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FEB-MAR 2018 COVER STORY

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COMMENT



While Brexit and the lack of a power sharing Executive at Stormont remain prime fixtures of our news headlines, another issue of concern has risen to the surface in recent times: the ageing A75 in Scotland that links almost half of Northern Ireland businesses with the rest of the UK.

The Freight Transport Association and ferry operator Stena Line have drawn attention to what has been labelled 'the infrastructure deficit' leading to and from Loch Ryan, and there have been calls for both the Scottish and Westminster governments to address the issue.

That, of course, will take time and money - a lot of it - but it is not something that can be put on the back burner much longer. Action, not words, is needed.

Another issue of concern that we focus on in this issue is driver fatigue which is blamed on 40% of commercial vehicle accidents in the UK. With 6,000 freight operators and over 100,000 commercial vans on our road in Northern Ireland, driver fatigue is a major safety worry.

Aiming to tackle the problem is one of our leading information communications technology companies Fujitsu who've just launched a Driver Drowsiness Detector, a sensor device that cleverly detects when drivers are drowsy. You can read all about it in this edition which also has an exclusive report on Scania's new P220, the manufacturer's entry level truck for the 18 to 26 tonne distribution range.

Our test drivers have also been behind the wheel of Iveco's 4x4 Eurocargo which we put through its paces at the Millbrook Proving Ground in Bedfordshire, and we've got up close and personal with Renault's latest Traffic and Fuso's all-electric eCanter.

We report, too, on Iveco's 'State of the Nation.' With final figures not yet available, it is predicted the truck market in 2017 will come in at around 45,000 units, making it a 'good year' overall, albeit a fall of some 3% on the previous year.

On the shipping front, this edition also carries our annual Guide to Shipping, an invaluable and comprehensive listing that will appeal to everyone involved in this vital sector of the industry.

Well, that's it for now. We hope 2018 will be kind to you. Meanwhile, until next time, you can 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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Check out the latest news instantly on www.exportandfreight.com bulletins updated daily



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AVAILABLE FROM YOUR LOCAL NEWSAGENT

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



William Wright Receives Knighthood

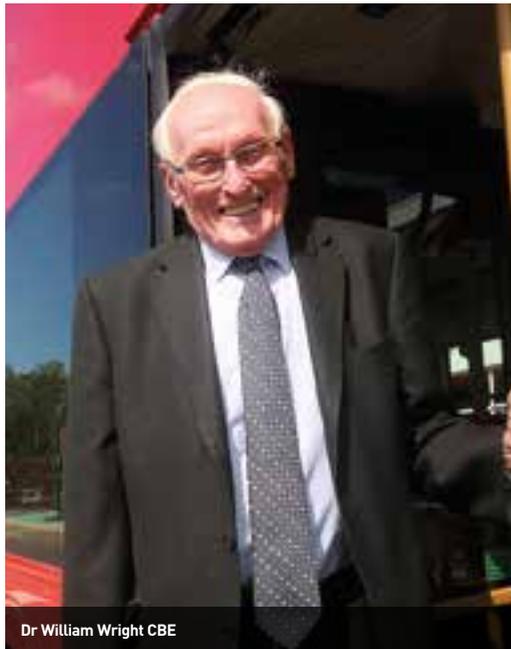
The founder of Wrights Group, William Wright, has received a knighthood in the 2018 new year's honours list in recognition of his services to the bus industry and the UK economy.

Dr William Wright CBE, who last year celebrated his 90th birthday, is a well known and respected figure in the UK bus sector and in the Northern Ireland business arena.

His appointment as Knight Bachelor is further recognition for a business career that has spanned seven decades. Dr Wright was appointed an Officer of the Order of the British Empire in the 2001 Birthday Honours for services to industry and the community, then promoted to Commander of the Order of the British Empire in 2011 for services to the bus industry.

As he continues to take an active role in the family business, Dr Wright has been a long term pioneer in the design and development of alternative fuel sources for vehicles, including hybrid technologies, electric and hydrogen. His aim continues to be to reduce fossil fuel usage and harmful emissions in buses, which in turn will lead to improved air quality in cities in the UK and around the world.

Commenting on his knighthood, Dr Wright said: "I am both surprised and delighted to be receiving this honour and it is a wonderful way to be starting



Dr William Wright CBE

2018." Dr Wright founded the original company with his father in 1946 and has transformed what was a small family business into one of Northern Ireland's largest employers. Wrightbus now manufactures a range of technologically innovative vehicles that are in service across the globe. The energetic nonagenarian to this day heads up the alternative driveline division at Wrightbus.

In 2016 the William Wright Technology Centre - a joint venture between the Wrights Group and Queens University - was named in his honour. The centre continues to promote research and advanced engineering to facilitate the creation and incubation of technologies for the future development of the bus industry.

RHA urges the DfT to take Road to Logistics forward

RHA chief executive, Richard Burnett has met with Transport Secretary Chris Grayling and Transport Minister Jesse Norman to discuss the haulage sector's skills shortage, a post-Brexit Land Transport Agreement and the lack of lorry parking.

Richard Burnett highlighted the need for urgent action to tackle the shortage of HGV drivers, estimated at 45,000 and detailed how government support for the Road to Logistics initiative would benefit both the industry and the economy.

"If we are going to help you, you need to help us," said Richard Burnett. "Give us the seed funding and we'll do the rest. This isn't about people lining their pockets, it's about being faced with a problem, tackling it head on and coming up with a solution."

The Association also called for a Land Transport Agreement that would allow UK hauliers to continue to benefit from unlimited access through EU member states and for EU safety rules such as drivers' hours and vehicle standards to remain.

A lack of lorry parks continues to impact on driver welfare and communities, and creates criminal and security issues. The RHA urged the Transport Secretary to not allow local authorities to increase unclamping fees in areas where there's a lack of parking.

Close Brothers makes a new appointment in Ireland

Close Brothers Commercial Finance, part of Close Brothers Group plc, has appointed Garvan McCauley as Sales Director for the Fermanagh, Tyrone, and Mid Ulster regions with responsibility for providing asset finance, including refinance, to the SME sector.



Garvan McCauley

Asset finance helps businesses manage cash flow, fund growth and purchase assets such as plant and machinery, equipment and commercial vehicles. It's a flexible and manageable form of business funding, with products including hire purchase, leasing and refinancing.

Garvan brings with him over 15 years of experience in the finance sector - having previously held several positions at First Trust Bank. His most recent role was as Business Acquisitions Manager for SME & Corporate Banking at First Trust Bank.

Garvan said: "I am delighted to join a dedicated and passionate team at Close Brothers, helping

SME businesses in Fermanagh and Tyrone and the wider Mid Ulster area to fund their growth and expansion plans. "Not only are Close Brothers Commercial Finance expert providers of asset finance and invoice finance, they are extremely flexible and offer even more funding options to SMEs with asset based lending.

"I look forward to working alongside my colleagues who specialise in invoice finance as together we can offer a bespoke solution that is unique to each of our clients."

Gary Coburn, Regional Sales Director says: "Garvan's role will help us extend our local presence across Northern Ireland and Ireland. The South West and Mid Ulster region has many thriving SMEs that we look forward to engaging with. "Garvan brings extensive banking experience to the team and we are pleased to welcome him to Close Brothers."

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Henderson's SPAR Fleet Cools with Thermo King SLXi Units

Henderson Group, owner of the Spar, Eurospar, Vivo, Vivoxtra and Vivo Essentials franchises in Northern Ireland has upgraded its refrigerated fleet with the SLXi units from Thermo King.

The new Thermo King SLXi 300 Whisper units will help Henderson Group plan their logistics of temperature sensitive products to their retailers more efficiently thanks to the telematics and communication capabilities, lower fuel consumption and enhanced temperature management options. The Whisper noise attenuating kit reduces the sound levels of the units, which allows Henderson Group to further minimise the disturbance during urban distribution and deliveries.

"Thermo King is SPAR International's preferred supplier and thanks to our

complete portfolio of products for all refrigerated transport applications, our units can be seen on their fleets around the globe," said Alain van Schaik, strategic account manager at Thermo King.

"Thermo King works closely with Spar International through its global network delivering solutions like the SLXi units in Northern Ireland, Frigoblock electric units in Austria, CryoTech liquid carbon dioxide technology in Norway or T-Series truck units in the Middle East. We're everywhere Spar needs us to help deliver the products to their customers in the most efficient way."

Additionally, all Thermo King SLXi units feature next-generation, lower global-warming potential (GWP) R-452A refrigerant, which is in line with Henderson's sustainability approach and lowers the environmental footprint of their transport operations.

"We have been distributing food and grocery-related products to the convenience retail sector for over 120 years and efficiency and sustainability of our operations have always been a key element of our strategy," said Pat McGarry,

logistics director at Henderson Group. "We have a strong and extensive partnership with Thermo King because we can count on their quiet, cost efficient, reliable solutions and strong service network. With this support we can be sure that there will be no downtime and our offering will be competitive, which is critical in the retail and logistics business."

Henderson Group has worked closely with Technical Transport Product (TTP), the "Platinum status" Thermo King dealer in Northern Ireland, which has provided the customer with an extensive support and covers the service and maintenance contract.

"We have worked together with Henderson Group for many years. We provide them with support and service on site and in our workshop to make sure the uptime of the equipment is as high as possible and Henderson Group can plan their logistics in the most efficient way," said Tracy Martin, owner of TTP.

Spar recently invited Thermo King to present at the Spar International Logistics and Technology (LOGIT) conference in Northern Ireland. Thermo King joined around 100 Spar delegates from all over the world and showcased best practices and the complete product portfolio ranging from diesel, hybrid, cryogenic to all-electric transport refrigeration units.

"It was very interesting to meet with Thermo King during our Spar Logit conference and to discuss the current challenges that retail companies are facing today," said Caroline Schneider, purchasing support manager at Spar International. "We work closely together in various markets around the globe and were pleased to welcome Thermo King to share best practices with all delegates present."



Harris Group Appoints New Chief Operating Officer To Drive Growth

The Harris Group has appointed John McEvoy, as Chief Operating Officer. The appointment is part of the Harris Group's strategy for growth as the company continues to drive investment across every area of the business.

With more than thirty years' experience in the commercial vehicle and fleet sectors, John will drive the company's expansion plans and he joins the company at a pivotal time as it prepares to open a new HQ on the Naas Road in Dublin.

The new Harris HQ will house not only its full commercial vehicle range including LDV, Sinotruk, Higer, Hino and Isuzu, but also a new parts distribution centre

and Sinotruk assembly plant.

Speaking about his new role John said, 'Harris Group has long been one of Ireland's key players in the automotive industry and I am thrilled to join the company during such an exciting period of growth. 2018 is set to be another busy year with a range of product launches and an impressive new HQ to look forward to.'

John joins the Harris Group

following more than 10 years at the Kerry Group, where he worked as Supply Chain & Fleet Manager, picking up a number of accolades for his work at the annual Fleet Transport Awards.

Founded in 1961 by the late Pino Harris, the Harris Group won the exclusive franchise for the Hino truck brand in the UK and Ireland in 1968. The privately-owned company is best known for its commercial



John McEvoy

vehicle brands that include Isuzu, LDV, Hino, Sino and Higer.



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Peter Morrow

FORS Manager – Northern Ireland.



TRAINING: KNOWLEDGE IS POWER... AND MORE BESIDES

Today's transport professionals, whether office-based or out on the road, are required to accumulate a vast amount of information. IT, mobile communications, health-and-safety, work-place systems and procedures; it has given rise to greater operational efficiencies, and it has also placed huge accountability upon individuals.

For the savvy, forward-thinking transport operator, knowledge is power. But knowledge can mean even more.

Whether it is acquired via apprenticeships, government-funded initiatives, or a voluntary accreditation scheme like FORS, the Fleet Operator Recognition Scheme, individuals and organisations today rely on professional training not only to fulfil a minimum requirement, but also to maximise their potential. And, with online accessibility at all levels of business, training courses are available to individuals whenever, and wherever, they wish.

While training can impose time and financial implications on a transport operation, it remains an extremely effective method in helping meet compliance and other legislative issues, and training certainly brings about a far more efficient and, crucially, a far safer transport community. Through its dedicated FORS Professional programme – ideally suited to small and operators and large fleets alike – training remains central to the key FORS messages of safety, efficiency and the environment.

Training for managers

Training is delivered through FORS Practitioner workshops, courses, regional workshops, eLearning, practical toolkits, guides and advice; everything that is needed to help encourage and educate operators to adopt best practice. However, this is not only about implementing best practice – crucial though that is – FORS training is designed to deliver tangible commercial benefits every day.

For fleet managers, indeed managers at any level of an operation, FORS Practitioner workshops are an excellent training resource. Delivered in ten half-day units, FORS Practitioner workshops provide a complete package of fleet management learning, to include managing work related road risk, safe and efficient fleet utilisation, reducing fuel use and minimising fines and charges.

Delegates may complete the ten workshops in any order, and at a pace that suits them. Completion of all ten workshops leaves



delegates fully equipped to face the challenges of managing a busy van or truck operation, regardless of its size and make-up. And with a fully comprehensive reference source amassed during the learning process, delegates will have developed a best practice mind-set in pursuit of a safer, more efficient and a more environmentally sympathetic operation. To date, over 900 individuals boast the FORS Practitioner qualification – again, representing small operators right through to the big fleets.

Training for drivers

Arguably the most important individual within any transport operation, both in terms of productivity and for the reputation of the business, is the driver. He or she really is at the sharp end of the business, so, here, training can have a huge impact on not only the bottom line, but also the prospect of new work.

For drivers, Safe Urban Driving (SUD) and Van Smart training, both delivered through FORS Professional, include a very specific focus on how drivers engage with vulnerable road users; primarily, cyclists. Truck Smart is available for HGV drivers and LoCITY courses are available to drivers of any Class.

Practical training as part of the SUD and Van Smart courses includes 'on-bike' scenarios where drivers experience life 'in the saddle' to garner awareness of where the dangers exist when

coming into proximity with an HGV. Further safety training extends to Driver CPC, loading and unloading, driver fitness and health, and road risk. eLearning modules are available for drivers too, covering vehicle safety, cycle safety, fuel, penalty charge notices and security.

SUD courses and FORS Practitioner workshops are already delivering benefits to Northern Ireland operators and more FORS Professional training is scheduled in 2018. It's worth repeating that small operators too, will stand to benefit from FORS Professional training.

Since it was established ten years ago, FORS has delivered over 165,000 eLearning modules for drivers and managers, while in excess of 110,000 classroom-based training courses have also been completed – many of which are either directly focused on, or contain reference to, the safety message.

Knowledge is power, yes, but it can also mean safer roads, increased efficiency and a more environmentally secure future for everyone.

FORS Practitioner workshops (ten knowledge essentials)

- Developing fleet management policy
- Managing work related road risk
- Managing driver fitness and health
- Managing driver training and development
- Post-collision procedures and analysis
- Safe and efficient fleet management
- Reducing fuel use and minimising environmental impacts
- Minimising transport fines and charges
- Measuring and monitoring road fleet performance
- Managing noise in logistics



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IVECO'S STATE OF THE NATION: ALTERNATIVE FUELS ARE THE FUTURE

With gas and electric power expected to be moving firmly into the mainstream, in the year ahead Iveco will be focusing on its development of the alternative fuels sector.

