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## COVER STORY

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### COMMENT

**There is no respite from Brexit. It continues to dominate the headlines and the thoughts of businesses in general, but more specifically, the transport and logistics sectors, and with very good reason, especially for those earning their living in Northern Ireland.**



We simply cannot put it any better than Martin Reid from the Road Haulage Association, when he writes for this issue of Export & Freight: "It is vital that all the parties across the UK and Irish political sphere listen to the transport and logistics sector. Ours is the 5th biggest employer in the UK and absolutely vital to the coffers of UK plc, so politicians of all political colours and from all sides of the debate must listen to the concerns of their haulier constituents or we face a future where one of the biggest industries in the UK let alone Northern Ireland is under resourced, under prepared and difficult to do business with." Yes, that says it all.

On to other matters now, and the driver shortage hasn't gone away, you know! Interestingly, women might hold the key! More women are being encouraged to consider a career in the transport and logistics industry; currently only around 20% of the workforce is female, so it is good to know that recently, Women in Logistics (WIL) was incorporated into the Chartered Institute of Logistics and Transport (CILT UK) to create a wider platform to extend its reach. You can read more in this edition.

Also in this issue, we take a look back at what was a very interesting Commercial Vehicle Show in Birmingham, despite the absence of most of the major truck manufacturers, and we also hear from two individuals who are at the forefront of our industry as we come 'face to face' with Dave Cussans, who returned to MAN as Head of Own Retail in September past, and Andy Barrett, Chairman and Managing Director of Ford of Britain.

Special features focus on Finance and Asset Insurance in the transport sector, while on the test drive front we report on the new Iveco Stralis XP, Iveco's Daily Blue Power, and Ford's Transit Custom. We also hear from DAF who give us a glimpse into tomorrow's world of transport.

In shipping, Clare Guinness, CEO, Warrenpoint Port, unveils a major 25-year growth plan as it forecasts a continued growth in trade following Brexit. The Masterplan document, which covers 2018-2043, aims to build on the port's position as the second largest port 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](http://www.exportandfreight.com)

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# Kilwaughter Minerals boosts fleet efficiency with FORS Bronze accreditation

Kilwaughter Minerals has reported a boost to fleet efficiency after becoming the latest Northern Ireland operator to achieve FORS Bronze accreditation.

**The company saw** FORS, the Fleet Operator Recognition Scheme, as an opportunity to not only improve the management of its fleet, but also to satisfy training and development opportunities across the company.

Larne-based Kilwaughter Minerals is just one of a number of Northern Ireland based companies to join FORS. The scheme is rapidly establishing itself as an influential reference point for operators looking to improve safety, boost efficiency and increase sustainability.

The company has worked diligently to meet the FORS Bronze accreditation requirements, and as a result, has made significant changes to its working practices. The process revealed gaps in training for Kilwaughter, which led to a review of training and development across the whole site.

Graham Matthews, Kilwaughter Minerals Production Manager, commented, "We decided to go for FORS as we saw this as an opportunity to improve the management of our fleet to a recognised standard and we found the accreditation process to be informative, constructive and positive. FORS will help us to deliver improvements in areas such as fleet management and fuel consumption, supporting



(L-R) Neil Bareham, Kilwaughter Minerals Quality & Environment Manager, Peter Morrow, FORS Manager Northern Ireland, Graham Matthews, Kilwaughter Minerals Production Manager and Neal Dunning, Kilwaughter Minerals Bulk Production Supervisor.

our aims of safe and efficient haulage."

Peter Morrow, FORS Manager – Northern Ireland, added, "Kilwaughter is the latest in a growing number of Northern Ireland based companies to join FORS, and we are delighted to have

them on board. Although Kilwaughter only has a small fleet," he said, "it is striving to operate the whole business to the highest standards, and we are keen to work closely with the company to help with continuous improvements."

## Unique insight into vehicle enforcement from ROI's Road Safety Authority

Delegates attending the Freight Transport Association's annual Transport Manager Northern Ireland Conference, sponsored by Iveco, will have a unique opportunity to hear from Kathleen Callanan, Head of Enforcement at the Road Safety Authority in the Republic of Ireland, on what to expect in terms of enforcement when operating their vehicles south of the border.

**The conference, which** takes place on Thursday 24 May at the Culloden Estate and Spa, Belfast, will give fleet operators access to all the very latest information, guidance and best practice advice on legislation and enforcement changes.

Seamus Leheny, FTA's Policy Manager for Northern Ireland, said: "The session will give fleet

operators from Northern Ireland important guidance as to the preparations they need to make to operate their vehicles in the Republic of Ireland, enabling them to keep their drivers up-to-date and on the right side of the law. It's a session not to be missed."

*Other subjects to be covered at the event include:*

- Keynote address by John

McGrath, Department for Infrastructure on infrastructure and Brexit related issues

- Enforcement priorities and roadside stops
- City centre truck restrictions and the manufacturers' perspective
- Apprenticeships and skills
- Using vehicles as a weapon - preventing vehicle use in terrorism activity

- Van Excellence

The cost for attending Transport Manager Northern Ireland, which is also sponsored by Brigade Electronics, is £265 plus VAT for the first delegate and £225 plus VAT for subsequent delegates for FTA members; for non-FTA members it is £300 plus VAT for the first delegate and £290 plus VAT for subsequent delegates.



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Darren Forrester, Joint Managing Director  
Skene Group Construction Services Ltd.

# SCANIA

# Craigmore Opens £300k Kärcher “Center of the Future”

Local family established company Craigmore, the leading UK and Ireland distributor of Kärcher cleaning equipment, has opened a new state of the art 5,000 sq. ft. showroom in Belfast.



(L-R) Mark Venner, Chief Operations Officer at Kärcher UK, Lord Mayor of Belfast Cllr Nuala McAllister and Geoff Baird MD of Craigmore and Kärcher Center Belfast.

