditions, providing intelligent shifting and seamless speed change.

The high spec includes the most advanced pure electric power system providing a highly efficient, stable power supply and an EPB system that is not only convenient, but reliable.

The superior internal features include an eight way adjustable driver's seat, dual passenger seat, power windows and air conditioning for comfortable driving. Single sliding doors with rear barn door opening up to 255", low cargo floor height, non slip entry steps and recessed tie down points make loading and unloading all that easier. And, electric and heated side mirrors with integrated turn signals assist with flawless parking in tight spaces; an imperative for city driving.

Mark Barrett, General Manager, LDV U.K. & Ireland, told us: "Electric vehicles are the future and the future is now and there are so many reasons to choose a commercial EV. The EV80 offers smooth acceleration,

regenerative braking and all the interior comforts and style of our V80 diesel vans."

MINI B

Also at our disposal on the day was the Mini B, described as 'the ideal mini bus for long road trips, airport transfers and city driving.'

Every Mini B is fitted with electronic brake force distribution and a leading, anti-lock braking system ensuring a smooth and reliable driving experience plus park assist, which is extremely helpful when caught in tight spaces. The Mini B has an easy-to-read digital dashboard that displays all the data you need.

The fuel-efficient Mini B boasts 136 powersteering and is teamed with a six-speed manual gearbox for seamless speed change. Safety features include driver and passenger airbags, remote central locking and reverse parking sensors together with LED parking lamps, emergency roof hatch and fire exit.

The Mini B is a comfortable 14+1 seater, with an eight-way adjustable driver's seat and three seater cabin. The armrests and extra leg room add to its comfort and the high roof is exceptionally useful when transporting large luggage items, medium to large deliveries or construction tools and equipment.

The Mini B comes with standard specifications or the vehicle can be customised to suit the driver's needs.



The press who attended an event in County Wicklow.



LDV Mini B.

Mercedes-Benz Sprinter digs in with Northern Ireland's FP McCann

Mercedes-Benz Dealer MBNI Truck & Van made further in-roads into the fleet of high-profile civil engineering contractor FP McCann by delivering another two vans.

Their arrivals mean the UK's largest precast concrete manufacturer has now purchased five Sprinters since it took delivery of its first two Mercedes-Benz vehicles – both 8x4 Arocs tippers – from the manufacturer's representative in Northern Ireland last year.

FP McCann has extensive quarrying and construction interests, and supplies precast and ready-mixed concrete products for a wide range of applications. It operates from headquarters in Magherafelt, and a dozen precast manufacturing depots located nationwide.

The company's latest order is further evidence of the flourishing nature of its new partnership with Newtownabbey-based MBNI Truck & Van. "The Dealer's approach has been impressively professional from the outset," said FP McCann's Regional Quarry & Transport Manager Chris McCloy. "Its vehicles are excellent, too. Our



FP McCann's Regional Quarry & Transport Manager Chris McCloy.

Sprinter vans are engineered to a very high standard and look to be every bit as rugged and well-built as our muscular Mercedes-Benz tippers. That's important because our vans have to work on some pretty rough quarry sites."

Like their predecessors, FP McCann's latest vans are 3.5-tonne Sprinter

316 CDI Medium models with 163 hp, 2.1-litre engines. Both have factory-fitted towbars and uprated 3.5-tonne towing capacities, enabling them to pull plant and other site equipment on trailers.

FP McCann also specified glazed side load doors and commissioned Total Van Solutions,

of Newtownabbey, to install four-seat benches behind the front seats. As a result, each van can carry a driver and up to six operatives (Mercedes-Benz offers two- and three-seat rear benches ex-factory).

The Sprinters are used primarily by teams who undertake relatively small contracts, such as resurfacing driveways for private homeowners. "They are ideal for this role," continued Chris. "As well as being extremely comfortable for our staff, even when fully loaded, the Sprinter is equipped as standard with a reassuring armoury of safety features.