The news was revealed during Iveco's annual State of the Nation briefing to journalists when the manufacturer reflected on the industry's performance in general in 2017 and looked forward to the next 12 months.

With final figures not yet available, Iveco is predicting the truck market in 2017 will come in at around 45,000 units, making it a 'good year' overall, albeit a fall of some 3% on the previous year - less than in vans, and less than many feared it might be.

Iveco's Managing Director, Stuart Webster expects demand for light trucks to continue to strengthen over the next year. "Much of this is evidenced by our own Daily 7 tonner, where we expect to have done around 1,000 units in 2017. Operators like their simplicity, their compactness and sheer driveability, not least with the highly-responsive and easy-to-drive Hi-Matic gearbox. Operators also appreciate the payload space and versatility of this type of chassis, and its ability to operate in, through and around the UK's 7.5 tonne urban weight limits."

He also said there some evidence of a move towards 10 and 12 tonners. "Numbers are small, but definitely increasing, and there are some definite signs, too, of growth at 15 to 16 tonnes where it seems that 15/16



Iveco Stralis X-Way.

tonners are starting to take an element of sales away from traditional 18 tonners where payload weight is not a critical factor.

"Why? Again, it's size - they're lower, with smaller wheels and tyres - and if you don't really need the payload weight, why not play the environmental card and make your truck more compact? 18 tonners had a tougher time of it across the board. Make no mistake, the 18 tonner remains the traditional British distribution workhorse, and its simple versatility for all types of application will always make it an attractive operational proposition.

"But it's under attack - from below at 15 and 16 tonnes - and from above, from 6x2 rigids where

operators can carry far more within the same on-road footprint and at hardly any difference to operating costs or even purchase price."

He said that three axle rigids also appear to have had a strong year. "Much of this will have been the growing interest in using these for less traditional types of applications, the motivation behind our new Stralis X-Way range. But much will undoubtedly have come from a resurgence in the waste and environmental sector, which appeared to regain much of its confidence in 2017.

"The big change, we believe, was in the demand for eight wheelers. 2016 was reputedly the largest eight wheeler market of all time, by some margin. But construction has begun to falter - look at the concerns over Carillion - and demand for eight wheelers appears to have dropped back to what might be regarded as 'more normal' levels. Again, that's hardly a disaster! But it does reflect the stalling of some major infrastructure projects in our less certain world, as well as stagnant house building, pressures on budgets and so on."

Iveco's own performance during the year has been described as 'excellent.' Said Stuart: "By the end of September, we'd moved up to fifth in the market overall with exactly 8%, our best



Iveco Stralis NP.



Martin-Flach, Alternative Fuels Director



Iveco's Managing Director, Stuart Webster.

performance since 2014 and ahead of MAN. "There's lots of reasons for this - 7 and 7.2 tonne Daily is running neck-and-neck with Eurocargo in volume terms in lighter weight trucks. We've sold more 12 to 16 tonners - and significantly more 18 tonners - than for several years, and our 3 axle tractor sales are at their highest levels for almost a decade."

Alternative fuels

Looking forward, he added: "The upheaval that's going on in the world now is already leading to real, significant change ...new norms, new rules and new ways of doing things. We've seen it in telecoms. We've seen it in the world of music. Transport is the one of the next industries to feel the change.

"The big topic is alternative fuels and drivelines. Everyone's talking about it. We've championed electric as the right way forward for shorter distance, lower weight applications, and vans in particular. We've championed gas (LNG and CNG) as the right answer for longer distance, heavier weight applications - and trucks in particular, our Stralis NP range was launched nearly two years ago.

"A number of our competitors are pushing gas too. It's a move we applaud because breaking a new market is damn hard work when you're leading from the front. As I said earlier, new truck buyers are talking and thinking about alternative fuels. Until now, it's the 'early adopters' who've set the pace, but let's be clear - we've had more and more serious enquiries from major operators to get into gaspowered vehicles - and in 2018, we see alternative fuels moving firmly into the mainstream, so in the year ahead Iveco will be focusing on its development of the alternative fuels sector.

"In gas, there's our Stralis NP - now available at 460hp, and with a choice of LNG and CNG engines - real gas engines, not those that need an added dose of diesel to deliver. 460hp is exactly where the market for top-weight transport is - and with a range on one tank-full now extended to 1,600 kms, Stralis NP is a very practical, profitable opportunity for anyone running up to 40 tonnes. It's not available as a 3-axle tractor yet, but we realise that is where some operators need us to be, so watch this space.

"Gas is also available on our Eurocargo range too, down to 16 tonne, so we'll be homing in on municipals, utilities and so on in 2018 - sectors we have a good name

in, but where our presence has not been as strong in recent years. Environmental credentials can be critical in winning contracts, so we'll be using gas to spearhead our Eurocargo attack on these applications.

"Diesel remains all-important to us too though, so we'll be continuing to push the strengths of our Hi-SCR approach - one that is now being widely copied by some of our highest-profile competition. In support of this and other initiatives, we'll be strengthening our partnerships with bodybuilders - and we'll be offering a wide variety of demos to the market - and we'll be looking to extend our reach into traditional sectors, challenging all of the established players.



Lisa Fuller, Brand Marketing & Communication Manager.

"The star of our truck attack will be our exciting new Stralis X-Way specialist range of 2, 3 and 4 axle chassis, focused on the rapidly-evolving demand for tippers and construction trucks - and also for waste, and things like hook loaders, for building and things like brick 'n block, for powders, grains and feeds - and for specialist urban and inter-urban transport applications. "As a sector, this has changed significantly in the last few years. No matter what they do, operators are increasingly looking for an ideal blend of on-road productivity, performance, comfort and economy with off-road strength, robustness and driveability - and X-Way is the perfect cross-over of all these qualities."

Meanwhile, Alternative Fuels Director Martin Flach outlined progress to date with Natural Gas and Electric vehicles, and updated us on other issues such as Clean Air Zones and

London's proposed Direct Vision Standard.

He said that while the establishment of Clean Air Zones were still works in progress it was anticipated Central London would lead the way in 2019, with other cities such as Leeds, Birmingham, Nottingham and Southampton following.

In Scotland, Glasgow is expected to ban buses, primarily, from its city centre by 2019, but lagging behind by at least a year or two are Northern Ireland and Wales where the consultation process is only just underway.

"All of this, of course, will impact on our industry," said Martin, who anticipates a strong demand in the secondhand market for Euro 6 vehicles, with residual values of Euro 5s falling.

While diesel is not dead, he said, the race to find alternative and practical solutions is stepping up a gear, with gas powered engines leading the way ahead of hybrids and electric. While gas and electric vehicles are heavier than diesel powered ones, thus reducing payload, he revealed that the government is set to relax the rules on O licensing for alternative fuelled commercials; such will not be required for vehicles up to 4.25 tonnes, though no firm date has been announced. "This will give us not only payload parity, but a payload bonus," said Martin.

CV Show

On the marketing and promotions front, Iveco plan to be out and about throughout 2018, with Lisa Fuller, Brand Marketing & Communication Manager, confirming the manufacturer's presence at this year's Commercial Vehicle Show.

"We re-entered a number of really key sectors in 2017 in vans and trucks, and we've made significant headway in several of them as a result. All have their own characteristics - and if we're to meet the needs of these different applications, it's vital we're more visible in the arenas that are relevant to them, so we'll be focusing on more targeted, applicational events - things like the Concrete Show, APSE up in Scotland and RWM, focusing on the important waste and recycling sector - and our friends from Guest Trucks will be at the CV Show where we will be supporting them for the first national public showing of our new Stralis NP 460hp and our Daily Blue Power 'International Van of the Year' - and of course, our new Stralis X-Way range will be there."

IMS Fleet Going from Strength to Strength

Following three very successful years developing the IMS Fleet presence in Scotland and Ireland, IMS Regional Sales Manager, Craig Lawton's responsibilities have grown both commercially and geographically.

IMS Limited, exclusive distributor of premium brands SAF-Holland and VSE, has restructured for 2018 to provide a seamless, integrated sales function meeting the needs of the entire supply chain; Fleet/End Users, OEM partners' field-based operations plus the company's comprehensive network of aftermarket parts distributors and service partners.

Craig is now one of a team of IMS Regional Managers looking after IMS customers. In his new role, he is able to deliver a more comprehensive, higher value service offering to his expanding range of industry contacts which will now also include customers in the Republic of Ireland.

Regional Sales Manager
Craig Lawton.



Firsts for Ireland in EU-funded 'Causeway' to Greener Transport

NUI Galway and Gas Networks Ireland are leading a new transport revolution as they introduce compressed natural gas (CNG) and renewable gas for trucks, vans and buses.

The 'Causeway' project also marks a first for NUI Galway, as this is the first time that the University has been successful in securing a funding application from the European Union's Connecting Europe Facility. The Causeway project received approval for €6.5 million co-funding from the European Commission.

Causeway will see the development of a natural gas transport re-fuelling network in Ireland. The project will support an overall nationwide roll-out of 70 compressed natural gas filling stations. In addition to this, a renewable gas injection facility will be built in 2018. This will introduce renewable gas into the natural gas network for the first time.

The work which is undertaken in Ireland will be

monitored and documented by NUI Galway. This research will then be fed back to gas operators all over Europe and will assist in the development of similar projects across the continent.

Commenting on the project, President of NUI Galway, Dr Jim Browne, said: "This is a major project for NUI Galway to be involved in, as it will form the basis of the first use of an alternative, sustainable transport fuel in Ireland. Within our Ryan Institute for Environment, Marine and Energy Research, in particular, we have built up a track record in sustainability research and innovation. This includes decades of scientific and engineering expertise built up in the area of renewable gas. We look forward to NUI Galway playing a key role in distilling and disseminating

the results and impacts of the Causeway Project, not only for the benefit of Ireland, but to provide learnings to other EU member states too."

Denis O'Sullivan, Head of Commercial at Gas Networks Ireland, explained the importance of the project to Ireland: "Transport accounts for over one third of all energy used in Ireland. The development of a natural gas transport network will significantly de-carbonise Ireland's commercial fleet. CNG, and the soon to be introduced renewable gas, will play a major role in making transport in Ireland cleaner. Gas Networks Ireland is determined to play an important role in facilitating the development of this new, cleaner transport network. It is particularly important that the advances we are making through this project, and through the work of NUI Galway, will play a role in changing the transport landscape throughout Europe."

The Causeway project, which is funded under the EU's Connecting Europe Facility (CEF), will deliver a clean energy project for Ireland's transport sector, and in doing so, provide a template for the rest of Europe. NUI Galway is leading the dissemination element of the €25 million project. Its work will facilitate new green energy developments across Europe.



FUSO CANTER TRUCKS NOW AVAILABLE WITH FACTORY BODIES



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Rear Tipper with Load Box

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DUBLIN COACH LEAD THE WAY IN PASSENGER SAFETY WITH SIMPLICITY GROUP

Dublin Coach has been an industry leader in the transport sector since they first began their service operation in 2008. Since then, they have developed multiple services nationwide whilst always maintaining the company slogan of providing 'Quality in Transport'.

The fleet of high-end coaches are easily recognised by their fresh distinctive green livery. Being prompt, luxurious and affordable, are key elements of their business ethos, and from their extensive list of available journeys, they show true commitment to providing a high standard of customer service.

Simplicity Group are the leading provider of Vehicle CCTV and Telematics within the UK and Ireland. They deal with customers from SME to Blue Chip Companies across all sectors, and have won industry awards for Customer Service and Road Safety.

"Always aiming to keep our customers up to date, we provide leading solutions and ultimately improve business efficiency the Simplicity Group way."

The Challenge

Dublin Coach have a fleet of over 100 coaches, ranging from single deck, double deck, tourers, vintage coaches and bendy buses. Running bus services is a highly competitive business with margins tight and the need to contain costs paramount. For Dublin Coach the problems are further compounded by the raise in insurance claims and cash for crash schemes. They needed a solution that could both help to prevent accidents and prove when they were not at fault which would ultimately keep their drivers safer and insurance costs to a minimum.

With Dublin Coach being responsible for a large number of people every minute of the day, increases the chance of larger insurance claims, making it vital that they receive a reliable solution. Together, the company aims to be prompt, reduce fuel costs, increase public safety and decrease insurance claims.

The Solution

To improve the situation, TomTom LINK 510 had been fitted, plotting the position of each vehicle and transmits it back continuously to the traffic office in Dublin where staff can see the precise location of each bus in real time and know if it is running to schedule or not. Buses running ahead of schedule could leave people stranded and late running could result in late arrival. This can lead to complaints and even claims for the cost of alternative travel arrangements.

Dublin Coach chose the TomTom Fuel Management system, as the business felt fuel could be saved by improving driver behaviour and reducing excess idling. This system enables the company to manage the fleet 24 hours a day. Driver behaviour improvement is completed by bringing into place a new driver scheme, with TomTom Opti-Drive 360 scoring drivers based upon speeding, idling, harsh driving and fuel consumption. This encourages a healthy competition amongst drivers to promote safer driving.

The Telematics system calculates the speed

at which the coaches travel and which helps to reduce incidents of speeding. This creates a safety benefit as well as helping to reduce fuel consumption and maintenance downtime. Occasionally coaches break down and when this happens the telematics system can pinpoint its position, speeding up the arrival of assistance. Road closures can also occur and may require a diversion route. The system identifies any deviation allowing the traffic office to keep passengers better informed.

The TomTom telematics Pro 8275 Truck driver terminals on Touring buses, use live traffic information to predict accurate ETAs. This in turn has assisted Dublin Coach to reduce delay significantly.

Safety is a huge concern, so alerts for door and luggage compartment openings were installed, increasing the safety of the public and their belongings. In addition, with the ability to put HD 1080p multi-camera systems in their single and double decker buses, it meant they were protected by any further insurance claims and false accusations. In return, giving the driver more confidence when on the road.

With TomTom's Tachograph Manager, Tachographs are now downloaded remotely providing analysis, driver infringement letters and help Dublin Coach to forecast when breaks are required. This reduces admin and streamlines the tachograph process. Compliance is made easy with this system, making sure deadlines are met as well as saving valuable working time.

John O'Sullivan, Managing Director of Dublin Coach said: "TomTom Telematics has become a critical tool for reducing fuel consumption, encouraging good driver behaviour and aiding us with our Tachograph compliance. The Telematics system has undoubtedly improved the availability of our coach services allowing us to make more informed decisions and speedily resolve any issues.

"By integrating Simplicity Groups vehicle CCTV solution in our Coaches, it has increased the protection of our passengers and drivers, as well as proving any false insurance claims. Simplicity Group have certainly given our company a leading edge in this competitive environment."



**“WE’RE CURRENTLY
SAVING 6% ON FUEL.”**

“Our average comparison figures are 11.26 mpg compared to the previous 10.6 mpg, which is a massive saving on our fuel spend. Our drivers love the new NTG R 450s and get quite possessive about them, so we’re looking at getting a further ten next year.”

David Ward, Head of Operations
Troy Foods Ltd.

**PERFORMANCE
REDEFINED**

SCANIA

RiverRidge Invests in New Fleet

RiverRidge has recently taken delivery of five new Mercedes-Benz Econics from MBNI Truck & Van. This investment is part of a multimillion-pound deal to supply a number of vehicles over the next year to RiverRidge; the deal was facilitated through RentaMerc.



