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APR-MAY 2018
COVER STORY
IVECO - DAILY BLUE POWER

COMMENT

The potential implications of Brexit on the transport industry in general and on the border between the north and south of Ireland in particular continue to hog the headlines, and not without just reason.



Businesses are nervous and unsure because no one really knows what Brexit is going to look like. Those are the words of the FTA's Chief Executive David Wells with whom we have an in-depth interview in this issue of Export & Freight.

The Freight Transport Association of Ireland has also expressed concern that the lack of certainty over the Irish border risks the country's trading relationships, both at home, with the UK and the rest of the EU.

The RHA has also weighed into the argument. Comments Martin Reid, RHA Northern Ireland Director: "It is vital to find a solution that works for businesses of all types, but for road transport operators it is particularly important. What we need is a pragmatic and practical Brexit."

We can only wait to see what eventually transpires. In the meantime, it's business as usual in our industry, and there are still plenty of positive stories that we can bring you, as you will read in the following pages, including news that McBurney Transport Group has boosted its haulage fleet with the addition of 25 new Volvo trucks from Dennison Commercials Ltd, while Hireco has recently placed its largest fleet order to date.

Among the companies in focus in this edition is a new kid on the block, Allied Fleet Services, offering a rather unique service. As you will read, its aim is become the premium buying group for small to medium sized hauliers in the UK and Ireland.

Meanwhile, our test drivers have been behind the wheel of Iveco's latest Daily Euro 6 and VW's latest generation Crafter, as well as putting DAF's lightweight road-friendly CF410 FAD and more heavy-duty CF450 Construction through their paces. We also report on the arrival of Mercedes-Benz X Class in Northern Ireland.

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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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.



Thermo King Recognises 2017 Dealer Award Winners

Thermo King has honoured leading dealerships at its annual dealer conference held in Marrakesh, Morocco; among the winners were Ballymena based Technical Transport Products (TTP) who were named '2017 Connectivity Dealer of the Year'.



Pictured here are Donal Cox (Thermo King Regional Director UK & Ireland) Kathryn Dickey (TTP) Tracy Martin (TTP) Pauli Johannesen (Vice President & General Manger of Thermo King's EMEA Truck Trailer & Bus Business).

This is a new award introduced by Thermo King this year and goes to the dealer who has been most successful in the telematics field.

The Thermo King system – 'TKTracking' – has been well received by TTP's customers in Northern Ireland with many finding its ease of use and functionality well suited to their operation.

For example the system allows the user to see the location, temperature, setpoint, mode of operation etc of their trailer.

But above that, it allows the user to have 2 way communication. If a driver has accidentally set the temperature incorrectly, someone in the traffic office can remotely change the setpoint of the refrigeration unit, even if the trailer is on the road in Germany.

The highest recognition, the 2017 EMEA Dealer of the Year title, was awarded to TT-Thermo King of Poland., a title which TTP, Ballymena, picked up in 2010.

All 2017 Dealer Award winners were selected for excellence and leadership in all aspects of performance, while also providing a superior customer experience.

Shamrock Solstice Charity Concert starring Nathan Carter announced

The Ted Clarke Memorial Trust has announced that the inaugural Shamrock Solstice Charity Concert on 23rd June this year at Shamrock Park Football Grounds in Portadown, will star Nathan Carter and Friends.

Hosted by Portadown

Football Club with main sponsor Stena Line, the concert will raise funds for youth sport in the Portadown area and Craigavon Area Hospital. Organisers include PFC Main Sponsor Chris Slowey, Managing Director of Manfreight and PFC Director Gary McNally who are

delighted that Nathan has agreed to front this summer charity event. Stena Line's Freight Commercial Manager Anna Breen says, "Stena are delighted to be associated with this worthy Charitable Trust to help raise funds for these very deserving causes."

Further details can be found at www.ticketsource.co.uk and www.ticketmaster.co.uk



Chris Slowey (Managing Director of Manfreight), Nathan Carter (Ireland's No.1 Country Singer) and Anna Breen (Stena Line Freight Commercial Manager).

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Michael Pedersen, Chairman
Pederson Contracting Services Ltd.



SCANIA

Industry Mourns Passing of Donal (DB) Rice

The transport industry in Northern Ireland is mourning the passing of Donal Barry Rice who died peacefully at home following a long illness.

The son of RK Trucks Managing Director Donal Rice, Donal Barry, who lived at Drumanness near Ballynahinch, took up employment in the family business in August 1987 on leaving school, serving his apprenticeship as a motor vehicle technician.

During the intervening years he was involved in all areas of the

business taking control of the computer and telecommunications systems within the company

He played a significant roll in the expansion of the business, in support of his father, in developing the two MAN dealerships based at Carryduff and Dungannon.

Management and staff of RK Trucks Carryduff and Dungannon,

in a statement, said: "We deeply regret the passing of our highly esteemed company director Donal (DB) and would like to tender our deepest sympathy to his sorrowing wife, daughter, father, mother and the entire family circle."

Donal Barry is survived by his wife Patricia and daughter Natasha. His funeral was held at the Holy Family Church, Teconnaught.



Donal Barry Rice.

Major International Award For TR Logistics In Belfast

The TR Logistics Group, a family owned independent logistics business, whose headquarters are located in Belfast Harbour Estate, has won the Specialist Services Award at the prestigious British International Freight Awards (BIFA) held at a gala lunch in London.



Pictured (L-R) are Shauneen McConville, Business development director, and Paul McKeown, Managing director of TR Logistics.

The company has been honoured with this award in recognition of its highly acclaimed Vendor Managed Inventory service. This was specifically in relation to one of their long standing customers whose manufacturing

facility, situated in Northern Ireland, has attributed their partnership with TR Logistics and Vendor Managed Inventory (VMI) as a main factor contributing to their success and competitiveness within global markets.

TR Logistics Group provides VMI and stores product in its warehouses for a high volume of vendors from around the world, delivering just in time to manufacturer's assembly line.

As part of that process TR Logistics Group arrange the transport of product from international markets and ultimately provide sub-assemblies at one of their bespoke facilities in Belfast Port. Essentially, TR Logistics Group has become a vital link in the manufacturing process for their customer.

In its citation for the award, BIFA said: "The TR Logistics Group detailed a service which went over and above for customers. TR has looked to develop more functionality – thinking outside the box, and beyond the normal offering."

Paul McKeown, Managing Director of TR Logistics Group, commented: "This is an immensely important recognition from our industry in the UK and internationally for an innovative service that we developed for our customer. This helps support their longstanding focus on productivity for global markets and contributes to the overall competitiveness of a manufacturing operation which makes a huge contribution to the local economy.

"This is important business for us, a service that we have developed and continue to, with our customer, giving them the ability to reduce costs yet retain flexibility. We arrange the import of inventory, assemble and store at our plant in Belfast for delivery as and when required by the manufacturer. The finished product is also held by TR Logistics Northern Ireland for onward shipment."

The TR Logistics Group operates 10 warehouse facilities throughout Northern Ireland and all are bespoke to their customer, product and HMRC requirements.

Formed in 1980 by the late Tommy Rodgers, it provides comprehensive solutions today, covering air, sea and road freight, general forwarding, warehousing and logistics.

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* Predictive Powertrain Control and Fleetboard Performance Analysis are available as options at an additional cost. Find out more from your local Mercedes-Benz Dealer or online at mercedes-benz.com/roadefficiency.

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Industry Training Services Chooses Yellow Ribbon As Charity Partner



Portadown-based Industry Training Services (ITS) has chosen local suicide awareness organisation Yellow Ribbon as its official charity partner.



ITS Managing Director Brendan Crealey, left, announces the new partnership with Yellow Ribbon founder Dr Arthur Cassidy at the charity's premises in Portadown town centre.

The charity works with groups and individuals across all communities in Portadown and the surrounding area to promote suicide prevention through a range of leadership and education programmes.

ITS Managing Director Brendan Crealey said: "As a family firm, ITS feels very much part of the local community and it is a role we take very seriously as we aim to make a positive impact on the lives of people around us.

"As one of the greatest causes of death in Northern Ireland, suicide leaves a devastating and damaging legacy on families so the work carried out by charities such as Yellow Ribbon in our local area has an absolutely invaluable part to play in the drive to reduce the numbers affected.

"Through a range of fundraising events, ITS staff and our customers hope to support those efforts and make a real difference in the fight to save lives."

Yellow Ribbon founder Dr Arthur Cassidy commented: "We are delighted to have established a new partnership with Industry Training Services as we aim to reduce the stigma attached to suicide and help save lives."

Services offered by Yellow Ribbon, which is based in Portadown town centre, include bereavement support, a psychological support clinic and men's depression support group while it also works to raise awareness of cyber bullying and online trolling.

Lack Of Brexit Border Clarity Will Stifle Economy On Both Sides, Says FTAI

While the recent adoption of the proposed Brexit transitional period by the EU27 leaders has been met with cautious optimism by business and politicians, the Freight Transport Association of Ireland has expressed concern that the lack of certainty over the Irish border risks the country's trading relationships, both at home, with the UK and the rest of the EU.

The FTAI says that guidelines adopted by the European Council open various avenues for potential customs and regulatory solutions, but anticipate that controls and checks on both sides of the border between the UK and EU will be unavoidable.

In addition, FTAI says, the guidelines do not go far enough in providing guarantees to businesses looking for reassurance on future trading arrangements: the outcome could be damaging to deeply integrated supply chains, which often rely on just-in time production processes.

"Goods moves seamlessly across our borders today," explains Aidan Flynn, General Manager of FTAI, "with only minimal customs checks and no need for lengthy inspections at the borders that can delay the process. Even a small delay of two additional minutes per truck could result in tailbacks of 29 miles or 47 kilometres at the borders during peak hours, as demonstrated in research published by London's Imperial College. This would create

uncertainty and potential damage to deeply integrated and time sensitive supply chains.

"Throughout the negotiating process to date, FTAI has been very clear on the need to ensure no barriers to trade with the European Union, and this includes checks imposed on trade at the border, as well as non-tariff barriers and red tape for traders and logistics companies alike. Ireland's supply chain is finely balanced and delays experienced by logistics operators while transiting between countries will increase costs, making goods and services more expensive to the end user. This is something which FTAI has been lobbying hard to avoid.

"The guidelines touch upon potential solutions to reduce frictions at the borders, but also make it clear that checks and controls will be unavoidable; limiting non-tariff barriers is favoured by the proposals, but these also mention cumbersome rules of origins and fall short of giving guarantees to traders. To protect trading relationships and deeply connected

supply chains, FTAI is urging both negotiating teams to bear in mind the effect of potential delays on economies on the two sides, and to prioritise the scrapping of potential barriers as negotiations on the future relationship start.

"The Irish border issue is a complex one, with many business relationships dependent on a successful conclusion which keeps delays to a minimum. We are under no illusions that negotiations will be complicated and difficult, and we hope that it sits at the top of the agenda when talks resume next week. The uncertainty which businesses are having to operate, without clear direction on future trading relationships is having a destabilising effect which is, and will, stifle future growth in logistics.

"Politicians owe it to freight operators across Ireland to prioritise the issue as the talks move forwards: two and half years, the time between now and the end of the transition period, is a tiny period of time in business terms, considering the scale of the challenge."

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£30,000 boost for NI Children's Hospice from RiverRidge

Three years of fundraising by leading waste management company RiverRidge has resulted in more than £30,000 being donated to the very worthy Northern Ireland Children's Hospice.



Pictured (L-R) are Jonathan Lamberton, Corporate Engagement Executive at Northern Ireland Children's Hospice and Alan Sproule, Strategic Development Manager of RiverRidge.

The Children's Hospice is the only service of its type in Northern Ireland, and after a close personal experience within the company, RiverRidge's Charity Committee decided that all charitable efforts would be offered in support of the much needed work of NI Children's Hospice.

Alan Sproule, Strategic Development Manager of RiverRidge said, "Northern Ireland Children's Hospice gives people vital support in their most difficult times and so we are very proud to be able to make a significant contribution to this charity and its wonderful work for children throughout Northern Ireland.

"We saw NI Children's Hospice at work first hand and we were blown away by the support and advice available. There are over 1,300 life-limited children and young people in Northern Ireland who, along with their families, require the specialist care and support that only this organisation can provide."

Since 2015, RiverRidge has dedicated all its charitable efforts to Northern Ireland Children's Hospice and has successfully raised over £30,000 through organising various events, including a film premiere evening, raffles, a Christmas jumper office day and several charity golf days.

Jonathan Lamberton, Corporate Engagement Executive at Northern Ireland Children's Hospice, commented, "I want to say a huge thank you to the team at RiverRidge for their continued support over the last three years. This amazing donation will help the Hospice to continue to provide specialist palliative care to children across Northern Ireland living with life-limiting and terminal illnesses.

CILT Holds its Annual Presidential Address

The Chartered Institute of Logistics and Transport (CILT) held its 2018 Presidential Address recently at the National Maritime College of Ireland in Ringaskiddy, Cork; it was delivered by the President of CILT Ireland Ms Helen Noble.

The event also saw award of Fellow of the Chartered Institute of Logistics and Transport bestowed on eminent figures from the Logistics, Transport and Supply Chain Industries in Ireland.

Ms Noble, who is herself a Fellow of the Chartered Institute of Logistics and Transport, became the President of CILT in October 2017. She is Ireland's foremost expert in Maritime Law, and a

dual Irish and English practising solicitor with over 23 years' experience specialising in all areas of maritime and transport law.

In terms of her vision for her two-year term as President, Helen articulated a keen intention to ensure that CILT is clearly identifiable as the membership body for all professionals within the transport, logistics and supply chain sector and that CILT links

the commonalities of each.

This includes those involved in the areas of travel and planning, aviation, bus and coach transport, freight forwarding, logistics and supply chain, operations management, ports, maritime and waterways, rail and transport planning.

She says, "I think it is fair to say that we have reached a point

where the outward perception of CILT is that we are too focused on one or two areas of the sector to the exclusion of others. We shall work to identify and be recognised as thought leaders throughout these sectors."

In recognition of the achievements of leaders, Helen bestowed the award of Fellow of the Chartered Institute of Logistics and Transport on the following: Conor Mowlads – Head of College of the NMCI; Brendan Keating – CEO Port of Cork; Frank Ronan – CEO Port of Waterford; and Andrew Sheen – CEO Irish Ferries.

Renault Trucks Launches Mobile Version Of Optifleet

Optifleet, the fleet management software developed by Renault Trucks, is now available in a mobile version.

As a result operators, wherever they are, now have real time access to fleet information through the Optifleet app, which can be used remotely on mobile 'phones or tablets. This will enable hauliers to track their fleets anywhere, anytime and respond quickly to any unexpected incidents.

The simplified interface of the Optifleet application enables fleet managers to access their vehicles in a click and seamlessly allocate new job, through 'My fleet now' or track and assess individual driving behaviour and use of trucks by its drivers through 'Ecoscore'.

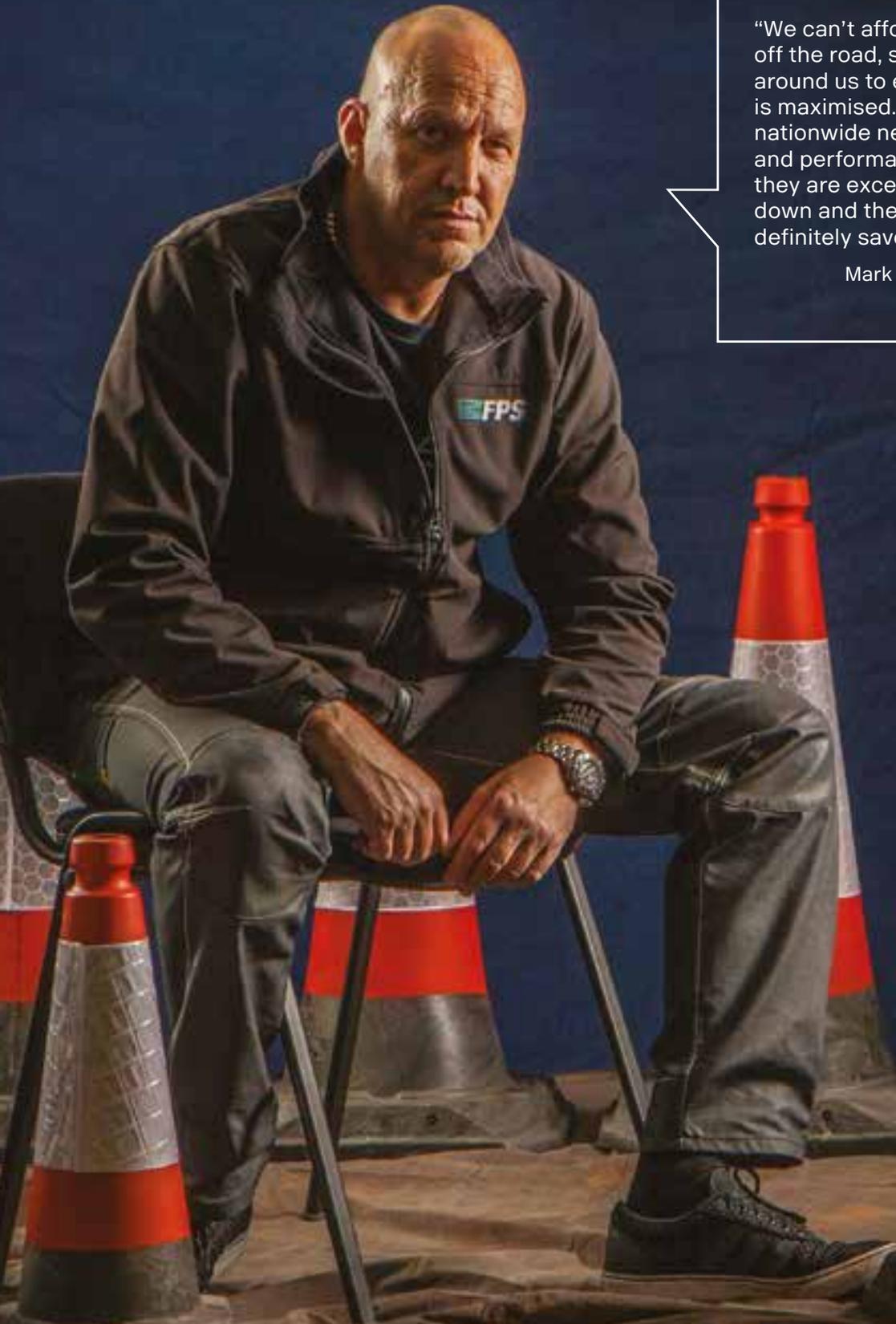
The free Optifleet application is now available for download from AppStore <https://apple.co/2EepdDT> and Google Play <http://bit.ly/2n9j1Ta>, but use of the application is subject to subscription to the Optifleet service.



2, 4, 6, 8 MOTORWAY.

"We can't afford to have our trucks off the road, so Scania work around us to ensure our uptime is maximised. The people in their nationwide network match the quality and performance of their products: they are excellent, they never let us down and the service they provide definitely saves us money."

Mark Wilson, Transport Manager
FPS Distribution



SCANIA

McBurney Transport Group Adds Volume With 25 New Volvo Trucks

McBurney Transport Group has boosted its haulage fleet with the addition of 25 new Volvo trucks. Supplied through Dennison Commercials Ltd, the company's latest delivery of tractor units includes 15 Volvo FHs, nine Volvo FM's and a stunning Ailsa Edition Volvo FH.

The new order consists of a combination of replacement and additional vehicles that join McBurney Transport Group's sizeable fleet of over 300 vehicles,

based at depots in Northern Ireland, England and the Republic of Ireland. The FM and FH groups feature similar specifications and the 6x2 pusher axles chassis are all powered

by Volvo's D13K 13-litre engine rated at 500hp. Globetrotter Cabs, sliding fifth wheels and Michelin tyres all feature on the trucks, which are subject to full repair



Pictured (L-R) are Philip McBurney of McBurney Transport along with Hugh Smyth, Sales Executive of Dennison Commercials Ltd.

and maintenance contracts with Dennison Commercials Ltd.

The special Volvo FH16-750 Ailsa Edition is finished with a Golden Fleece paint colour and the 6x2 tractor also has a Globetrotter XL Cab, 12 speed I-Shift automated manual transmission system and Volvo's unique Dynamic Steering system.

The limited-edition truck's extensive interior specification includes a Driving ++ Package, a rotating and heated passenger seat, in addition to I-Park Cool, Volvo's stationary air conditioning system.

Rob Ireland, Sales Director at Dennison Commercials reports, "McBurney Transport Group is a loyal customer of Dennison's and we are always pleased to help out with any truck requirements. The company has a reputation for quality service and going the extra mile for its customers. We hope the new Volvos will complement the high standards provided by McBurney Transport Group."

Sammy Hamill of McBurney Transport Group adds, "We are delighted to have purchased another 25 new Volvo trucks. As we continue to invest in and expand our business, it is important that our transport fleet is reliable for our operational needs and provides uninterrupted service to our customer base. Over the years we have been impressed with the efficiency, reliability, comfort and safety of our Volvo trucks, not to mention the quality of service provided by Dennison Commercials."

Photo Credit –
Keith Wilson Photography



Northern Ireland operator McBurney Transport Group has boosted its haulage fleet with the addition of 25 new Volvo trucks. Supplied through Dennison Commercials Ltd.