The facility which represents a £300k investment, will create 10 new jobs and provide an unrivalled customer service experience for commercial and domestic clients throughout Ireland.

A Kärcher dealer for almost 25 years, Craigmore has experienced significant growth over the last two years and identified the potential of a dedicated Belfast Center to capitalise on the growing demand for Kärcher products. The in-store and online sales potential for the new showroom is around £1 million annually with exports to RoI representing a significant proportion.

Geoff Baird, Founder and Managing Director with Craigmore explains, “This showroom is the first of its kind in the Kärcher network and represents the Gold Standard for our fellow distributors, with bespoke innovative software and hardware solutions to assist in the sales process as well as back end information gathering and sharing. Our location on the Boucher Road gives us access to the greatest concentration of potential customers with a dedicated site to service our all-Ireland customer base.

“We currently supply Kärcher cleaning equipment to all sectors of businesses including haulage, car dealerships, car valeting shops, engineering, food, retail and hospitality, offering everything from £100 vacuums up to £75,000 bespoke cleaning systems or multiple machine installations, but this new showroom has been tailored to maximise appeal among domestic customers who will feel more comfortable shopping in the engaging environment we have created.”

# FTA Ireland Members Set The Standards For Truck Safety

Safety and compliance are key to the success of any HGV fleet management system. Now Ireland’s operators of HGV fleets can achieve an independent verification standard which demonstrates their legal standards of operation.

## The Freight Transport

Association of Ireland has launched an annual audit programme - TruckSafe - which is designed to provide independent verification that HGV fleet operators are meeting, and exceeding, minimum legal requirements.

Attainable in three levels - bronze, silver and gold - the TruckSafe standards will be assessed annually, and are marked on a rising scale of complexity designed to reassure operators and buyers of freight alike.

“In an industry where, far too often, the focus is on poor practice

or non-compliant activities, it is vital for the image of the logistics sector that new standards concentrate on quality and compliance,” says Aidan Flynn, General Manager of FTA Ireland.

“With Brexit approaching, the need for the very highest standards of operation has never been more vital to keep Irish business as competitive as possible. The new Trucksafe awards provide a reassurance of quality and compliance for new and existing customers, while allowing fleet managers to adopt levels of operation which accommodate increased operational standards over time, to comply with new

legislation, develop and grow their businesses seamlessly.

“After Brexit, the Irish freight industry will be under more pressure than before to achieve more with less, to keep the country’s goods and services competitive in the UK and European markets. The clearly defined levels will enable continuous professional development for Irish businesses, and ensure that the services which the logistics sector provides for its customers can be clearly assessed and benchmarked, with a reassurance of quality for all.”

CEO of the Road Safety Authority

Moyagh Murdoch recently presented the first certifications to FTAI members who have already achieved the necessary standards in operation.

BOC Gases Ireland and NVD are the first recipients of a Gold TruckSafe Standard, while Silver recognition was provided to FloGas, Fingal County Council, Clare Distribution Services, Dungarvan Transport and EMO Oil.

Niall Cotton, Head of Operations at BOC Gases, commented: “I am proud to be part of this Gold TruckSafe achievement as it demonstrates BOC’s commitment to continuous improvement in safety in our Transport and Distribution activities. This recognition by FTA Ireland was achieved only through the relentless efforts of the entire BOC Operations team. This standard underpins BOC’s customer focus by providing an extensive and diverse range of premium products and services safely to meet and exceed changing market expectations.”



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Helen Ratcliff



Chris Smith

## Michelin announces key UK and Ireland appointments

Michelin Tyre plc has announced key appointments to lead its B2B division covering the agricultural, bus/coach, earthmover, truck and van sectors.

**This sees Chris Smith**, 34, appointed Sales Director B2B; and Helen Ratcliff, 38, named as Marketing Director – both with responsibility for the UK and Ireland.

In his new role Smith will be responsible for all sales operations across Michelin's B2B

divisions, using his extensive experience with commercial vehicles to leverage maximum opportunities for Michelin in other industries including agriculture and earthmoving.

Smith says: "I'm really excited about the opportunity to lead our sales teams across these

key sectors where Michelin Group enjoys a significant share of both the original equipment and replacement markets. My focus is on ensuring Michelin delivers the best possible service to our customers in these key markets."

Ratcliff's new role is all-encompassing, covering the B2B sectors, as well as Michelin's B2C product ranges for the passenger car, 4x4, cycling and motorcycle ranges.

Commenting on her appointment, she says: "The technological advances we are making across every sector and the huge potential of the digital revolution mean this is the start of an incredibly exciting era for Michelin and I'm extremely proud to be playing a part in that."

## International Freight Forwarding Specialist apprenticeship

The British International Freight Association (BIFA) has welcomed the news that the Institute for Apprenticeships (IfA) has delivered the final approval of the course assessment plan, which means that the International Freight Forwarding Specialist apprenticeship is now available for delivery.

**Set at Level 3** (A Level) with a minimum duration of 18 months, the new apprenticeship

will provide students with core knowledge and skills including; industry awareness, customs

procedures and commercial skills. At the beginning of the programme, apprentices will also

be given one of three pathways; air freight, ocean freight or road freight, to reflect the focus of freight forwarders' operations. Whichever pathway apprentices take, specific knowledge and skills will be acquired in addition to the three mandatory modules.

Carl Hobbs, BIFA's training development manager, says: "This really is great news and a significant milestone and will definitely help us to attract more young people to the industry."

## BRS Awarded Whistl's 'Supplier Of The Year 2017'

BRS has been announced as overall 'Supplier of the Year 2017' at the annual Whistl Supplier Relationship Management event recently.

**Evaluating key suppliers** against rigorous criteria, the prestigious award acknowledges BRS' consistently high quality service and performance.

Excellent Account management and delivery of cost-effective, innovative solutions have contributed to reduced acquisition and running costs of Whistl's transport operations over the last 12 months.