Pictured (left to right) are Anthony Green, Danske Bank, Tony Kirkpatrick, RiverRidge, Norman McBride, RentaMerc, Stephen Thompson, RiverRidge.

RiverRidge has grown exponentially over the last five years and are now based across four sites in Derry-Londonderry, Belfast, Coleraine and Portadown. With a fleet of over 145 vehicles and trailers, the new vehicles were required to replace some of the older fleet they had acquired

during previous acquisitions. Tony Kirkpatrick, Transport and Logistics Director of RiverRidge comments: "As the first Northern Ireland operator to be awarded the Freight Transport Association Truck Excellence Accreditation as well as Export & Freight's Excellence

in Compliance award in 2017, we know only too well what is required to ensure RiverRidge maintains a high quality service. "These vehicles will add real value to our current fleet and will ensure that our exceptional operational ability continues to be

sustained. We are delighted to be receiving these new five vehicles as part of larger deal with MBNI Truck & Van and RentaMerc.

"Quality is central to our business offering, the RentaMerc scheme offered us a tailored solution, to our increasing demand for reliable and high performing vehicles. These vehicles were tried and tested by our own drivers and the Mercedes Benz came out on top. With this vehicle, there is better fuel consumption, emissions are lower and there is an excellent aftersales package.

"The Econic is an innovative special-purpose truck that combines versatility, ergonomics and convenience like virtually no other commercial vehicle, the Econic is in a class of its own and will add an outstanding service level to our operations."

Established for over 25 years, RentaMerc is a renowned specialist in commercial vehicle hire, specialising in Mercedes-Benz commercial vehicles.

Norman McBride from RentaMerc said, "RentaMerc is only too delighted to be able to help RiverRidge update their fleet. This is an exceptional vehicle, which will ensure the company is served well. Contract rental provides all the flexibility of standard rental, but with all the additional benefits of an all-inclusive vehicle maintenance package. This deal was assisted by secured funding from Danske Bank."

FORS launches 'Security and counter terrorism' training

The Fleet Operator Recognition Scheme has launched a new 'Security and counter terrorism' online training resource. The introduction of the new eLearning module follows the disturbing rise in the use of commercial vehicles in terrorist-related incidents.

Delivered through the dedicated FORS Professional training programme, 'Security and counter terrorism' aims to better focus a driver's attention to personal and vehicle security, and to the potential threat of terrorism; specifically, theft of vehicles or loads and the use of vehicles as weapons.

The 'Security and counter terrorism' module also aims to improve driver identification and the reporting of suspicious activity.

Although aimed primarily at drivers (van and truck), FORS is also encouraging managers and other transport professionals to undertake this potentially life-saving learning tool.



The FORS Professional eLearning module is produced with the full support of, and in conjunction with, Transport for London (TfL), the Department for Transport (DfT), the Metropolitan Police, High Speed 2 and the Driver & Vehicle Standards Agency (DVSA).

Wayne Watling, Counter Terror Focus Desk, Metropolitan Police Road and Transport Policing Command, adds, "The threat to the UK from terrorism is high and it is important that drivers and operators report anything suspicious to the police as soon as possible. I was keen to be involved in the development of this important security and counter-terrorism eLearning module," he says, "as the knowledge gained will help drivers and operators 'do their bit'."

The 'Security and counter terrorism' eLearning module is free to access for FORS members as part of their FORS membership, and takes approximately 20-minutes to complete online. Users will learn a number of aspects of security and counter terrorism, including how to:

- Identify the various threats posed by terrorism
- Become more aware of vehicle security
- Understand the measures they can be taken to reduce placing themselves or their vehicles at risk of hijack, theft or physical attack
- Reduce the risks of fuel theft
- Identify and report suspicious behaviour or activity

DSV on the road, air and sea with NI Chamber

Northern Ireland Chamber of Commerce and Industry (NI Chamber) has announced transport and logistics giant DSV as its newest patron.

Having been in the Northern Ireland marketplace since 2010, the organisation comprises three divisions - DSV Road, DSV Air & Sea and DSV Solutions.

With traffic hubs strategically located all over Europe and 17,000 trucks on the road every day, DSV Road has more than 200 terminals and 300 offices in Europe. The company's Air and Sea service has daily world-wide departures, with DSV Solutions specialising in logistics solutions, including warehousing and distribution, packing, freight management, customs clearance, e-commerce and e-business support.

At present the company employs 55 people at its facility at the Dargan Road in Belfast.

Commenting on the partnership, Ann McGregor, Chief Executive at NI Chamber, said: "NI Chamber is delighted to welcome DSV as our newest Patron. DSV recognises the valuable brand exposure that patronage status of NI Chamber brings and we are looking forward to assisting them in communicating their first-class services to businesses in Northern Ireland and linking them to further opportunities in their specialised area of work."

Commenting on the patronage, Marshall Boyd, Senior Key Account Manager – Northern Ireland at DSV, said: "Becoming a patron of Northern Ireland Chamber of Commerce and Industry

underlines our commitment to businesses in the region. We already work closely with a large number of Northern Ireland businesses in order to help their goods travel domestically, throughout Europe and across the world by air and sea. As a patron of NI Chamber, we

look forward to benefiting from the range of major profile raising opportunities and networking that the partnership will bring."

The NI Chamber patronage scheme is limited to 12 companies, which sees DSV join current NI Chamber patrons Agnew Corporate; Caterpillar; Danske Bank; fonaCAB; Grafton Recruitment; Investec Wealth and Investment; Moy Park; Pinsent Mason; Power NI; Ulster Bank and the Ulster University Business School.



Pictured are Simon Lawson (Director Regional Operations for the Air and Sea Division); Ann McGregor (Chief Executive of NI Chamber); Marshall Boyd (Senior Key Account Manager – Northern Ireland) and Gerry Murphy (General Manager at DSV).

THE STRENGTH TO COMPETE



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NEW SCANIA ENGINE DRIVEN IN THE SNOW

Scania provided a sneak preview of the distribution range with the new lightweight 6.7-litre engine ahead of the official launch in the Spring, and Export and Freight got a chance to be the first to drive it as Kevin Swallow reports.

Following the launch of the multi-axle XT range, Scania used 'Construction' as the theme of its annual Winter 2018 ride and drive in Norway. However, tucked away in the corner was a pre-launch urban distribution-spec 18 tonner.

Under the short day-cab sat the newly launched DC07 6.7-litre Cummins-built driveline unveiled by Scania before Christmas for its distribution range. With the official launch happening in the Spring, this was too good an opportunity to miss.

So fresh out the box was the P220 that it wasn't even officially registered. It's worth just recapping the engine specification: the 6.7-litre six-cylinder engine delivers a badged horsepower ratings of 220, 250 and 280hp at 1,900rpm. Peak torque is 1,000, 1,100 and 1,200Nm respectively. The torque band varies depending on power output; starting at 1,050rpm for all three it goes to 1,500rpm for the 220, 1,550rpm

for the 250, and 1,600rpm for the 280.

This engine is the same as the one used by DAF Trucks for its LF, branded as the Paccar PX-7, which the Dutch offer in four power outputs between 230 and 320hp with torque going from 900 to 1,200Nm. However, PX-7 uses a combination of exhaust gas recirculation (EGR) and selective catalytic reduction (SCR), whereas the DC07 only uses SCR to meet the Euro-6 emission level.

Scania has gone to some length to make this version of the 6.7-litre engine its own. By replacing the variable geometry turbocharger with a new fixed geometry turbocharger Scania can fit its own equipment; Opticruise transmission, after-treatment system, air processing and diagnostic software.

Part of its appeal to operators will be that the DC07 weighs approximately

600kgs, some 360kgs lighter than Scania's existing DC09 nine-litre engine lump.

This P220 is Scania's entry level truck for the 18 to 26 tonne distribution range. It has a true power rating of 217hp and 1,000Nm torque, a rear axle ratio of 2.92:1, an eight-speed Opticruise transmission and exhaust brake.

Quieter

The first thing we noticed climbing into the cab is that the engine tunnel is lower, in fact it's 95mm lower and is now just 345mm high. This is because Scania can use the G-cab floor plan with the smaller engine to go with the P-cab. With a 4.75m wheelbase, fitted with the short day cab and no driver, and not including several layers of ice, it weighed in at 9,260kg.

Perhaps the most noticeable thing with the DC07 engine is the noise; it's quieter



The Scania construction range - full of power and grip.



Fresh out of the box - the Scania P220.

The R580 – what's a little snow. Minus eight degrees, moose for lunch and Scania's construction range. Welcome to Norway!



The P-cab – easy to access, quieter on the ears.

than the DC09 and lacks the usual growl associated with Scania. The most obvious difference is that it's a six-cylinder, compared to a five-cylinder head in the DC09.

We took the P220 out onto Route 25 that runs northeast towards the Swedish border. Scania loaded this truck to just 13.2 tonnes gross vehicle weight to represent a diminishing load – a working scenario that persuaded Scania to get a smaller engine.

Livelier

And considering it's a smaller engine it certainly feels lively with acceleration very responsive. Yet the driveline's software showed a propensity to dig in and use the torque at low revs rather than rely on power to climb the 6% ascent on the test route.

Choosing the 6.7-litre is not a compromise because, at least with this first impression, Scania has done enough with the engine and its performance to make it feel an integral part of the Scania family. The next step to persuading operators who work in distribution to forego other brands will be the price.

The R580

The pick of the Scania's construction range was the R580 6x4 rigid and drawbar hauling timber, which came with a third pedal. The optional 'clutch on demand' works with the Opticruise automated gear selection system. To use it you simply put your foot down and it gives the driver the feel, or bite, when slow-speed manoeuvring requires it. A welcome addition.



Scania is investing money into its R&M package to help hauliers reduce their fuel bill.

SCANIA CONNECTED SERVICES AND SOLUTIONS

Scania has announced more than £900,000 will be invested into its repair and maintenance (R&M) programme to deliver driver training to operators. Darrell Taylor, on-board development manager, said the investment combines telematics and driver training and is available to operators who take an R&M package.

"Using the data through Scania's Optimise software and providing corrective measures to any areas where fuel use is excessive through Scania's driver training team, over the course of a year it can create up to 7% fuel savings for the operator," he said, and added: "It is a proactive service, we are able to download the vehicles activity and provide solutions. Because we have invested into the programme it is cost neutral to the operator."

ANOTHER BIG CONTRACT WIN FOR TAYLORED WORKWEAR LTD

Award winning Taylored Workwear Ltd has picked up yet another significant order for the design and supply of protective workwear and staff clothing – this time, from Renault Trucks UK.

The Newtownabbey based company founded and headed up by Indian born Shelly Taylor has captured a large slice of the market within the transport and logistics sector in the UK and Ireland for its diverse range of personalised clothing products.

The latest contract will see the company supply all of the protective and staff clothing needs of the Renault Trucks network across the country.

A past winner of both the Business Person of the Year and Women in Business NI's Best Small Business of the Year titles, Shelly began trading in 2000 as a one person business run from the spare room of her home.

Since then, supported by her husband Michael, she has expanded into purpose built premises and transformed the company into a highly export-focused business whose customers are spread across the island of Ireland and throughout the UK and the Channel Islands.

Many of our leading transport and logistics companies look to Taylored Workwear for their protective and staff clothing needs, including McBurney Transport, Surefreight, Hireco, NI Trucks, Mercedes Benz Truck & Van and Montgomery Distribution to name but just a few.

So what does Shelly attribute to her success? "Hard work and dedication to



Shelly Taylor

detail," she says. "I have always strived to provide a personal service. Ours is a people business and establishing good business relationships with people is paramount. "I've been involved in textiles all my life and when I first started this business it was all about knocking on doors, establishing contacts, building confidence with clients and

maintaining good customer service at all times."

It is that focused and determined approach that has seen the business flourish in what is essentially a niche marketplace. Not only is it winning over new clients, but it is also enjoying a high level of repeat business from a growing and satisfied customer base.

Taylored Workwear originally outsourced its embroidery service, but quickly decided to invest in its own machinery. It also diversified into heat seal printing and today every aspect of the process is carried out inhouse by an eight strong team of professional and highly skilled personnel.

The majority of clients require some form of embellishment on their garments; this can range from simple text to very intricate designs. Embroidery also enhances the garment and serves to promote a company name and logo. It also helps to identify the wearer, especially if they are making household and business deliveries.

"We are happy to work along with our clients throughout the entire process, from the initial design stage through to full production," says Shelly, who last year battled through a serious illness to carry the business forward. "Every day is different. I love a challenge – and there's great satisfaction in knowing that we are providing a service to the industry that is well respected and appreciated by our clients."



"WE ARE HAPPY TO WORK ALONG WITH OUR CLIENTS THROUGHOUT THE ENTIRE PROCESS, FROM THE INITIAL DESIGN STAGE THROUGH TO FULL PRODUCTION"

SHELLY TAYLOR
FOUNDER - TAYLORED WORKWEAR LTD

Martin Ryan Haulage installs ProVision vehicle cameras

Following almost 12 months of careful consideration and reviews of various vehicle camera systems, leading Irish haulage firm, Martin Ryan Haulage, chose to invest in ProVision's offering.

More than a year later, the team at Martin Ryan are delighted with the system and customer service provided by ProVision, and estimate that they have enjoyed savings of around 15% on overall costs.

The team required a large storage capacity for the footage, and a generally robust system. The company was also attracted by the ability to instantly access footage remotely, no matter where its trucks are located, which is especially important for international transport, and reduces the risk of not having access to crucial footage.

Based in County Limerick, Martin Ryan Haulage has over 50 years' experience in the road freight business, having been founded in 1960 by the late Martin Ryan. Today, his sons Martin Jr., Declan and Brendan continue the family legacy.

Martin Ryan Haulage stated that

they had previously struggled to defend against no-fault and fraudulent insurance claims, and started looking into the idea of vehicle cameras out of pure frustration. The ongoing cost of insurance and the way in which premiums are calculated were

also identified as a major issue.

Brendan Ryan said, "There isn't a week that goes by where we don't review footage captured by our cameras. Being able to show, without doubt, that the other party is at fault ensures that our insurers fully defend the claim. However,

the biggest benefit we've seen is being able to avoid the hefty legal fees that go hand-in-hand with most claims. Nine times out of ten, those fees are more expensive than the insurance claim payout."

Brendan added that he has been particularly impressed by ProVision's customer service and expert knowledge of the industry. "The haulage industry is unique and is about more than simply going from A to B, and a lot of people don't realise quite what a complex and challenging business it is to operate. ProVision, on the other hand, understands how we work. They knew exactly where to position the cameras for optimal driver and vehicle security and we believe that the systems are a major contribution to the safety of our fleet. Even after two years, any queries we have are sorted without a fuss and we believe the cameras offer exceptional value for money."



Brothers (left to right) Martin Jr., Declan and Brendan Ryan.

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FUSO eCANTER NOW DELIVERING FOR EUROPEAN LOGISTICS COMPANIES

Daimler Trucks recently handed over the first of its all-electric FUSO eCanter to European customers. As Export & Freight's Phil Eaglestone reports, the news was revealed to journalists at a special event in Berlin.