Brexit Civil Servants Visit Derry Refrigerated Transport Depot

Five senior civil servants who are working on Brexit recently visited Derry Refrigerated Transport's Portadown base in County Armagh to see first-hand the complexities involved with managing an all-island supply chain.

Derry Refrigerated Transport operate over 65 artic's and over 100 refrigerated trailers specialising in the distribution of chilled foods across the island of Ireland.

Arranged by Seamus Leheny, the Freight Transport Association's Policy Manager for Northern Ireland, the visiting officials

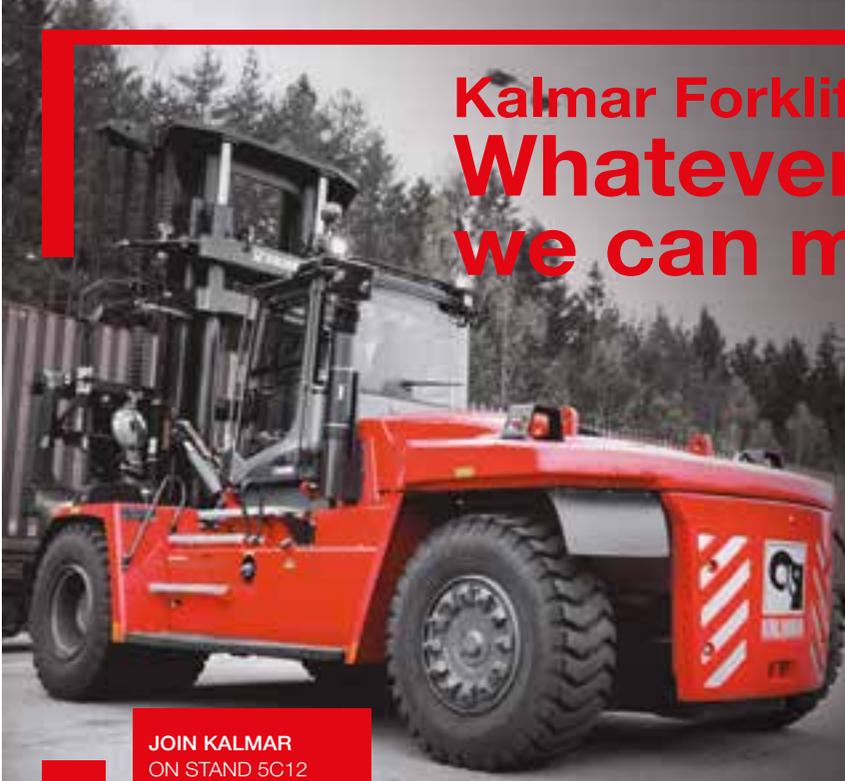
were from the Department for Economy, Department for Infrastructure and the Northern Ireland Statistics & Research Agency.

The company's Managing Director Patrick Derry gave the officials a tour of the depot during one of its busiest periods, as our accompanying photographs illustrate. This enabled the visitors see loads arrive, being consolidated

and ready for onward delivery; all paperwork and manifests were explained and shown as well as a presentation outlining the business model for cross border loads and the impacts any red tape could have on such trade flows.

"If red tape arising from Brexit was put in place regarding cross border movement then this would have severe implications for operations like this," commented Seamus. "At the end of the evening the officials said it was a very informative visit giving them a clear insight into how our industry works with regards to cross border freight movements."

He added: "I found this incredibly useful as it was important that civil servants tasked with working and advising on Brexit could witness exactly how logistics works and understand the implications of customs checks and extra administration would have on the local transport industry."



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Mercedes-Benz launches UK limited edition Actros1

Mercedes-Benz Trucks UK has unveiled an exclusive new model which elevates driver appeal to a new level.

A maximum of 100 Actros1 tractor units are being built and have now gone on sale, loaded with optional technology, comfort features and visual enhancements.

The eye-catching newcomer has been designed specifically for owner-drivers. However, says Mercedes-Benz, the Actros1 name reflects the fact that it is also destined to become the 'number one' vehicle in fleets run by family-owned, long-distance hauliers that choose highly specified trucks, and larger operators seeking a flagship vehicle, perhaps to incentivise and reward staff.

Based on the 6x2 chassis with range-topping GigaSpace cab, Actros1 comes in either distinctive black or silver/black colour schemes. Most customers are likely to choose the 2563LS variant with mighty 460 kW (625 hp) version of the state-of-the-art OM473 15.6-litre, six-cylinder engine, but the 2553LS model with second-generation 12.8-litre OM471 with 390 kW (530 hp) output is also available as a highly fuel-efficient alternative.



As well as a Safety Pack that includes the ground-breaking Active Brake Assist 4 and Proximity Control Assist systems, and a driver's airbag, it comes with a high-performance engine brake and tyre pressure monitor. Meanwhile, fuel efficiency is enhanced by

the well-proven Predictive Powertrain Control system and Fleetboard telematics hardware.

The vehicle also comes with revolutionary Mercedes-Benz Uptime maintenance technology. Thanks to an array of sensors which monitor the condition of the vehicle constantly, the customer's allocated Dealer knows precisely what is required before the truck reaches the workshop and can order parts in advance while allocating sufficient time during a single visit to complete all tasks.

Inside, the luxurious Style Line interior design is complemented by a leather-trimmed steering wheel and Comfort leather massage seats for driver and co-driver, an uprated multimedia entertainment system and a Premium Comfort mattress. Practical features such as automatic climate control, an electric sunroof and sunblind, a microwave and pull-out refrigerator, and rear overhead lockers also contribute to the 'feel-good factor' for drivers.

The Actros1 logo appears on cab and door plaques, and serves as a constant reminder to drivers – as if one were needed – that this is a truck like no other. Colour-coded mats and bed linen are also included.

Externally, the specification includes painted side guards and catwalks, Alcoa Dura-Bright alloy wheels (wider than standard at the front) with painted hubs, and roof-mounted air horns. Bi-xenon headlamps, LED tail lights and an illuminated grille-mounted star complete the striking look.

Roadwork Lane Rental Scheme to be Rolled Out

Following a successful trial period in south east England utility contractors will now have to 'rent' the right to dig up lanes at peak times and could be charged up to £2,500 a day.

The measure will be introduced by the Department of Transport to minimise disruption and reduce the impact of necessary roadworks on journey times.

It aims to encourage companies to carry out works together and offers incentives for completing them on quieter roads or at off-peak times, but it is not

yet clear if the scheme will be introduced in Northern Ireland.

The RAC head of roads policy Nicholas Lyes called the announcement very welcome, and added: "Trials showed that some of the worst congestion caused by planned utility works in London was reduced by half on roads where lane rental was in operation, so rolling this out will

extend the benefits nationwide."

And commented the Freight Transport Association's Head of Road Network Management Policy, Malcolm Bingham: "FTA is concerned about congestion on our roads, as hold-ups are a constant challenge for freight companies trying to move goods around the country. "It is important though, that any revenue raised

by extending the lane rental scheme is invested back into maintaining and improving the road network for all road users.

"We would also urge the Department for Transport to closely monitor the scheme as it is rolled-out, to review any impact it might have on the scheduling of repairs and maintenance to other key infrastructure."

New Service Manager Joins Team at Diamond Trucks

Newtownabbey based Renault Trucks dealers Diamond Trucks has reinforced its service and aftersales team with the appointment of David Watts who is no stranger to the industry.

David, who served his time as a diesel mechanic, joined the dealership as Service Manager in February, having previously worked as an Aftersales Manager for TBF Thompson DAF in Portadown; he has also worked with Volvo Trucks in the construction industry.

"I am enjoying the challenge of my new role at Diamond Trucks which is increasingly busy with new and established customers. Renault Trucks have a great range of

vehicles and I am delighted to be part of the team here," says David, a father of two from Ballynure in County Antrim.

"Customer service and support is very important in this industry, and my goal is to ensure we at Diamond Trucks provide the highest levels of aftersales care."

Adds Diamond Trucks Dealer Principal Iain Latimer: "David is a great addition to our team. He brings with him extensive experience



David Watts

of the industry, especially in customer service which is all important and we have every confidence that his contribution will be a significant asset to our operation here."

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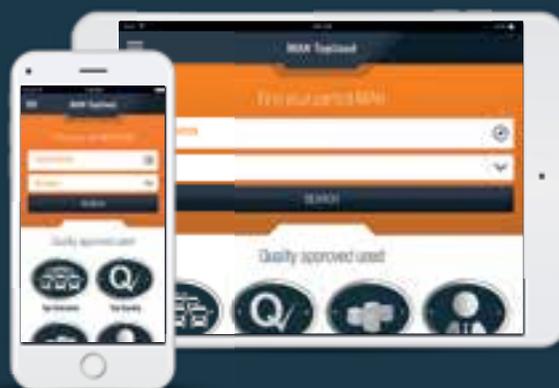


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INVESTMENT IN QUINN FLEET CONTINUES WITH 13 NEW MERCEDES LORRIES

Quinn Building Products' fleet replenishment programme reached another milestone this month with the delivery of 13 new Mercedes Tractor Units.

The 44 tonne lorries include 12 for Quinn Building Products' operations, and one for Quinn Packaging, another subsidiary of Quinn Industrial Holdings. Quinn Building Products' new units include seven for Quinn Cement (six for bulk cement and one for bagged cement products), three for Quinn Therm, and two for Quinn Lite Pac.

The receipt of the new lorries marks the latest phase of an ongoing fleet replenishment programme, which is taking place over a four year period with a multi-million pound investment.

On completion of the programme, older vehicles and plant machinery will be replaced with new models, ensuring the safety of the fleet and reducing the overall environmental impact through the upgrades. The new lorries received in the most recent



phase of the replenishment are Mercedes Tractor Units, supplied by MBNI Truck & Van. They are more environmentally friendly models than those vehicles being replaced, with Euro 6 emissions level engines, ensuring a significant reduction in harmful emissions levels.

The supplier, MBNI Truck & Van, will also supply Quinn Building Products with a number of other vehicles as part of the replenishment programme, including ready-mix lorries,

mountain tippers and an 8-wheeler tipper for Quinn's Tarmac and Quarries divisions.

This latest investment follows the opening of Quinn's state of the art Vehicle Inspection Centre in the latter half of 2017, which is dedicated to the maintenance of their fleet of over 300 trucks and trailers. The large-scale investments underline Quinn Building Products' commitment to vehicle maintenance and safety, a responsibility which is a high priority for the company.

"WE'RE DELIGHTED TO BE THE CHOSEN SUPPLIER OF A LARGE NUMBER OF HEAVY VEHICLES FOR QUINN'S OPERATIONS. THEY HAVE BEEN A VALUED CUSTOMER FOR MANY YEARS, AND WITH A TOTAL OF 36 UNITS ORDERED FROM MERCEDES BENZ NI AS PART OF THEIR FLEET REPLENISHMENT PROGRAMME IN THE LAST 12 MONTHS, THE RELATIONSHIP HAS BEEN FURTHER STRENGTHENED AND WE LOOK FORWARD TO SUPPLYING THEM IN THE FUTURE."

JULIAN BROWN
MERCEDES BENZ NORTHERN IRELAND'S
SALES DIRECTOR





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DAF Trucks' UK Technician of the Year

Gareth Caruthers from TBF Thompson, Garvagh, has been named as one of the runners-up in DAF Trucks' highly coveted 2018 UK Technician of the Year awards; it was won by Adam Baker from DAF Dealer, Chassis Cab in Bury St Edmonds.

All eight finalists were challenged to a series of tough practical and theoretical assessments – the culmination of the competition – at DAF Trucks' training facility in Thame.

For Baker, 33, it was another high-profile win following his impressive victory in 2016's DAF European Technician of the Year competition when he won through against hundreds of Europe's top DAF Technicians. His latest accolade saw him net the £1,500 first prize and the much-coveted DAF UK Technician of the Year trophy. Baker also progresses once again to April's DAF European Technician of the Year competition in Eindhoven. Prizes were also awarded for second and third, with recognition too, for five runners-up.

Recognised as an increasingly significant part of its Customer Support portfolio, the 2018 DAF UK Technician of the Year contest is one of the highlights of the DAF Trucks events calendar. The competition was open to DAF's Master and Advanced Technicians, with submissions scrutinised from across the Network before a shortlist of eight finalists was drawn-up.



The eight finalists in DAF Trucks' Technician of the Year awards.

Ardboe Coldstore Expand Fleet With New Volvo FH

Ardboe Coldstore located in County Tyrone has recently expanded its fleet with the delivery of a new Volvo FH-500 tractor unit supplied by Dennison Commercials Limited.



Operating at two sites - at Ardboe, County Tyrone and Campsie in Derry / Londonderry - Ardboe Coldstore has the capability to store and manage in excess of 40,000 pallets of foodstuff on behalf of 'blue chip' food manufacturing customers throughout Ireland, the United Kingdom and mainland Europe.

The truck will complement their existing fleet of mainly Volvo trucks and will be utilised on refrigerated haulage duties.

The specification of the truck includes Dynafleet telematics, an I-Shift automated gearbox, fridge and leather interior, so

it will be a welcome addition to Ardboe Coldstore's already Volvo-strong fleet.

Comments Managing Director Eugene Carson: "We are delighted to have purchased another Volvo from Dennison Commercials. As we continue to invest in and expand our business, it is important that our transport fleet is reliable for our business needs and to provide uninterrupted service to our customer base."

He added: "Over recent years we have been impressed with the efficiency, reliability, comfort and safety of our Volvo trucks, not to mention the quality of service provided by Dennison Commercials."

Measured Thinking Needed in 'Unprecedented' Timber Shortage

Pallet-dependent businesses need a measured response to the extreme timber shortages and price rises hitting the UK.

Jim Hardisty, Managing Director of Goplasticpallets.com, said a rapid increase in enquiries for plastic pallets in recent weeks could be attributed to low timber supplies, which have

been referred to by the Timber Packaging and Pallet Confederation (TIMCON) as having reached "an unprecedented level".

Jim commented: "This is the second time in four years a severe shortage of timber has impacted those using wooden pallets. Prices for pallet timber have risen consecutively for more than a year and a half and those hikes are being felt by the customer. This is not the scene of a sustainable or stable market.

"The durability of plastic pallets – many of which are made from

recycled material – makes them the ultimate choice to combat this unsteady scenario. Since 2014, when we were last hearing warnings about dramatic timber price rises, thousands upon thousands of wooden pallets would have been repaired, reused and retired. In that time, thousands upon thousands of multi-use plastic pallets have stayed in circulation, providing excellent return on investment. Throughout that period, the cost of recycled plastic pallets has remained consistent.

"When plastic pallets reach the end of their life, they can be reground. They then begin their time again as a new pallet, offering many more years of service as a durable, hygienic and cost-effective solution."

High demand for timber globally and low Baltic timber supply due to unseasonable weather conditions are just two of the reasons behind the current shortage. Subsidies have also seen the biomass industry buying up small log supplies which would otherwise have been destined for use in new wooden pallets.

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DAF EIGHT-WHEELERS DELIVER IMPRESSIVE PERFORMANCE



More power and less weight define the latest tipper range from DAF Trucks. Export & Freight spent the day in a quarry to see if the revamped aggregate and construction spec trucks deliver, as Kevin Swallow reports.

TEST REPORT: DAF EIGHT-WHEELERS DELIVER IMPRESSIVE PERFORMANCE

Last year, DAF Trucks unveiled its revised multi-axle rigidids promising better performance and efficiency from its engines and more payload, so the chance to put these promises to the test at Smiths (Bletchington) Gill Mill quarry just out Witney, Oxfordshire was eagerly anticipated.

DAF Trucks offered two eight-wheelers for us to drive, both powered by the MX-11 engine using single reduction drive axles; a lightweight road-friendly CF410 FAD and more heavy-duty CF450 Construction.

The key characteristics of the MX-11 is more power (10-to-20hp per engine) and 'down-speeding', which is lowered revs for maximum power and for peak torque. At the same time, the torque levels are increased via 'Multi-Torque', which releases an additional 100-to-150Nm in the highest gear, or top two gears with an overdrive transmission. This means driving for longer periods in the highest gear to optimise fuel consumption and maximise performance.

First up was the aggregate-spec CF410. Badged 410, it delivers 402hp and 2,000Nm torque that increases to 2,100Nm in the top two gears of the 12-speed ZF TraXon overdrive box makes working through undulating terrain easy. The engine lugs in top gear for longer and switching to manual override stops unwanted changes down the box on the crest of a hill.

Payload

Of more interest is payload. In 2015 DAF removed the axle-load compensation system from the front bogie, it's only needed for axles rated above 8.5 tonnes, taking 140kg off the kerbweight. To complement that DAF claims the latest changes have removed approximately 250kg from the chassis-cab. The revised powertrain is slightly lighter, the smaller after-treatment system reduces kerbweight by 65kg, aluminium air tanks save up to 30kg, and removing the second-steer axle pump takes off 14kg. Introducing multiplex wiring to send signals, instead of yards of wires, means less copper on the truck too.

Other changes are operational; a smaller 220kg fuel tank instead of the 340kg, on the rear bogie disc brakes replace drums saving 100kg, and choosing a chassis-mounted exhaust that emerges behind the second steer axle instead of a vertical stack behind the cab saves another 30kg. On a 5,700mm wheelbase, the kerbweight for the chassis and day-cab is 9,189kg (with 220-litres of fuel and 45-litres of AdBlue).

Using the smaller fuel tank, putting the AdBlue tank housed under the batteries on the nearside and a smaller aftertreatment system frees the chassis up for ancillary equipment like crane legs and toolboxes.

Using offset axles for the twin-steer front bogie, rather than straight beam on the aggregate-spec CF410, allows DAF to lower the overall day and sleeper cab height by 115mm to 2,990mm. Space cab option is 670mm higher. With two steps, the cab floor height is 959mm. By contrast using straight-beam axles the overall height of the day or sleeper cab for the Construction model is 3,080mm, making the cab floor height 1,114mm with three steps.

Heavy Duty

Appealing to the more rural tipper operators who work the peaks, the CF450 Construction was fitted with a 16-speed manual. Those four extra gears offer much greater scope and nuance for day-to-day work. Starting out in 2L from a standing start and block changing to 4L its single gears through to 6L. Here the splits become more important. A 200rpm leap up or down the box helps utilise the broad peak torque band. Driving the CF450 was the day's highlight.

Weight saving for muckaway is slightly less important but it's worth noting that like-for-like (full 220-litre diesel tank and 45-litre AdBlue tank) the new FAD weighs 9,296kg, some 260kg lighter than the outgoing version. Mind you the manual gearbox does add 90kg.

To cash in on that weight saving you'd need to persuade a muckaway haulier to go for disc-brakes rather than drums and successfully argue filling a smaller diesel tank more often is better than losing up to 100kg in payload.

Verdict

Rarely does a manufacturer make significant progress with what is really a revamp, and Export & Freight was really impressed. That extra oomph from the Multi-Torque coupled with the extra power means the engines are potentially more efficient and definitely more robust. Operators will welcome the driveline improvements and the lower kerbweights is something all operators can successfully tap into.



SPECIFICATION

CF410 FAD

Cab/Body: Day-cab – Wilcolite aggregate body

Driveline: MX-11 six-cylinder 10.8-litre turbocharged, intercooled Euro-6 diesel with exhaust gas recirculation (EGR) and selective catalytic reduction (SCR) with Multi-Torque.

Power: 402hp at 1,600rpm.

Torque: 2,000Nm (gears 1-to-10) between 1,450rpm; 2,100Nm (gears 11 & 12) between 900-1,125rpm.

Transmission: ZF TraXon 12TX2610 over-drive 12-speed.

Test kerbweight: 11,338kg (full fuel/AdBlue tanks).

CF450 FAD

Cab/Body: Construction Day-cab – Boweld steel body

Power: 442hp at 1,600rpm.

Torque: 2,200Nm (gears 1-to-14) between 1,450rpm; 2,300Nm (gears 15 & 16) between 900-1,125rpm.

Transmission: ZF 16S25 over-drive 16-speed manual with splitters.

Test kerbweight: 12,260kg (full fuel/AdBlue tanks).



INNOVATIVE INITIATIVE BY ALLIED FLEET SERVICES TO HELP HAULIERS

Someone once said that while managers keep an eye on the bottom line, leaders have their eyes on the horizon. But what if you are trying to balance both managing and taking a lead in business?

While it may be difficult to anticipate what's coming over the horizon, there is no doubt that keeping an eye focused on the bottom line can be even more challenging for fleet operators in the highly competitive and compliant driven transport industry.

This has led to the establishment of Allied Fleet which provides a level playing field for small to medium sized fleet owners across the UK and Ireland.

In what way? Specifically in the areas of fuel, shipping, tyres, and insurance. Founder Stephen McAnaney, an accountant by profession with over 10 years' experience in the haulage industry, explains: "Here at AFS, our sole aim is to become the premium buying group for small to medium sized hauliers. The more operators coming together, the bigger the buying power – and that, of course, has a direct and positive impact on the bottom line."

AFS has developed relationships with key players and suppliers in the haulage industry, enabling it not only to access expert advice and services, but also to secure more competitive prices when it comes to fleet essentials.