Nominated in a number of categories, BRS was also awarded 'Most Improved Supplier' at the same event.

On awarding BRS overall Supplier of the Year, Gareth Hughes Procurement & Property Director at Whistl, said: "We highly value the long-

term relationships with our key suppliers, who play a vital role in supporting our business to operate cost effectively and ensure we deliver for our customers. BRS has consistently performed to – and above – SLA Metrics, doing what they say when they say, with the availability and dependability we need. They ensure we are compliant to the appropriate standards and offer us innovative ideas as routine, making them deserving winners in a very high quality field of key suppliers."

Graham Scholes, Managing Director, BRS said: "We are delighted to receive this award which recognises the commitment and customer-centric approach of everyone in

our team. Over the last 18 months we have worked hard to deliver customer excellence for Whistl and look forward to building on this success into 2018 and beyond."

Following the successful introduction of 100 new Renault Trucks Range T tractor units in 2016 on a three-year deal with BRS, Whistl signed a further leasing and maintenance contract with BRS for 48 Range D rigid up to 26-tonnes in 2017.

"The replacement project was delivered to time and during the process there were no double hire costs; an excellent example of good change management and working well together. Despite having trial units from all the major manufacturers, and competitive proposals, the Renault trucks were well received by drivers and performed best on tests," concluded Gareth Hughes.



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# HGV Road User Levy Changes Are Unfair Hit On Small Business, Says FTA

The government's amendments to the road user levy charges are another step on the road to improving air quality for all of us, but at the expense of small and medium-sized businesses, which will be unfairly penalised by the changes in money payable, says the Freight Transport Association.

**According to FTA**, the new charges place an increased burden on the small and medium sized businesses across the UK, delivering the goods and services needed to keep the economy moving:

"The reduction of 10% in the road user levy for Euro VI lorries is good news," says Christopher Snelling, Head of UK Policy at FTA, "as it shows recognition for the success of the HGV Euro VI vehicles, which have 80% lower real world local emissions than previous lorries. However, the introduction of the increased levy on pre-Euro VI

trucks will actually hurt those small and medium sized business that already face increased costs as they need to upgrade to Euro VI vehicle early to be compliant with the planned Clean Air Zones.

"It hurts them because the re-sale value of their slightly older lorries, the Euro IV and Vs, has fallen so much - making the jump to afford a new Euro VI so much greater."

FTA believes the Government should have loaded the increase on to older most polluting lorries (Euro III and below) to

create a short-term market for the Euro IV and V vehicles that those delivering to city centres will be seeking to sell on.

"Trucks have been getting cleaner for decades, we are not dealing with an intractable problem but merely the question of how soon do the beneficial changes come. The Government's approach to cleaner air risks putting some smaller hauliers' livelihoods at risk for only a temporary gain on air quality. The reform of the Levy was an opportunity to help, and for the most part the Government has failed to take it."

## Michelin launches its first fuel saving tyre for regional transport

Michelin has launched a brand-new tyre range aimed at regional haulage operations where fleet bosses place a priority on fuel saving. The introduction of the Michelin X Multi Energy marks the first time the company has launched a dedicated fuel-saving tyre outside of the typical long-distance trucking sector.

**Its arrival is** the next step in Michelin's product replacement strategy for the popular X MultiWay 3D regional tyre, which began with the launch of the first sizes in the new X Multi range in 2017 – a tyre

which matches its predecessor's fuel efficiency yet delivers up to 20 per cent more mileage.

Michelin says extensive testing with its new X Multi Energy has demonstrated a fuel saving of up to 1.2 litres per 100 km

compared to the X MultiWay 3D (using the VECTO calculation), whilst equalling its predecessor's proven mileage potential.

Using the EU VECTO tool, Michelin has calculated that the new X Multi Energy tyres can save 1.1

litres of fuel per 100 km over the average of its three premium competitor rivals, which equates to a saving of more than €3,000 over a five- to seven-year truck lifecycle.

Chris Smith, Sales Director B2B for Michelin in the UK and Ireland, says: "This new X Multi Energy is a first for Michelin, and operators in the UK and Ireland are ideally positioned to benefit from it given that regional haulage accounts for a significant proportion of all on-road missions. It gives regional hauliers and own-account operators a clear choice dependent on their preference for tyre longevity or fuel saving."

## 200 new jobs in Monaghan as Combilift opens new global headquarters

Two hundred new jobs will be created in Monaghan with the announcement that forklift manufacturer and material handling solutions provider Combilift is to expand its workforce.

**The announcement was** made by An Taoiseach Leo Varadkar TD at the opening of the new €50 million global headquarters and manufacturing facility.

The 200 new jobs, to be created over the next 3 years, will be for skilled technicians, design engineers, logistics and supply chain specialists and those with mechanical and electrical mechatronics skills. Combilift currently

employs 550 people for the manufacture of its forklifts and material handling products.

Built at a cost of €50 million, the new 46,500 metres square (500,000 sq ft) Global Headquarters and manufacturing facility will allow Combilift to double production.

Established in 1998, Combilift currently exports 98% of its products to 85 countries through its 250-strong international dealer network.

The new 46,500 sq. m purpose-built factory is set on a 100-acre site with room for expansion. With 11 acres of roof space, it is one of the largest manufacturing operations under one single roof in the Republic of Ireland.

More than 50 truckloads of finished products are dispatched to 85 countries each week. Spare parts are also shipped across the world from Monaghan to the dealer network.

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Michael Pedersen, Chairman  
Pederson Contracting Services Ltd.



# SCANIA

# DAF PRESENTS A GLIMPSE OF TOMORROW'S WORLD

DAF Trucks celebrated its 90th anniversary with a glimpse into the future demonstrating platooning vehicles and hybrid powertrains as well as providing some modern classics and vintage trucks to drive, as Kevin Swallow reports for Export & Freight.