After years of thorough development and testing, the FUSO eCanter is now fully integrated in the conventional FUSO Canter's production line; in July last year, production in Tramagal, Portugal started. All eCanter for the European and the US market are produced there.

Marc Llistosella, Head of Daimler Trucks Asia, told us: "Over 90,000 kilometres of testing in everyday operating conditions ensure that we hand over a reliable and economical vehicle to our customers. With the FUSO eCanter our customers now operate not only quietly and without locally emitted CO₂, they also save money on operating costs. This is the future of urban distribution transport."

Four renowned and globally operating logistics companies - DHL, DB Schenker, Rhenus and Dachser – are now using the all-electric light-duty truck, which will be officially launched in London later this year.

The four customers are all in the logistics business, but the trucks' areas of operation are diverse. All are putting the vehicles to work that is usually carried out with conventional drive trains. The customer's decision for the FUSO eCanter was influenced by factors such as noise and emission reduction, and fleet-

sustainability but also by economical reasons. Deutsche Post DHL will use their six vehicles in two important business divisions. Two vehicles will do inner city delivery runs of business



and private customers of DHL Freight's Berlin branch, for heavy individual cargo, such as electrical or large household appliances. DHL Paket will use four vehicles for the delivery of goods to businesses and corporate clients. The electric trucks replace vehicles with conventional

drive trains which were previously used.

Uwe Brinks, CEO DHL Freight, commented: "The usage of alternative drivetrains, as in the all-electric FUSO eCanter, plays a major role in reaching our corporate goals to reduce all logistics related emissions to zero until 2050. DHL Freight is firmly committed to playing its part in this. With the help of the eCanter we want to reduce emissions and local air pollutants of our logistics and so optimise our own CO₂-footprint as well as our customers' one."

As for DB Schenker, one of its three trucks will, among other tasks, deliver and collect general cargo in the inner city of Berlin.

DB Schenker AG's Ewald Kaiser commented: "We have been working for years toward becoming the global leader in 'green' logistics for our customers. Using the new eCanter is the next logical step to further our already existing eco-friendly solutions in overland transport, so that we can reach our goal to reduce the CO₂-balance of our entire logistics operations around 30 percent."

Meanwhile, Rhenus Group, a globally operating provider of logistics, will use its three FUSO eCanter within their home delivery unit. From their central warehouse in Hoppgarten, the



“THE USAGE OF ALTERNATIVE DRIVETRAINS, AS IN THE ALL-ELECTRIC FUSO eCANTER, PLAYS A MAJOR ROLE IN REACHING OUR CORPORATE GOALS TO REDUCE ALL LOGISTICS RELATED EMISSIONS TO ZERO UNTIL 2050. DHL FREIGHT IS FIRMLY COMMITTED TO PLAYING ITS PART IN THIS. WITH THE HELP OF THE eCANTER WE WANT TO REDUCE EMISSIONS AND LOCAL AIR POLLUTANTS OF OUR LOGISTICS AND SO OPTIMISE OUR OWN CO₂ - FOOTPRINT AS WELL AS OUR CUSTOMERS’ ONE.”

UWE BRINKS CEO DHL FREIGHT



all-electric trucks will deliver furniture, consumer electronics, home appliances and heavy sport equipment to the inner city of Berlin.

Nicolas Rottmann, Head of Rhenus Home Delivery, added: “Within Rhenus Home Delivery we follow a sustainable corporate philosophy. In addition to introducing no-paper deliveries we have been preoccupied with eco-friendly alternative drivetrains for a long time. The eCANTER is now giving us an opportunity to test battery-based electric vehicles in our fleet. On account of short distances from our central warehouse in Hoppegarten to our end customers, the inner city of Berlin provides an ideal surrounding for a sustainable all-electric vehicle.”

Two more FUSO eCANTER will be driving for the transport company Dachser. Their job will be the general goods transportation core business on the last mile, meaning pallets with industrial goods either at micro-hubs or goods that are delivered directly to the customer, as well as collecting goods and delivering them to the Dachser-branches. This is where they recharge overnight at a high-voltage loading station on the branches’ grounds.

Stefan Hohm, Corporate Director, Corporate Solutions, Research & Development, Dachser SE, said: “The vehicles are components in our project “City Distribution” and complement our innovative and sustainable concept for delivery in cities. In each city, it is about putting together an ideal vehicle-mix and to combine the fleet with innercity micro-hubs. We have decided on the FUSO eCANTER, because the vehicle is the first series-produced electric truck and so will give the entire commercial vehicle class a push.”

Last September, the new FUSO eCANTER was launched to the global market in New York City and over the next few years, Daimler subsidiary Mitsubishi Fuso Truck and Bus Corporation is planning to deliver a total of 500 trucks of this generation to selected customers. The large-scale series production is planned to start in 2019.

In the US, FUSO eCANTER are already driving

and delivering for the logistics company UPS, in Japan the convenience-store chain Seven-Eleven and Yamato Transport each operate 25 eCANTER in their fleets.

Performance

Depending on body and field of application the eCANTER has a load-bearing capacity of up to 4.5 tons. The vehicle’s electric power train contains six high-voltage lithium-ion batteries with each 420 V and 13.8 kWh. Instead of a diesel an electric drive train with a strong permanent-magnet-engine delivers 129 kW (180 hp) via a single-gear transmission in the rear axle. 285 newton metre of

continuous output allow the 7.49-tons truck to accelerate almost like a passenger car and are available from the first second of driving.

The maximum speed of the eCANTER – like with any other vehicle of its weight class – is limited to 80 kilometres per hour. The batteries with a total weight of approximately 600 kilograms allow a range of over 100 kilometres and so surpass in many cases the average daily distance covered in light distribution operations.

The eCANTER is not only an eco-friendly vehicle, it is also cost-efficient and economical for customers. In comparison with a conventional diesel truck, we are told it will offer savings up to €1,000 per 10,000 kilometres on operating costs.



Driver Drowsiness Detector launched to Northern Ireland market

One of Northern Ireland's largest ICT companies Fujitsu has launched a unique Internet of Things (IoT) enabled wearable device which aims to tackle the estimated 40% of commercial accidents in the UK which occur due to driver fatigue.

Fujitsu's Driver Drowsiness

Detector is a wearable sensor device that detects when drivers are drowsy. The device is worn round the neck with a small sensor clip attached to the driver's earlobe which picks up pulse waves.

The product which uses a proprietary algorithm developed by Fujitsu, monitors the driver's pulse via the sensor and gauges drowsiness levels and notifies the driver if there is a risk of impairment to reaction times. The device alerts the driver via vibrations on part of the device worn around the neck and can be linked to fleet-management systems so managers can monitor the conditions of their drivers in real time and provide support based on the data collected.

The Driver Drowsiness Detector also includes a learning and calibration algorithm meaning an individual's profile accuracy is improved through continued usage.

In GB, logistics company DHL is already testing the detector in a pilot scheme with 60 of its van and lorry drivers. Locally, Polar International Ltd, a haulage and logistics company based in Newry has 30 lorries travelling across the Ireland, UK and Europe, is one of the first NI companies to review the device.

Commented Cormac McAvoy, Business Development Manager at Polar International Ltd: "Polar International has an extensive



Laura Galloghly, Service Delivery Manager at Fujitsu is pictured with Cormac McAvoy, Business Development Manager at Polar International Ltd as he tests Fujitsu's Driver Drowsiness Detector.

fleet of state-of-the-art transport, employing more than 40 people locally. We take the welfare of our drivers very seriously which is why the instant road safety benefits from the Driver Drowsiness Detector is appealing. The data capture element allows you to

analyse potential road routes and daily patterns that may contribute to driver drowsiness. Over the last decade, technology has transformed the transport, logistics and freight sector.

"From location tracking and lane departure equipment to

dashcams and digital tachographs, embracing ICT and technology advancements is now part and parcel of safeguarding and advancing your business. Likewise, wearables technology such as the Fujitsu Driver Drowsiness Detector could soon become a firm fixture of the everyday workplace."

Fujitsu NI's Chief Technology Officer, Mark Maguire, added: "With almost 6,000 licensed freight operators in NI – an increase of 180% since 2011 – and almost 110,000 commercial vans registered in Northern Ireland, our roads are the important arteries for many local businesses. This cutting-edge technology is a simple but very effective way to help protect drivers, pedestrians and other road users from the dangers of falling asleep at the wheel while providing businesses with a tool that can help them optimise their routes."

Speaking about the benefits of technology, Pamela Dennison, National Officer at the Chartered Institute of Logistics and Transport (CILT) said: "Digital advancements are changing the way we live, communicate and indeed how we travel from A to B and every business or organisation in Northern Ireland has already experienced and benefited from digital disruption to some degree. In the logistics and transport sector for instance, we have capitalised upon innovations from satellite navigation and Bluetooth technology which have been quickly and easily adopted by businesses to help improve a variety of processes such as communication and navigation.

"Work related road safety in a digital age is an important area for the industry and it seems only natural that new technologies such as IoT enabled wearable devices are used as we all look to future proof our businesses."

SDC Trailers appoint new Sales Director for the U.K. Market

SDC Trailers have appointed David MacDonald as Sales Director for the U.K. market; he has a wealth of experience and knowledge of the semi-trailer sector.

After graduating in 1986 as a Mechanical Engineer, David began employment in the transport and logistics industry and has enjoyed various senior management roles.

Prior to joining SDC, David had worked for Schmitz Cargobull for 17 years. His sales roles there entailed managing the U.K., Ireland and International markets.

Enda Cushnahan, CEO of SDC Trailers, commented: "SDC are delighted to bring on board someone with David's level of

expertise in the industry and in particular the U.K. Market. David's knowledge of engineering of trailers coupled with his sales experience will ensure he brings the most premium level of service to this role."

Added David: "I have been given a fantastic opportunity to work at SDC Trailers, a company that is already a major success in the transport industry. SDC have an experienced, knowledgeable and loyal team who I look forward to working with. I am excited to embark on this new role where I will strive to



David MacDonald, Sales Director - UK Market.

contribute to continued business development, using my knowledge of the product and of the industry. In my various sales management roles I have always put the customer first and I will continue to do that for SDC."



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Poor road access at Scottish Ports disadvantages NI economy

Businesses across Northern Ireland continue to be disadvantaged by poor road access to their key GB markets, according to ferry company Stena Line.

It has raised concerns with local political and business stakeholders to increase the focus and necessity of addressing a critical infrastructure deficit which impacts a range of key NI business sectors including manufacturing, food production and tourism.

The company argues that while road connections in Northern Ireland have been better at keeping pace with economic development, a situation which will be greatly enhanced once work starts on the York Street Interchange project, the same cannot be said of key roads in Scotland, specifically the road network to and from Loch Ryan, which handles approximately 45% of NI trade with the rest of the UK.

Paul Grant, Stena Line's Trade Director (Irish Sea North) said: "We have been working hard over a number of years to try to get key road improvements made on the A77 and more importantly the A75 heading south from Scotland. Despite significant investments by ferry operators between NI and Scotland, including Stena Line's new £80m port and terminal facility at Cairnryan, which included the introduction of two larger ferries, successive administrations have been unable to commit the necessary capital resources to carry

out these vital road upgrades.

"Access to and from Scottish ports is severely lacking compared with other UK hubs. Journeys could be made easier and travel times shortened which would help to reduce NI's remoteness and help support key economic contributor groups such as hauliers and tourists. Investments have been made to roads at Holyhead and Heysham and these are already providing tangible benefits to business and tourism levels in their regions."

He added: "Local politicians need to engage with other stakeholders to get the Scottish and Westminster governments to work collaboratively to push for a fit for purpose road network system on both sides of the Irish Sea. The dualling of the A75 will be a long-term infrastructure project which could take a number of years to plan and complete.

"As it stands however, the clock isn't even ticking so if we want NI to remain a competitive, forward thinking economy which can attract major investments in the future, we need to start the process of change and work collaboratively now to get the commitments and resources in place before a shift in trade away from NI becomes irreversible."

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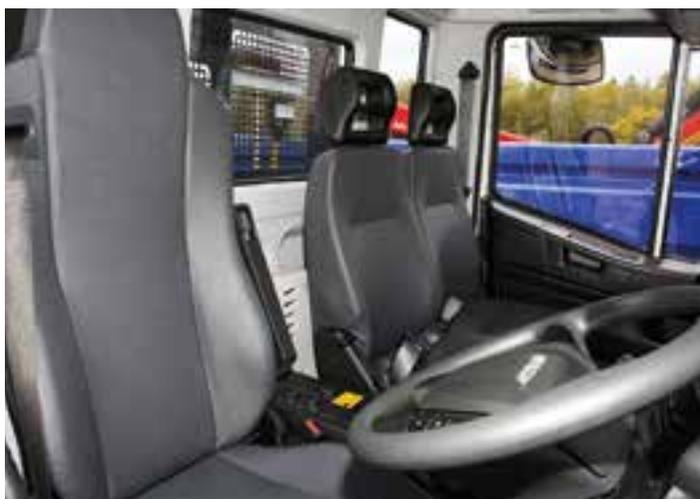


IVECO'S EUROCARGO 4X4 PROVES ITSELF AT MILLBROOK



The challenging Millbrook Proving Ground in Bedfordshire was the perfect place to put Iveco's robust 4x4 Eurocargo to the test, as Export & Freight's Garfield Harrison reports.

TEST REPORT: IVECO'S EUROCARGO 4X4 PROVES ITSELF AT MILLBROOK



We are very familiar with the Eurocargo here at Export & Freight, but this was a rare occasion that presented us with an opportunity to seriously put it through its paces in an off-road environment, and what an experience it was!

Since its launch, Eurocargo has been upgraded and refined over the years, and this latest generation has everything going for it. Our test model – the ML150E28WS EVic Rigid 4x4 - was powered by a 280hp Iveco Tector 7 engine, mated with a ZF six-speed manual gearbox equipped with a servoshift system to guarantee ease of engagement, even in the most difficult off-road conditions.

As on all Eurocargo engines, an exhaust brake is standard, with a butterfly valve in the exhaust manifold. This valve creates exhaust gas back-pressure which slows down the engine revolutions and increases braking power on steep declines, reducing the use of the service brakes and reducing brake wear. The mode of operation can be either on application of the footbrake or when lifting off the accelerator, and this can be selected by the driver.

The Eurocargo 4x4 has permanent four wheel drive with front/rear torque split through the two speed centre differential. The driver can select a fast or slow ratio based on the vehicle's operating conditions, whether on- or off- road. Front, centre and rear differentials are equipped with manually activated diff locks as standard equipment to guarantee traction, even in particularly difficult and slippery conditions. Our test 4x4 incorporated special protective features specifically for off-road driving

such as steel bumpers, retractable access steps and a radiator guard. It also featured a front towing jaw.

The superb steel suspension on the Eurocargo 4x4 easily soaked up the bumps and undulations, while still maintaining agility and responsiveness - all of which was no bad thing as the sprawling 665-acre Millbrook site includes miles and miles of off road test tracks with a range of challenging terrain and features, most of which we covered, proving to us that this really is a 'go anywhere' truck which, notably, also has an impressive steering angle that ensures excellent manoeuvrability –and great ground clearance to boot!

While the conditions outside were tough, inside we had the comfort of a well kitted out day cab which made the going easy; a sleeper cab is also available, designed to provide overnight accommodation and is equipped with one or two bunks, as well as lots of storage space.