DMS Trucks Photography 2018

"The transport industry simply cannot survive without smaller operators. For example, in the Republic there are 3,800 hauliers, of which 3,500 operate less than 20 trucks. It's the same story in

the north, so their contribution to the industry is considerable," says Stephen, "and if AFS can help operators cut costs and increase profitability, that has to be good." He adds: "Fuel is a major cost in

running a truck, followed closely by shipping and fleet insurance, and there can be a considerable difference between what a large haulier pays for such goods and services and what a smaller operator might be charged. Bringing small businesses together as a group increases our buying power."

For example, AFS have partnered with Derry Bros Shipping, the leading shipping agent in Ireland, who provide members with discounted rates on their shipping from Ireland-UK and UK-Europe. A One Tyres provide bespoke, competitive pricing and a complete tyre management solution to meet AFS members' needs. They provide a 24/7/365 call out service covering NI, ROI, UK and mainland Europe. One of the biggest independent insurance brokers GS Group have taken members insurance premiums to task and significantly reduced renewal rates whilst maintaining the same level of cover.

Operators joining the AFS group pay a small monthly fee in return for its services. Membership also brings a host of other benefits through shared experiences, information and contacts.

"There is only one set membership fee and those in the group can decide what services or supplies



“HERE AT AFS, OUR SOLE AIM IS TO BECOME THE PREMIUM BUYING GROUP FOR SMALL TO MEDIUM SIZED HAULIERS. THE MORE OPERATORS COMING TOGETHER, THE BIGGER THE BUYING POWER – AND THAT, OF COURSE, HAS A DIRECT AND POSITIVE IMPACT ON THE BOTTOM LINE.”

STEPHEN MCANENEY
FOUNDER



they want to avail of. Some may just want tyres, others may want access to compliance software, telematics or even accountancy or consultancy services; the choice is theirs,” says Stephen.

It’s been said that it’s not what you can make in transport, it’s what you can save in transport, so not surprising, the response from the industry has been really positive, with new members

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joining the group each week, thus further increasing AFS’s buying power – savings that can be passed on to group members. Comments Stephen Trouton from

Trouton Haulage Ltd: “We are happy to be on board with AFS. We hope to save approx £5,000 per

CONTINUED ON NEXT PAGE →

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year with fuel, our fleet insurance was dramatically reduced with GS and we are saving with each ferry booking" Adds Chris Freeburn of Freeburn Transport Ltd: "By joining Allied Fleet Services we will save £20,000 this year on our fuel and insurance allowing us to invest

this money to expand our fleet."

And says Stephen Magee of Magee Electrical Contractors: "By joining AFS we have been able to see savings that we never thought possible given the nature and size of our fleet."



In summary:

- AFS provides a level playing field for small to medium sized fleet owners
- AFS can help operators cut costs and increase profitability
- AFS Group Membership also brings a host of other benefits
- AFS have built strong relationships with key players and suppliers in the industry
- AFS offers members access to expert advice and services
- AFS encourages members and partners to share experiences, information, and contacts to mutually benefit all





ClockWatcher: An Elite Solution to Effectively Keep Your Fleet Compliant

Described as ‘the transport operator’s choice,’ ClockWatcher elite from Aquarius IT is an online solution that provides a single source from which to manage your operation - from drivers’ hours, digital or analogue tachograph data, daily defect checks, driver licence checking, and electronic driver debrief to Proof of Delivery and Time & Attendance, and much more.

Initially created over a decade ago by Aquarius Commercial Director Guy Reynolds and business partner Dave Bailey, it has grown to become one of the most popular, most technologically advanced and cost competitive systems available today. It features a user-friendly dashboard giving access to key management information to operators instantly. The dashboard can be configured to include current driver card

downloads and driver utilisation for the whole company, league tables to show top driver infringements, driver cards and vehicle units requiring immediate downloading.

ClockWatcher also works seamlessly with the company’s phone and tablet based Daily Defect Checking and Driver Assist App which allows for defect checks and accidents to be recorded as well as providing storage for documents etc. and the accompanying software package enables

the user to manage and plan for maintenance, while its Electronic Signature Capture provides a time saving and economical way to capture drivers signatures on infringement documents via touchscreen tablets or PCs.

“On top of having a great product, we are also fully focused on customer support,” says Guy. “We have a growing list of leading transport and logistics companies across Northern Ireland with whom we meet on a regular basis to ensure our products and services remain relevant to their businesses.

“Over the past 18 months our product has undergone significant redevelopment to keep it up to date with the very latest technology available, and we will continue that refinement process to meet our customers ever changing needs and demands.”




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DAF Trucks tops market in 2017

For a 23rd year in succession, DAF Trucks has topped the UK commercial vehicle market for trucks above 6.0 tonnes GVW.

With figures released by the SMMT confirming 13,301 registrations for the built-in-Britain marque, DAF Trucks ended 2017 with a 29.5% share of the market – almost twice that of its nearest competitor.

DAF Trucks' performance is set against a slight drop of 2.6% in overall market registrations in 2017 – from 46,231 in 2016 to 45,045.

"Another year, and another record-breaking performance from DAF Trucks and our DAF Dealer network," said DAF Trucks Managing Director, Robin Easton, "Our dominant position in the UK market is the result of two key factors – a fantastic product range, which was completely updated last year, and which is already delivering productivity benefits for customers, and industry-leading services and support from our Dealer network. Outstanding product quality," he said, "was rubber-stamped by the 2018 International Truck of the Year award for the New CF and New XF."



He added: "With a strong order book for our updated product range, which is delivering significant fuel savings for our customers, I expect us to consolidate, if not further strengthen, our position in 2018. The up-to 7% fuel economy improvement of the New CF and New XF can mean over £3000 per truck, per year off operators' fuel bills."

The DAF Dealer network also

recorded impressive statistics in 2017. Numbering 136 locations, the network returned an overall 96.7% MoT first-time-pass-rate, with many dealers achieving 100% for the year. The pass rate is even more impressive considering that the DAF Dealer network submitted 33,543 vehicles for MoT in 2017.

DAFaid, DAF Trucks' industry-leading roadside assistance programme, also saw record figures

in 2017. 81,374 call-outs were handled from January to December, representing an increase of 9.6% on 2016, including 679,000 calls to the DAFaid call centre which celebrated its 25th anniversary in 2017; calls were, on average, answered within 15-seconds.

DAFaid Manager, Jake Blowers, pointed out, "The increase in calls reflects a subtle change in the way some operators use DAFaid to support their businesses. Rather than dealing with minor repairs themselves, or booking them in for later rectification, they are calling DAFaid to have their trucks fixed first time and back to work as soon as possible. This improves their fleet uptime," he said, "and helps protect their OCRS. The growth is also due in part to an increase in non-DAF vehicle breakdowns, which accounted for almost 10,000 DAFaid jobs last year."

DAFcheck, DAF Trucks' own electronic vehicle maintenance record system, reached a significant milestone in 2017 after two million individual 'jobs' were completed and registered by DAF Dealers from its total of 136 locations across the UK and Ireland.

Hiab launches the Multilift Commander

Hiab, part of Cargotec, has launched an innovative new product to handle containers safely and efficiently in locations where no infrastructure exists to load or unload containers from a truck.

Originally developed for the logistics needs of governmental organisations, the Multilift Commander container handling unit is an application for the popular Multilift XR21 hooklift that enables both ISO 1C and 1CC freight containers, and DIN standard demountable flatracks, to be handled by the same truck.

"This new application for the commercial hooklift market adds value and versatility to our customers' hooklift trucks, as switching

from handling flatracks to lifting ISO containers weighing up to 16.5 tons can now be done at the simple push of a button," says Henri Janhonen, Director of Sales and Product Business Management for Demountables at Hiab.

"It effectively means that our customers can transport a container to any location that a truck can access, where no infrastructure such as a port crane or heavy forklift truck exists, and drop it off and collect it again at any

subsequent date. The cost savings and flexibility that this provides will make a massive difference to their ability to transport goods to and from inconvenient sites, or remote locations."

The Multilift Commander is suitable for many applications, including the emergency, fire, and rescue services; special logistics applications; greenfield infrastructure projects; and factory to terminal transportation from remote sites.

Name Change for Dawsonrentals

After over 40 years of using the Dawsonrentals name across its various asset provision businesses, Dawsongroup is switching to use of its group title.

Dawsonrentals truck & trailer, for example, will now be known as Dawsongroup truck & trailer. The company's other businesses, vans, materials handling, bus and coach, sweepers, temperature control solutions, temporary kitchens, portable cold rooms and finance, will each replace Dawsonrentals in their name with the Dawsongroup prefix.

Explaining the move, group

chief executive, Steve Miller, said, "There are two aspects to the decision. The first is that the 'rentals' element of our individual business names had become misleading: for many years now we have also offered leasing, contract hire, finance options and both new and used asset sales, so the new name is less of a 'pigeon-hole' for people's perceptions.

"The second is that, for far too

long, the group opportunity has not been fully appreciated by customers. The simple truth is that our truck and trailer customers are just as likely to be interested by what the group offers in vans, forklifts and sweepers, but the connections weren't being made.

"Now, and the name change is part of this, we have started to help customers take advantage of the synergies and economies

to be made by shopping across the group: a loyalty benefit, for want of a better description. In the last 18 months of starting to put the message across in a low-key way, we have seen remarkable sales uplifts. This is a welcome bonus from our point of view, but more important it is benefitting our customers, who enjoy enhanced price structures from doing business across other businesses in the group. "Each business retains its autonomy in terms of management, profitability and reporting, but they now have the added advantage of a cross-group sales and marketing structure to help them."

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Hireco also operate several depots throughout the UK and Southern Ireland with a combined fleet of more than 6000 assets with our own dedicated maintenance division Serviceco which operates 24hrs a day, 365 days per year to ensure that your fleet remains on the road at all times. With this dedication to our customers the Hireco group has become one of the largest rental sales & leasing companies in the UK/Ireland.



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FACE TO FACE WITH:

DAVID WELLS**FREIGHT TRANSPORT ASSOCIATION'S
CHIEF EXECUTIVE OFFICER**

When David Wells was appointed as the Freight Transport Association's Chief Executive Officer in 2015 no one knew or really cared what the word 'Brexit' meant. One year later, it became part of our everyday vocabulary and today it is never far away from headline news.

Just after his appointment he commented: "There are big challenges and changes facing the freight industry including driver shortage, road investment and the impending general election." The election is long done and dusted, but the other challenges remain, complicated, of course, by Brexit.

So how does the FTA's Chief Executive Officer see the road ahead? Export &

Freight's David Stokes has been finding out about the man and his mission.

David Wells has worked extensively in manufacturing and distribution businesses, and has been responsible for warehousing and supply chains both in the UK and Europe. In the 1990s he was an integral part of a successful management team that built the UK's largest home delivery network

for distribution of healthcare products.

David has a B Eng degree in Mechanical and Manufacturing Engineering, as well as being a Chartered Management Accountant with a strong bias towards operational management.

He originally joined the FTA in 2009 as Finance and IT Director and subsequently took on additional responsibility for the Association's vehicle inspection service, training and the tachograph analysis service. He has successfully implemented a number of important financial and operational programmes, with his role expanding to include responsibility for over two thirds of the Association's staff. Now as CEO, his responsibilities are broader than ever, as are the challenges.

So what do you see as the main issues facing the transport industry today?

Across the UK, including Northern Ireland, infrastructure investment is a major issue. Although government has recently allocated more money for the maintenance of our road network, it comes after years of serious underinvestment, so we are only playing catch-up. As an example, the York Street interchange in Belfast has been badly needed for years and although funding has been found, we are still awaiting progress on the ground.

There are similar examples throughout the UK. Not only is the population growing rapidly, so are the numbers of cars and HGVs and our infrastructure is not keeping pace. Congestion, long delays, wear and tear on our roads...these are all having an adverse impact on the economy and on our industry.

The FTA have been working with government to identify where the 'pinch points' are, and saying these are the projects that should be given priority, as perhaps should investment in our rail network. The use of rail freight has declined markedly since the closure of coal-fired power stations over the last number of years, that rail capacity could and should be utilised to reduce some of the congestion on the roads, but alas today government is very much focused on Brexit.

Talking of which, what is the FTA's stance on Brexit?

FTA has always been neutral on Brexit. If you took a survey of our members on the issue you would have probably got a



“THERE ARE BIG CHALLENGES AND CHANGES FACING THE FREIGHT INDUSTRY INCLUDING DRIVER SHORTAGE, ROAD INVESTMENT AND THE IMPENDING GENERAL ELECTION.”



50-50 split. It was an electoral vote, not a business decision, so during the campaign we tried to stick to not opinions but to facts on which judgements could be made.

Of course, we have a very clear agenda on how we would like it to work out. Initially, it was all about ‘frictionless borders,’ but now they call it ‘fluidity.’ Our wish would be to have border crossings as smooth as possible, and that would have to include the Irish border, about which there is huge concern throughout our industry.

Our voice on this issue is strong because the FTA operates in Northern Ireland, along with the FTAI in the south, enabling us to galvanise businesses from both sides of the border; it’s not just a Northern Ireland problem, it is also a southern Irish problem, and it has to be sorted to the satisfaction of all. There are something like 275 border crossings. There’s a lot of products that move back and forth across that border day and daily. The government says it is committed to a frictionless border, fluidity is needed, but there needs to be the political will to make it happen, and that’s the challenge.

If we come out of the customs union there has to be a border of some kind, perhaps one centred around a technology solution and around some form of authorisation for economic operators, so that cross border movement of goods can be electronically accounted for. Whatever is agreed on, it has to be practical.

Will leaving the European Union have any impact on the driver shortage?

Without doubt, especially if we were to crash out of Europe with no deal on the 29th of March 2019.

What we are pressing for is recognition of driver licensing and driver CPC qualifications, and a reciprocal agreement for UK nationals operating in Europe; that is a subject under detailed discussion at the moment.

Is Brexit having any impact of business confidence?

Trading conditions are testing at the moment, and the uncertainty over Brexit isn’t helping our members. Margins are already tight and investment decisions are difficult. Businesses are nervous and unsure because no one really knows what Brexit is going to look like.

So would this be a good time to join the FTA?

Absolutely. For the first time ever, the FTA was invited into Downing Street because we have been consistently promoting the case to make Brexit work, and we are getting a listening ear because we are not playing politics, we are looking for practical solutions.

So yes, the more members we have the bigger the voice we have, not just on a national or European level, but also on local matters through

our team respected regional managers, including Seamus Leheny here in Northern Ireland.

Changing gear, tell us a little about the upcoming Transport Managers Conference in Belfast.

We are really excited about the event on the 24th of May; we have a great agenda and we always get a good turnout in Belfast. It is a good networking opportunity. The keynote speaker is John McGrath, Deputy Secretary Transport and Resources, Department for Infrastructure. There will be discussions on new vehicle technology and in-cab cameras, as well as what has become popular at other venues – the use of vehicles as a terrorist weapon and what we can do to prevent that. We’ll also highlight the latest on the future implications on drivers, driver recruitment and retention as well as present an essential legislative round-up and technical update highlighting the main topics on the horizon that operators need to be aware of in order to ensure the safety, compliance and efficiency of their business.

Any chance of the FTA’s popular Van Excellence Briefings coming to Belfast?

I can’t say much about that at the moment, but we are planning to increase our activity in the van sector; there’s definitely scope for it, so watch this space.

Truck was Overweight

A County Antrim driver has been fined a total of £450 plus £15 offender levy at Lisburn Magistrates Court.

The conviction arose when DVA Vehicle Examiners directed a 2 axle lorry to the Department's weighbridge site at Sprucefield for the purposes of an inspection and weight check. The vehicle was found to be overloaded on the 1st axle by 365kgs (10.7%).

During the course of the inspection the driver was asked for a record of his daily driving either digital or manual and his Certificate of Professional Competence (CPC), none of which were produced. The driver was cautioned and interviewed regarding the offences.

A prohibition notice was issued in relation to the overweight offence, requiring the vehicle to proceed at a reduced speed to a site to offload the excess weight.

Overweight Offence and Tachograph Offences

A County Antrim driver was convicted at Coleraine Magistrates' Court and fined a total of £400 plus £15 offender levy.

The conviction arose when DVA Vehicle Examiners directed a 3+3 axle volvo goods vehicle in combination with a semi-trailer to the DVA Test Centre in Coleraine for the purposes of an inspection and weigh check.

The vehicle was found to be overloaded on the maximum gross train weight by 1,090kgs.

An analysis of the driver's digital tachograph card revealed that the driver failed to take the required daily rest on two occasions and exceeded the daily driving period on one occasion.

The driver was cautioned and interviewed regarding the offences.

Exceeded Rest Periods

A County Down driver has been convicted at Ballymena Magistrates' court and fined a total of £450 plus £15 offender levy.

The conviction arose when DVA Vehicle Examiners stopped a 3 x 3 axle Volvo articulated goods vehicle in the vicinity of the Harbour Highway, Larne for the purposes of an inspection.

An analysis of the driver's digital tachograph card revealed that on six occasions the driver exceeded the daily rest period under the NI Domestic Rules for driver's hours. The driver was cautioned and interviewed regarding the offences.

Had No Operator's Licence

A County Armagh driver has been fined £500 plus £15 offender levy and additional costs of £26 at Newry Magistrates' Court.

The conviction arose when DVA Vehicle Examiners directed a DAF 2 axle rigid goods vehicle to the DVA Test Centre in Armagh for the purposes of an inspection.

Following the examination of the vehicle it was noted that there was no Operator's Licence for the vehicle, in addition the driver had failed to use the tachograph recording equipment for the business journey that day. The driver was cautioned and interviewed regarding the offences.

Vehicle in 'Dangerous Condition'

A County Armagh operator has been convicted at Dungannon Magistrates' Court and fined £400 after DVA Vehicle Examiners stopped a 2 axle light goods vehicle in the vicinity of Cookstown for the purposes of an inspection and weigh check.

The vehicle was found to be overloaded by 1,960kgs (56%) on the gross vehicle weight, indeed the vehicle was overloaded to such an extent that it was deemed to be in a dangerous condition in that it posed risk or injury to other road users. The driver was cautioned and interviewed regarding the offence.

The operator was subsequently cautioned and during an interview when asked what action has been taken to ensure no further issues arise he replied, "we have retrained all the drivers. An investigatory meeting has been held with the driver, he subsequently has received a warning regarding this. Where possible we make the decision of which vehicles are doing which runs."



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The specially-designed, ruggedised motor is powered by the tractor unit hydraulics and delivers extra traction precisely where it is needed – right to the trailer.

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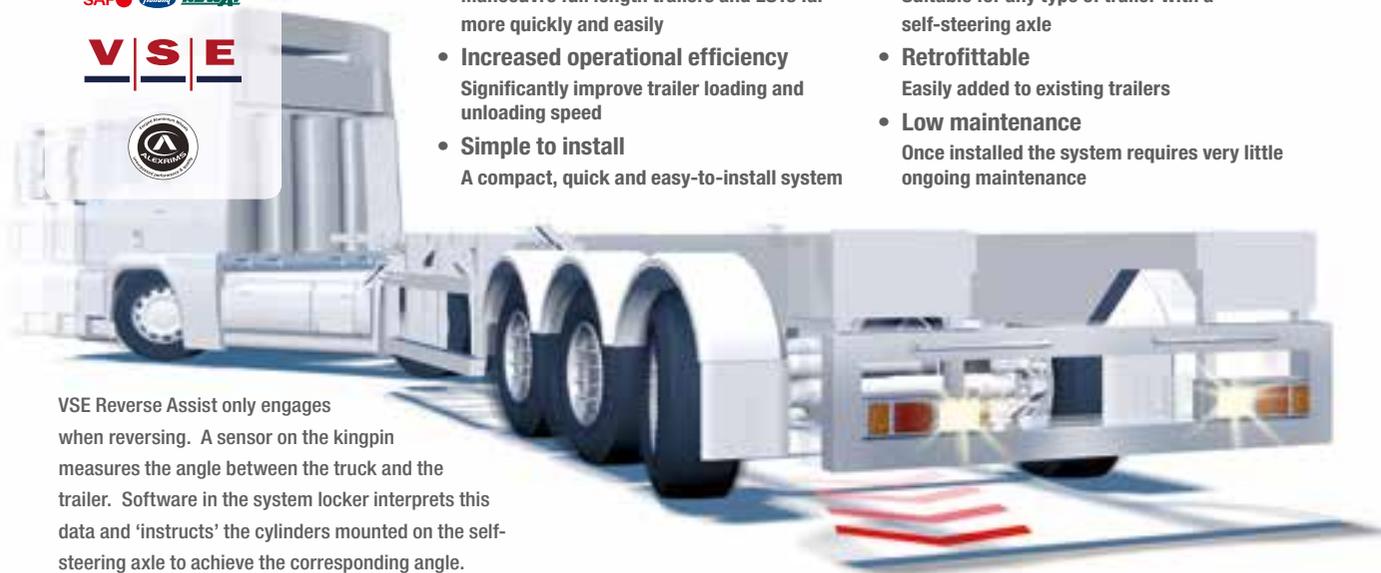
SAF Trak combines Intra CD's renowned quality with Poclairn's robust motor in one low-maintenance, highly-efficient unit ensuring that this new trailer axle has an exceptionally long service life.

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CHALLENGE US TO SAVE YOU MONEY!



Do you own a van, truck, lorry or fleet? Are you looking to save money yet maintain quality levels?

Well, Kerr's Tyres & Auto is asking you to challenge them to save you money with all your tyre needs. If they can, then you only pay what they save you!