**By the time** DAF Trucks reaches its centenary anniversary it's likely that platooning trucks and hybrid powertrains will be commonplace and most of the 3,000 colours it now offers customers will have been used at least once.

Celebrating its 90th year DAF Trucks pulled out all the stops. At the test track Raoul Wijnards, DAF Trucks' project manager for testing, ran a platooning demonstration with three trucks. The manufacturer is part of the two-year truck platooning trial in the UK, led by TRL (Transport Research Laboratory) with TNO (the Netherlands Organisation for Applied Scientific Research), engineering company Ricardo and logistic giant DHL.

He expects on-road trials to begin later this year and revealed that a new multi-brand truck platooning project, called Ensemble and led by TNO, has started with all the major European truck manufacturers involved. "Its aim is to bring together the different platooning software and systems and create a single, defined package used by all the different truck manufacturers.

"This means the same software and interface, adhering to ISO: 26262, which is the functional safety standard for electrical and electronic systems," he said.

In three years the Ensemble multi-brand truck platooning project expects to have completed its own on-road trials, with 'platooning technology' commercially from 2022 at the earliest.

Improving safety, fuel economy and CO2 emissions are platooning's core targets but there remains a question mark over capital cost for the technology and operational issues for Irish hauliers. For those heading into mainland Europe platooning may well prove an invaluable addition to the vehicle specification, especially if a truck criss-crosses the continent. Those hauliers based closer to home will struggle to justify it.

As if to push the argument for using existing technology, DAF Trucks also had its 25.25m



Founder Hub van Doorne (left) was an engineer at heart with his brother Wim, who excelled at finance.

combination available to drive. With a rear-steer axle on the prime mover and dolly at the front of the 13.6m trailer it is as easy to guide through the urban environment as a traditional articulated vehicle. The trailer follows the path of the prime mover.

Increasing freight with a roadtrain reduces the need for a second tractor unit, and one fitted with all the platooning software, and the need for a second driver at a time when the shortage is becoming critical.

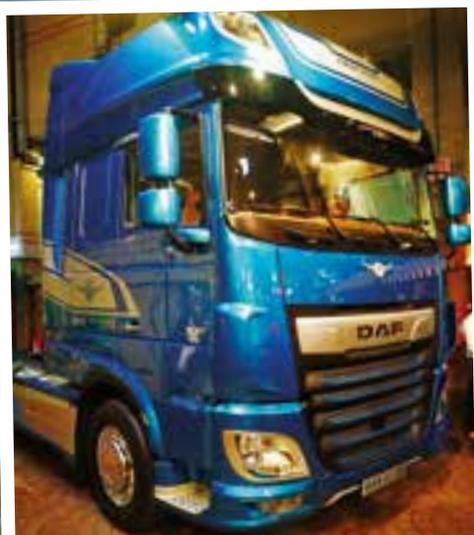
## Long Term

As for future engine technologies hybrid appears to be way forward for the Dutch. Many OEMs

favour gas-powered engines but electric is the longer-term goal. Bart Lipsch is the project manager for a new hybrid development involving diesel combined with an electric-powered engine. The hybrid DAF XF Ecochamps Innovation Truck features components used in the hybrid passenger car sector; a 90kW electric motor, an e-waste heat recovery system, battery pack, a DC/DC converter and electronic steering pump.

"Right now, the electric motor provides 10kms before it needs regenerating, which is ideal for the city and urban environment. It adds about 800kg to the kerbweight but the hybrid saves up to 6% fuel and the energy from the e-waste heat recovery goes into the battery to save





This is the first of 250-limited edition XF 530s up for grabs.



It took owner Gerrit Maarten van Die a year to restore the DAF 3600 ATi to its former glory.

another 4%. These are figures that will improve as we continue with the project," he said.

**Paint Plant**

As for the here and now, DAF Trucks threw open the doors of its new £88million paint plant in Westerlo in Belgium. Output has been increased by 50% to 300 cabs a day with a choice of 3,000 colours, three of which are available for a limited edition XF Super Space cab to celebrate the 90<sup>th</sup> anniversary.

A choice between Anniversary Black, Rouge Flamme (red) and Jamaica Blue will go with a premium option package for the 250 anniversary trucks available, with exclusive striping and exterior design and all powered by the MX-13 530hp engine.

"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," explained the UK's product marketing manager James Turner.

All this contrasted nicely with the dozen retro and vintage trucks from DAF Trucks' back catalogue. The clamour to drive a 1987 DAF 3300 ATi with an 11.6-litre 373hp engine brought unseemly jostling among men old enough to remember the truck as a working vehicle.



Operators can choose from 3,000 colours at the new £88m paint plant in Westerlo, Belgium.

Former mechanic Gerrit Maarten van Die bought and restored the truck, and fitted it with a Peterbilt stack exhaust that gave it distinctive growl. Finding the parts for the cab and the right sunvisor proved the hardest. Pick of the older trucks was the FA2600 restored by Roland Slenders, and it's the very same truck his dad, Franz, had driven from

new in 1970 until 1983 clocking up a million miles hauling steel across northern Europe. Powered by 11.6-litre engine, with 237hp and just 825Nm or torque it has a non-synchromesh 12-speed ZF gearbox that is a six speed with half gears. "It is the last of the non-tilt cabs, so to work on the engine you lift the engine cover, move back the seats to get stuck in," he added.



In 13 years the 2600 clocked one million miles.



Diesel-electric powertrain project an environmentally friendly solution for urban deliveries.

# IT'S FULL SPEED AHEAD FOR VOLVO TRUCKS

With McLaren and its Formula 1 team operating 24 Volvo trucks across Europe, it was perhaps appropriate that the McLaren Technology Centre (MTC) was the setting for Volvo Trucks recent Press Lunch, as Export & Freight's Helen Beggs reports.

**At the outset** of our visit, we heard from Mike Corcoran, the Commercial Director of Volvo Trucks for the UK & Ireland with responsibility for Truck Sales and Transport Solutions.