Passage from the air suspended driver's seat

to the passenger seat is facilitated by a flat, compact console and by the limited size of the engine tunnel, allowing an excellent cross-cab access. This also ensures that the driver can easily exit and descend from either the right or the left.

Other key cab features included superior soundproofing, a steering wheel with adjustable column, dash mounted gear lever, a conveniently positioned park brake control and no less than 6 external mirrors for increased visibility.

While it's fair to say that we had a 'fun time' behind the wheel at Millbrook, the 4x4 Eurocargo is a serious bit of kit, packed with plenty of safety features to keep its occupants secure in the most trying of terrains and is ideal for a wide variety of applications including construction, quarrying support, utility work and emergency services.

If you need a medium duty truck with serious off-road ability, capable of handling the toughest jobs over the most challenging terrain, this is it, as our accompanying photographs well illustrate.





Seamus Leheny

Policy & Membership Manager - Northern Ireland. Freight Transport Association



TAKE THE HIGH ROAD

I enjoy telling my young children some tall tales and last summer whilst on the Antrim Coast I told them the old Irish legend of how the Giant's Causeway was built. According to legend, the columns are the remains of a causeway built by a giant. The story goes that the Irish giant Finn MacCool was challenged to a fight by the Scottish giant Benandonner. Finn accepted the challenge and built the causeway across the North Channel so that the two giants could meet.

Just recently another old legend and just as far-fetched has re-emerged from the dark North Channel and that's the fable about a 25 mile bridge linking the North Antrim coast and Scotland. There are numerous reasons why perhaps it will remain the stuff of fairytales. Firstly the cost, which would be in the tens of billions. Westminster would be unwilling to entertain the idea of funding what would be seen as a vanity project between two devolved Governments. Secondly the demand: Would Northern Ireland with a sparse population of 2 million have enough traffic and the reliance on toll fees to make it viable?

Lastly, structurally its basically impossible. This is usually the reason why even the most ardent supporters of the bridge begin to doubt why they ever thought it was a good idea. The major problem is the little issue of Beaufort's Dyke which is a 50km long sea trench that is 2.5km wide and 300 meters deep.

To construct the support columns for a bridge of that depth, plus added height to enable deep sea shipping to pass underneath, with the strong North Channel currents, is inconceivable. There is also the small matter that it became the UK's largest offshore dump site for conventional and chemical munitions after the Second World War; in July 1945, 14,500 tons of 5-inch artillery rockets filled with phosgene were dumped in Beaufort's Dyke. The Ministry of Defense estimates that there is well over a million tons of munitions



at the bottom of Beaufort's Dyke. Imagine trying to sneak that small print into the tender document.

Reality Check

So back to reality and specifically here in Northern Ireland, we are struggling to find the money for even the most basic repairs of our pothole-scarred roads, not to mention funding for our much needed flagship infrastructure projects comprising the A6, A5 and York Street Interchange.

However there is an element of Scottish infrastructure that is significant to the Northern Ireland economy and freight operators. The A75 road, which goes from Stranraer to Gretna, handles approximately 45% of Northern Ireland's trade with the rest of the UK.

Trading conditions are already under stress over business's Brexit concerns, and the uncertainty on delivery times on the long single carriageway road caused by an ageing road network is

only compounding the problem.

The A75 was discussed by MP's in Westminster Hall on January 31st 2018, which we welcomed and the FTA were referenced. MP's including Nigel Dodds, of North Belfast, were very supportive of our calls for an upgrade of the route. The MP for Dumfries and Galloway, Alister Jack, led the debate and supports an A75 upgrade. The road is the quickest direct route connecting Great Britain to shipping serving Northern Ireland and is vitally important for 'just in time' deliveries which retailers and agri-food producers in Northern Ireland rely on.

Post Brexit

Trade between Britain and Northern Ireland is key for us in a post Brexit economy. For such an important route, the lack of consistent road surface is a headache for both freight operators and local residents along the A75 deserving urgent attention.

Bypasses need to be constructed as a priority for the villages that the

road currently travels through, and we have urged Transport Scotland to investigate the possibility of duplicating the current A9 pilot scheme, which uses average speed cameras and increased speed limits of 50mph for HGV's, to keep this key economic corridor to and from Northern Ireland open and functioning efficiently. Lorries currently have to travel at 40mph on a 95-mile stretch of the A75.

Widening the road will mean that car drivers will not get stuck behind slow-moving lorries. There are 9,000 sailings a year on the Loch Ryan to Belfast route, carrying 410,000 units of freight. However, growth on the route of 1.3% in the year to date is outstripped by far greater growth in movements on the route between Dublin and Holyhead, which has motorway or dual carriageway connections at both ends. This will only continue if the inadequate quality of the A75 is not addressed soon.

British/Irish trade is a key economic driver for our region, and the A75 is at the heart of the movement of goods between Great Britain and Ireland as a whole. It is beholden on central Government, as well as the devolved administrations, to ensure that vehicles, products and services can continue to make it to the ports on time so that businesses on both sides of the Irish Sea can continue to flourish.

This will require urgent and sustained investment in infrastructure that will deliver realistic results instead of far-fetched tales of Giants and Bridges - we'll keep those for our children.

Iveco appoints Chris Read as Light Business Line Director

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

Read, 36, started out in the automotive industry as a 15-year-old, joining Vauxhall as an apprentice technician in 1997. He finished his apprenticeship and, while gaining valuable experience, he saw his future being outside of the workshop. He spent seven years on the

Aftersales and Customer Service teams before becoming the company's youngest ever Regional Customer Care Development Manager at just 25. After working his way up the ranks at Vauxhall he joined Ford in 2015 as Business Development Manager before moving to Iveco in 2017 as National Sales Performance Manager.

"I've worked in most parts of the industry, and it's this real experience that I bring with me to this role. I can't wait to get out there and start working with the sales teams and our network of dealers and customers. It's a fantastic opportunity and a great way to start 2018."



Chris Read

P&O Ferrymasters Achieves International Recognition For Secure Transportation

P&O Ferrymasters has demonstrated its capability in the transport of theft attractive goods after it was awarded certification for meeting security standards by Transported Asset Protection Association (TAPA), an international forum working to minimise crime in the supply chain.

P&O Ferrymasters undertook a nine-month project which culminated in the logistics company's intermodal division being certified at Level 3 for Trucking Security Requirements (TSR). Paul Fitzpatrick, P&O Ferrymasters' General Manager for Risk and Compliance, said: "The project was launched as part of our expanding service offering

and satisfies the need from a number of customers with flows from Belgium to Italy. We began by assessing the security risks and controls on these specific traffics.

"Control measures were then identified and implemented, with training conducted both internally and with nominated carriers

in each country, before our application was approved by TAPA." Applicants for TSR classification start at Level 3 and can progress to Level 2 and 1 as improvements are made. The level required is dictated by the cargo and the customer's requirements. Subject to audit, P&O Ferrymasters' TAPA certification is valid until November 2020.



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Driver Cautioned Over 'Dangerous Vehicle'

A County Down Driver has been convicted at Newry Magistrates' Court and fined £1,100 plus £15 costs after DVA Vehicle Examiners directed a DAF large good vehicle in combination with an Indox trailer to the Department's weighbridge site at Loughbrickland for the purposes of an inspection and weight check.

The vehicle was weighed and found to be overloaded by 1,930kgs (16.7%) on the 2nd axle, 3,610 (20%) on the gross vehicle weight and 2,230kgs (5.6%) on the gross vehicle weight. An analysis of the driver's tachograph charts also revealed that the driver failed to use the tachograph to record his journey that day.

The trailer was also examined and it was noted that the offside 1st axle suspension spring was broken which rendered the vehicle in a dangerous condition. A prohibition notice was issued in relation to the dangerous and overweight vehicle, prohibiting the driving of the trailer on the road until repair and acquittal at a DVA Test Centre.

The driver was cautioned and interviewed regarding the offences.

Operator Fined £1,000

A Republic of Ireland operator was convicted at Lisburn Magistrates' Court and fined a total of £1,000 plus £15 costs when a 3 axle DAF articulated lorry in combination with a 3 axle tipper trailer was stopped in the vicinity of the A1 Dromore for the purposes of an inspection.

An analysis of the driver's tachograph charts revealed multiple breaches of exceeding daily rest period under the NI Domestic Rules for driver's hours. It was also noted that vehicle's tachograph unit was out of calibration.

The operator was cautioned and interviewed regarding the offences. As the operator lived outside Northern Ireland three court deposits were issued and held pending the outcome of the prosecution case.

Prosecuted for being overweight

A Republic of Ireland driver was convicted at Banbridge Magistrates' Court and fined a total of £885 plus £15 Levy after DVA Vehicle Examiners directed a Volvo large goods vehicle in combination with a trailer to the Department's weighbridge site at Loughbrickland for the purposes of an inspection and weight check.

The vehicle was found to be overloaded on the trailer by 3,050 kgs (12%), overloaded by 1,010kgs (5.6%) on the Gross Vehicle Weight and overloaded by 6,060kgs (15%) on the Gross Train Weight. A prohibition notice was issued prohibiting the vehicle from driving on the road until the load was adjusted to the legal weight. As the driver lived outside Northern Ireland three court deposits were issued and held pending the outcome of the prosecution case.

Tachograph Offences

A Republic of Ireland driver has been convicted at Newry Magistrates' Court and fined a total of £750 plus £15 offender levy.

The conviction arose when DVA Vehicle Examiners directed a three axle Scania articulated lorry in combination with a 3 axle trailer to the Department's weighbridge site at Loughbrickland for the purposes of an inspection and weigh check. A number of tachograph offences were identified relating to the driver failing to take the required daily rest on five occasions whilst driving. As the operator lived outside Northern Ireland three court deposits were issued and held pending the outcome of the prosecution case.

Penalty Points on Licence

A County Londonderry operator has been convicted at Antrim Magistrates' Court and fined £750 plus £15 costs; in addition he was awarded 3 penalty points on to his driving licence.

The conviction arose when DVA Vehicle Examiners directed a 2 axle light goods vehicle to the Department's weighbridge site at Toome for the purposes of an inspection and weigh check.

The following weights were recorded. The vehicle was found to be overloaded on the 2nd axle by 1,520kgs (67.5%) and 1,719kgs (49.1) on the Gross Vehicle Weight. The vehicle was overloaded to such an extent that it was deemed to be in a dangerous condition and a prohibition notice was issued preventing further use until the vehicle weight was reduced to legal limits.



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Hannon chooses Volvo for transition into coach market

Hannon Coach Hire Limited has recently purchased six Volvo coaches to join its growing fleet. The vehicles will initially be used to cover corporate and touring work, as well as other services.

The company purchased four new Volvo coaches and two pre-owned vehicles, with a mix of Sunsundegui and Jonckheere bodywork options. The new vehicles were two B8R SC5s, a B11R SC7, a B11R

JHV and two pre-owned B11R JHVs.

For many years Hannon has been a successful truck operator in Northern Ireland, with a fleet of more than 140 trucks operating from the UK, Republic of Ireland and The Netherlands.



The company's core business until now has been the transportation of flowers into the UK and Northern Ireland, combined with general haulage and refrigerated transport.

Hannon's entry into the coach market has been bolstered by the acquisition of two long-standing Irish operators. This has enabled Hannon to obtain quality staff with specific skills and provide instant access to a wide customer base from which to build market share.

Aodh Hannon, Managing Director for Hannon Coach Hire, said: "Our previous experience with Volvo in the truck sector has been very positive. We have seen excellent reliability and customer support from them as well as from our local dealer Dennison Commercials Northern Ireland. Therefore, we had no hesitation selecting Volvo for these recent purchases as we continue to diversify our operations and move further into the coach business."

Phil Hudson, Retail Bus and Coach Sales Manager for Volvo Bus commented: "We are very pleased Hannon has chosen to invest in this combination of new and pre-owned Volvo coaches and are confident they will be delighted with the performance, comfort and profitability these vehicles will bring. We are looking forward to working with Hannon again in the future."

Part of Hannon Group, Hannon Coach Hire Limited provides services across the UK and Ireland from its bases in Aghalee and Dublin, primarily focusing on concerts, gigs, festivals and sporting events. The company has evolved from a small business back in the early 1990s to being the large international operator that it is today.

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JCB Appoints New Northern Ireland Construction Dealer

JCB has appointed a new dealer in Northern Ireland for the sales and service of construction, industrial and access equipment.

Ballyclare-based Dennison JCB will become JCB's construction dealer covering sales, service and parts for the Northern Ireland and County Donegal markets. Dennison JCB is now recruiting in preparation for a launch in March 2018.

Best known for its leading quality truck provision in the North of Ireland, Dennison is recognised UK wide as an award winning dealership with focus on customer service, aftermarket care, growth and importantly, staff development and training.

UK and Ireland Sales Director Steve Smith said: "We see great opportunities for growth in the Northern Ireland construction, industrial and access markets and Dennison certainly has a

strong presence right across the North of Ireland.

"Dennison has great synergy with JCB; both are family-owned businesses and we both pride ourselves on innovation and quality."

Dennison Managing Director John Jenkins said: "We are thrilled to be appointed as the JCB dealer for Northern Ireland and County Donegal for the sales and service of construction, industrial and access. Next year marks an important year for us as we celebrate 50 years in business and recognise the achievements of the founder Wilson Dennison, our chairman.

"Over the last half-century we have developed a very loyal customer base. We look forward to welcoming many of our existing customers to



our dedicated premises close to our Dennison Headquarters in Ballyclare, and seek to provide a warm welcome to new and existing JCB customers into the Dennison Group."

The appointment completes JCB's new distribution in Northern Ireland, with Ballymena-based R Kennedy & Co Ltd covering the agricultural market.

Call for Better Alternative to Op Stack

The cost of renting Manston Airport in Kent as a temporary lorry park for the period August 2015 to December 2017 has been put at £5.7 million.

The revelation by the Department for Transport has prompted the Freight Transport Association to call for a better, more cost effective alternative.

Commented the FTA's Head of UK Policy, Christopher Snelling: "While the price of renting Manston Airport might appear high, the cost of failing to prepare for a

possible closure of the Port of Dover would be far greater for the local community, and business as a whole across the country.

"When Operation Stack is implemented, the money lost by UK businesses runs into many millions of pounds, not to mention the cost to the Kent economy and massive disruption to local

residents. Vital deliveries are delayed, fresh food rots in the back of trucks, tourists stay away from Kent and local residents are unable to go about their daily lives.

"Moving trucks into Manston while they wait for cross-Channel access, while not ideal, would relieve pressure on the local infrastructure and go some

way to reduce this impact.

"FTA would like to see a viable long-term solution to closures at Dover, which addresses the needs of the logistics industry and Kent residents, such as the proposed parking area near the village of Stanford. However, until such a solution is put in place, the cost of renting Manston is an insurance policy we cannot afford to lose."

V Fraser & Sons Commemorates Founder With Special Volvo FH Ailsa Edition

County Tyrone-based haulier V Fraser & Sons Ltd has taken delivery of one of only 50 special Volvo FH Ailsa Edition trucks made available as part of Volvo Trucks 50th Anniversary celebrations in the UK last year.