Stephen Warnock, Operations Director at Kerr's Tyres & Auto explains: "We are passionate about service and ensuring that individuals and businesses are getting the best value for money for all van or truck needs. Choosing Kerr's Tyres & Auto will enable you to have a clear focus on the supply, fit and maintenance of your vehicle's tyre requirements; allowing you to reduce fuel costs and the number of breakdowns.

"But don't just take our word for it! Challenge us! If we can save you money against your current provider, then you only pay us a portion of the saving. Alternatively, we can provide consultancy support to help you work with your current provider to get the best package for you."

Kerr's Tyres & Auto Pence Per Kilometre (PPK) contracts, are well placed to deliver significant savings over the lifetime of any contract. These savings can be achieved due to several factors such as the fuel efficiency of the tyres being fitted, a proactive preventative maintenance programme and the savings made through



Stephen Warnock, Operations Director; Norman Kerr, Managing Director and James McKee, James McKee Commercial Manager.

less breakdown time leaving a unit and driver sitting idle at the side of the road.

PPK tyre contracts can bring many benefits to the Haulage industry and those delivering perishable

goods, where managing costs and margins is paramount to a haulier's profitability. The peace of mind that there will be no unexpected spikes in tyre costs across the term of the contract is also a huge benefit for a haulier running a fleet.

Partnering with Bandvulc and Uniroyal

Bandvulc and Uniroyal brands, part of the Continental Group of Companies, are now exclusively distributed in Northern Ireland by Kerr's Tyres & Auto.

Speaking on the partnership, Operations Director, Stephen Warnock, explains what this means for the business and how this collaboration benefits customers: "This was a key relationship for Kerr's Tyres & Auto to build upon and strengthen; and one we feel will bring real quality and reliability to our customers."

Kerr's Tyres coverage in the region is extensive and enables it to service BVPlus+ (Bandvulc's fleet management company) key accounts including retailers and logistics operations. At the

same time, it enables it to provide excellent service to its local, regional and national customers.

Kerr's Tyres & Auto continues to expand and has a new build in progress in Antrim, which will provide a leading retail and commercial facility in the area. Kerr's plans for 2018 onwards includes retail, agricultural and commercial, it is spreading its business across a wide sector range and is able to offer specialisms in each.

Bandvulc is already the UK's

leading commercial tyre retreader and has a wide range of products to suit all operational sectors from complicated, time-sensitive logistics operations through to the arduous tipper business. The diverse requirements of each sector have been thought out carefully by Bandvulc in its design of bespoke products.

The Uniroyal product has recently undergone a complete revamp and has a totally new range in its 'H' series covering steer, drive and trailer. These improved products are all XL rated.





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KERR'S TYRES & AUTO IS EXPANDING



Kerr's Tyres & Auto has invested up to £2million in the business that will see the creation of at least 20 new jobs, a new training facility for upskilling the next generation of fitters; plus, the opening of a further two additional centres over the next year.

With Centres in Antrim, Belfast, Coleraine and Newtownards, Kerr's Tyres & Auto intends to relocate its current Antrim-based centre, developing a green field site into its new headquarters for the company, which upon completion later this year will be one of the largest retail tyre centres in the UK & Ireland.

The new company headquarters will feature a state-of-the-art training facility to tackle fears of skills shortages within the automotive industry, with emphasis on tyre fitting and service quality – as tyre fitting is a profession currently without official accreditation.

With key focuses in professionalism, safety and skills development, Kerr's Tyres & Auto's new training facility will establish its own in-house training programme for new and prospective employees. The facility will also be open for third-party hire for organisations involved in mechanical and automotive education programmes.

Commenting on the company's expansion plans, Norman Kerr, Managing Director at Kerr's Tyres & Auto, said: "At Kerr's Tyres & Auto, we are continually exploring opportunities for both improving the company and its employees. Only three years ago we invested

over 1 Million pounds, we now have a workforce of over fifty employees and the development of our new headquarters, coupled with dedicated training programmes, will boost this further, providing necessary skills for progression and employment within the industry. "Expanding our services across

Northern Ireland, we plan to open two new centres – one in Fermanagh and one in South Down. Additionally, we are also looking toward the redevelopment of our current sites, investing significantly over the next two years in upgrading our facilities to enhance service quality and boost output and vehicle turnaround times."

OFFICIAL SPONSORS

Kerr's Tyres & Auto has come onboard as the official sponsors of the Ulster Rugby, as part of a two-year deal.

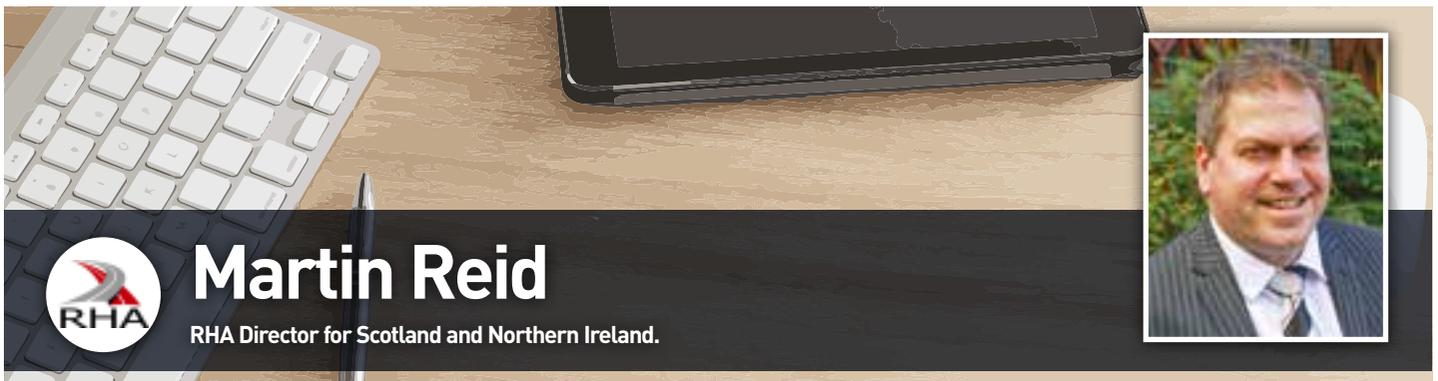
The two-year partnership with Ulster Rugby will run from now until the end of the 2018/19 season.



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For more information on Kerr's Tyres & Auto, visit www.kerrstyres.co.uk or call your nearest centre.



SLOW PROGRESS BUT BREXIT UNCERTAINTY REMAINS

So, The EU and UK have “agreed” on a transition period which will begin from 29th March 2019 and according to John Campbell the BBC NI Economics and Business Editor “is designed to smooth the path to the future permanent relationship”.

Leaders agreed to a 21 month transition period which will run until the 31st December 2020 (midnight Brussels time). It is effectively a standstill deal which will allow the UK to continue to free access to the single market and will require the UK to follow EU rules.

Although there has been undoubted progress made, and we will all feel better that Mr Barnier and Mr Davis have come to some consensus, the progress made has been too slow and uncertainty remains. There is also a key factor on which the agreed transition period seems to depend - that is the Irish border. Without a deal on the border this transition period may not be implemented.

At the time of writing talks aimed at reaching a deal on what will happen to the Irish border after Brexit are due to begin in Brussels. Both the UK and the EU agree that there should be no hard border but it appears that they are no closer in agreeing how this will be achieved. Last year the EU and UK agreed that the border could be kept moving seamlessly by using any of three alternatives:

- A comprehensive trade deal
- A special arrangement for Northern Ireland which could involve technology or “unique” customs arrangement
- A backstop which would mean NI or UK as a whole, could continue to follow EU rules.

David Davis has gone on record saying the UK would agree to a backstop but not the one proposed by EU. Michel Barnier has said that the border question “could not be left pending and must be brought to an operational solution” and so we find ourselves at a kind of impasse that needs to be resolved through the coming weeks of talks.

It is vital to find a solution that works for businesses of all types, but for road transport operators it is particularly important. Mr Davis would do well to remember that HGV movements between NI and ROI account



for almost half of all the UK international movements in total, literally hundreds of thousands of movements per day.

Irish Border

Thankfully this seems to have been acknowledged by the UK Government in the recent announcement through the Haulage Permits and Trailer Registration Bill that there will be no new restrictions to would limit cross border operations between NI and ROI.

It is not just the land border that may prove problematic for road haulers. Recently Richard Ballantyne, Chief Executive of the British Ports Authority, warned that even if Davis and Barnier can come up with a free trade deal the likelihood is that it would be unlikely to cover borders processes. He states: “In terms of border operations the impact of leaving the Customs Union and Single Market is now fast becoming a ‘no deal’ scenario for ports. Indeed this means that new border controls on UK-EU trade are likely to be unavoidable and that delays at certain ports and important trade gateways are a distinct possibility.

“To a certain extent the UK Government will be

able to decide its own border policies but for EU ports with UK links, full frontier checks, including customs and environmental health standard checks could have a severe impact upon the UK.”

Preparing for new customs processes – which will come in one form or another – is essential for everyone in the supply chain. The RHA has been advising that everyone importing or exporting with the EU needs to improve the quality of the information they have on the goods moved. Proper customs descriptions will become essential – this will also apply to operators CMR notes too.

We do not know now what simplifications may be implemented to avoid disruptions at borders – we have to hope that systems to allow goods vehicles leave and enter seamlessly at borders can be found. If not we can expect major disruptions – with tens of miles of tailbacks at many border crossings.

Next weeks talks need to bear fruit and bring clarity on both land and sea borders for Ireland. Thousands of businesses will be depending on the outcome and it is essential that their findings ensure smooth transit of goods – what we need is a pragmatic and practical Brexit. Mr Davis and Mr Barnier, it’s over to you.

TACHOGRAPHS: COMPLIANCE MADE EASY BY SIMPLICITY GROUP

Trying to organise your fleet can be very time consuming as well as arduous. Fines accrued by your assets can cause havoc if they are unattended to, your drivers can even lose their license if they do not receive the proper management when it comes to the law.

Though, there is a way to take control over your Fleet, with WEBFLEET Tachograph Manager, allowing you to easily manage your fleet and have all driver information at the tip of your fingers.

WEBFLEET Tachograph Manager is an all in one solution to download, analyse and archive your tachograph data, it can help your fleet to:

With no need to return to the depot to collect tachograph data, the fleet manager can now save time and drivers get more out of their driving time, meaning more time spent with the customer, less downtime, increase in productivity and saving you costs.

Easy to install with little to no downtime or IT involvement needed to get the solution up and running, the Tachograph Manager allows you to start taking control of your Fleet as soon as possible. Having minimum effect on the normal working day of your Fleet.

Compliance is made easy with Tachograph Manger analysis, reporting dashboards and notifications of the real-time insights in driver times and activities. So, you can easily make sure your driver is taking the rest they need, enhancing fleet insight to avoid fines as with remote download, you will also receive automate intervals and never miss those all-important deadlines!

With Driver Remaining Driving times (RDT), Tachograph Manager provides you access to real time RDT information for all of your vehicles that are equipped with a digital tachograph. With RDT you instantly know which driver has driving time remaining, so you are able to organize job flow more efficiently.

Improve Safety

The Tachograph Manager allows you to use Tacho Grade to benchmark and score your drivers on how well drivers comply with the European Driving and Rest Time regulation. Tacho Grade can easily determine which drivers may need further training and continuously track driver improvement over time. Tacho Grade is calculated by a number of driving and rest violations by severity to light, medium and hard indicators. Duration and distance of driving also influences this score.

With Opti-Drive, which benchmarks all drivers



and gives them scores out of 10, for easy comparison, you can make sure all drivers are made aware of their own performance standards and identify areas requiring improvement, such as speeding, harsh braking, cornering and idling. A company may want to encourage drivers further, by implementing incentives for the driver with the best or most improved performance, creating a healthy



competitive environment for safer driving! Conversely, worst offending drivers are given appropriate training and support to encourage them to drive more efficiently and safely.

In addition, analysis of social infringement reports gives you detailed insights into social infringements of individual

drivers. It also shows the severity of each infringement and any associated fines.

Easily identify where drivers can improve performance and proof of adherence to driving policy, improving driver performance and reducing misconduct.

Increase Efficiency

A healthy running fleet is a longer running fleet! Keep your vehicles healthy with the Tachograph Manager maintenance due dates, running diagnostics of the health of your vehicles and reminding you of any checks that need to be performed, so you can get the most out of your fleet.

The remote download solution offers transport managers and business owners more reliability because of TomTom's seamless download process. We know your driver's information is sensitive that why all company cards and related data is archived and saved in a secure data centre for up to two years, eliminating the risks of cards being lost of fraudulently used. All tachograph and driver card information can be accessed from any computer by authorized users via the reliable web-based service.

For tachographs that do not have remote download capability, the deadline manager allows reminders to be set when manual download is required or when driver cards must be renewed. This allows both types of tachograph to be managed using a single system.

TACHOGRAPHS & LIGHT COMMERCIAL VEHICLES



There are increasing numbers of light commercial vehicles on the roads, used for everything from roadside repairs, utility servicing and general deliveries.

Many of these LCVs weigh under 3.5 tonnes gvw, and thus are not subject to tachograph regulations. However Stoneridge Electronics, manufacturer of the SE5000 digital tachograph, feels legislative requirements for light commercial vehicles are a bit of a grey area and are often misunderstood by LCV owners and drivers.

The main cause for concern is that many LCV drivers often do not seem to be aware that in certain cases they require a tachograph in their vehicle. If one is required and not fitted, they are in breach of the legislation and can face penalties.

Trailers

One of the main areas where confusion can creep in is when a vehicle (van or utility vehicle such as pick-up truck) has a trailer attached. If the combined weight of the van plus trailer exceeds 3.5 tonnes gross, then you will need to fit a tachograph.

For example, a lot of agricultural vehicles – such as Land Rovers – are generally exempt. But as soon as a heavy trailer is attached the gross weight often exceeds 3.5 tonnes. The vehicle comes in scope of the EU drivers' hours regulations and requires a tachograph. A lot of owners do not seem to realise that.

Checklist

An easy way to evaluate your vehicle and which set of rules applies to it, is to run through the following points:

- Under 3.5 tonnes, and operating entirely in the UK, then GB domestic rules apply to your vehicle and driver. Internationally, travel between EU, EEA countries or Switzerland.
- For vehicles with a gross weight over 3.5 tonnes, EU driver hours rules apply and you must fit and use a tachograph.
- Some vehicles, mainly those used for

non-commercial purposes, are exempt from EU rules – see list below.

Penalties

Tachograph offences include failure to install a tachograph on a vehicle that requires one and failing to use one that is installed. Penalties range from a verbal warning to prosecution (legal proceedings), with fines ranging from £2,500 to £5,000

Fitment

When required, tachographs must be properly installed, including calibration and seal, and issued with a certificate.

Installation must be performed by a vehicle OEM, or an approved tachograph calibration centre.



Analogue tachographs must be inspected every two years and re-calibrated every six years. Digital tachographs must be calibrated every two years.

If tachographs have had any repair, if the vehicle registration changes, and/or if an alteration to the circumference of the tyres changes, they must be re-calibrated straight away.

If any equipment breaks or becomes faulty, it must be repaired as soon as possible.

If your vehicle is not able to return to its base within a week of any repair being made to the tachograph system, then the repair must be made en-route to the base.

Operators with digital tachographs are required to ask the repair centre to download any data held on the tachograph before any repairs are made.

Exemptions

Some vehicles are exempt from EU tachograph rules. These include:

- Vehicles incapable of exceeding 40km/h.
- Armed force & emergency services vehicles
- Breakdown recovery vehicles within 100km of base
- Road tests of vehicles for repair or maintenance purposes
- Non-commercial vehicles under 7.5 tonnes
- Vehicles older than 25 years
- Minibuses used exclusively for non-commercial passengers
- Vehicles used by agricultural, horticultural, forestry, farming or fishery businesses within 100km of base
- Live animal transport for distances less than 50km
- Educational vehicles such as mobile libraries

Licence checks

Not all drivers have licences entitling them to driver vehicles over 3.5 tonnes without a further test – operators should check.

Drivers who had a full licence before January 1, 1997 are permitted to drive vehicles up to 7.5 tonnes gvw on the standard licence. Those who passed the test later requires a Category B or BE entitlement to be able to drive anything exceeding 3.5 tonnes.

To help understand the legislation a little better, Stoneridge Electronics has produced a leaflet showing examples of when a tachograph would be required.

TruTac helps keeps Calor fleet safe and compliant

Calor Gas prides itself on high driver and vehicle compliance across its nationwide depot network. To achieve and maintain such levels requires a tachograph software expert, which is why they use TruTac's compliance products to provide easy tachograph data capture, tighter management control and continued safety for their entire fleet.

"We are the UK's leading supplier of LPG," says Calor's Fleet Asset Manager, David Brown, "and naturally, with this type of product, safety and overall compliance are paramount. Accordingly, we rely greatly on TruTac's bespoke

management systems to ensure we maintain the safest fleet possible."

Using the market-proven online TruControl portal and with DigiPostPros at each site, Calor can easily download and manage

all vehicle and driver tachograph data. TruAnalysis (including TruDriver and TruView) provide powerful dashboards, reporting and alerts to keep a watchful eye on the status of every driver and vehicle in the fleet.

"We have been working with TruTac since 2004," adds David, "and, over the years, the company has developed and modified software programmes in step with our operational and management needs. Now, with the latest tools and technology from the TruTac team, we are able to benchmark each driver and focus on the wide-ranging key performance indicators which underpin our fleet compliance and safety."

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2018

**GALA DINNER
THURSDAY 27th SEPTEMBER**

WATERFRONT HALL, BELFAST

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

EXPORT & FREIGHT

TRANSPORT & LOGISTICS AWARDS

2018

Enter Below or Enter Online at www.exportandfreight.com

Safety Award



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

Driver of the Year



This Award will be presented to the commercial vehicle driver who offers a high standard of driving skills; excellent driving record and dedication to the trade. This will be a practical test held at Transport Training Services, Nutts corner, in August. 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. Telephone interviews will be held with candidates in July and August. 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. Entrants should show how they have gone the extra mile to service customers and outline why their company deserves the accolade of the best Service Provider in 2018.

PickUp of the Year

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

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 with a 900-1700 kg payload which they see as the ultimate fleet van 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.

SO HOW DO YOU ENTER?

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

Here are some points to consider:

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

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

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

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

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

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

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

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

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

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

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

Top Team of the Year



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

Top Training Operator of the Year



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

Chilled Operator of the Year



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

Transport Personality of the Year



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

Own Account Operator of the Year



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

Logistics & Warehousing Specialist of the Year



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

Excellence in Maritime Logistics



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

Excellence in Compliance



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

Haulier of the Year



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

European Haulier of the Year



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

Truck of the Year



This award invites all truck manufacturers to nominate one vehicle from their model range which they see as the ultimate fleet truck for the UK and Ireland, the only conditions being 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 Fleet Truck of the Year by an independent panel of judges.

ENTRY FORM

HOW TO ENTER:

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

ENTER ONLINE AT www.exportandfreight.com

You can also submit supporting corporate material - brochures etc, including photographs of projects, services or products. You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category. The judges' decision is final and no correspondence will be entered into. All entries are private & confidential. The winner will remain confidential until the event. All entries/nominations should be received by 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.

Pre-Dinner Reception courtesy of SEATRUCK FERRIES



Champagne courtesy of A1 Tyres



Wine courtesy of



Top Table Award courtesy of RHA



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



KEEPING PACE WITH CHANGE

Back in January I attended the Northern Ireland Road Safety Forum hosted by the Department for Infrastructure (DfI) representing the local freight industry.

I raised the matter of HGV speed limits in Northern Ireland and that the vast majority of the general public are unaware that HGV's have a different set of speed limits compared to cars. This often leads to impatient driving resulting in tailgating and risky overtaking manoeuvres that can often have negative consequences for all road users.

I then pointed out that the speed limit for HGV's on single carriageway A roads in England and Wales has been increased to 50mph from 40mph since 2015 and in Scotland, there is a pilot scheme on the A9 between Perth and Inverness that raised the HGV speed limits from 40mph to 50mph.

I put it to the Forum that the Department for Infrastructure and PSNI should examine the scope for at least introducing a scheme similar to the Scottish pilot scheme. It was highlighted that by doing so, traffic flow on

such roads could become more consistent and ultimately safer for all road users.

The Department agreed to consider this request and a few weeks later I met officials from the DfI and PSNI to further explore this matter.

At the follow up meeting I outlined several reasons why a review into HGV speed limits should be considered for Northern Ireland that included:

- Statistics related to road safety in England and Wales that showed a reduction in accidents involving HGV's since the rise in speed limit in 2015
- Details of Transport Scotland pilot scheme regarding the A9 pilot scheme in Scotland that raised the HGV speed limit from 40mph to 50mph.
- Technical details concerning modern HGV's safety features such as AEBs

- Modern Euro 5/6 trucks operate more economically at a consistent efficient speed thus saving fuel and cutting emissions, running at 40mph on a safe high quality road only hinders those benefits.

Discussion focused on the potential for Northern Ireland to replicate the A9 pilot scheme in Scotland and what roads would be best suited. Initial feedback on the day from the Department and PSNI was receptive to the proposal and it was envisaged that average speed cameras on a chosen road if progressed, similar to the Scottish A9 system could be used to manage the speed of all motorists using a particular road.