"It seems a long time since 2017, but it proved another great year for Volvo Trucks in the UK & Ireland. Since 2014 we have had a focus on increasing our vehicle population. In 2017 we continued to grow sales invoicing just short of 7,000 units which means in the five year rolling period from 2013 to 2017 we have invoiced well over 30,000 vehicles across the UK & Ireland," Mike revealed.

"From an overall registrations point of view we registered over 6,300 trucks across the UK & Ireland which gave us a Heavy Duty market share in the UK of 15.7% (up 0.7% on 2016) and 28.5% in Ireland (up nearly 6%) and giving us the No.1 position in Heavy Duty Trucks in Ireland, edging out the No.2 by just 7 units according to our records."

A breakdown of the figures showed that in the UK Volvo maintained its 3-axle rigid share at just over 11%, while its 4-axle rigid share finished at 24.3% up from 22.7% in 2016. 2-axle rigid share above 16T was also up from 5.8% to 6.7%, with the artic market share up from 17.1% to 17.7%.

Volvo's Service Contract Sales continue to show a strong performance. "Back in 2014 our 3year+ contract penetration was at 40%; by end of 2016 we had improved this to 56%

and last year 60% of our sales were written on terms of 3years or more. Our ambition this year is to maintain that level of 60% Contract Penetration," explained Mike.

"Contract Hire is a key part of this and that is very well supported at Volvo Trucks by an excellent Used Truck business. We typically sell around 30% of our sales on some form of residual value or buyback which means our Used Truck department has to deal with in the region of 2,000+ returns per annum in addition to part exchanges. In 2017 we sold approx. 2,200 used trucks in a very tough environment."

He went on to describe Volvo's long-established dealer network as one of the strongest and most valuable assets of the brand.

"From an Aftermarket point of view all our dealers are very aligned and focussed on uptime and compliance. We have a first-time MoT Pass Rate of 96.7% and have over 75% of all breakdowns back on the road within 4 hours."

Revealed, too, during our lunch, was news of Volvo's full-electric 16-tonne GVW FL truck - with a maximum torque of 20k Nm and a range of 300 kms and a fast charge of 1-2 hours to improve air quality and noise emissions for deliveries in urban areas.

"However, Euro VI diesel still has a future," maintained Mike. "We are now engaged in rolling out VECTO to our dealers in order that we are able to record carbon emissions and



Mike Corcoran, Commercial Director of Volvo Trucks for the UK & Ireland.

select the best available driveline with regards fuel economy. Working with customers, together with our Dynafleet telematics included in the vehicle, we will improve operational and environment efficiencies."

Last year Volvo marked its 50th year in the UK, with events including the auction of a special 50th anniversary truck, with proceeds of £60,000 going to the Transaid charity; this year there are plans for a team of people from Volvo Trucks to cycle across Zambia to further fund the charity. Coupled with that, Volvo Trucks plan to celebrate the 25th anniversary of the Volvo FH in 2018 with a special edition available for delivery towards end of September, so watch this space!



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## Giti Tire reveals involvement with Team Oliver Racing

Giti Tire has revealed its involvement in the British Truck Racing Championship 2018, both as sponsor of Team Oliver Racing and through their global competition truck tyre, the Giti Race-Tuned v1.

**The announcement came** at the CV Show by which time two events had taken place at Brands Hatch and Pembrey. The team secured pole position and an exciting win in the very first race of the season and has already amassed a host of podium finishes and valuable Championship points.

Team Oliver Racing will be running two inhouse race prepared trucks throughout the series, with British and European Truck Racing Champion Stuart Oliver driving a bonneted Volvo VNL and Martin Gibson, Manager EU Testing Centre & Motorsport UK for Giti Tire behind the

wheel of a Scania P1100.

Both trucks weigh in at well over five tonnes each and produce in excess of 1,100 BHP.

The season comprises a further seven races, including the famous Nürburgring 33rd ADAC Truck Grand Prix, which takes place in front of over 200,000 spectators on June 30th and July 1st.

The venture marks Giti Tire's first involvement in truck racing in Europe and is part of the overall strategy to use extreme motorsport conditions to improve their everyday tyres through research and development.

The Giti Race-Tuned v1, which is available to purchase by any team in the 2018 Championship, is sized at 315/70R22.5 and has been specially designed with an even pressure distribution and footprint optimisation assuring competition cornering and braking performance.



## First-ever CO2 standards for trucks must reflect market diversity, EU truck industry says

Ahead of the publication later this month of the European Commission's proposal on CO2 emissions standards for heavy-duty vehicles, the European Automobile Manufacturers' Association (ACEA) calls for an ambitious yet realistic approach.

**ACEA welcomes the** introduction of these first-ever EU CO2 standards for trucks, which are part of a broader strategy by the Commission to tackle emissions from road transport.

"The heavy-duty vehicle market is complex, and trucks are usually tailor-made to customers' specific orders or are custom-built for a specific mission," stated ACEA Commercial Vehicle Board Chairman and MAN CEO, Joachim Drees. "As this is the first time that CO2 targets are set for heavy-duty vehicles, it is of utmost importance that they are designed properly, and reflect the diversity of the truck market."

From 2019 onwards, all EU manufacturers of heavy-duty vehicles will use the same calculation tool (VECTO) to declare and report the CO2 emissions from a wide variety of trucks. VECTO will provide a standardised, certified method for measuring the CO2 emissions and fuel efficiency of complete truck and trailer configurations. When it comes to setting future CO2 standards for trucks, the baseline should be based on this statistically-solid VECTO data, for which the first values will be available in 2019.

With this in mind, ACEA members believe that a realistic ambition level would be a 16% tail-pipe CO2 reduction between 2019 and 2030, with an intermediate target of 7% in 2025.