Pictured (L-R) are Trevor Fraser, Director V Fraser & Sons Ltd, Hugh Smyth, Sales Executive Dennison Commercials, Ali Fraser, Director V Fraser & Sons Ltd. Photo by: Keith Wilson Photography

Supplied by Dennison Commercials Limited by Sales Executive Hugh Smyth, the stunning truck was the first of its kind in Northern Ireland. The Volvo FH16-750 6x2 tractor unit is in a league of its own with many luxury additions.

The iconic truck comes with custom interior, upholstered in black and gold leather finished to perfection with gold stitching and the 50th Anniversary 'Ailsa Edition' logo. The truck is also fully equipped with a microwave, media package, TV, front camera, rotating passenger seat and satellite navigation. Including Dynafleet Services with messaging, this truck offers both practicality and comfort for the driver.

Honouring the founder of the company Vivian Fraser and his first ever new Volvo, Fraser's Ailsa Edition was customised with superb air bushing at the back of the cab. Commenting on the new truck, Company Directors, Trevor and Ali Fraser said: "We have been a longstanding customer of both Dennison Commercials and Volvo Trucks. When the Ailsa Edition came out we thought it would be a great opportunity to commemorate our father, Vivian Fraser. "Our father was always a devoted Volvo customer. After years of dealing with Dennison Commercials we are pleased to remain a loyal customer today."

The Volvo FH Ailsa Edition will be used for general haulage around the UK and will be driven by Company Director, Trevor Fraser.

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Safety Award



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

Driver of the Year



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

Technician of the Year



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

Excellence in Customer Service Award

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

PickUp of the Year

This Award invites all PickUp manufacturers to nominate one vehicle from their model range servicing this growing market. Judges will be looking for a PickUp that appeals equally to the working and lifestyle sectors. Entries will be judged on a number of points including performance, handling, payload, cargo space, towing capacity, and comfort and convenience features. One will be selected as PickUp of the Year by an independent panel of Judges chosen by the manufacturers.

Innovation Excellence Award



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

Transport Manager of the Year



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

Trailer Fleet of the Year



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

Van of the Year

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

Top Fleet of the Year



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

SO HOW DO YOU ENTER?

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

Here are some points to consider:

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

- Technician of the Year
- Transport Manager of the Year
- Driver of the Year
- Top Training Operator of the Year

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

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

Any factual information, such as operational, service, financial or

personal details, to back up any claims expressed in your entry should be clearly and concisely laid out.

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

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

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

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

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

Top Team of the Year


 tick

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

Top Training Operator of the Year


 tick

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

Chilled Operator of the Year


 tick

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

Transport Personality of the Year


 tick

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

Own Account Operator of the Year


 tick

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

Logistics & Warehousing Specialist of the Year


 tick

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

Excellence in Maritime Logistics


 tick

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

Excellence in Compliance


 tick

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

Haulier of the Year


 tick

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

European Haulier of the Year


 tick

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

Truck of the Year


 tick

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

ENTRY FORM

HOW TO ENTER:

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

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You can also submit supporting corporate material - brochures etc, including photographs of projects, services or products. You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category. The judges' decision is final and no correspondence will be entered into. All entries are private & confidential. The winner will remain confidential until the event. All entries/nominations should be received by 31st May 2018 via online submission at www.exportandfreight.com or email to helen@4squaremedia.net or post to 4 SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down, BT26 6AE.

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Martin Reid

RHA Director for Scotland and Northern Ireland.



JOINED UP APPROACH NEEDED ON THE ROAD AHEAD

Recently I was asked to speak to BBC Radio Ulster and BBC Radio Foyle to comment on a press release from Stena Line under the headline “Poor road access at Scottish ports disadvantages NI economy”. On face value it is very difficult to argue with this statement. There has been significant investment around Holyhead and Heysham and there is little doubt that the NI Executive has spent big too, but proportionally not as much as in South West Scotland.

By way of example, there has been £133 million invested on the A8 dualling scheme between Belfast and Larne. The 9 mile stretch includes a bypass at Ballynure which is no doubt welcomed by residents.

There has been significant investment at Cairnryan too, with £80 million invested in the terminal as well as the money required for the two larger vessels. Access and egress to the ports will be further enhanced when the planned £165 million York Street Interchange project starts. The benefits for the economy in NI are clear with this level of investment. So what of Scotland?

Over the past decade there have clearly been significant levels of investment across the network. At the turn of the year the Cabinet Secretary for Economy, Jobs and Fair Work, Keith Brown explained

that £20 billion has been invested into “transport initiatives” over the decade.

The Queensferry Crossing will have taken a fair percentage of that money (estimated at £1.35 billion) and there has been a further £0.5 billion spent on the roads around Glasgow which has been of significant benefit to our industry. We have seen money spent on the M80 upgrade, the M74 “missing link”, the Raith Interchange, the dualling of the A9, and we have planned upgrades to the A96 between Inverness and Aberdeen. There is definite investment in the major roads, improving connectivity between the cities.

However, despite the Minister stating in the same release that there have been “significant improvements to key areas on the A75 and A77 delivering better connections to and from our key

port at Cairnryan, and work on new bypasses for Dalry and Maybole are moving apace”, I feel I have to side with our colleagues at Stena Line.

The roads heading south from Scotland are of clear strategic importance and could potentially become more important post Brexit. There are 6 crossings per day between Belfast and Cairnryan with 110 HGVs on each one. The daily vehicle count for the A75 just east of Stranraer would suggest more than 6600 HGVs per day use the road (taken from the Scottish Transport Statistics 2016 Edition) and so to my mind the route itself merits close attention.

The problems with the A75 are fairly simple. The road surface and the width in places, (sometimes due to overgrown vegetation) make it difficult for HGVs to pass. Like the A8 on the NI side, the route could do with bypassing a number of the villages on the route. As there are very few local alternatives the diversionary routes are not ideal should there be any issues on the road and could lead to stacking in the worst cases.

Although the A77 is better mainly due to having a greater proportion as dual carriageway we are informed of cases where hauliers have had to use diversionary routes (M74 to Beattock then A701 to Dumfries and then A75) during planned roadworks. Unforeseen events can lead to worse disruption.

Along with our colleagues at Stena Line we would urge the Transport Minister and the Scottish Government to keep the A75/A77 at the forefront of their plans for development.

We as consumers would all benefit from a joined up approach from both Governments and the RHA will continue to urge those in power in Holyrood to liaise with their counterparts in Stormont to invest in a trade route that is already of paramount importance, but if anything, will become even more strategically important from March 2019.



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Adventurers will enjoy 8 miles of rough and tough off-roading over mountainous, hill and river terrain; Clay pigeon shooting; a Hill Rally Stage Event and Zip Lining over a half mile course.

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Haldane Fisher Build Fleet With First-Ever New Volvo Trucks

Haldane Fisher, one of the leading independent suppliers to the construction industry in the UK and Ireland, has expanded its fleet with five new Volvo trucks purchased from Dennison Commercials Ltd.

Working closely with

Dennison Commercials Sales Executive, Damian Kerin, Haldane Fisher ordered a mixture of Volvo models suited to the operational needs of the business.

Building on the strength of Haldane Fisher's plumbing and heating division, Plumbmaster is Haldane Fisher's new brand that that delivers an enhanced focus on the plumbing and heating sector.

Two new Volvo FL-210, 10-tonne curtainsiders were purchased to offer superior service for the new brand. Each truck comes with I-Sync automated gearboxes and the decision was made to upgrade the Volvos from 7½-tonne to 10-tonne gross combination weight to achieve the maximum payload from minimum dimensions. By expanding its fleet of Plumbmaster vehicles

with the new Volvos, Haldane Fisher can now offer even better and quicker service for its customers.

Adding to the ever-expanding fleet, Haldane Fisher have also purchased a Volvo FE-250 4x2 crane off-loader, a Volvo FE-320 6x2 rear steer crane off-loader and a Volvo FE-320 6x2 rear-steer curtainsider. The two Hiab cranes



were fitted by Dennison's Bodyshop by its team of Hiab specialists. The FE models are easy to load and unload, are comfortable and spacious for the drivers and boast power and performance, combined with simple manoeuvrability.

Each of the trucks are fitted with Volvo's Dynafleet telematics system and by making use of

this management system it will allow Haldane Fisher to reach better profitability by showing which areas need improved.

All the trucks also come with 3rd year extended warranty, part of a Volvo promotion on vehicles that are purchased outright

Commenting on the deal Colin Morrison, Transport Manager at Haldane Fisher said: "We are very happy with our new Volvos. Alongside the premium product that we have just invested in, the dealer network that Dennison's can supply along with price and service, Volvo was our clear winner."

The five Volvos were delivered to Haldane Fisher's headquarters in Newry, Northern Ireland in October 2017.



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Volvo Trucks Wants To See Fewer Trucks In Urban Peak-Hour Traffic

Volvo Trucks will start selling electric trucks in Europe in 2019, with the first units being put into operation with selected reference customers later this year.

Electric trucks drastically reduce noise and exhaust emissions and will open up new ways to manage logistics. More goods will then be carried at night, meaning fewer trucks need to compete for road space during peak daytime hours.

"Electromobility is fully in line with Volvo Trucks' long-term commitment for sustainable urban development and zero emissions," says Claes Nilsson, President Volvo Trucks.

"By using electrically-powered and quieter trucks for distribution in urban areas, we meet several challenges simultaneously. Without noise and exhaust emissions, deliveries could take place outside peak periods, like for example in the late evening or at night. This would reduce the burden on the roads during daytime rush-hour traffic, allowing both the road network and vehicles to be utilised far more effectively than today."

A recent project, 'Off-Peak City Distribution', studied the effects of goods distribution at night in central Stockholm. Since the trucks avoid peak-time traffic, transport assignments were carried out in one-third of the normal time.

With well-developed logistics and more effective utilisation of roads in the evenings and at night, it could be possible that many smaller vehicles will be replaced by a few, larger vehicles, thus further contributing to lower emissions and less traffic.

For example, a 26-tonne distribution truck has just over ten times the load capacity of a 3.5 tonne van. If a larger proportion of transport assignments could be carried out during hours when fewer people are on the road, this will also significantly reduce the risk of road accidents.

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RENAULT'S TRAFIC IS A SMART BUSINESS MOVE



Not for nothing has the Renault Traffic been voted 'van of the year' three times in succession, thanks to excellent engines and clever innovations as we came to appreciate having spent a week behind the wheel of a Business+ model, reports Van Ireland's Phil Eaglestone.



While there is no such thing these days as a 'bad' van, some just have that little extra that makes it stand out in what is a fairly crowded marketplace.

The Renault Trafic, kindly supplied to us by Charles Hurst Renault, certainly has a lot going for it as we discovered, not least its 'car-like' handling and performance on congested and narrow town and city streets and wide open motorways.

Well over 200,000 Trafics have been sold to date to all kinds of businesses for all kinds of uses, such is the Renault's versatility and widespread appeal – and, we should point out, its excellent fuel efficiency and cargo carrying capacity.

Powered by a smooth performing 1.6 litre dCi turbo engine, matched to a six speed gearbox, it packs a plentiful punch, more than adequate for a van in its class; we particularly liked the push button Eco mode which makes a noticeable difference when pressed to the 'on' position, as does the Hill Start function which allows the van to be held on an incline, without the use of the handbrake, for two seconds, more than enough time to engage gear and apply power.

Another notable innovation is the Grip Xtend facility. When engaged, for example, while travelling over loose surfaces such as gravel or even snow, it allows the front wheels to spin, clearing away the low grip surface and allowing you to gain traction on the higher grip surface underneath.

Safety Features

Complementing this is Electronic Stability Control which ensures the stability of the vehicle and helps you avoid accidents by detecting and reducing the danger of skidding or losing control because of over-steering.

Other safety features include ABS with Electronic Brake force Distribution, and driver and passenger airbags. Also standard on the Business+ van is a wide view mirror which is built into the passenger vanity mirror to help you see into your blind spot, useful when negotiating busy town centres.



Other nice touches include an arm rest on the driver's seat, a fold down middle passenger seat that converts into a table, complete with a detachable clipboard and storage space for a laptop.

There's also a built-in smartphone cradle located within easy reach and sight, and a larger cradle for tablet devices can also be specified and once you've got your devices installed it's possible to fully integrate them with the van's systems through Renault's R&GO app, all of which combined turns the van into a mobile office.

Loads of Space

The Renault Trafic also provides one of the best load capacities on the medium panel van market with clever solutions to make the loading area more practical, including a load-through bulkhead offering load lengths of up to 4.15m on the LWB; the load through bulkhead flap is magnetised to fix easily

and securely in place, and with 54 litres of storage under the front passenger bench seat, other large objects can also be safely transported, whilst still being close to hand.

The cargo area itself is easily accessible with 180 degree opening rear doors and sliding side doors. Loading is also made easy thanks to the low load threshold, whilst load volumes from 5.2m³ to over 8m³, depending on variant, mean you'll have all the space you need.

Verdict

We have to agree with Renault: with its stylish design, efficient engine, the latest on-board technology and high levels of comfort and safety, the Trafic Business+ ticks all of the boxes. It really makes for a smart business move. It is robust and versatile, performs quietly and handles smoothly like a family car, and looks great on the road, too.



IVECO GEARED UP FOR THE YEAR AHEAD

Iveco has described 2017 as 'an interesting year' in vans, starting with the highest demand levels ever - and finishing with that demand beginning to tail off. But, according to Chris Read, Iveco's Light Business Line Director, 'the good news is - we don't expect it to tail off too far in 2018.'

In Iveco's annual 'State of the Nation' briefing, Chris told Van Ireland: "From 3.5 to 6 tonnes, we're looking at a market of some 90,000 in total - some 87,000 3.5 tonne vans, and around 3,000 units from 3.51 to 6 tonnes. "Admittedly, that's a drop off from the almost 100,000 in of two years ago - but in the present climate, we believe it's realistic and a sensible prediction."

So what is Iveco planning for the year ahead? "Well, twelve months ago, we took a proactive position that we weren't going to do volume at any price. There's no point. We're here to make money to pay for the development of the stunning new products we have, and those we will launch now and in the future. Any sane and sensible business is! It's a position we stuck to - and it's a policy we'll be pursuing once again in 2018. It's only logical."

Chris went on to reveal that Iveco's Daily Hi-Matic accounted for a significant 40% of the manufacturer's Daily volume in 2017, and it expects that to increase in the year ahead. And as for the Daily range in general, he added: "Where manoeuvrability is a priority, Daily has



Chris Read

a tighter turning circle than a London taxi, after all. Where twin rear wheels are preferred, Daily is available at all weights from 3.5 tonnes with twin rear wheels, and of course, vans above

the 5 tonne levels - primarily our Daily 7 and 7.2 tonner, a product in a class of its own.

"No other manufacturer offers a van-based product above 6 tonnes. We do - and in a time when operators are looking to minimise their on-road footprint (particularly those involved in town and city deliveries), Daily offers a real alternative to the traditional 7.5 tonne truck without any loss of payload space or weight. It's a real winner."

He said 2018 would see a move ever-closer to the introduction of Low and Ultra Low Emission Zones. "For anyone who delivers in and around cities, sustainability is going to be moving to the forefront of their minds - so what a time for us to be introducing our new Daily Blue Power range.