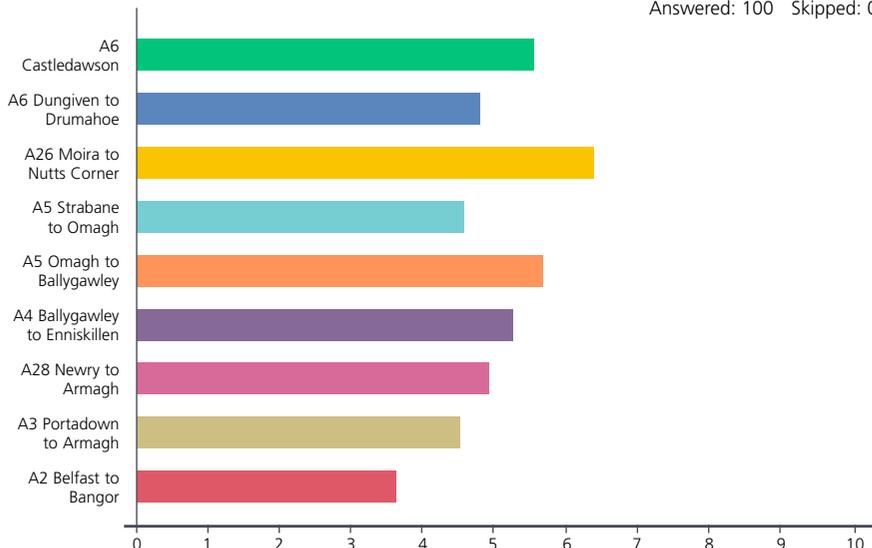
The Department confirmed they would liaise with Transport Scotland on the A9 scheme and that FTA would establish preferred routes from local Industry of any potential new HGV speed limit pilot schemes in Northern Ireland.

In mid-February I sent out a survey on this very subject to FTA members in Northern Ireland and due to the high level of interest locally we had over 130 responses with 98% in favour of increasing the speed limit for HGV's locally.

The next question is where it gets really interesting. Nine potential options were listed that are all single-carriageway strategic roads and respondents were asked to place these in order of preference. The results can be seen in the below graph:

List in order of preference, the roads you feel would deliver most benefit by increasing the HGV speed limit from 40mph to 50mph

Answered: 100 Skipped: 0



Results indicated that the top three routes were:

- 1: A26 Moira to Nutts Corner
- 2: A6 Castledawson to Dungiven
- 3: A5 Omagh to Ballygawley.

Members were also asked to outline benefits they would foresee from raising the speed limits and the overwhelmingly majority cited increased productivity (quicker turnaround and more runs) and improved traffic flows for everyone.

This will be ongoing work for everyone involved and I don't expect changes anytime soon but at least the issue has now been highlighted to the relevant authorities, it's been considered and FTA will continue to press the issue.

We might be stuck in the slow lane today but hopefully in the future we can raise our expectations and the speed just a bit.

SDC reveal Trailer Line Up for The CV Show

SDC Trailers will be returning to the U.K.'s prestigious Commercial Vehicle exhibition, this event is one of a number of events they are attending to mark their 40th anniversary celebrations this year, which will conclude with an anniversary banquet on the 12th October.

SDC will be exhibiting six trailers at the show, each of them designed to meet the needs of operators in the haulage industry.

On SDC's stand 5F101 there will be three trailers on display. The first trailer on display is an exciting, innovative, industry changing trailer. A research and design process that has spanned several years has ensured that every practical requirement of the operator(s) has been accounted for in the revolutionary design, which is first to Market. The trailer will be unveiled at The CV Show and it is undoubtedly one trailer that is not to be missed at The NEC.

Next up is the Brick Platform. This trailer has become one of the most popular in the SDC portfolio. It is the Market Leader in the Construction Industry. The design of the first brick trailer was an integrated effort between customers, sales managers and engineers to design and manufacture a trailer that would meet the needs of everyone in the industry. The trailer is designed to be fitted with a roll along crane and has a forced steer Tridac system installed for maximum manoeuvrability.

The brick platform has evolved over the years and the most recent version is arguably the best with advanced health and safety features, including curtain sides fitted on the trailer and multi position load restraint hooks. It is also fitted with an ENXL approved headboard which will provide greater economic benefits for the customer.

Boxvan

The third trailer at Stand 5F101 is the introduction of the new SDC Concept Boxvan Trailer. SDC's boxvan was redesigned after lengthy discussions with different stakeholders in

the Industry. The boxvan was redesigned using the latest bonding technology in construction to improve the aesthetics durability and volume of the current boxvan. The longevity of this trailer has been extended with the galvanised rear frame and rear floor crossmember preventing corrosion which will also help maintain higher residual value. It is now suitable for 34 Euro Pallet Operations and is currently undergoing the ENXL approval process.

The new boxvan is designed to allow the fitment of an optional full width compression buffer. This design integration provides flexibility should your operational needs change after purchase. The boxvan on display at SDC's stand will have the compression buffer fitted. It must also be mentioned that the livery on this boxvan is unique and emotive as it tells the story of how SDC has grown from a one man operation to the global Company it is today. The new design and the livery of this boxvan certainly merits a visit to SDC's stand. In the outside exhibition area, SDC will have three curtainsiders on display.

Smart Trailers

SDC's CEO Enda Cushnahan commented, "We are delighted to be back at the CV Show in 2018, showcasing the latest trailer innovations from SDC. Our Engineering and Sales teams have been collectively working together to design smart trailers for the Industry that will provide many economic benefits for the operator. The CV show is an excellent networking event as it gives us the opportunity to engage with customers and suppliers.

"SDC will be on the same stand as last year, 5F101, and we look forward to welcoming

new and existing customers. We will have our Sales Managers and members of our engineering team on hand to discuss how we can maximise transport operations and enhance the profitability of their business."

Sales Director

Meanwhile, 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 market in the U.K.

After graduating in 1986 as a Mechanical Engineer, David commenced employment in the Transport and Logistics Industry and has enjoyed various Senior Management roles within the Industry. Prior to commencing the role of Sales Director at SDC, David had worked for Schmitz Cargobull for 17 years. David's Sales Management roles within Schmitz Cargobull entailed managing the U.K., Ireland and International Markets.

Commented Enda Cushnahan: "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 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."





Krone brings easier loading and greater volume in Ray Moran's 20th year

Ray Moran International Transport, the Co. Wexford-based groupage and pharma transport specialist, reports easier loading and additional capacity since adding a further 10 Krone trailers to its fleet.

Now in its 20th year Ray Moran, incorporating Moran and Boxwell International, runs a multi-national haulage operation via all major Irish and UK sea ports throughout Europe, including Germany, The Netherlands, Belgium, Switzerland, France and Spain.

"We started with one Krone trailer to see how things were," says Ray Moran, "and soon realised that the combination of build quality and loading flexibility were good reasons to add some more. Accordingly, we now have one Cool Liner 'Duoplex' refrigerated trailer, 4 Dry Liner box trailers and 5 Profi Liner curtainsiders. All of which come into their own for specific aspects of our operation."

The Cool Liner, manufactured at Krone's Lubtheen plant in Germany, is fitted with Krone's new ISOWALL moveable bulkhead, which is ideal for mixed temperature loads.

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

Furthermore, when stowed to the roof, magnets hold the



Ray Moran, Managing Director.

bulkhead in place, so there is no requirement for secondary locking or risk of fork lift obstruction.

"Plus," says Ray, "when in use, the ISOWALL can be positioned hard-up against the load for added security and better use of load space. It's lightweight and very easy to move along the trailer."

The Dry Liners, meanwhile, are manufactured at Krone's Herzlake factory in Germany and are

designed to work in both the UK and European markets: The slim, 100mm neck affords additional load volume and with a fifth wheel height of 1,250mm, a total height of 4,000mm allows an internal height of 2,615mm.

"These box trailers are lighter and give us greater internal height" adds Ray. "34 Europallets is no problem and the strong construction is an

asset when transporting high value and sensitive loads."

"For fast and flexible loading," continues Ray, "the Profi Liners are built for the job. Easy to open and close and with the strapping points all the way along each side rive, we can position mixed loads securely anywhere along the trailer bed. Also, the drivers can get to the straps from the inside, which is a plus for comfort and safety."

Irish Exporters Association welcomes €116bn 'Project Ireland 2040'

The Irish Exporters Association has welcomed the recent launch of the 'Project Ireland 2040' plan by An Taoiseach, Leo Varadkar at IT Sligo.

'Project Ireland 2040' comprises of the National Planning Framework which sets out a spatial strategy for Ireland which will be backed by the National Development Plan. Together these make up the Government's vision for how to reshape Ireland over the next two decades and outline significant infrastructural spending in transport, health, education, housing and measures to tackle climate change.

Simon McKeever, Chief Executive of the Irish Exporters Association commented:

"Ireland is the fastest growing economy in the EU and figures released from the CSO show that our exports are thriving.

"Irish export figures for 2017 were the highest on record, up 2% on last year. Our largest increases were in medical and pharmaceutical products which increased 17% and food and live animals which were up 12%.

"We welcome the launch of 'Project Ireland 2040' with the hope that the ambitious targets set out in this plan will be achieved and provide all citizens of Ireland the opportunity to maximise on the country's potential with a balance of growth across the country."

The IEA particularly welcomed the 'Project Ireland 2040' announcements of:

- €2 billion Urban Regeneration and Development fund which will hopefully maintain sustainable growth in Ireland's five cities and other large urban centres and the establishment of the National Regeneration Agency
- €1 billion Rural Regeneration and Development Fund to support growth in towns, villages and outlying rural areas
- Enhancement of regional accessibility,

linking regions to urban areas including the delivery of the Atlantic Corridor linking Cork, Limerick, Galway and Sligo

- Investment in equal balance of growth between three distinct areas of the country: Northern and Western; Southern; and Eastern and Midlands to ensure growth and investment reaches all corners of the country, not just concentrated in Dublin
- Delivery of the National Broadband Strategy to ensure fast, secure, high capacity and reliable digital connectivity, although how this will be delivered remains to be seen
- Focus on international connectivity including a new runway for Dublin Airport, continued development of Cork and Shannon Airports, investment in Ireland West Airport Knock, and for smaller airports under the Regional Airports Programme, major development of Dublin, Cork, Shannon-Foynes and other ports, as well as investment in transport connectivity to ports
- Investments in enterprise, innovation and skills programmes

"The IEA look forward to engaging with Government over the coming months and years and supporting the Irish export industry in the roll-out of these plans."

Distribution and Logistics Firms Urged to Sign Up for ApprenticeshipsNI programme

Every company knows that remaining competitive in the rapidly changing Distribution and Logistics market can be a challenge.

Customer expectations are increasing greatly with individuals and businesses expecting to get goods faster, more flexibly and at very low delivery cost. That is why all Distribution and Logistics firms need to use every tool available to them to ensure that their company stays ahead of its competitors.

One of the most exciting ways for businesses to stay on the cutting edge is the ApprenticeshipsNI programme. Funded by the Northern Ireland European Social Fund Programme 2014 – 2020 and the Department for the Economy, and delivered by approved Training Contractors like Seetec, the ApprenticeshipsNI programme aims to connect highly motivated individuals with the employers who need their skills.

Seetec works with apprentices in the following areas:

- Driving Goods Vehicles
- Logistics Operations
- Supply Chain Management
- Traffic Office
- Warehousing and Supply

In 2016/17 almost 6,400 people took up apprenticeships as part of the programme. Below are the top five reasons why businesses in Belfast should work with Seetec to benefit from the huge pool of available talent:

1. Apprenticeships drive innovation

By bringing new apprentices into a company, employers can benefit from the most up-to-the-minute training and skills. Apprentices bring fresh ideas and unique perspectives to the table and can help Distribution and Logistics firms adapt to the evolving demands of industry and drive the innovation necessary to be a market leader.

2. Solution to the skills shortage

One of the most persistent challenges facing employers in Northern Ireland is finding the right staff to fill crucial roles in their company. Seetec offer employers support throughout the apprenticeship, streamlining the whole process and allowing employers to dedicate more time and resources into running their company instead of hiring for it.

3. Existing employees benefit too

The benefits of working with the ApprenticeshipsNI programme are not restricted to newly hired staff. Existing workers who are moving into a new role in the company can further their own careers and contribute more to the company by undertaking free apprenticeships across a range of areas including Logistics and Digital Marketing with off-the-job support from Seetec.

4. Proven track record

Seetec has a wealth of experience in delivering quality apprentice candidates and world-class support to a range of high-profile businesses including Distribution and Logistics firms.

5. £500 for signing up

Last but certainly not least, there is a financial incentive for employers on completion of the ApprenticeshipsNI programme. Companies who take part in the programme not only benefit from high-quality support but are also eligible to receive a payment of £500 when their employee fully completes their apprenticeship.

Learn More

To learn more about how your company could drive innovation and success through the ApprenticeshipsNI programme and to sign up for the programme go to: www.seetec.co.uk/employer/ni

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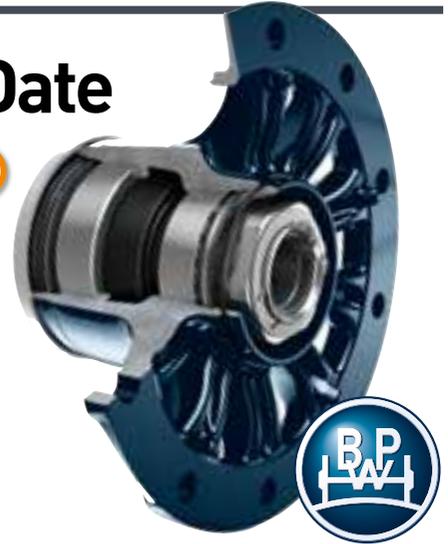


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Hireco's Largest Fleet Order To Date

Over the past five years, Hireco have consistently been one of the UK's largest buyers of new fleet trailers.



Replenishing their fleet annually, Hireco's demand for new trailers has increased year on year, driving them in early 2018 to place their largest order to date: 1,265 trailers all on BPW axle and suspension systems with ECO Plus 3 drum brakes.

Such an impressive order from Hireco is a strong sign of continued growth for the 40 year old company, and one which strengthens their partnership with some of the biggest names in the trailer manufacturing industry.

To meet the specific needs of their customers

who operate across a wide range of commercial areas and to anticipate future market requirements, Hireco have strategic partners for every vehicle type, chosen for their proven expertise in their respective fields.

Into this frame steps SDC who will be taking responsibility for a mixture of 650 curtainsiders and box vans, whilst Dennison will be building 265 flat skeleton trailers. Lawrence David are providing 200 pillarless trailers and a further 100 are being provided by Tiger Trailers.

To complete this order, Gray & Adams, specialists in temperature controlled trailers, will be producing 50 refrigerated trailers.

Renowned axle and suspension manufacturer, BPW will be supplying Hireco's entire order, a decision made by Hireco TL Ltd MD, James Smith. "By specifying BPW axles, our trailer life cycle has benefitted massively, reducing running costs, improving customer demand and used values. The BPW partnership has developed over the last eight years, and we have been very pleased with the product and the reactions to any issues that occur. We believe in service levels and the level of service we experience is of the highest order."

Ordering significant quantities of new trailers on a yearly basis guarantees that Hireco's fleets are regularly updated which also pays dividends for

James Smith's customers who he says, "benefit from better pricing, and the newer assets maximising uptime, adding peace of mind."

These new trailers also come equipped with the latest technology, such as BPW's telematics systems. Already installed on 200 trailers, James states: "The latest tech really does give customers the ability to improve their asset utilisation, and it also improves uptime. As maintenance providers we can tap into the trailer and understand upcoming issues before they arise. It is a very pro-active system."

Hireco's record breaking trailer order is just the next step in the planned future development for this already successful company and one which is great news for the UK trailer industry as a whole.



James Smith, MD, Hireco TL Ltd

New FORS Going for Silver and Gold workshops help members progress

The Fleet Operator Recognition Scheme is helping its members to progress through the FORS accreditation levels by introducing a new FORS Going for Silver and Gold workshop.

This new Going for Silver and Gold workshop further demonstrates the FORS commitment to helping operators achieve operational excellence.

The new workshop will help those wishing to progress from FORS Bronze accreditation to Silver, or from Silver to Gold accreditation

for the first time, as well as those wanting a refresher on meeting the Silver and Gold requirements.

There are currently 915 FORS Silver and 257 FORS Gold members, each aiming to achieve exemplary levels of operational best practice. As FORS members look to continually improve and demonstrate their commitment to going above and

beyond basic legal compliance, this number is set to increase.

The new FORS Going for Silver and Gold workshop focuses on the benefits of Silver and Gold accreditation, how to upload evidence, areas under scrutiny from the FORS compliance team, and the most common reasons for failure. The new workshop also provides

FORS members with detailed information needed to evidence the FORS Silver and Gold requirements.

"We always encourage our members to be the best that they can possibly be," commented Anne Johnson, FORS Operations Director, "and progressing through the accreditation levels helps to show that they are meeting the highest standards across the industry. In order to help our members better understand the requirements needed to progress from FORS Bronze to Silver, and from Silver to Gold, we have launched this workshop to help answer any questions they may have and to help them through the accreditation process."

BIFA Urges Members To Review Cyber Security Measures

In light of the substantial cost of last year's cyber attack on Maersk and other institutions, the British International Freight Association (BIFA) is urging its members to review their cyber security policies.

The cyber attacks have revealed the scale of impact that security breaches can have on global logistics and supply chains, with the physical cost of rectifying the problems

incurred at Maersk reported to be around USD300 million. Robert Keen, director general of BIFA said: "With businesses continuing to push for digitisation and connected systems,

it is impossible to deny the rising importance of cyber security for global supply chains.

"BIFA takes advice from various experts on this matter and we believe it would be prudent for members to review their IT-related security processes, with a view to identifying and remedying any obvious weaknesses.

"We are encouraging our members to contact a reputable IT supplier with expertise in cyber security to discuss this matter.

"BIFA has found that some insurers – especially those providing business interruption insurance policies – can also provide assistance."

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Volvo FE Updated For Demanding Tasks In Urban Transportation

Volvo Trucks has extended the low-entry cab range for the Volvo FE with several new features for demanding tasks in urban areas, with most of the options centring on improved safety and productivity for drivers.

In refuse operations, city distribution and inner-city construction transportation – a low-entry cab offers safety and productivity advantages that address even the most demanding conditions in urban operations, especially as the low driving position enhances all-round visibility. The low-entry cab offer is now extended with a version optimised for the driver and a single passenger with the option of an air-suspended passenger seat. This offers the same clear visibility as the current model with the low driving position maintaining close contact with the environment around the truck. In addition, the extra window in the passenger door increases the view even further. In addition, the low instep lets the driver work more efficiently whilst, at the same time, reducing the

risk for knee and ankle injuries. The new cab option is a competitive extension of the current low-entry offer, which can transport up to three passengers and offers a walk-through floor. These functions are demanded in some transport operations, but not necessary in all cases where a low entry is an advantage.

The new version has an engine tunnel instead of a flat floor, but the improved passenger comfort with optional air-suspended seat makes the concept much more suitable for city distribution work.

The Volvo FE now offers powertrain options to fit every requirement for performance and a wide range of local environmental incentives and regulations. So now, in addition to diesel, it is also possible to use HVO in the D8K Euro-6 engines.

The Volvo FE - and the smaller Volvo



FL - are now also available with both Adaptive Cruise Control and Adjustable Speed Limiter options.

Warning of 15-mile queues at Calais should be Brexit wake-up call

The Freight Transport Association says a warning of 15-mile queues at the Port of Calais, if border checks are introduced after Brexit, should be a wake-up call for the British and EU27 governments.

The FTA has been highlighting the possible risks of introducing border checks at Dover and now for the first time, French officials have revealed the potential impact of such changes on the flow of traffic into the Port of Calais.

The Deputy Mayor of Calais, Philippe Mignonet, told the BBC Today programme that the introduction of border checks at Calais could result in traffic queues of up to 15 miles at the French port. The warnings of long tailbacks have highlighted what is at stake, not only for UK business but for exporters based in the 27 countries of the EU.

FTA's Deputy Chief Executive, James Hookham says this, once again, proves the absolute necessity for frictionless trade with the EU.

"FTA has been warning for some time of the potential risks of the introduction of border checks at Dover and the importance of doing everything possible to keep Britain trading. Now we can see there are similar concerns about gridlock on the French side of the border. The Government and our EU negotiating partners need to take these issues seriously and prioritise practical trade arrangements.

"FTA has written to the Prime Minister setting out the key objectives the UK must now place at the forefront of negotiations, in order to allow exporters and importers to continue working and avoid a catastrophic breakdown in this country's trade with the EU."

Krone Commercial Vehicles Group implements new distribution concept

In response to current and future demand for parts requirements in the commercial vehicle sector, Krone Commercial Vehicle Group has started operations at its new central logistics centre.

With an investment approaching €8.5 million, the ground-breaking distribution centre was built at Europastraße 233 (main road 213) in Herzlake within a total area of 38,000 square metres. This is equal to five and a half football fields. The covered storage area of 8,400 square metres is spread across twelve stories. Here, there is space for 17,500 Euro pallets and 16,000 containers for smaller spare parts. Currently, approx. 40 employees

pick more than 23,000 orders for fast despatch every month, with all parts either despatched overnight or within a predetermined time-frame.