Joachim Drees added: "CO2 certification of trucks will begin in January 2019 – these data will form a reliable baseline for future standards. But this also means a quite challenging short lead-time, especially considering that the product development of heavy-duty vehicles to be sold in 2025 is already underway now. Also important to bear in mind is the fact that key alternative powertrain technologies are not yet accounted for by VECTO."

Any future CO2 standards for heavy-duty vehicles should focus on the entire vehicle, ACEA cautions. Setting separate targets for components (such as the gear box or engine) will not lead to cost-effective solutions. Component-based CO2 standards can even have a negative impact on the net CO2-reduction of a vehicle, as such standards do not properly reflect how the components are being used and how they perform in the real world.

## Call for More Women to Enter Logistics Industry

There's been a renewed call for more women to consider a career in the transport and logistics industry; currently only around 20% of the workforce are female.

**Recently, Women in Logistics (WiL)** was incorporated into the Chartered Institute of Logistics and Transport (CILT UK), creating a wider platform to extend its reach.

Pamela Dennison, CILT's National Officer for Northern Ireland CILT, has welcomed the development, but says there's not just a need for more women to join the profession: "We need everyone to promote our industry in attracting new talent, male and female."

WiL's mission is to 'improve the lives of women in logistics in the UK and address gender imbalance, enabling the logistics industry to benefit from female talent.'

The organisation, which from humble beginnings in 2008 has grown to a membership of 4,000, provides networking and professional development events and offers a voice for women working in logistics, addressing, from a female perspective, key challenges the profession faces.



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# IVECO STRALIS XP: A HIGH END WORKHORSE & A DREAM TO DRIVE



We are not unfamiliar with the Iveco Stralis, so when the opportunity came along to get behind the wheel of the relatively new XP, described by Iveco as 'the most reliable and fuel-efficient truck on the market,' we naturally had to take them up on the offer, as Export & Freight's Garfield Harrison reports.

## TEST REPORT: A HIGH END WORKHORSE & A DREAM TO DRIVE

The new XP was developed specifically to meet the requirements of the international long-distance transport business - efficiency, (we are told that its new features can generate fuel savings of up to 11%), sustainability and low total cost of ownership.

Building on the successful foundation of the Stralis Hi-Way, with this next-generation truck carrying over the best aspects of its predecessor - in particular the range-topping Hi-Way cab - the XP features a completely renewed driveline, new electric and electronic systems, a best-in-class transmission, rear axle and rear air suspension, and a re-engineered engine.

The latest-generation GPS predictive functions are also integrated with a host of new and innovative fuel-saving features, alongside a unique range of services designed by Iveco to maximise reliability and reduce carbon dioxide emissions and operating costs.

On climbing into the cab of our test model - the 6x2 AS440S48TX/P XP artic, powered by a 480hp Cursor 11 engine - we knew right away that this was a truck with vast driver appeal, with car-like features including top-level comfort, safety and infotainment combining to provide an excellent working environment.

### Comfort & Space

Features include a steering wheel with pneumatic adjustment and integrated controls, a heated and ventilated driver seat with height-adjustable seat-belt, a Hi-Comfort bed, 80cm wide and over 2m long, with wooden slats and reclinable backrest, a fold-away top bunk with air-sprung opening system, and a low-consumption night air conditioner built into the roof panel - plus over 30 drawers and storage compartments, with the option of a 50-litre maxi-fridge for long-distance missions.

The dashboard of the truck is ergonomic and functional, made with homogeneous materials to prevent squeaks and rattles. The driver can easily and safely reach all controls without moving away from the seat's backrest.

Indeed, a good quality of life on board is essential for anyone who makes long trips, which is why, say Iveco, all the contents of the vehicle have been designed to make the driver's journey more comfortable - and that includes the Iveconnect system with CD player,



radio hi-fi and touch-screen display which also runs the Driving Style Evaluation function, the navigation system and advanced telematics services. On the Hi-Way cab the Iveconnect is integrated into the central stack of the dashboard so it is easily visible and accessible.

### Performance

When initially launched early last year, Pierre Lahutte, Iveco Brand President, was quoted as saying, "This is a truck at the leading-edge of technology. It is perfect for long-distance haulage operators - companies that need vehicles which suffer no stoppages, no troubles, no downtime and offer a low total cost of ownership. The new Stralis XP is a true TCO champion, born to run on all European motorways."

Having spent some time in the driver's seat, we can see where he was coming from; it really is a total joy to drive, handling superbly, smoothly and safely in all road conditions. It simply takes everything in its stride. In fact, it virtually drives itself!

As Iveco proclaim, it bristles with fuel-efficiency-boosting features, which are offered as standard. These include Smart Auxiliaries that automatically disconnect or go into energy-saving mode when they are not needed, while

Iveco's predictive GPS-based Hi-Cruise system controls driving assistance functions such as eco-roll, gear-shifting and cruise control.

The 12-speed Hi-Tronix automated transmission, EcoSwitch speed and torque limiter, optimised rear-axle ratio, and low-rolling resistance Michelin X Line Energy tyres all deliver, as Iveco rightly claim, a winning combination of efficiency and safety.

Other state-of-the-art safety and driving assistance features available to protect the driver, to make their work easier and to be more productive include EBS + BAS (Electronic Braking System + Brake Assistant System), ESP (Electronic Stability Program), Hill Holder, which stops the vehicle from rolling back after the brake pedal is released, Intarder which augments the functions of the primary braking system to slow down the truck, and the self explanatory Lane Departure Warning System.

### Perfection

Yes, this new Stralis is not only a high end workhorse that would easily and rightly take pride of place in any operator's fleet, it is also a driver's dream, and absolutely perfect for the cost conscious long distance haulier.



# DAF Trucks and PACCAR Financial rush to help TOM operators

DAF Trucks' in-house finance division, PACCAR Financial, has reacted quickly to ease concerns of 'financially stranded' DAF operators with rental agreements with TOM Vehicle Rental after the Airdrie-based, nationwide rental firm entered into administration at the end of March.