"Our Mercedes-Benz vans look very smart, too – the fact that we could order them direct from the factory in our own, corporate shade of blue was another significant plus."

Like all Mercedes-Benz vans, FP McCann's Sprinters came with three-year, unlimited mileage warranties and MobiloVan cover, which includes free, 24-hour emergency roadside assistance.

Added Chris: "MBNI worked very hard to gain a foothold in our fleet and since doing so has continued to provide a very high level of service. Our Mercedes-Benz vehicles, meanwhile, are proving to be ideally suited to our intensive application."

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TGE REPRESENTS IMPRESSIVE ADDITION TO MAN'S 'FULL RANGE' LINE-UP

MAN will begin life as a one-stop supplier in 2018, covering everything between three and 44 tonne, as Van Ireland's Phil Eaglestone discovered on a recent trip to Barcelona in Spain.

The MAN event focused on how the manufacturer has evolved into a 'full range' transport provider, a transformation completed by its entry into the van sector for the first time with the impressive and versatile MAN TGE.

Here at Van Ireland, we were, of course, particularly interested in this new van range, production of which has been underway since April. The range impresses with its variety of models, including the closed panel van, combi with windows, and vehicle chassis with single and crew cabs, all of which enhance the range of body designs.

MAN says the target groups for the new TGE are 'as diverse as its potential areas of application.' Companies involved in courier, express and parcel deliveries, customer service operations or the professional trades will clearly be attracted to the TGE. As well as the standard range of variants in the series, MAN is also able to offer a variety of body solutions ex works for applications in construction, service and distribution.

So, what exactly does the MAN TGE offer? Quite a lot, actually, as we discovered on our trip. For starters, an abundance of space, even if the driver is accompanied by one or two passengers. Behind the steering wheel of the TGE lies anything but the standard workplace of a commercial vehicle. Contributing to this is the driver's seat which is available in four different versions. Its special padding and shape provides secure lateral support as well as high levels of comfort for long-distance driving.

The sitting position in the new MAN TGE leaves nothing to be desired in terms of ergonomics and posture. This is achieved in particular by the steeply angled, easy-grip multi-spoke steering wheel, which can be adjusted vertically as well as axially. A steering wheel with multifunction buttons is available as an optional extra, allowing various electrical devices and communication



media such as the radio, navigation system and hands-free system to be operated and turned on and off without letting go of the steering wheel.

The drop arms allow for intuitive operation of various functions, including the indicator, windscreen wiper (on/off and intervals) and dipped headlights. Drivers will find it particularly convenient that they just need to tap the indicator stalk lightly in order to make the indicators flash three times. The on and off switch for the headlights is located to the left of the steering column, while the switch for the beam regulator is located to the right. The narrow A-columns and the ideally dimensioned exterior mirrors provide the driver with an excellent all-round view.

The large, easy-to-read and elegantly formed circular instruments are typical of MAN vehicles. An each generously sized speedometer and

tachometer and two integrated fuel and coolant temperature displays ensure that the driver is always kept up-to-date about the status of the vehicle. Information such as distance travelled, time, range or outside temperature, as well as graphical information for the various driver assistance systems is shown on a central display which is fitted between the two dials as series standard.

The distinctive design of the horizontally partitioned instrument panel, which also continues in the door liners, and the central clustering of the infotainment system in the subtly shaped middle console emphasize the high-quality and no-nonsense character of the MAN TGE. The controls for the various audio systems and the heating, ventilation and optional air-conditioning systems take centre stage. All of the operating elements impress with their user-oriented design, functionality and haptic properties.

While customers can configure vehicles to their precise specifications, even the standard version of the MAN TGE driver's cab provides everything you need for a safe, relaxed and stress-free driving experience, including not only remote controlled central locking, but also electric windows and thermal glazing. It goes without saying that coat hooks, cup holders and a wide range of compartments for everyday essentials, as well as 12-volt sockets with and without cigarette lighters, are fitted in each vehicle as a matter of course. Digital tachographs are also fitted as standard in vehicles with a maximum gross weight exceeding 3.5 tonnes.