Bernard Krone, Managing Director of the Krone Group, explains: "With the launch of our spare parts centre, we continue to build on our service offering for our customers throughout Europe while at the same time sharpening our competitive edge in the spare parts business. The development of this important service is a central component of our strategy for the future."

FORS freezes fees for third year

FORS has confirmed there will be no increase, again, to its membership subscription or audit fees in 2018 – the third year in succession that FORS members will enjoy a price freeze from the transport industry's leading best practice accreditation scheme.

The latest price freeze follows last autumn's announcement at the FORS Members' Conference that the FORS Gold evidencing fee of £235 will be scrapped for smaller operators.

The axing of the fee – for operators with one to three vehicles, effective from 1 January this year – is aimed at encouraging smaller operators to progress to FORS Gold and, with it, going on to attain the very highest standards of operational best practice.

DAF Transport Efficiency Driver Challenge 2018

In response to the success of its first DAF Transport Efficiency Driver Challenge in 2016, DAF Trucks has launched its second UK-wide search to find Britain's best commercial vehicle driver.

Following a robust selection process – including an invitation to non-DAF drivers – 20 of the country's best truck drivers will be set a series of rigorous challenges at a two-day finale at the Millbrook proving ground on 19th and 20th May. The winning driver will emerge as the DAF Transport Efficiency Driver Champion 2018.

Drivers may be nominated or enter themselves, though all are required to undertake a demanding on-line questionnaire before a final shortlist of 20 selected drivers is drawn-up. Online entry is available at www.daf.co.uk/thechallenge.

Prompted by the daring question 'have you got what it takes?', DAF Transport Efficiency Driver Challenge 2018 is already preparing to evaluate hundreds of candidates.

Those shortlisted will participate in a series of challenging practical and knowledge-based assessments centred around a two-day, live event at the Millbrook Proving Ground in



Bedfordshire in May. The winning driver will be crowned as the DAF Transport Efficiency Driver Challenge Champion 2018, and will follow in the footsteps of 2016's victor, Paul Barlow of Severn Trent Water. Speaking after his win, Paul said,

"I knew it was going to be tough, but I didn't expect it to be quite so comprehensive – every aspect of the job came under scrutiny. DAF Trucks' organisers weren't joking when they said they wanted to find someone with the whole package."

To compete in the DAF Transport Efficiency Driver Challenge 2018, drivers are expected to exhibit impeccable levels of:

- Driving style, performance and efficiency across different sizes of truck and driving conditions.
- Road knowledge, legislation and the Highway Code.
- Vehicle knowledge, defect reporting and pre-use checks.

The DAF Transport Efficiency Driver Challenge 2018 is being rolled out across the UK and is open to any driver with a clean C+E Licence, a Driver Card and a Driver CPC. To truly maximise the potential of identifying the nation's elite drivers, the Challenge is also open to non-DAF drivers. Candidates must enter by visiting www.daf.co.uk/thechallenge. Entrants will then be required to complete an on-line questionnaire covering truck- and transport-related topics.

Goodyear Tyres' TruckForce network reports record customer assistance times

Goodyear Tyres has revealed its TruckForce network has achieved a record customer response time and job completion time in 2017, saving an accumulative total of 2,169 hours throughout the year.

TruckForce's network is made up of a combination of Goodyear Dunlop equity-owned hubs and independent service providers, offering truck tyre servicing and breakdown assistance throughout the UK.

TruckForce's performance figures reveal that the average customer response time was 70-minutes in 2017, as opposed to an average of 73 minutes in both 2015 and 2016, respectively. Likewise, the average job completion time in 2017 was 116 minutes; a reduction from 117 minutes in 2015 and 119 minutes in 2016.

To help achieve these improvements, TruckForce took significant steps to optimise its day-to-day operations. ActionLine, the network's 24/7 helpline, was streamlined to make the job allocation process more effective. TruckForce also consolidated its network, fusing its equity and independent dealers, to ensure that jobs were allocated more efficiently to the service providers who were best-positioned to respond. As a result, TruckForce delivered an improved level of service for customers in need of assistance.







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LOOKING FORWARD TO THE COMMERCIAL VEHICLE SHOW 2018



With the noted absence of all the leading heavy truck manufacturers at this year's CV Show at the NEC in Birmingham, the spotlight will be on some of the biggest names in the van and light commercial vehicle industry.

Export & Freight attended a recent Media Preview Day, which gave us the opportunity to meet with some of the many exhibitors on a one-to-one basis to highlight their latest product offerings and discuss the key topics of the moment.

Taking place on April 24-26, the van sector will have a strong representation, not least from Ford who will display its revised range, including the new Transit Courier, Transit Connect and Transit Custom. There will be a special edition of the New Ford Ranger, in addition to the Transit Custom Plug-in Hybrid

Electric Vehicle, and the company's latest innovations in the world of smart mobility.

Other manufactures in attendance will include Volkswagen, Citroën, Fiat Professional, Isuzu, Iveco, LDV, MAN, Mitsubishi, Nissan, Peugeot, Renault, SsangYong and Toyota. Alongside displays of commercial vehicle models and conversions, a number of new model launches are expected to debut at the show.

Also attending the CV Show will be a number of the UK's top converters and bodybuilders who will be demonstrating their offerings, from lighting and racking

to full conversions and bespoke bodies.

CV Show Director, Rob Skelton, said, "One of the great things about this show is that it clearly demonstrates the diversity and adaptability of the UK's LCV sector.

"Not only do we have key manufacturers offering British customers some of the best vans and light trucks in the world, but we also have UK-based converters and specialists who are able to transform those vehicles into bespoke products that are built for very specific purposes, in turn creating jobs and providing vital revenue to the UK economy."



TYRES

Tyre manufacturers will also be there in some force, among them Goodyear who will be returning for the fifth consecutive year.

Goodyear will be highlighting the extensive benefits of Proactive Solutions through an experiential zone within their stand which is dedicated to the services that come as part of the package.

The show will also be the perfect opportunity to showcase Goodyear's industry leading KMAX and FUELMAX range and Retreads as well as their portfolio of Van tyres which have not previously been displayed at the CV Show.

Hankook Tyre UK will be presenting

their expanding portfolio of commercial vehicle tyres, with their stand featuring a wide range of tyres including the SmartFlex for regional haul, and the SmartWork for on and off road, both of which are selected as Original Equipment for MAN, Mercedes-Benz and Scania trucks. Furthermore, the premium tyre maker will be launching a new all-position bus tyre for city traffic.

New for 2018, the Hankook stand will also feature the concept tyres from the 2016 Hankook Tyre Design Innovation Programme 'Connect to the Connected World'. Designed by students from the University of Cincinnati, the three

futuristic tyres present a vision of future mobility through tyres.

Giti Tyres' GTL925 in size 445/45R19.5 will make its event debut at the show, where the global manufacturer will also unveil an exclusive tyre for a whole new application.

The Giti GTL925 allows high cube trailer fleets to maximise a vehicle's inside loading volume of up to three metres height while still respecting the total vehicle height of four metres allowed across Europe.

Available also in 435/50R19.5, both tyres carry a load index of 160 and speed index J and are M&S marked to indicate superior all-season



traction and braking properties. A seven-rib tread pattern ensures regular wear while optimised rolling resistance achieves a B label rating confirming good fuel economy.

In total over 20 Giti tyres will be on display, with the stand split into seven core areas comprising combi-road, long haul, regional, mixed service, urban and winter. The seventh application will be revealed on day one of the show.

REFRIGERATION

Transportation Solution businesses Thermo King and Frigoblock of Ingersoll Rand will showcase sustainable transport refrigeration systems including their zero-emission, all electric and hybrid solutions. Thermo King and Frigoblock portfolio answers current and future demands in areas of sustainability, intelligence and connectivity and helps customers to meet the real-world operational, environmental and emissions demands. "This year's line-up of zero-emission all electric and hybrid transport refrigeration systems is the embodiment of our guiding principles of environmental,

business and social sustainability," said Pauli Johannesen, vice president and general manager of Thermo King's EMEA Truck, Trailer and Bus business. "For many decades Thermo King and Frigoblock solutions have ensured the sustainability of our customers operations whether in truck, trailer or home delivery operations. This year, both brands celebrate their 80th and 40th anniversaries respectively exemplifying our long term commitment to listening to our customers and their needs." The 2018 CV Show stand of Thermo King and Frigoblock will feature the new SLXi Hybrid trailer refrigeration units.



SOFTWARE



Also on show will be the new TMS Go! system from specialist software provider Mandata Ltd which simplifies the management of collections and deliveries for road haulage operators.

TMS Go! is an easy-to-use, out-of-the-box and subscription-based cloud product, which can be integrated with accounting systems and mobile apps to enable users to better manage 'order-to-invoice' processes via a single, cost-effective paper-less system.

Particularly quick and easy to set up, available for an introductory price from £69 per user per month for a 2 user system, it's ideal for start-up and SME operators looking to make the move from paper-based processes to a computerised transport management system.

An intuitive dashboard-style drag and drop traffic pad speeds-up job planning and scheduling, enabling users to more effectively plan and manage workloads by easily allocating drivers to vehicles and loads.

RUNNING GEAR SYSTEMS

BPW will be showing their groundbreaking ECO Plus 3 hub and ECO Air COMPACT suspension systems, which were developed for high performance and operational efficiency.

Appearing alongside these will be BPW's Airlight Heavy Duty suspensions, which are built for off-road applications with arduous duty cycles. Designed for axle loads up to 12 tonnes, these economical and low maintenance systems are ideal for double decks and the logging and quarry industries.

BPW pride themselves on their range of innovative and technology led products such as their telematics systems, which enable transport operators to monitor and control fleets, minimising trailer downtime whilst complying with safety and



security requirements. The latest telematics feature from BPW is an Electronic Brake Performance Monitoring System (EBPMS). The system records fleet's trailer braking data to provide an overview of braking performance, an essential tool for Maintenance Managers

as alerts notify you immediately of any defective brake performance for further investigation and to schedule repairs. Under the planned new DVSA Earned Recognition Scheme, sharing EBPMS data demonstrates compliance. A Ministry test would then only

be needed for 1 of the 4 brake roller tests per annum. Keeping your trailers on the road earning money where they belong.

With reliability the key to success in the transport industry, BPW's Aftermarket supply original parts to get the best out of your BPW axles and suspensions. By investing in BPW original parts, you are buying high quality genuine replacement parts that have been extensively tested and specifically designed to optimise the performance of BPW's product range. Ensuring you are operating safely and not compromising your warranty.

The accompanying photograph shows a BPW Drum Brake Axle with ECO Air COMPACT Suspension and ECO Plus 3 Hub.

LUBRICANTS

Morris Lubricants will showcase their VERSIMAX brand, a range of OEM-approved heavy-duty diesel engine oils. They will also be showcasing their new company ambassador TV presenter, personality and motorsport star Guy Martin.

Working together Guy and Morris lubricants see some great opportunities for the future. "I like the fact they're British, have a range of everything you could need and are good honest folk," commented Guy. "Having Guy as an ambassador

for the company is great as he is not only a highly skilled engineer but he also has good knowledge and experience using the products. He is also a thoroughly honest bloke, who says it as he sees it," added Andrew Simms, Marketing Executive.

Morris Lubricants staff will be on-hand to demonstrate its latest WHATOIL? online lubricants selector tool, designed specifically for fleet operators and maintenance professionals to find the correct specification lubricants for all major commercial vehicle OEMs and models.



Guy Martin

TRUCK BODIES

Home delivery and urban transport is the theme of the Paneltex stand at this year's CV Show, with the company displaying three new and very innovative designs of temperature-controlled bodies on its stand in the Cool 2018 section of the exhibition.

Leading the way on the Paneltex stand is a brand new 11.4m, twin axle, dual compartment Urban Trailer with a self-tracking rear axle. This innovative design of Paneltex temperature-controlled trailer features a Dearman undermount refrigeration system with dual evaporators and

a zero-emission nitrogen expansion engine.

The second vehicle on the Paneltex stand is a Ford Transit designed specifically for the home delivery market. The Paneltex side loading refrigerated home delivery body has a very low access height that eliminates the need for a side step. This Paneltex triple compartment body covers ambient, chilled and frozen goods in a single body and features a lightweight Paneltex GRP-moulded door frame. The vehicle also has the Paneltex GRP-moulded air deflector for improved refrigeration performance

and aerodynamics, whilst the driver friendly central locking system for the body doors works on the original Ford Transit key fob.

The three-vehicle line-up is completed with a Paneltex Somers van conversion on a medium wheelbase, high roof VW Crafter chassis cab. Specified with a GAH SRD351F refrigeration system, this dual temperature body has compartments for both frozen and chilled goods, featuring an insulated side door for the front chilled compartment.

ZONES



Last year's show exceeded 20,000 visitors, reflecting the benefit of the increased exhibition area compared to previous years and the areas dedicated to specialist industries.

Both the Workshop Zone in Hall 4, focusing on servicing, parts and maintenance, and the Cool Zone in Hall 3A dedicated to refrigerated vehicles and bodywork, return for the 2018 show.

The Innovation Hub is expected to be busier than ever this year, with demonstrations of the latest technologies that are improving efficiency, reducing costs and delivering better service across the industry.



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LDV's EV80 model now part of the Go Ultra Low Grant Scheme

LDV is the latest commercial vehicle manufacturer to join the Go Ultra Low grant scheme, a government initiative to encourage drivers to switch to low emissions vehicles and start enjoying the benefits of greener driving.

Individual drivers and business owners can take advantage of an £8,000 grant towards a brand new EV80 van or Chassis cab.

Recently awarded LCV Manufacturer of the Year at the 2017 GreenFleet Awards, LDV's electric vehicle range has been designed with zero emissions technology together with advanced electric power systems, providing greener power and in return, reducing environmental impacts.

Mark Barrett, General Manager, LDV U.K. & Ireland said, 'Since its launch in 2016 we've had a fantastic response to the EV80 and now it is part of the Go Ultra Low initiative there has never been a better time for fleet owners to make the switch to plug-in vehicles. Environmentally



and financially, electric vehicles are a great investment and when the long-term running costs are combined with the Go Ultra Low

grant, purchasing an EV80 offers fantastic value for money.'

With two models from which to

choose, the 3,500Kgs GVW EV80 panel van has a payload of almost 1,000kgs and the chassis cab offers a body and payload allowance of around 1,300kgs. Both come with a 56kWh battery, and 92kWh rated motor and CCS (combined charging system) type 2, capable of both DC and optional AC charging.

Go Ultra Low exists to help UK organisations and motorists understand the benefits, cost savings and capabilities of the raft of electric vehicles on the market. The collaborative campaign is the first of its kind, bringing together a consortium of vehicle manufacturers, Government and the SMMT.

In other news LDV's manufacturer, SAIC, recently confirmed a partnership with China's largest electric vehicle battery manufacturer, Contemporary Amperex Technology Co (CATL) to drive the future of advanced power battery systems. The deal between the two companies involves a multi-billion investment that will challenge the world's current largest power battery production plant, the Tesla 'Super Factory', with plans to reach 36,000 GWh of capacity by 2020.

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IMPRESSIVE VW CRAFTER IS PRACTICAL, VERSATILE & SAFE



VW's latest generation Crafter may be in a crowded van sector, but it should have no problem competing with its rivals, as Van Ireland's Phil Eaglestone discovered, courtesy of dealers Donnelly Group, Eglinton.



Practicality, safety and comfort come as standard on VW's largest van which has won a raft of rave reviews since its launch last year, and having spent some time behind the wheel, we are not at all surprised.

VW have utilised some of the best bits from its car range to give the new Crafter extra appeal up front, but it has also improved its carrying capacity, now best in its class featuring wide sliding doors that open up to 1,311 mm, a high load compartment height of up to 2,196 mm and a loading sill which can be lowered by 100 mm.

This new Crafter is designed with space for shelving systems and is available with an optional universal floor for even more flexibility. Our Trendline CR35 test model came with a sturdy, hard-wearing beechwood floor, and with a wide range of payloads on offer from 735kg to 1,454kg, there is surely a solution to meet your needs.

With up to 14 lashing rings recessed into the floor, lashing rails on all of the walls and an interior roof rack, you can trust that your load is securely stowed, too, and with three vehicle lengths and three vehicle heights to choose from – ours was the long wheelbase version - there's a wide range of individual combination options to make it your own.

Safety

We were also highly impressed with the Crafter's host of innovative and state-of-the-art safety and driver assistance features, making the chances of having an accident quite remote!

For example, Front Assist uses radar to monitor your distance from the traffic in front and alerts you if you are too close. City Emergency Braking reduces the chance of a collision by triggering emergency braking when it detects critical distances.

Also as standard is the Automatic Post-Collision Braking System that triggers braking after a collision to prevent a second impact. After a short delay, the vehicle begins a phased braking action down to 6 mph, during which the driver can take over at any time; thankfully we didn't have an opportunity to test it out! Fitted as standard, too, is Electromechanical Servotronic steering - a first in the large panel van class - which provides a speed-sensitive operation with active return. This improves the steering feel around the mid-point, providing improved levels of steering precision, a feature that really comes into its own when driving in built up and busy town or city centres.

Then there's, ESP, designed to prevent the vehicle

from swerving in critical driving conditions by controlled and targeted intervention in the brakes and engine management system. This helps to maximise directional stability, while the Driver Alert System uses visual and audible warning signals to recommend that the driver takes a break as soon as it registers driving behaviour that indicates tiredness. Hill Start Assist, meanwhile, prevents the vehicle from rolling back on inclines, making it easier to start off on uphill slopes, while Lane Change Assist – Side Scan displays a warning signal on the exterior mirror as soon as one of its sensors detects a vehicle in a blind spot during a lane change.



Together with the anti-lock braking system, which prevents wheels from locking up and, thus, maintaining manoeuvrability, and the traction control system, which eliminates wheel spin on poor or unstable surfaces, we felt at ease behind the wheel, secure in our belief that this new Crafter is definitely one of the safest vans on the road.

Comfort

As far as comfort is concerned, we had no complaints in that department either. Our fully adjustable seat was great, but there is the option of the new Crafter's 'ergoComfort' suspension seat that features optimal back care with 20-way adjustment to reduce the impact of any jolts. The combination of manual and electric settings allows you to fully adjust your seat. You can also add heating and a massage function to your seat. The Crafter has a multitude of sophisticated storage options and choice of additional extras to transform its cabin into a comfortable workplace for drivers who spend a lot of time on the road. It has practical storage for smartphones, laptops and tablets along with water bottles and coffee cups for the driver and front

passenger. The central passenger seat can be folded down to create a desk and there are also storage compartments for sunglasses, a torch, folders, gloves and more.

Other features over and above the standard spec on the Trendline model include cruise control with speed limiter, multi-function display plus, multi-function steering wheel and electrically adjustable and heated door mirrors. It also was upgraded with the Business Pack, meaning we also had front and rear parking sensors, air-conditioning, an alarm, two remote control folding keys and an overhead storage compartment in the cab.

Car-Net

Incidentally, available on request are mobile online services that enable you to enhance the new Crafter, transforming it into an Internet-based information centre.

Our Crafter enjoyed a Composition Media DAB+ radio with 8" touchscreen, USB/iPod connection and Bluetooth, App-Connect and Voice control, but with the Car-Net mobile online service you can stay connected to the internet by your smartphone, so the web is behind your steering wheel and you're always online. One of the best things about Car-Net is how easy it is to operate. The system can be controlled via your phone or the touchpad in your infotainment system. You can even control some of the functions via the buttons embedded in your steering wheel.

Car-Net is connected to your vehicle's engine and parts, so if you have access to the Security and Service function it can see exactly how your vehicle's doing at all times. This is especially handy when you're in need of a service as it reminds you when you need to book your vehicle in. It can also capture driving data so you can see how economically you've been driving. The Online Anti-Theft alarm is great for situations where you want to keep an eye on your car, and with the "Speed Alert" service you can activate selected speed limits which the driver of your vehicle should follow.

Verdict

We are not surprised this new Crafter has been picking up loads of awards, not least the 'Best Van' at the Parkers New Car Awards 2018. It has also been named 'International Van of the Year,' by a panel of commercial vehicle journalists from 24 European countries.

The new Crafter clearly has so much going for it. It is safe, it is practical, it is comfortable – and it's also versatile and adaptable. In the world of vans, it can be anything you want it to be. Definitely worth checking out for yourself.





MERCEDES-BENZ X-CLASS ARRIVES IN NORTHERN IRELAND

Hailed as the world's first truly premium pick-up truck, the Mercedes-Benz X-Class has arrived here and Van Ireland's Phil Eaglestone has been among those invited to get up close and personal with it.

The setting for the X Class debut was the stunning privately owned Larchfield Estate outside Lisburn, with its 600 acres, large stone walled converted barn, the walled gardens, converted stables, and the newly refurbished on-site accommodation.

The main house, which dates from the 1860s and is Grade 1 listed, is usually kept private - opened only on occasion for exclusive high-end events.

The team at dealers Mercedes-Benz Truck & Van pulled out all the stops for the day, giving us the privilege of being able to experience the X-Class's superb off-road ability. We first were introduced to the X-Class at the manufacturer's launch in a snow covered North Wales in November. It may look like a pick-up, but it is so much smoother, even off road, thanks to a super and sophisticated suspension system that provides great stability and a more comfortable ride, even at speed over rough terrain.