Within one working week, an emergency team of PACCAR Financial representatives had contacted all ex-TOM Vehicle Rental operators with DAF vehicles – totalling 100 businesses and several hundred vehicles – to offer

funding support and to reassure them of continued DAF aftersales back-up. PACCAR Financial has since reported a significant uptake in rearranged funding contracts.

PACCAR Financial has extended

the same level of support to all DAF operators affected by TOM Vehicle Rental's collapse, regardless of fleet size. As an in-house finance company for one of the world's largest commercial vehicle manufacturers,

PACCAR Financial possesses the resources to support its customers through all market conditions.

"We won't leave any financially-stranded DAF operator high and dry," said Paul Young, Regional Asset Manager, PACCAR Financial, "this is an extremely unfortunate situation for many operators, and we were quick to respond to their concerns. Regardless of fleet make-up," he said, "we want any DAF operators affected by situation at TOM Vehicle Rental to know that DAF Trucks and PACCAR Financial will help keep their DAF vehicles on the road and earning money – that's the DAF Difference."

# Renault Trucks Is First LCV OEM To Launch Telematics

Renault Trucks has announced the launch of the first LCV OEM telematics system – 'Renault Trucks Vantelligence, powered by Verilocation', a new, turn-key fleet management programme, specifically designed to provide operators with the same levels of data and fleet performance for LCV vehicles as HGVs.



'Renault Trucks Vantelligence' is a completely modular system suitable for any Renault Trucks Master Euro-6 and helps to control a fleet's day-to-day operations and reduce operating costs. The new system can monitor LCV driver behaviour in order to improve safety, fuel efficiency and performance, track vehicles in real-time for improved fleet efficiency, customer service and will monitor environmental performance for eco reporting.

In addition it can integrate with existing on-board weigh and camera systems to record and report meaningful data, quickly and effectively.

Comments Grahame Neagus, Head of LCV for Renault Trucks UK and Ireland: "Using our truck heritage, and our ethos that the LCV is a small truck and not a large van, we are harnessing the knowledge gained from our HGV business and applying it to our LCV range. Integrated through our R&M contracts and tailor-made for the Renault Trucks Master, we have taken our time to carefully ensure our new Vantelligence system is integrated into, and optimised for, the Renault Trucks Master vehicle and engines."

He adds: "Vans, like trucks, are profit centres and with some LCVs notching up to 40, 50 or even 60k miles per year, fleets could literally save thousands of pounds by monitoring them. For example, by utilising the Vantelligence data you can typically expect a gain in fuel efficiency of up to 9% and as well as promoting better driving through league tables on driver performance. It promotes safer driving too."

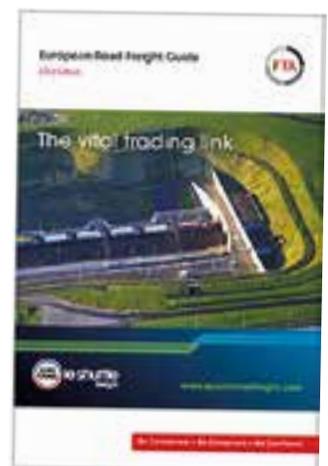
# Latest edition of FTA's European Road Freight Guide now available

A fully updated edition of the Freight Transport Association's specialist guide for companies involved in international freight movements by road, the FTA European Road Freight Guide, is now available.

The 23rd edition of the guide provides information and advice for road transport operators moving goods to Europe and beyond, whether they are working as professional international hauliers or in the own account sector.

New for this edition of the guide is a chapter on animal transport in Europe, as well as additional sections within the reference pages at the end of the book, and further destinations have been added to a table of 'journey

times from the UK'. Individual country chapters have been revised to include amended information on public holidays and the associated HGV driving restrictions, toll prices and other essential facts for fleet operators.



# Renault Appoints Gareth Lumsdaine as Network Truck And LCV Director

Renault Trucks has announced the appointment of Gareth Lumsdaine to the role of Network Truck and LCV Director for the UK and Ireland.

**Reporting to Nigel** Butler, Renault Trucks' Commercial Director, Gareth's brief is to drive retail volume through the Renault Trucks dealer network to contribute to the overall growth strategy of the business.

Gareth, who has previously held dealer and customer facing roles at Suzuki GB spanning all-terrain vehicles, marine and automotive, joined Renault Trucks on 19th February.

Comments Nigel Butler: "Gareth brings with him a wealth of experience in brand repositioning,

competence development and proven retail sales growth. We have ambitious targets for growth that we will deliver by enhancing the value that we offer to our customers in a challenging and changing market; Gareth has an impressive track record and we are delighted to have him on board."

On joining Renault Trucks, Gareth Lumsdaine says: "I am looking forward to taking on new challenges, maximising on the exciting opportunities provided by the Renault Trucks robust and efficient product range to deliver increased volume through a more profitable dealer network, today and for the future."



Gareth Lumsdaine.

## FTA members get a taste for the Real Thing

Members of the Freight Transport Association's Northern Ireland Freight Council were treated to a tour of Coca Cola's factory when they met at the company's premises in Lisburn recently.

**The Freight Council's** quarterly meeting was opened by Vice-Chair Pamela Dennison of WS Dennison, and included an update on Brexit and the EU Mobility package

by Seamus Leheny, FTA's Policy Manager for Northern Ireland.

Sally Gilson, FTA's Head of Skills Campaigns, updated members on

apprenticeships and FTA's policy and campaign work in this area.

After the meeting Brian Welsh and Liam McConway of Coca

Cola HBC gave members an informative and interesting tour of the gallery area around the factory and the cinema which is used for presentations and tours.

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FACE TO FACE WITH:

# DAVID CUSSANS

## SALES DIRECTOR, MAN TRUCK & BUS UK



Former UK operations director at MAN Dave Cussans returned to the company as truck sales director in September past after a seven year absence. Export & Freight's Helen Beggs caught up with him at the Commercial Vehicle Show in Birmingham recently.