"As International Van of the Year for 2018, Blue Power focuses on the ideal vehicle for all urban and interurban operations, with a choice of three technologies - Daily Euro 6 RDE Ready - the very latest and most advanced Euro 6 diesel; Daily Electric; and Daily Hi-Matic Natural Power - the very first CNG van to be offered with an 8-speed automatic gearbox."



"WHERE MANOEUVRABILITY IS A PRIORITY, DAILY HAS A TIGHTER TURNING CIRCLE THAN A LONDON TAXI, AFTER ALL."

CHRIS READ
IVECO'S LIGHT BUSINESS LINE DIRECTOR



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Irish Ferries 'W. B. Yeats' Named At Launch Event In Germany

The completed hull of the new Irish Ferries cruise ferry W. B. Yeats – ceremonially named by Ms. Rikki Rothwell – was launched into the water recently at the shipyard of Flensburger Schiffbau-Gesellschaft in Flensburg, Germany where the vessel is being built.

Fully painted in familiar Irish Ferries lettering and colours, and bearing the name W. B. Yeats along its bow and stern sections – the name having been chosen after drawing strong support from the public in an online

competition that attracted nearly 100,000 entries – the vessel entered the water stern first.

There to attend the event, alongside shipyard workers and officials, were representatives of the company

led by Irish Continental Group Plc chairman John McGuckian, chief executive, Eamonn Rothwell, CFO, David Ledwidge, and Irish Ferries managing director, Andrew Sheen.

The €150 million, 54,985 gross

tonnes cruise ferry will arrive into Dublin in July when it will enter year-round service on Ireland – France and Dublin – Holyhead routes. In the intervening months, remaining construction work on the hull will be completed and the vessel fitted out with all of the technical, operational, décor, furnishings and passenger amenities required onboard. Later, before scheduled services can commence, it will undergo sea trials, crew training and docking procedures at the Irish, UK and French ports into which it will operate.

Set to be the largest and most luxurious ferry ever to sail on the Irish Sea, the W. B. Yeats will have space for 1,885 passengers and crew, 435 cabins including luxury suites with their own private balconies, and almost 3km of car deck space.

In addition, the Flensburg shipyard in which the vessel is being built will shortly commence building a second, even larger cruise ferry for delivery in 2020 which was commissioned only weeks ago by Irish Ferries parent, Irish Continental Group plc at a contract price of €165.2 million.

Intended for service on the Dublin – Holyhead route, this second new vessel will be the largest cruise ferry in the world in terms of vehicle capacity with accommodation for 1,800 passengers and crew. Its vehicle decks will have 5,610 freight lane metres, providing the capability to carry 330 freight units per sailing – a 50% increase in peak freight capacity compared to the current vessel Ulysses.



Stena Line's Belfast services deliver record 2017

2017 marked another record trading year for Stena Line across its travel and freight services. Freight volumes on its Belfast to Cairnryan, Liverpool and Heysham routes exceeded a record 514 000 units, which represents a 3% year on year increase.

Car volumes topped 360 000, a 2.5% year on year increase with over 1.5m passengers accounting for a similar 2.5% annual increase. Coach traffic delivered the biggest increase at 10.5% underscoring Belfast's ongoing tourist boom.

Stena Line's Belfast services have been growing significantly over the last five years with a 15% growth in car volumes, a 13% rise in passenger numbers and a 19% increase in freight traffic. A programme of ongoing investment in its ports and ships has been a key factor in this success and today Belfast represents Stena Line's largest operational hub with seven ships providing up to 22 daily crossing options.

Paul Grant, Stena Line's Trade Director (Irish Sea North) said: "Whilst Stena Line has delivered a record performance in 2017, we will continue to focus on providing even higher levels of



customer service in 2018 which is why we will be investing a further £500k in the upgrade of our onboard passenger facilities this spring.

He added: "Consistent year on year growth of our Belfast-based services also positions us at the forefront of Stena Line's future European investment plans which is why the Irish Sea has been able to attract a number of new build ships to be deployed in the region in 2019/20. While we continue to invest we will also lobby hard for road improvement upgrades, especially the dualing of the A75 in Scotland, to help improve

overall journey times for the key Northern Ireland road haulage and tourism sectors."

Stena Line is Belfast Harbour's largest logistics customer and a key contributor to its success in recent years.

Joe O'Neil, CEO Belfast Harbour, commented: "Belfast Harbour's on-going success is supported by another record year for Stena Line. We have been partners for more than 20 years and have seen their business here grow significantly during that time. 2017 is no different with increases in passengers, freight, cars and coaches. This is down to their vision and hard work as well as adapting to the market and we look forward to continuing to support them and the growth of their business in the coming years."

Stena Line is the largest ferry operator on the Irish Sea, offering the biggest fleet and the widest choice of routes between Britain to 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.



Record Breaking.

Belfast Harbour would like to thank our customers and port users for helping to make 2017 another record breaking year to remember.



New Ferry Service from Cork to Santander Set to Increase Tourism and Freight

The Port of Cork Company has welcomed a new route into Northern Spain from Cork which is due to commence at the end of April 2018.

The service which will make two return sailings a week from Port of Cork to Port of Santander will be operated by Brittany Ferries and will include a weekly return sailing from Cork to Roscoff also.

A new RoPax ship called 'Connemara' will be chartered to serve the route which will add much needed capacity to Brittany Ferries existing line to France from Cork. The ship is currently operating on routes between Italy and Greece and will carry around 500 passengers with space for 195 cars. The Port of Cork and Brittany Ferries would expect a fifty-fifty split between passengers and freight carried.

Port of Cork's Commercial Manager Captain Michael McCarthy said, "The Port of Cork wholeheartedly welcomes a service we have been trying as a port to establish for some time now. We are delighted that our long term customer, Brittany Ferries, has committed to this new service which will see an increase

in tourism and freight. The option for freight carriers to bypass the UK land bridge will be seen as very attractive, as Brexit uncertainty continues. We have no doubt that both exporters and importers will make this a viable service.'

At present, there is a range of opinion about possible 'hard' and 'soft' UK Brexit scenarios, the timing and likely effects. For example, a 'hard' border (at ports and across Irish Sea) would mean Customs controls for ports serving the UK, increasing the need for this direct service between Ireland and Spain and an opportunity for Cork as a new 'centre of gravity'.

The Port of Cork hinterland is the key primary agriculture and Food & Drink output region in the country. The vast majority of the goods imported and exported through Cork are consumables in the perishables arena such as wines, spirits, dairy, water and a wide range of other supermarket products. Freight customers will like this route because the Port of Cork



can load and unload quickly thereby enabling customers to get their produce to market quicker, than if they travel through East Coast ports.

This new route to Northern Spain and France will greatly reduce the amount of road miles and therefore providing a lower cost door to door option for shippers. This will provide substantial carbon (CO2) cost saving that is becoming increasingly relevant to companies that are seeking to exhibit their 'green' credentials.

Irish Continental Group Invests €165.2 million to Build New Cruise Ferry

Irish Continental Group plc ("ICG") has entered into an agreement, with the German company Flensburger Schiffbau-Gesellschaft & Co.KG ("FSG"), whereby FSG has agreed to build a cruise ferry for ICG at a contract price of €165.2 million. Upon completion, it will be the largest cruise ferry in the world in terms of vehicle capacity.

The cruise ferry will accommodate 1,800 passengers and crew, with capacity for 5,610 freight lane metres, which provides the capability to carry 330 freight units per sailing. Overall, it will effectively be a 50% increase in peak freight capacity compared to the MV Ulysses.

The Agreement between ICG and FSG provides that the cruise ferry is scheduled for delivery before Mid-2020. Twenty percent of the contract price will be paid in instalments during the construction period. The balance of 80% will be paid on delivery. ICG intend to utilise credit facilities to finance the cruise ferry. The pre-delivery instalment payments to FSG will be protected by means of bank guarantees.

This cruise ferry will be designed and built to the highest standards of cruise shipping, and equipped



with efficiency, comfort and capacity in mind. Emissions scrubber technology (included in the above price) and ballast water systems will meet current and known future environmental regulations and will deliver optimal fuel consumption while minimising related costs. The cruise ferry will be powered by four main engines delivering 33,600 KW of power which will ensure a high degree of service reliability equal to the MV Ulysses which is currently the most reliable ship to ever operate on the Irish Sea.

The cruise ferry is being built

specifically for Irish Ferries Dublin – Holyhead services. It is expected to replace the schedule of the MV Ulysses, which in turn will replace the currently chartered vessel MV Epsilon in the fleet.

This will allow for the deployment of the W.B. Yeats (arriving Mid 2018) full-time on the direct Ireland – France route alongside the MV Oscar Wilde. The cruise ferry will also adhere to Ice Class specification which allows for a wide geographic area of operation. Freight capacity will be provided

over five decks. Uniquely, the vessel has been designed for three tier freight bow loading to allow for efficient loading/unloading and quick turnaround times. Passenger facilities will be spread over three decks. In addition to a superb choice of bars, restaurants (to include both à la carte and self-service options), special provision has been made for premium Club Class passengers, with a dedicated lounge featuring private access direct from the vehicle decks. A choice of state-of-the-art entertainment options and cinemas, dedicated facilities for freight drivers, as well as many retail outlets will ensure that all passengers will be comfortable and engaged throughout their journey. This new cruise ferry provides Irish Ferries with a significant increase in both its freight & tourism carrying capacity on the fast-growing Dublin – Holyhead route.

Sail direct year-round from Ireland to Northern Spain



Brittany Ferries has just announced a direct route from Cork to Santander in Spain. This is the first direct service of its kind that now adds to the comprehensive network of routes between the UK, France, Ireland and Northern Spain.

With two return sailings per week between Cork and Santander, you can make a big difference to your transport costs. Crossing times are ideally suited to meet drivers' hours regulations and by-pass the UK land bridge and French driving restrictions. Furthermore, an additional return sailing between Cork and Roscoff increases options for routing vehicles between Ireland and France.

Drivers' needs are taken care of, with excellent catering facilities and en-suite cabins. Regular year-round freight capacity ensures that there is no better way to route your traffic to and from continental Europe.

Contact our freight team on **+44 (0)330 159 5001**
or visit **brittanyferriesfreight.co.uk**

Brittany Ferries
— Freight —

Seatruck surge continues

Seatruck Ferries had another strong year of growth in 2017. Volume across the three routes increased at just over 10% compared with an overall market growth of 3.9%.

Since 2015 **Seatruck** volumes have risen over 30% as their long sea unaccompanied service has significantly grown in popularity.

Over this period Seatruck has committed additional tonnage and increased sailing frequency in line with customer demand. Seatruck now operates 76 departures per week on their 3 routes which operate between Heysham - Warrenpoint, Heysham - Dublin and Liverpool - Dublin.

Strongest growth has been into Dublin where Seatruck now operate 5 departures per day in the busy midweek period.

Seatruck believe that the continued and worsening HGV driver shortage in Ireland and the UK is leading to a growth in unaccompanied trailer shipments as operators seek to use this vital resource more efficiently. By shipping trailer only, from ports which reduce road mileage compared with the traditional transit through Wales or Scotland, operators can make significant door to door savings in what is an increasingly competitive logistics landscape.

In the coming weeks a new £7m loading ramp will be installed at Heysham Port which will provide Seatruck with an enhanced service in the Port from the new dedicated facility.

Point Shipping Services Expand in Larne

Point Shipping Services has opened a new office in Larne to further expand its freight forwarding, ships agency and stevedoring activities.

Set up in 2014 by Mark O'Hare, Point Shipping Service originally operated solely out of Warrenpoint Harbour. Mark had an extensive career working in the shipping industry having previously worked with some of the largest shipping companies on the island. Now the company has offices in Warrenpoint, Belfast and Larne.

"We began stevedoring operations in Belfast last year and saw a huge niche in the market. Our stevedoring services now take up a large percentage of our business and it made sense to open an office in Larne." Over the last three years Point Shipping Services have invested heavily to ensure they are fully equipped to handle any cargo.

They have an impressive fleet including forklifts, telehandlers and loading shovels. However, as Operations Manager Brian Davidson points out, "Our skill really lies in our people. Any company can have a great fleet but we really pride ourselves on our skilled staff. We heavily invest in our staff to ensure our clients know that the shipping

process will always run smoothly." Added Mark O'Hare: "Larne port will create significant opportunities to further expand our agency, freight forwarding and stevedoring opportunities. We have a storage area in excess of 15,000m2 in Larne which greatly widens opportunities. Currently we work with a wide range of clients and handle cargo such as fertiliser, RDF/SRF bales, timber, cement, concrete and fly ash – we look forward to expanding our client base in the coming months."

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guide to 2018

SHIPPING

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



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

WELCOME TO OUR ANNUAL COMPREHENSIVE GUIDE TO SHIPPING

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

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

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



LOAD-ON/LOAD-OFF services

CRONUS LOGISTICS

www.cronus-logistics.com

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

ROLL-ON/ROLL-OFF services

BRITTANY FERRIES

www.brittanyferriesfreight.co.uk

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

ROLL-ON/ROLL-OFF services

IRISH FERRIES

www.irishferries.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HOLYHEAD	Dublin	Irish Ferries	Up to 6 round trips per day	Dublin: 01:55, 08:05, 08:45, 14:15, 14:30, 20:55 Holyhead: 02:40, 08:00, 11:50, 14:10, 17:15, 20:00	Ulysses Epsilon, Jonathan Swift W.B. Yeats (Autumn 2018)	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
PEMBROKE	Rosslare	Irish Ferries	2 round trips per day	Rosslare: 08:45, 20:45 Pembroke: 14:45, 02:45	Isle of Inishmore	Ro/Ro Freight Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
CHERBOURG	Dublin	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	Epsilon W.B. Yeats (Mid year 2018)	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
CHERBOURG	Rosslare	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	Oscar Wilde	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
ROSCOFF	Rosslare	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	Oscar Wilde	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353(0)818221560 F: +353(1)6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight

MOTIS

www.motis.com

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

P&O FERRIES

www.poferriesfreight.com

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

ROLL-ON/ROLL-OFF services

STENALINE GROUP

www.stenaline.co.uk

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HEYSHAM	Belfast	Stena Line	2 x Daily Tues-Fri 1 x Daily Sat, Sun, Mon each direction	Tues – Fri 09:00 & 21:00 both directions From Heysham Mon & Sat 09:00 From Belfast Mon & Sat 21:00 Sun 21:00	Stena Hibernia Stena Precision	Ro/Ro Freight Service	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
BIRKENHEAD (Liverpool)	Belfast	Stena Line	3 x Daily Tues – Fri 2 x Daily Sat, Sun, Mon each direction	10:30 & 22:30 both directions No Monday a.m. sailings From Belfast Mon 16.30, Tues-Fri 15.30 From Liverpool Mon 05.30, Tues-Fri 03.30	Stena Lagan Stena Mersey Stena Performer	Ro/Ro Freight Passengers/ Cars/Coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
CAIRNRYAN	Belfast	Stena Line	6 x Return crossings per day	Regular sailings day & night	Superfast VII Superfast VIII	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
CHERBOURG	Rosslare	Stena Line	3 x Weekly each direction	From Rosslare: Tues 21:30, Thurs 20:30 & Sat 16:30 From Cherbourg: Wed 21:00, Fri 20:30 & Sun 15:00	Stena Horizon	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi@stenaline.com
HOLYHEAD	Dublin	Stena Line	4 x Return crossings per day	From Holyhead 02.30/ 08.55/14.00/20.30 From Dublin 02.15/ 08.10/15.10/20.40	Stena Adventurer Superfast X	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi@stenaline.com
FISHGUARD	Rosslare	Stena Line	2 x Return crossings per day	From Rosslare: 08:00 / 18:10 From Fishguard: 13:10 / 23:45	Stena Europe	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi@stenaline.com
HARWICH	Rotterdam	Stena Line	2 x Daily Tues – Fri 1 x Daily Mon, Sun each direction	From Harwich: Tues – Fri 08:00 Mon – Fri 22:30 Sun 21:00 From Rotterdam: Tues – Fri 12:00 Mon – Fri 21:00 Sun 20:00	Capucine, Severine	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com
HARWICH	Hoek Van Holland	Stena Line	2 x Return crossings per day	From Harwich: Mon-Sat 09:00 Sun 10:00, Daily 23:00 From Hoek: Mon-Sat 14:15 Sun 13:45 Mon – Sun 22:00	Stena Hollandica Stena Britannica	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com
HOEK VAN HOLLAND	Killingholme	Stena Line	1 x Return crossing per day	From Killingholme: Mon-Fri 20:30 Sat-Sun 20:00 From Hoek: Mon-Fri 20:45 Sat-Sun 20:00	Stena Transporter Stena Transit	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com
KILLINGHOLME	Rotterdam	Stena Line	1 x Daily Mon – Fri, Sun each direction	From Rotterdam: Mon-Fri 20:00 & Sun 19:00 From Killingholme: Mon-Fri 20:00 & Sun 19:00	Stena Scotia	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl@stenaline.com

SEATRUCK

www.seatruckferries.com

ROUTE	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
Warrenpoint – Heysham Route	Seatruck Ferries	11 weekly departures each direction	Departure times, see link www.seatruckferries.com/routesschedules	Seatruck Panorama & Clipper Pennant	Ro/Ro Freight Trade Cars	Warrenpoint: T: 028 4175 4400 Heysham: T: 01524 853512	Email: warrenpoint.booking@seatruckgroup.co.uk heysham.booking@seatruckgroup.co.uk
Dublin – Heysham Route	Seatruck Ferries	6 weekly departures each direction	Departure times, see link www.seatruckferries.com/routesschedules	Clipper Point	Ro/Ro Freight Trade Cars	Heysham: T: 01524 853512 Dublin: T: 00353 1 8230492	Email: heysham.booking@seatruckgroup.co.uk dublin.booking@seatruckgroup.co.uk
Dublin – Liverpool Route	Seatruck Ferries	20 weekly departures each direction	Departure times, see link www.seatruckferries.com/routesschedules	Seatruck Power, Seatruck Progress, Seatruck Pace & Clipper Ranger.	Ro/Ro Freight Trade Cars	Liverpool: T: 0151 9333660 Dublin: T: 00353 1 8230492	Email: liverpool.booking@seatruckgroup.co.uk dublin.booking@seatruckgroup.co.uk

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TOWAGE SERVICES

AGENT	LOCATIONS		SPECIALIST SERVICES WORLDWIDE
<p>Svitzer Marine Limited</p> <p>CAM Building, 6 Northern Road, Belfast BT3 9AL Tel: 01642 258330 Email: gbbel.operations@svitzer.com www.svitzer.com</p>	<ul style="list-style-type: none"> ➤ BELFAST ➤ GREENOCK ➤ GRANGEMOUTH ➤ LIVERPOOL ➤ TYNE ➤ TEES ➤ HUMBER ➤ MILFORD HAVEN 	<ul style="list-style-type: none"> ➤ SWANSEA & PORT TALBOT ➤ AVONMOUTH ➤ SOUTHAMPTON ➤ LONDON ➤ FELIXSTOWE ➤ EUROPEAN / GLOBAL <p>COVERAGE DETAILS AVAILABLE</p>	<ul style="list-style-type: none"> ➤ Harbour Towing ➤ Boatmen Services ➤ Terminal Towing ➤ Off Shore Support ➤ Escort Towing ➤ Fire Fighting & Pollution Response ➤ Mooring, Dive & Civil Engineering Support ➤ Salvage

Port of Cork and Bantry Bay Port Trade Traffic Up

Combined total traffic through the Port of Cork and Bantry Bay Port Company reached 10.3 million tonnes in 2017, a very good increase of 8.6% compared to 2016.

Total imports increased by 6.4% while exports increased by 12.3%. The Port of Cork total container volumes through both Tivoli and Ringaskiddy Container Terminals grew by 3.7% compared to 2016 figures, with a

total of 217,763 TEU's handled in 2017.

Oil traffic, predominantly handled through Whitegate Oil Refinery now owned by Canadian company Irving Oil, saw an increase of 2%. Trade in dry bulk cargos such as animal feed, fertilisers and cereals saw increases throughout the year.

Brendan Keating, Chief Executive said: 'We are encouraged by the increase in trade traffic through the Port of Cork and Bantry Bay Port in 2017. An 8.6% increase in total trade traffic shows the positivity in the markets which were showing a marginal decrease in 2016. We are particularly encouraged by the growth in container traffic through both Tivoli and

Ringaskiddy which increased by 3.7%. This increase is a clear indication that consumer markets are beginning to open up with both imports and exports on the rise through Cork.'

Commenting on Bantry Bay Port Company, Brendan Keating said: 'In August 2017, we successfully completed and opened Bantry Harbour Marina, part of the inner harbour development. This new sheltered harbour facility will be of great benefit to both commercial and leisure users bringing increased activity to Bantry Harbour and Town. The cruise business has doubled with ten cruise liners expected to call in 2018.'

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INTERNATIONAL SHIPPING DESTINATIONS

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EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



INTERNATIONAL SHIPPING LINES REPRESENTED IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

SHIPPING AGENTS

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

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

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

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EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



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AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



SHIPPING AGENTS

AGENT	DESTINATION
Containerships (Dublin) Limited Unit D2 Swords Enterprise Park, Feltrim Road, Swords, Co. Dublin, Rep. of Ireland K67 F256 Tel: + 353 (1) 8107454 Fax: + 353 (1) 8138190 Mob + 353 (0) 86 781 6421 www.containershipsgroup.com	<input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input type="checkbox"/> NORTH AMERICA <input type="checkbox"/> SOUTH AMERICA <input type="checkbox"/> CENTRAL AMERICA
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SPECIALIST SERVICES

- Abnormal Load Experts
- Dangerous
- Import & Export container services
- Refrigerated

AGENT	DESTINATION
 HAMILTON SHIPPING 2-10 Duncrue Road, Belfast BT3 9BP Tel: 028 9035 7000 Fax: 028 9075 6666 Email: sales@hamiltonshipping.com www.hamiltonshipping.com	<input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input checked="" type="checkbox"/> NORTH AMERICA <input checked="" type="checkbox"/> SOUTH AMERICA <input checked="" type="checkbox"/> CENTRAL AMERICA
	<input checked="" type="checkbox"/> CARIBBEAN <input checked="" type="checkbox"/> AFRICA <input checked="" type="checkbox"/> MIDDLE EAST <input checked="" type="checkbox"/> INDIAN SUB-CONTINENT <input checked="" type="checkbox"/> SOUTH EAST ASIA <input checked="" type="checkbox"/> FAR EAST <input checked="" type="checkbox"/> AUSTRALASIA

SPECIALIST SERVICES

- Customs Clearance
- Freight Forwarding
- Logistics
- Port Warehousing & Storage

AGENT	DESTINATION
Heyn Handling Solutions 1 Corry Place, Belfast Harbour Estate, Belfast, Northern Ireland BT3 9AH Tel: +44 (0) 28 90350035 Fax: +44 (0) 28 90350011 Email: info@heyn.co.uk www.heyn.co.uk	<input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input type="checkbox"/> CIS <input type="checkbox"/> SCANDINAVIA <input checked="" type="checkbox"/> NORTH AMERICA <input checked="" type="checkbox"/> SOUTH AMERICA <input checked="" type="checkbox"/> CENTRAL AMERICA
	<input type="checkbox"/> CARIBBEAN <input checked="" type="checkbox"/> AFRICA <input checked="" type="checkbox"/> MIDDLE EAST <input checked="" type="checkbox"/> INDIAN SUB-CONTINENT <input checked="" type="checkbox"/> SOUTH EAST ASIA <input checked="" type="checkbox"/> FAR EAST <input checked="" type="checkbox"/> AUSTRALASIA

SPECIALIST SERVICES

- Customs Clearance
- Excise Goods
- Import & Export container services
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	<ul style="list-style-type: none"> ➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA

SPECIALIST SERVICES

- Customs Clearance
- Export Documentation Services
- Import & Export container services
- Port Warehousing & Storage

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

SPECIALIST SERVICES

- Customs Clearance
- Freight Forwarding
- Ships' Agency
- Import & Export Containers Services

AGENT	DESTINATION
MSC Limited (Mediterranean Shipping Company) <p>Prince's Dock, 14 Clarendon Road, Belfast BT1 3BG, Northern Ireland Tel: +44 2890 313700 Fax: +44 2890 313773 E-mail: hello@mscuk.com www.msc.com</p>	<ul style="list-style-type: none"> ➤ WESTERN EUROPE ➤ EASTERN EUROPE ➤ CIS ➤ SCANDINAVIA ➤ NORTH AMERICA ➤ SOUTH AMERICA ➤ CENTRAL AMERICA
	<ul style="list-style-type: none"> ➤ CARIBBEAN ➤ AFRICA ➤ MIDDLE EAST ➤ INDIAN SUB-CONTINENT ➤ SOUTH EAST ASIA ➤ FAR EAST ➤ AUSTRALASIA

SPECIALIST SERVICES

- Import & Export Container Services
- Logistics
- Pharma

INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



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SHIPPING AGENTS

AGENT	DESTINATION
<p>Samskip</p> <p>Waalhaven O.Z. 81 - 3087 BM Rotterdam - The Netherlands Phone: +31 88 400 1000 Fax: +31 88 400 1900 E-mail: rotterdam@samskip.com www.samskipmultimodal.com</p>	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input type="checkbox"/> NORTH AMERICA <input type="checkbox"/> SOUTH AMERICA <input type="checkbox"/> CENTRAL AMERICA <input type="checkbox"/> CARIBBEAN <input type="checkbox"/> AFRICA <input type="checkbox"/> MIDDLE EAST <input type="checkbox"/> INDIAN SUB-CONTINENT <input type="checkbox"/> SOUTH EAST ASIA <input type="checkbox"/> FAR EAST <input type="checkbox"/> AUSTRALASIA

SPECIALIST SERVICES

- Dangerous Goods
- Import & Export Container Services
- Perishable
- Refrigerated

AGENT	DESTINATION
<p>Quay Cargo <small>Local People Working Globally</small></p> <p>Quay Cargo Services Ltd. Unit 6, Victoria Business Park, 9 West Bank Road, Belfast Harbour Estate, Belfast BT3 9JL Northern Ireland Tel: +44 28 9037 1195 Fax: +44 28 90 371194 E-mail: info@quaycargo.co.uk www.quaycargo.co.uk</p>	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input checked="" type="checkbox"/> NORTH AMERICA <input checked="" type="checkbox"/> SOUTH AMERICA <input checked="" type="checkbox"/> CENTRAL AMERICA <input checked="" type="checkbox"/> CARIBBEAN <input checked="" type="checkbox"/> AFRICA <input checked="" type="checkbox"/> MIDDLE EAST <input checked="" type="checkbox"/> INDIAN SUB-CONTINENT <input checked="" type="checkbox"/> SOUTH EAST ASIA <input checked="" type="checkbox"/> FAR EAST <input checked="" type="checkbox"/> AUSTRALASIA

SPECIALIST SERVICES

- Container Storage & Repairs
- Import & Export Container Services
- Groupage
- Road - International

AGENT	DESTINATION
<p>TR Logistics Group</p> <p>Transit 4, Edgewater Road, Belfast, Northern Ireland BT3 9JQ Tel: +44 (0)28 9037 3700 E-mail: info@tr-logistics.com www.tr-group.co.uk</p>	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input checked="" type="checkbox"/> NORTH AMERICA <input checked="" type="checkbox"/> SOUTH AMERICA <input checked="" type="checkbox"/> CENTRAL AMERICA <input checked="" type="checkbox"/> CARIBBEAN <input checked="" type="checkbox"/> AFRICA <input checked="" type="checkbox"/> MIDDLE EAST <input checked="" type="checkbox"/> INDIAN SUB-CONTINENT <input checked="" type="checkbox"/> SOUTH EAST ASIA <input checked="" type="checkbox"/> FAR EAST <input checked="" type="checkbox"/> AUSTRALASIA

SPECIALIST SERVICES

- Air
- Customs Clearance
- Dangerous Goods
- Freight Forwarding

INTERNATIONAL SHIPPING LINES REPRESENTED
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INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



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SHIPPING AGENTS

AGENT	DESTINATION
Trans Europe Express Limited Dromore Lodge, 29 Duke Street, Warrenpoint, Co Down, Northern Ireland BT 34 3JY Tel: 028 417 53740 Fax: 028 417 74309 Email: info@tee.co.uk	<input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input type="checkbox"/> NORTH AMERICA <input type="checkbox"/> SOUTH AMERICA <input type="checkbox"/> CENTRAL AMERICA
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SPECIALIST SERVICES

- Abnormal Load Experts
- Dangerous Goods
- Freight Forwarding
- Groupage

AGENT	DESTINATION
Transocean NI Limited 7 West Bank Road, Seaview House, Belfast Harbour Estate, Belfast BT3 9JL Tel: +44 (0) 28 90781763 Email: info@transoceanbelfast.co.uk www.transoceanbelfast.co.uk	<input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input type="checkbox"/> NORTH AMERICA <input type="checkbox"/> SOUTH AMERICA <input type="checkbox"/> CENTRAL AMERICA
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SPECIALIST SERVICES

- Customs Clearance
- Export Documentation Services
- Freight Forwarding
- Import & Export Containers Services

AGENT	DESTINATION
Rhenus Logistics Limited Sketrick House, Jubilee Road, Newtownards BT23 4YH Tel: +44 (0) 28 9181 9849 E-mail: belfast@uk.rhenus.com www.ukportal.rhenus.com	<input checked="" type="checkbox"/> WESTERN EUROPE <input checked="" type="checkbox"/> EASTERN EUROPE <input checked="" type="checkbox"/> CIS <input checked="" type="checkbox"/> SCANDINAVIA <input checked="" type="checkbox"/> NORTH AMERICA <input checked="" type="checkbox"/> SOUTH AMERICA <input checked="" type="checkbox"/> CENTRAL AMERICA
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SPECIALIST SERVICES

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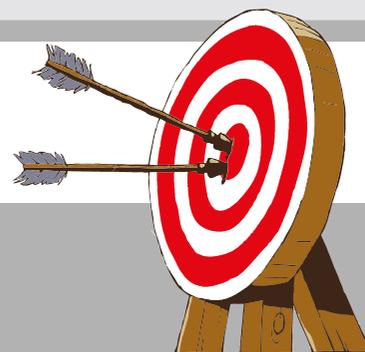
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