Some people may want an X-Class as a 'working' pick-up, but we suspect most will want one, if not as a 'status' symbol, then as a business asset or more likely a luxurious family workhorse to be especially utilised in full at week-ends!

Mountain bikes, bales of hay, chainsaws, whatever you want, its loading bed can easily handle dirty, wet or dusty objects up to a length of 1,587mm and weight of 1,092 kg. Between the wheel arches, the loading bed is wide enough for a transversely loaded Euro pallet.

Yes, combining robust practicality with a quiet, comfortable ride, a luxurious cabin environment, extensive on board connectivity and powerful 'Mercedes me' driver support technology, we have to agree that it really is a class apart.



20th year for Renault UK at the CV Show

Renault Pro+ Commercial Vehicles has unveiled details of its stand at the CV Show 2018 running from the 24th – 26th April. This will be the French marque's 20th appearance at the show.

Renault Pro+ Commercial Vehicles will hold a prominent position in Hall 5, with one of the biggest displays, with 13 vehicles on the stand, led by the Master Z.E., the second all-electric panel van added to its range, with deliveries starting in Q4 2018.

Master Z.E. uses technology from the multi award-winning Kangoo Z.E.33 to offer customers a well-tested and reliable all-electric drivetrain, with a real world driving range of 74 miles – perfect for urban deliveries. The Kangoo Van Z.E.33 will also be making an appearance with a fridge van conversion. With its own bespoke power unit integrated into the van, the fridge unit does not draw power from the 33kW battery and therefore does not reduce the real world 124 mile range.

Other highlights include a UK debut for the latest Trafic Camper Van conversion, with a pop-up roof, rotating front seats, solar panel and foldout bed just some of the features. The new Aluminium Tipper fitted to the Master double cab will also be on show, with the conversion weighing less than conventional steel-bodied tippers, the payload is higher.

Renault Tech is the line of factory fitted conversions offered by Renault, on display from the range will be the Master temperature controlled Pharmaceutical delivery van.

With legislation now demanding many pharmaceuticals are delivered by temperature controlled vehicles the addition of a factory fitted conversion to the Master range significantly enhances the customer proposition. In addition,



the Renault Tech Master parcel delivery van will make its first appearance in the UK. With a walk-through bulkhead and racking designed in conjunction with UPS, this factory fitted conversion is ideal of parcel delivery companies.

Finally, the Trafic Formula Edition makes its first appearance since deliveries started, fitted with the Renault exclusive 'Ready4Work by Sortimo' racking system. It enables users to adapt the load area to suit the job in hand.

Van Excellence celebrates awards success

Partners and members of the Freight Transport Association's Van Excellence programme are celebrating after a night of success at the Fleet News Awards 2018.

Companies and organisations

signed-up to the Van Excellence scheme won four awards with three others being named as 'highly commended' and two supporters of the scheme elected to the Fleet News Hall of Fame in recognition of their work in promoting excellence in compliance.

FTA's Head of Vans, Mark Cartwright, says seeing Van Excellence members do so well at the awards was due recognition for the hard work put in by the

scheme's members to improve standards across the industry. "The Van Excellence scheme was set up to champion outstanding operational standards with the aim of improving safety and the reputation of the van industry. The success of our members and partners at the Fleet News Awards shows that the Van Excellence scheme really does help firms to excel and these are awards are very well deserved for many hours and days of hard work by all concerned.

"Every Van Excellence member and partner has made a commitment to aspire to be the very best in the industry and our success in these awards is evidence that many are achieving quite exceptional standards. I would like to offer all our successful Van Excellence members my warmest congratulations."

Membership of FTA's Van Excellence programme is open to all operators of vehicles of 3.5t GVW or less. At its heart is the Van Excellence

Code which sets out standards for best practice in van operations. Van Excellence supports operators who are seeking or who have gained certification, alongside all van owners who are keen to ensure they are operating to nationally-recognised standards.

Mark Cartwright says it is important for operators to acknowledge the need for robust compliance procedures: "With an increasing number of vans on the UK's streets, all road users benefit from improved standards of van driving and maintenance. That's why the Van Excellence programme is so important."

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IVECO DAILY EURO 6: LIVING UP TO HIGH EXPECTATIONS





A lot has been written about the Iveco Daily down through the years, and we have sat behind the wheel of many different models in that time; never did it disappoint, and neither does the new Daily Euro 6, as Van Ireland's Garfield Harrison reports.

This latest Daily Euro 6 builds on the success of the New Daily launched in 2014, 'the best Daily ever', which was crowned "International Van of the Year 2015" and has collected awards across the world – from Germany, where it was named "Best Commercial Vehicle up to 3.5 ton" and "Best KEP Transporter 2015" and the Daily Hi-Matic won the "Innovation Award for KEP Transporter 2015", to Chile, where it received the recognition of "2016 Best Commercial Vehicle".

So, this new Daily Euro 6 has a lot to live up to! There is the choice of powerful 2.3 and 3.0 litre engines developing as much as 210 hp and 470 Nm at the top of the range. It further improves fuel efficiency, with savings up to 8% compared to the previous Euro 5 models thanks to its advanced driveline technologies.

Part of the class-exclusive Hi-Matic family, our 3-litre test drive model was fitted with an 8-speed automatic gearbox, 'designed to provide absolute driving pleasure,' says Iveco - and so it did, thanks in no small measure to features such as the ergonomic multifunctional lever and self-adaptive shift strategy which allowed us to concentrate more fully on the road ahead.

Two gear-shifting modes are available: the Eco mode, providing smooth, low-speed gear changes to emphasise comfort, and the Power mode, ensuring the precise engagement of the gears at higher speeds

for an enhanced driving performance.

Fuel economy is enhanced by the EcoSwitch PRO system that knows exactly when to step in without intervention from the driver, recognising if the vehicle is loaded or not, reducing fuel consumption as well as further lowering emissions.

Improved Cab

What caught our attention, too, was the improved cab, with a greater glass area that offers excellent visibility. It's more comfortable and quieter than in previous models and features loads of storage compartments all strategically placed around the cab for greater accessibility.

These include glove box compartments on the top of the dashboard, a bottle holder, cradle for mobile phone that can double as a handy clipboard, shelves in the overhead console and shelves at floor level below the seats – in fact, everything that you need to make for an ideal and practical working environment.

Then there's a digital radio integrated into the dashboard which offers all the main DAB and FM features with all the multimedia and phone management functionalities we have come to expect on a high-end vehicle. Two easily reachable USBs, for example, make it possible to enjoy multimedia contents through the radio and to charge mobile devices.

This new Daily Euro 6 also comes with access through your smartphone or tablet to an app called "Daily Business Up". Bluetooth connection with the vehicle is automatically established through the radio and in a few seconds you have what essentially is a professional workstation at your disposal.

Safety First

Safety, too, takes priority, with the ESP 9 system which comes as standard. It includes ABS, EBD (Electronic Brake force Distribution), ASR (Anti Slip Regulator), Hill Holder (Assisted Uphill Departure), HBA (Hydraulic Brake Assist), LAC (Load Adaptive Control), TSM (Trailer Sway Mitigation) which detects the presence of a trailer and adapts the electronic stability control strategy in order not to negatively influence the dynamics of the vehicle trailer system, and ROM (Roll Over Mitigation) which as the name suggests mitigates dangerous roll-over situations.

Incidentally, maintenance intervals have been extended to 50,000 km through the use of longer lasting components and consumables – for example, tougher brake pads which are more efficient and durable - resulting in, what we are told, is some 20% more uptime between services.

Verdict

While we only spent a relatively short time in the driving seat, this Daily Euro 6 certainly never disappointed, with its car-like driveability, performance and handling, and its comfortable and practical cab that provides an excellent working environment; a real pleasure. But don't take our word for it: test it out for yourself.



UK PRICING & SPECIFICATION ANNOUNCED FOR NEW MERCEDES-BENZ SPRINTER

The game-changing new Mercedes-Benz Sprinter is now available to order, priced from £24,350 excl. VAT, for June production.

For the new 2018 model, numerous elements of the Sprinter have been reengineered, improved or enhanced. The range expands considerably with the introduction of front-wheel drive models for the first time. The Sprinter will also be the first series-production vehicle with the 9G-TRONIC 9-speed automatic transmission, helping to increase efficiency whilst increasing payload.

The core of the model range will remain; three wheelbases, four vehicle lengths, three roof heights, chassis, chassis crewcab, Tourers, and an all-new Tractor Head chassis specifically designed for motorhomes. Four-cylinder and V6 turbocharged commonrail diesel engines remain available alongside 7G-TRONIC PLUS (for RWD models) and 9G-TRONIC automatic transmissions (for FWD models).

The new Sprinter will offer the most advanced connectivity solution ever fitted to a van. Mercedes PRO connect will launch in June 2018 with the arrival of the first new Sprinter models. 18 Services will be available at launch and will offer innovative and class-leading services to customers. The Communication Module, offered as standard, has an in-built LTE SIM-card which offers rapid data transmission between vans, drivers and vehicle managers. Technical highlights include Eco Monitoring – which allows real time fuel consumption data to be reviewed. Theft Management monitors the alarm and pre-defined geofences to warn against possible thefts. Real time and historic location coordinates can be reviewed and several service and maintenance parameters can be monitored to prevent downtime.

Also debuting in the new Sprinter is MBUX – Mercedes-Benz User Experience, technology carried over from the passenger car range, is fitted as standard in conjunction with a

7-inch touch screen; with steering wheel touch pads, Apple CarPlay, Android Auto, USB-in, Media Interface and finally DAB radio for the first time in a Sprinter.

An MBUX head unit with a 10.2-inch touch screen is also available. All MBUX headunits are available with an optional integrated Navigation System with Live Traffic and a range of Mercedes PRO Headunit functions.



Safety

The new Sprinter redefines safety. Again. With Active Brake Assist, the new Sprinter can brake autonomously to help prevent rear-end collisions and collisions with pedestrians.

The Sprinter is the only van available on the market with Active Brake Assist with pedestrian protection included, underlining Mercedes-Benz' commitment to the safety of drivers and other road users alike. Like the Vito, the new Sprinter will also be fitted with ATTENTION ASSIST drowsiness detection, to prevent fatigue and encourage drivers to drive responsibly with breaks when they get tired.

The Mercedes-Benz Emergency Call system can summon rescue services in the event of an accident whilst Rear Cross Traffic and Exit Alert monitors the rear of the vehicle, and can autonomously brake in the event of an impending collision. In the event of an accident, Sprinter automatically applies its brakes to prevent secondary collisions.

Interior

The interior of the new Sprinter is a completely new design which once again establishes the perfect balance between practical functionality and a class appearance. A diverse range of equipment is available to tailor the interior precisely to the tasks in hand and individual needs.

The scope of equipment for communication and entertainment ranges from the smartphone holder through the Mercedes-Benz User Experience with USB and Bluetooth® interface to the multimedia system with large, high-resolution touchscreen, fast hard-disc navigation with 3D map display and smartphone integration. For pleasant temperatures inside the cockpit, owners can choose between a semi-automatic air conditioning system or automatic climate control, according to their comfort requirements. For selected Tourer models there is a choice of three different roof-mounted air conditioning systems, including one high-end option.

The storage compartment concept has also been revised and implemented as a modular system. This means that storage compartments can optionally be closed with a lid or provided with cup holders, for example.

Standard specification for the New Sprinter has been upgraded over the outgoing model and now includes significantly enhanced features such as a 7" touchscreen MBUX multimedia system with DAB radio, Active Brake Assist, Attention Assist, automatic headlights, Keyless Start, electrical power steering, an adjustable multi-function steering wheel with touch control buttons.



Apprentice Programmes Take Priority at Leyland Trucks

For Leyland Trucks, apprentice programmes are part of the fabric of the business, with a long history of apprentices based at its state-of-the-art site in Leyland, Lancashire, where it produces the full range of DAF Trucks for the UK and European market.

Ivan Shearer HR Director, at Leyland Trucks, said the company is currently recruiting its 2018 apprentice intake. "The apprenticeship programme has always been an important

element of Leyland's employment and retention strategy. While apprentices continue to be offered opportunities within our assembly areas, roles have now been expanded to include

placements in the business, design engineering, fabrication, IT and maintenance departments."

Apprenticeships at Leyland offer a mixture of on-the-job training in conjunction with formal learning via partner colleges. On joining the company, every apprentice is given a structured plan for their development which includes a clear and logical sequence of rotations between departments as they move from one learning area to the next.

Leyland's apprentices are sourced via a comprehensive campaign which includes dialogue with local schools and colleges, advertising with the apprenticeship service and raising awareness of opportunities internally with current employees.

Members of FTA Emissions Scheme Lead the Fleet on Clean Air

Members of the Freight Transport Association's Logistics Carbon Reduction Scheme (LCRS) have continued to cut vehicle emissions and fuel costs, according to the latest data.

"LCRS members have continued to make significantly better progress in reducing carbon emissions when compared to the freight sector as a whole," explains Christopher Snelling, Head of National Policy at FTA, "which is testament to their willingness to trial and accept new technologies.

"In fact, LCRS members

registered average emissions levels almost 13% per vehicle km lower than in the wider logistics industry. This reduction in emissions directly led to a similar saving in fuel costs. In a marketplace where emissions standards are increasingly under the spotlight, the LCRS results demonstrate what can be achieved with a

willingness to adapt and learn from previous behaviours.

"The freight sector is often blamed for all of the nation's air quality woes, yet the LCRS members have demonstrated there are significant improvements which can be made with some relatively small operating changes."



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Renault Trucks to Start Selling Electric Trucks Next Year

Renault Trucks has announced that it will launch a range of electric vehicles in 2019, capitalising on the experience gleaned from ten years of testing electric trucks in real-life conditions with its customer-partners.



The all-electric trucks are primarily designed for use in urban and inter-city situations and will be produced at the Renault Trucks plant at Blainville-sur-Orne in Normandy, France.

Electromobility is the cornerstone of Renault Trucks' strategy for sustainable urban transport. Zero-emission vehicles help improve air quality, curb climate change and also reduce congestion thanks to noise-free out-of-hours deliveries. Tomorrow, electric trucks will be simply indispensable for city centre access. "As we transition to a lower carbon economy, electric trucks are driving the future for urban operations - we excitedly await production availability for our UK customers," comments Nigel Butler, Commercial Director, Renault Trucks UK.

DAF Trucks - 90 Years of Innovative Transport Solutions

DAF Trucks are celebrating their 90th anniversary. On 1 April 1928, Dutch engineer Hub van Doorne started a small construction workshop in the city of Eindhoven, the Netherlands. From these humble beginnings, DAF has evolved into a leading global truck manufacturer focused on innovation, quality, and transport efficiency.

It was in 1949, the first DAF truck entered production and the company name became Van Doorne's Automobielen Fabriek. A year later a dedicated truck factory was built and production started with three, five and six tonne truck chassis and the truck company we know today was on its way.

In 1996, DAF became a PACCAR company. Since then, DAF has continued its leadership position as a global technology leader with major developments in trucks, engines, and state-of-the-art facilities.

DAF launched the new LF, CF and XF series in 2001 and 2002, the award-winning XF105 model in 2005, and the Euro 4 and 5 program in 2006. A full range of new, ultra-clean Euro 6 models entered production in 2013. And in 2017, the New CF and New XF were named 'International Truck of the Year 2018' for their class-leading transport efficiency and impressive fuel efficiency gain of 7%. Also in 2017, in the UK, the New LF was awarded 'Commercial Fleet Truck of the Year'.

"DAF provides a complete range of excellent trucks that offer the industry's lowest operating costs, best



Hub van Doorne.

transport efficiency and highest driver comfort," said Preston Feight, DAF president. "Thanks to the wonderful team of over 10,000 dedicated people who design build, sell and support its quality trucks, engines, parts and services DAF is well positioned to continue growing successfully around the world."

Renault Trucks Offers 2 Years Warranty On Fitted Parts

Renault Trucks is now offering a 2-year warranty on parts fitted through an authorised dealer workshop and so, with no mileage restrictions, this extended warranty offers all customers both protection and peace of mind.

This warranty applies to Renault Trucks Genuine parts, eXchange parts (spare parts re-manufactured in accordance with very strict industrial processes)

and all genuine accessories.

Under this warranty, faulty parts will be replaced free of charge by any authorised Renault Trucks

workshop. Any labour costs and breakdown assistance, if required, are also covered, as are any costs incurred through consequential damage to any other components.

FORS '2017 Review' highlights major boost to member benefits

The Fleet Operator Recognition Scheme has published its 2017 Review, the scheme's annual report and assessment of the previous 12 months' activity.

Chief among the 2017 Review's highlights is the huge increase in member benefits resulting from investment in new products and services.

Today, FORS membership provides significantly more benefits than ever before, with products and services introduced in 2017 alone.

The 2017 FORS Review also describes in detail the continued growth in membership – notably with 264 operators progressing from FORS Bronze to Silver and 59 operators progressing from FORS Silver to Gold. While end-of-2017 figures showed total membership increase to 4,654, FORS continues to grow and, to date in 2018, FORS membership now stands at 4,755 operators.

Immediate and positive response has already prompted FORS to announce its third annual FORS Members' Conference, again at the National Conference Centre in Solihull, on Tuesday 16 October 2018.



Record Trade Through Belfast Harbour

Trade through Belfast Harbour in 2017 increased to a record 23.7m tonnes, up by 600,000 tonnes (circa 3%) on the previous year.

Belfast Harbour, which handles more than 70% of Northern Ireland's seaborne trade, said that despite the low level of growth in the local economy, significant and strategic investments by the Port and its customers were having a positive impact, as was the relative weakness in sterling on exports.

Freight traffic on StenaLine's Ro-Ro services continues to grow, reaching a record 514,000 vehicles (up 2%) with external demand for Northern Ireland's agri-food produce a key driver for the increase. Linked to this, demand for animal feeds and grains rose by 11% to 2.2m tonnes, assisted by improved farm incomes arising from higher milk prices as well as last year's poor weather conditions. Container traffic also rose by 1.6% to over 125,000 units.

In reporting record trade handled, Belfast Harbour Chairman, David Dobbin, also highlighted some of the challenges which the business is facing in 2018 and the years ahead.

This year has also seen Joe O'Neill, previously Commercial Director, take up the position of CEO, succeeding his long-standing predecessor Roy Adair.

Commented the chairman: "While Belfast Harbour has seen record levels of overall trade handled in 2017, the picture for individual trade categories is somewhat mixed. We are seeing growth in ferry and cruise ship activity, container traffic,



agrifood, steel and aggregates, however, we are also seeing ongoing declines in power station coal and liquid fuel as the local natural gas network is extended.

"We would expect a further reduction in power station coal volumes in 2018 with the potential closure of Kilroot. Having seen a record year in shipments of wind farm components in 2017, we also anticipate activity will reduce with the completion of currently planned offshore wind farms and expected delays before new schemes are approved.

"The good news is that we anticipated these trends and have invested more than £250m in the last 10 years in infrastructure

and facilities to support the growth sectors and futureproof the business. We are also in the process of making significant investments in ferry and container handling facilities, new cranes and materials handlers, and in new logistics and storage facilities.

"These changes in our business environment are informing our strategic thinking for the coming years and offer us the opportunity to diversify our business, whilst continuing to support the regional economy."

Added Joe O'Neill: "Our investment strategy ensures that we provide the best facilities to our Port users and tenants, and our 2017 trade results underpin that. Belfast

Harbour's success is driven by the innovative, dynamic, forward thinking companies which use the Port and are pushing their own businesses forward on a global stage. I look forward to continuing to work with all our customers and tenants in the coming years and to support their on-going success."

Michael Robinson, Belfast Harbour's new Commercial Director, said: "There has been much uncertainty about economic performance in the past 12-months, but an increase of 600,000 tonnes year-on-year in Port throughput suggests that local businesses are more resilient than expected.

"Ferry passenger numbers increased to over 1.5m for the first time in 13 years and the Port welcomed a record 155,000 cruise visitors."

Aggregate exports from Belfast Harbour surpassed 1.5m tonnes for the first time, up 16% year-on-year and up 60% in the past five years, highlighting the importance of the local quarrying sector to the Northern Ireland export economy and the success of Conexpo which exports products to road building projects across Europe.

Imports of steel for the local heavy manufacturing and construction sectors rose by 14% to a record 211,000 tonnes. The development of a dedicated offshore wind terminal by the Harbour also continued to generate traffic. The terminal handled 305,000 tonnes of wind farm components last year, the highest since it opened in 2013.

Tourism Boost with 117 Cruise Ships to Arrive in Belfast in 2018

Cruise Belfast has confirmed details of its 2018 cruise schedule, heralding another record cruise season for Belfast and Northern Ireland with 117 ships expected to dock in Belfast Harbour bringing more than 200,000 visitors to Northern Ireland.

Some 25% more ships are booked to arrive in Belfast Harbour compared to last year. These include eight new Cruise Lines which have added Belfast to their itineraries, joining the cruise industry's leading operators Carnival, Royal Caribbean and Cunard.

The city is also becoming increasingly popular with 'Exploration and Adventure' ships which operate at the luxury end of the market.