Storage

The MAN TGE has space for everything and everything has its place, such as generously sized door compartments that can accommodate





1.5 litre drinks bottles, folders and road maps and are easily accessible before even entering the vehicle. Also stored inside the doors are the first aid kit and warning triangle. The vehicle tool kit is located in a space-saving but easy-to-access compartment under the floor panel in the passenger footwell.

The surfaces of the instrument panel are also consequently used for the incorporation of various storage options. Large open compartments are positioned on the driver side as well as the passenger side and in the centre. The upper compartment is partitioned by a cup holder on the left as well as on the right and a standard 12 V socket enhances the functionality of the storage compartment on the driver side as part of the series standard.

On another level below the instrument panel are two additional cup holders at the height of the corresponding A-columns, and a tray for small parts, as well as an optional 12 V socket on the driver's side. An ashtray and an additional 12 V connection are located on the centre console to the right of the gearstick. The glove compartment in the passenger footwell comes with an optional lock and opens downwards.

The well thought-out storage concept of the MAN TGE also becomes evident in the generously proportioned storage spaces above the windscreen. They can accommodate large

items weighing up to several kilograms and even A4 folders. A slight forward incline and a sturdy edge with a height of around 3 cm stops items from falling out when the vehicle accelerates. The fasteners of the roof storage simultaneously serve as solid hand grips, whereas the centre is dominated by an integrated roof console which houses the interior lighting with additional reading lamps and the associated push buttons.

Safety Features

With the standard EBA (Emergency Brake Assist), MAN makes an essential contribution to safety. Distance sensors serve to check critical distances from the vehicle ahead and help to shorten the stopping distance. The integrated city EBA function also automatically brakes the vehicle at low speeds, thereby reducing one of the most frequent causes of accidents, minimising downtime and repair costs, and increasing the residual value.

An optional backing up assist helps in situations such as leaving a parking spot. Furthermore, a trailer manoeuvring assist function can also be activated as required. The electromechanical power steering compensates for counter-steering forces, such as those that result from crosswinds.

The distance-regulated cruise control ensures a high level of comfort on long stretches of



motorway. The fatigue recognition and the multi-collision brake increase the overall level of safety: the latter can prevent a subsequent collision with other obstacles or road users.

Crew Cab

Incidentally, the crew cab version of the MAN TGE merits particular attention. The crew cab is available in a six or seven seat variety with four doors as series standard (rear doors with vent windows) and comes in both wheel base sizes. The passenger compartment is generally equipped with a four-seat bench. Three-point seat belts, height-adjustable headrests and a large and highly functional storage area below the bench are fitted as standard, together with two coat hooks. An additional heater unit below the co-driver's seat supplies extra warm air to the passenger compartment.



Iceland racks up a Mercedes-Benz Vans milestone

Four years after resolving to switch its entire fleet of home delivery vehicles to Mercedes-Benz, Iceland Foods has taken delivery of its 1,000th Sprinter panel van.

The landmark vehicle, a Sprinter 314 CDI with temperature-controlled body conversion by Paneltex, was presented to Iceland's Commercial Fleet Manager Alex McKinlay by Steve Bridge, Managing Director of Mercedes-Benz Vans UK, and Paneltex Group Sales Director Dave Evenett.

The high-flying retailer also operates 500 chassis cabs with insulated box bodies, 300 of which wear three-pointed stars. Within the next six months Iceland will replace the remaining 200 with new Sprinters, completing its transformation to a 100% Mercedes-Benz fleet.

The Sprinters are supplied by Roanza Truck & Van – the Dealer's flagship Deeside branch is located next-door to its high-profile customer's headquarters – via a full contract hire package with VMS Fleet Management.