More than half of the ships calling will each bring over 1,000 visitors to Belfast with the largest ship, the 330m long Royal Princess, bringing more than 61,000 passengers to the city during her 12 calls. August will be the busiest month with 26 cruise calls bringing over 40,000 passengers and crew.

Among the new lines calling is Swiss-based Viking Line which has recently diversified into ocean going cruising having previously concentrated on the popular European river cruise market. Viking Line has scheduled four calls to Belfast in 2018 bringing almost 6,000 visitors in total. Other first time callers include 'mega-yacht' operator Variety Cruises which is scheduled to call ten times this summer.

The length of Belfast's cruise season has also extended with the first call due in mid-March and the last call in mid-October. For the first time it's expected that passenger and crew numbers to Belfast will break the 200,000 mark, up almost 50,000 in a year.

DisneyMagic

Meanwhile, Mickey Mouse, Donald Duck, Rapunzel and a host of other Disney stars – plus 3,650 passengers and crew – will be docking in Belfast Harbour in autumn 2019 as Disney Cruise Lines have confirmed they will visit for the first time.

The luxury liner, 'Disney Magic' is painted in Mickey Mouse-inspired colours – black hull, white superstructure, yellow trim and two giant red funnels – and is visiting Belfast as part of a seven-night British Isles cruise.

The ship, whose horn plays the first seven notes of 'When you Wish Upon a Star', will dock in Belfast Harbour for one day in September 2019. It is said that Disney ships are unique because they're the only ships in the world to have four captains, the ship's Captain, Captain Mickey, Captain Hook and Captain Jack Sparrow.

Irish Ferries Deliver Another Resilient Performance

Irish Continental Group (ICG), which operates Irish Ferries, produced another resilient performance in the face of continued increasing fuel costs as a result of a rise in global US Dollar oil prices.



Revenue for the year grew by 3.0% to €335.1 million (2016: €325.4 million). Overall Group operating profit was €89.0 million (2016: €62.6 million).

The RoRo freight market between the Republic of Ireland and the U.K. and France continued to grow in 2017 on the back of the Irish economic recovery, with the total number of trucks and trailers up 5.1% to approximately 998,200 units. On an all-island basis, the market increased by approximately 3.8% to 1.82 million units.

Irish Ferries' carryings, at 287,500 freight units (2016: 286,100 freight units), increased by 0.5% in the year with volumes down 0.4% in the first half and up 1.3% in the second half. The strong growth in the freight market in 2017 reflects the continued strong performance of the Irish economy. The Irish Ferries performance represents a consolidation of previously reported average growth of 7.4% in 2015 and 2016.

Revenue in the Container and Terminal division increased to €131.9 million (2016: €123.9 million). The revenue is derived from container handling and related ancillary revenues at its terminals and in Eucon from a mix of domestic door-to-door, quay-to-quay and feeder services with 69% (2016: 70%) of shipping revenue generated from imports into Ireland.

Containers handled by the Group's terminal operations in Dublin Ferryport Terminals (DFT) and Belfast Container Terminal (BCT) rose by 3.0% at 296,800 lifts (2016: 288,100 lifts). DFT's volumes grew by 4.7%, while BCT's volumes increased by 0.7%.

Outlook

Chairman John B McGuckian said that since the last update to the market, in the Interim Management Statement of November 2017, trading conditions have remained favourable.

"For the full year 2017 the Ferries Division recorded strong volume growth of 1.7% for passengers, 2.4% for cars and 0.5% for RoRo freight. In the Container and Terminal Division overall container volumes shipped were up 5.9%, while port lifts were up 3.0%.

"In the period from 1 January 2018 to 3 March 2018, car and passenger volumes have benefited from additional high speed ferry sailings. Irish Ferries carried 35,600 cars up 9.1% while the number of passengers carried increased to 135,500 passengers, up 4.5%, compared with the same period last year.

"Due to prolonged bad weather in the period up to 3 March 2018 conventional sailings decreased 9% year on year. Irish Ferries carried 43,800 RoRo units in that period which is down 3.3% on the prior year.

"In the period from 1 January 2018 to 3 March 2018, the Container and Terminal division container carryings were 57,200, an increase of 4.6% on the corresponding period last year. Port lifts were 51,700, an increase of 5.7% compared to the same period last year.

"World fuel prices have strengthened over the last number of months offset by the positive benefit from a weaker US Dollar. Overall Euro fuel costs remain at manageable levels with our fuel surcharge mechanisms remaining in place.

"Despite the uncertainty around the implications of the UK government triggering Article 50 of the EU Treaty in March 2017, the economic outlook in our sphere of operations continues to improve. We look forward to another year of volume growth in our markets of operation. The Group is also set to benefit this year from the introduction of the new cruise ferry MV W.B. Yeats in the summer of 2018 which will bring additional earnings potential for the Group."

Stena Line launches 'battery power' initiative

The next step in Stena Line's ongoing sustainability strategy is to test new environmentally friendly energy options for the propulsion of its vessels.

Stena Line recently signed a contract with Callenberg Technology Group for batteries with a total capacity of 1 MWh which will be installed on the Stena Jutlandica, which operates between Gothenburg and Frederikshavn. This means that, before the summer, battery power during 'in port' operations will become a reality.

The battery project is an important part of Stena Line's ongoing sustainability strategy. Stena Line has set an ambitious target for battery propulsion to be able to help power vessels for up to 50 nautical miles.

If this project is successful, battery operation may also be applicable to other vessels within Stena Line's fleet of 38 vessels.

Stena Line Ports Invests £4m In Holyhead Port Upgrades

Stena Line Ports has invested more than £4m in upgrades to improve infrastructure at the Port of Holyhead after recording a record year for freight growth.

The upgrades included the creation of additional freight space at the Port and also extensive refurbishment to the Terminal 3 ramp.

Captain Wyn Parry, Stena Line's Irish Sea South Ports Manager, said: "We're always looking at ways to improve our facilities for our freight and travel customers and the two upgrades will certainly have a positive impact on our ability to remain competitive and efficient. The new lower deck of T3 was fabricated by McGregor Ltd and transported to the Port by barge."

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Stena Line's new RoPax vessels beginning to take shape

The official keel-laying ceremony recently took place at the AVIC Weihai Shipyard in China for Stena Line's new RoPax vessels.

This traditional maritime event marks the start of the construction phase of the hull and the exterior parts of the vessel.

"This is an important milestone in our exciting new ship building project," said Niclas Mårtensson, CEO Stena Line, who also took part



Stena Line CEO Niclas Mårtensson (third from left) attended the official keel-laying ceremony for Stena Line's new RoPax vessels at the AVIC Weihai Shipyard in China. This traditional maritime event marks the start of the construction phase of the hull and the exterior parts of the vessel.

in the traditional Coin Ceremony where 4 coins (GBP, EUR, SEK and RMB) were placed under the keel-block as a symbol of good fortune.

The new vessels have a planned delivery timetable during 2019 and 2020. They will be 50% bigger than today's standard RoPax vessels and this significant investment illustrates a continuation of Stena Line's successful RoPax concept which mixes freight and passenger traffic as part of its operational business model.

"Our overall target is that these vessels will be the absolute state-of-the-art when it comes to energy efficiency, flexibility and customer service. In particular, we are placing heavy emphasis on developing a range of exciting new digital features which will provide our customers with unique additional services connected with their journey as well as developing a new, integrated digital onboard experience," said Niclas Mårtensson.

The new RoPax vessels will be deployed on the Irish Sea and represent a key strategic investment to continue to further strengthen Stena Line's business in the region.

"We have a positive outlook on the future and foresee continued growth within ferry transportation so this is an important strategic step in helping us to prepare our business to leverage that anticipated growth."

P&O Ferrymasters Opens Warehouse Facility at Liverpool Port

P&O Ferrymasters has further expanded its supply chain network by opening an 800 square metre warehouse at Liverpool Port to support its customers with cross-docking operations and feed its connection with P&O Ferries' Liverpool-Dublin sailings.

The warehouse - which will be open 24 hours a day and comprise eight loading bays supporting trailer and container operations - will give the logistics company an increased capacity to handle the projected

uplift in daily full and part-load shipments across the Irish Sea.

It will also support daily groupage and cross-docking operations, where loads from more than one customer are consolidated.

Andy Apsley, P&O Ferrymasters' General Manager Ireland, said:

"Following feedback from our customer base, we are introducing a cross-docking facility at Liverpool Port which will enable

all customers to benefit from our portside location, streamline their logistical requirements and ultimately reduce their costs. Industry-leading IT systems such as load and cost optimisation and track and trace visibility will further enhance the customer experience.

"We manage more than 800 trailer movements a week into and out of the United Kingdom and our unique value proposition is being able to offer our customers - who come from all sectors including retail, fast moving consumer goods, automotive, and horticulture - a seamless, reliable and punctual service between Ireland, Britain and continental Europe."

Investment Puts Belfast at Heart Of Hi-Tech Coal Industry

Investments totaling £30m by Northern Ireland-based LCC Group and Belfast Harbour have put the city at the centre of the global supply chain for hi-tech coal.

Since opening last year, LCC's £12m facility has handled almost 500,000 tonnes of processed coal which is exported directly across the world to destinations such as Saudi Arabia, Australia, Scandinavia, mainland Europe and North Africa.

LCC's investment and export opportunity is built upon a c.£20m investment by Belfast Harbour in recent years to enhance its deep water and craning capability.

The LCC facility, the most sophisticated of its kind in the world, removes impurities from coal. The coal is then used to produce ferro alloy and silica metals which are used in the manufacture of

hi-end products such as solar panels and medical equipment. LCC imports coal to Belfast from Columbia for processing before onward export.

Over 130 direct and indirect jobs are supported by the operation including engineers, lab technicians and port support services. Michael Loughran of LCC Group, said: "This £12m investment means that LCC operates one of the most environmentally friendly, state-of-the-art coal processing facilities to be found anywhere in the world. In addition to creating 30 new jobs and up to 100 indirect jobs in supporting sectors, the facility has put Belfast at the heart of the global hi-tech coal industry.

"Working in partnership with Belfast Harbour and building upon its investments in port infrastructure, LCC is now to the fore of the emerging clean-tech coal sector. The facility is designed to meet the most stringent 21st century environmental standards, and uses the most up-to-date technology to combat potential air and water pollution."

Michael Robinson, Belfast Harbour's Commercial Director, added: "In recent years Belfast Harbour has invested around £20m in a new deep-water quay and new, larger cranes to enhance its bulk cargo operations in anticipation of our customers' future needs. This has enabled the Port to handle ever larger vessels and accommodate LCC's new facility beside its main bulk handling quay at Stormont Wharf.

"Belfast Harbour is now handling direct export shipments to Saudi Arabia for the first time in its history and recently exported bulk cargo to Australia for the first time in living memory. This new trade is also supporting jobs across a wide range of port services including stevedores and hauliers."

Mercedes-Benz eActros to roll out to customers in 2018

In 2016 Mercedes-Benz Trucks became the first manufacturer in the world to produce a heavy-duty electric truck. The technology pioneer is now taking the logical next step: putting its electric truck, the eActros, out on the road with operators.

Ten vehicles in two variants, with gross weights of 18 or 25 tonnes, have been handed over to customers, who will be testing their everyday feasibility and economic efficiency under real-life conditions. The long-term aim: locally emission-free and quiet driving in urban environments with series-production trucks.

At the 2016 IAA Commercial Vehicles show in Hanover, Mercedes-Benz displayed its concept for a heavy-duty electric distribution truck for urban areas. The reaction from the general public, politicians and customers was positive across the board. In Germany alone, some 150 serious enquiries were received.

Using expertise from across the Daimler Group, an interdisciplinary team from Daimler Trucks

has designed a vehicle capable of coping with everyday distribution operations. A number of technical and, above all, business-related issues remain outstanding, key among them the range and cost of the batteries, but also the infrastructure required for their use as part of customers' commercial fleets.

Stefan Buchner, Head of Mercedes-Benz Trucks, added: "We are now passing both two- and three-axle variants of our heavy-duty electric truck, the Mercedes-Benz eActros, into the hands of customers. Initially the focus will be on inner-city goods transport and delivery services – the ranges required here are well within the scope of our Mercedes-Benz eActros."

The eActros will be used to undertake tasks



that would otherwise be completed by vehicles with conventional diesel engines. According to need, they are fitted with refrigerated boxes, tank or curtainside bodies. The drivers are being trained specially to work with the eActros. The pilot customers will be testing the vehicles in real-life operations for twelve months, after which the trucks will be going out to a second round of customers for a further year.

"This will enable us to satisfy the many requests we have had from customers and to gain even more insight," said Stefan Buchner. "Our aim is to achieve series-production and market maturity for a range of economically competitive electric trucks for use in heavy-duty transport operations with effect from 2021."

Right Hand Drive Range T High Offer Now Extended

Exceptionally strong demand and customer orders for the right hand drive Range T High in the UK and Ireland has prompted Renault Trucks to expand its offer for the new vehicle with an extended range of options.

"We have been delighted by the number of enquiries we have had since announcing the right hand drive Range T High, and our initial production run has already been taken up. As we prepare to deliver our first customer vehicles it has become clear that each operator has a very specific job in mind for their Range T High,"

says Nigel Butler, Commercial Director, Renault Trucks.

"In response to that I am pleased to confirm that we have opened up the Range T High offer, initially available in three specification 'packages', so that customers can choose from the widest range of options available. As

well as the core benefits of the fully flat floor and more spacious and luxurious sleeper cab, every T High can now be specified to each operator's individual requirements," he continues.

Driving new opportunities for the brand with long-haul operators and owner drivers, the newly

engineered right hand drive Range T High provides outstanding space, comfort and refinement as well as delivering a leading total cost of ownership package. It offers the same cab layout as the standard model that is raised by 300mm to give a flat floor, allowing drivers to take full advantage of the spacious and thoughtfully designed interior.

Kögel introduces new NOVUM generation of trailers

Kögel is gradually introducing the new and reliable external frame and body already known from the Kögel Lightplus for its Cargo, Mega, and Light platform trailers.

The Kögel tarpaulin semi-trailers are also receiving further optimisations as part of the new NOVUM generation.

NOVUM not only introduces the new external frame and body but also the new, optimally designed Kögel modular system with optimised, uniform new modules, assemblies, and components. This enables an extremely high level of individualisation for the NOVUM generation trailers, with Kögel addressing the wide ranging requirements of the market.

In future, all NOVUM generation vehicles will have a sturdy, torsion-resistant welded frame with full-width cross beams for high payloads and concentrated loads. Even more stability is

provided by a new, slimmer yet stronger rear cover plate as well as the new air and lighting console on the front wall, which transfers forces along the side member to the frame.

The new external frame profile greatly increases the accessibility of the VarioFix lashing points, allowing the cargo to be lashed to the VarioFix perforated steel external frame with the tarpaulin closed and also in combination with the optionally available drop sides. When using belts with claw hooks, the drop sides need to be open to attach them.

The drop sides can remain closed when attaching belts with flat hooks. The 13 pairs of lashing shackles included as standard are now available with grip hooks at the sides for

easier handling and have a tensile force of 2,500 or 4,000 kilogrammes respectively.

Body

In the basic design, the front wall, including the front volume corner posts, the rear corner posts, and the rear wall door portal are made of aluminium. The standardisation of the corner posts with and without a lifting roof results in the following benefits. Particularly in conjunction with a lifting roof, weight savings are made.

In addition to that, it is easier to position pallets along the front wall with side loading. Furthermore, all the drop side spacing is now a standard size on NOVUM generation vehicles. This means that differently sized slats are a thing of the past. The slat pockets can be arranged flexibly using a perforated profile on the corner posts and in the slat storage console. Naturally, the new semi-trailer generation also has a DIN EN 12642 Code XL load-securing certificate.

Kögel is rolling out this update gradually for all Cargo, Mega, and Light variants. The Kögel Lightplus is already available. As of March, the Cargo Coil and Cargo Coil Rail will move to the NOVUM generation. Other variants of the NOVUM generation will then be available by/ as of the IAA Commercial Vehicles 2018.

DAF Trucks Presents Limited 90th Anniversary Edition

DAF Trucks has unveiled a limited 90th anniversary edition of the new XF to commemorate the fact that 90 years ago Hub van Doorne laid the foundation of DAF, now one of Europe's most successful truck manufacturers.



The anniversary edition features a premium option package, exclusive striping and subtle exterior design elements. To stress the exclusivity of this special truck it comes with the class leading Super Space Cab and PACCAR's most powerful 530 HP/390 kW MX-13 engine.

The 90th anniversary edition is limited to only 250 vehicles. It is available as a 4x2 tractor (FT) for the markets on the European continent and as a 6x2 tractor (FTG) for the UK and Ireland. Each vehicle features a unique number, which is

visible in both the decorative finish inside the cab as well as in the specially illuminated DAF logo panel that can be seen when the door is opened.

The unique limited edition of DAF's 'International Truck of the Year 2018' is available in three attractive metallic colours: Anniversary Black, Rouge Flamme and Jamaica Blue. Coloured strips in blue or red on the grille express the exclusivity of the XF 90th anniversary edition. A hand crafted version of DAF's famous historic logo is proudly displayed on the front of the truck,

as well as on the sides and back of the cab. DAF's unique 90th anniversary edition has a very rich specification. It features – among other things – an air suspended Super Space Cab with all exterior parts in cab colour, LED headlights, Skylights, fog and cornering lights, a roof air deflector with side collars, side skirts (4x2) and Alcoa aluminium wheels. Air horns are mounted on the cab roof.

Unique interior

The ultra-comfortable interior – in Exclusive trim – has unique features like the embossed historical DAF logo in the head rest of the Xtra Leather air seats. DAF's classic logo is also applied to the deco strips on the doors, on the Driver Information Panel and the high-end radio-navigation system.

Furthermore, the interior trim is equipped with full leather seats, leather armrests and door panels and a leather finish on the steering wheel. Climate control, a roof mounted parking cooler, TruckPhone, a microwave, DAF's renowned refrigerator under the lower bunk and the DAF Night Lock are all included.

Luxury gift set

Each 90th anniversary edition of the XF comes with a numbered, luxury gift set.

The set includes a full leather travel bag, a stylish jacket with leather details, a DAF Waterman pen in customised leather box, a leather credit card wallet and a 90th anniversary edition sketch signed by DAF's chief designer Bart van Lotringen.

"When developing his trucks, Hub van Doorne focused on technology, functionality and driver comfort," stated Preston Feight, President of DAF Trucks. "The elite 90th Anniversary Edition pays respect to the founder of our great company."

Knorr-Bremse posts record sales

Knorr-Bremse returned record sales of €6.24bn in 2017. Both divisions, Rail Vehicle Systems and Commercial Vehicle, Systems, contributed equally to this achievement.

Incoming orders rose

even faster, despite substantial extraordinary expenses due to foreign exchange effects, the attempted acquisition of Haldex, and the transition to IFRS reporting.

"For us, the past financial year was particularly dynamic and

aspirational, so we are all the more delighted at our strong growth and record sales. As this clearly shows, the steps we have taken to set the stage for sustainable and profitable growth are proving effective," comments Klaus

Deller, Chairman of the Executive Board of Knorr-Bremse AG.

"We also scored major market successes in all of our regions, not least in the rail freight sector in India, in the braking sector per se and in the field of transmission control for commercial vehicles in China and Japan."

The Commercial Vehicle Systems division returned record sales

of €2.93 bn (2016: €2.52 bn). All regions contributed to this top-class performance.

A significant development was the decision by Dongfeng Motor Group in China to partner with Knorr-Bremse in the development of automated manual transmissions for new generations of heavy-duty trucks. Through this move, one of the world's largest truck manufacturers in the most important market is clearing the way for the ongoing success of automated manual transmissions.

Pioneering Automation Work Puts Humans and Safety At The Centre

The steady advance of vehicle automation enables exciting possibilities for the transport industry and society as a whole. And Volvo Trucks has been at the forefront of this evolution for well over two decades.

A newly-released two-part film presents the Volvo Trucks view on how automation is set to transform the way we live and work in the coming years.

The technological possibilities of tomorrow have been inspiring and intriguing us for generations. Today technology moves faster

than ever. Robots taking over the service industries. Cars and trucks driving themselves.

This can give the impression of a rather faceless and functional future, yet automation already plays a huge part in our lives and, for Volvo Trucks, humans have always been - and will remain - at the very centre of a forward-

thinking philosophy. As technology now moves to a point where seemingly radical new concepts are within touching distance, Volvo Trucks continues to develop practical solutions to make the lives of drivers, customers and other road users both easier and safer.

Volvo Trucks' latest films available on YouTube, 'Automation – the 'Big Change' and 'Automation – Driving into the Future' deal with today's hot topics surrounding future truck technology. The two-part film zooms in on the life and work of two key players from Volvo Trucks, Sasko Cuklev and Ann-Sofi Karlsson. The films show the vision and purpose behind the on-going automation work by Volvo Trucks, as well as the hopes and concerns of those whose daily lives it will impact.

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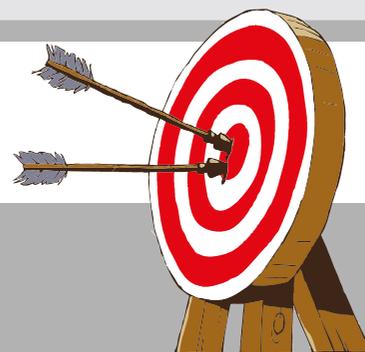


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