Iceland Foods has built a strong relationship with Mercedes-Benz Vans and Roanza since 2013. The Dealer's specialist driver trainers provide detailed, instructive handovers to drivers and Store Managers, and through its franchised network the manufacturer provides 24-hour back-up nationwide.

Alex McKinlay said: "Our online shopping customers rightly expect their deliveries to arrive within the time slot they've booked, so vehicle availability is crucial. We need the



Building on success: Iceland's Alex McKinlay, left, and Steve Bridge, of Mercedes-Benz Vans.

vans to start in the morning, and the Sprinter has proved extremely reliable, which helps to explain why we've invested in so many."

Now Roanza and Mr McKinlay have developed a system which is helping to ensure that Iceland's vehicles can remain on the road for even longer. He explained: "We found that when a vehicle was off the road, the cause more often than not has been a flat battery, the result of a simple driver error like leaving an interior light switched on.

"We looked into fitting expensive aftermarket battery protection systems, but I also raised the issue with Roanza's After Sales Manager Nigel Lewin at one of our regular

meetings. As a result, we have come up with a much more cost-effective package that employs technology already available on these vehicles, and which has been hugely successful."

Nigel Lewin takes up the story: "Sprinter vans can be fitted at the factory with optional Parametric Special Modules (PSMs) – electronic control units which allow us to access and alter or set various performance parameters. We looked at the issues Iceland were suffering and could see that we could use this technology to help address them.

"I tasked our technician Lan Dempsey to investigate adjustments

to the PSM which would drastically reduce the incidence of flattened batteries, while also addressing some other issues raised by Iceland, such as minor body damage caused by low-speed accidents."

Lan, a former Mercedes-Benz Commercial Vehicle Technical Apprentice of the Year, has now devised a programme which not only monitors battery voltage and turns off interior lights automatically if they are accidentally left on, but also limits the vehicle's top speed and maximum reversing speed, and flashes the hazard lights when reverse gear is selected. Iceland immediately agreed to specify PSM modules with Lan's package of settings on its next batch of vans.

The results have been remarkable. In 2013 more than 30% of Iceland's Sprinters suffered a non-start incident due to a flat battery within their first six months of operation. Since the PSM programme was introduced this year, that figure has dropped to 5%.

Steve Bridge added: "This is a perfect example of the way Mercedes-Benz Vans and our Dealer partners will always go the extra mile to keep our customers moving. Four years ago, Iceland told Mercedes-Benz and Paneltex they wanted not only the best delivery vehicles but also an exemplary level of customer service. We remain committed to delivering just that."

LDV Continues To Expand As New Dealer Development Manager Appointed

One of the commercial vehicle industry's most experienced professionals, Bill Laidlaw, has been appointed Dealer Development Manager for LDV in the UK.

With more than 30 year's experience in the automotive industry, Bill's appointment further strengthens the LDV senior management team and he will be responsible for the ongoing development of LDV's dealer network, which the company hopes to grow to 60 over the next two years.

"Bill has an in-depth understanding of how the CV industry operates and this makes him the ideal candidate to continue to expand our dealership base and connect with even more customers in the UK," said Mark Barrett, General Manager, LDV

UK & Ireland. "This appointment is good news for LDV and we believe that it is great news for our dealers, who will have a dedicated point of contact in Bill."

Bill joins LDV from Bristol Street Motors in Stoke where he was the Ford Commercial and Business Manager. Prior to this he was Sales Manager for New Commercial Vehicles at the Van Centre, Richmond.

Speaking about his new role Bill said, "I'm excited to join the LDV team and working with its extensive network of dealers

throughout the UK. I've kept an eye on the brand since it was relaunched in 2016 and have been impressed by the demand it has generated. As a commercial vehicle it ticks all the right boxes and is something of an iconic brand amongst 21st century drivers.

"One thing all LDV dealers have in common is their willingness to go the extra mile to keep a vehicle's downtime to a minimum. Round-the-clock after care service and a five year warranty make LDV the perfect choice for anyone who wants a high quality commercial vehicle that offers great value for money."

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