**Now responsible for** MAN's wholly-owned branches and for new truck sales, he has joined what he calls 'a new and exciting management team,' as well as being reunited with many great colleagues and dealer friends.

For the previous seven years Dave had been working with Scania, MAN's sister company, as regional executive director and member of the Scania GB executive team.

On his return, MAN's Managing Director Thomas Hemmerich was quoted as saying, 'he is uniquely qualified and we are lucky that we have been able to attract him to our company.'

Meeting him 'face to face' at the CV show, we first asked him what prompted his return. "Circumstances. MAN had been through a torrid time for the last five years, with many changes in products and people, and I was up for a new challenge. It just felt the right time to come back to MAN."

### Eight months on, has your return lived up to expectations?

It has. I have been made to feel very welcome by all the staff and by all the dealers who still remembered me. We now have a young and very dynamic team who are full of energy and hopefully I have the experience to help and support them. Already settled in, I am looking to the challenges of the future.

### What do you think you have brought to the business second time around?

Stability. We can now begin functioning as a unit again. MAN's direct sales concept is as valid today as it was 15 years ago when it was first introduced; it's a unique selling point for us. It has always been a powerful strategy for MAN which I think has been forgotten in recent times, so I will be working hard to reinforce that message again in the months ahead.

### What has been your Number One priority since taking on the position?

To build our market share over the next few years with small sustainable steps. Our goal is to get into double digits by 2020 and grow it further from there. We will do that by recruiting more sales people, by being consistent and stable, by getting closer to our customers, earning their trust and confidence, and by rebuilding relationships.

Right now our order book is strong. Our market share since the beginning of the year is around 8.3% - it was just 7.4% in 2017, so it is going in the right direction - and our sales intake is much higher than it was at the same time last year.

### MAN has a great range of trucks, but so do other manufacturers, so what do you see as your Unique Selling Point?

Apart from our direct sales concept, as we mentioned earlier, our Euro 6 product line-





David Cussans, Sales Director,  
MAN Truck & Bus UK

up offers fantastic fuel efficiency, we offer telematics as standard and at no extra charge, a 4th year comprehensive warranty on all 8x4s, which is a market leading offer, and three years comprehensive warranty on all our other products. With the introduction of the TGE van range, we can now offer our customers trustworthy, robust and efficient vehicles ranging from 3.0 to 250 tonnes. Those are just some of our USPs.

**Can we expect to see anything new from MAN in the near future?**

Nothing to report, other than to say we have a fantastic product line; it is the most comprehensive we have ever had and it is performing very well. We also have a lot of evaluation products out in the field for dedicated and bespoke applications; they are undergoing long term tests.

We have also recently upgraded our truck interiors on the TGM, TGS and TGX. These improvements are designed to further enhance the driver's workspace, sleeping area and in cab acoustics. In addition, we are seeing the completion of the TGE range with the new 3.5 tonne rear wheel drive product entering production.

The new TGM and TGL D08 SCR only engines offer our customers an increased payload of up to 103kg when compared to its predecessor. Furthermore, we are seeing a five per cent (or 5%?) saving in fuel too.

Our sales team has been increased by around 15% giving us a more intensive cover of the market now alongside our dealer partners,

and we will build on that – and we will be investing some €20m in our own network over the next five years. Already we have refurbished some of our own branches, and are building new workshops in others.

**Truck manufacturers, apart from yourselves, were again conspicuous by their absence at the CV Show, do you think we will ever return to the time when all of you will once more be represented? Or has that era now gone?**

I cannot comment for our competitors, but why would we not be the show? We

were very happy to be there and felt really privileged to have such a prime position for our stand. It was a great opportunity to meet new and established customers.

**What sort of impact has, or will have, Brexit on your business in particular and on the truck industry in general?**

We don't know. Like everyone else, we are in uncharted waters. The market is holding up remarkably well and is on track to be even stronger than last year. We have seen nothing yet that has dented confidence or investment in the marketplace. As to the future, we simply do not know. We will all just have to wait and see, but at the moment, business is good.





# MERCEDES BENZ ROADEFFICIENCY LIVE

Mercedes Benz recently staged their now annual 'RoadEfficiency Live' during a week-long event at Millbrook Proving Ground in Bedfordshire, where it showcased its products and services, allowing customers to experience RoadEfficiency first-hand.

**The event highlighted** the three pillars of RoadEfficiency: Low total costs, greater safety and maximised use. It also looked at the future for autonomous driving, and electric vehicles powered by renewable energy.

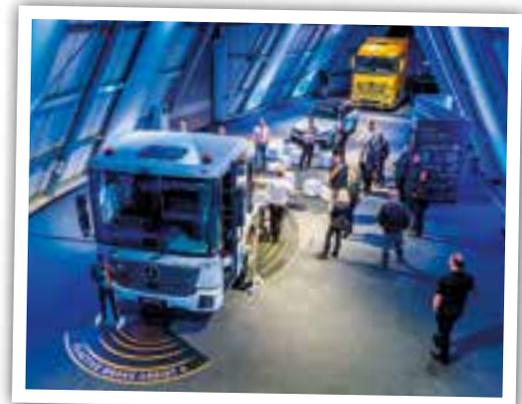
Those attending had the chance to experience the latest version of Active Brake Assist in a controlled environment, as well as on-road/off-road driving followed by a glimpse into the workings of Mercedes-Benz Uptime, a product designed to minimise downtime on vehicles.

Achieving low operating costs with a focus on reduced fuel consumption is the first pillar of RoadEfficiency. Mercedes Benz, for example, was the first manufacturer to introduce the fuel-efficient Euro VI engines and it has also brought in Predictive Powertrain Control, a system which is capable of saving up to 5% more diesel.

The second pillar of RoadEfficiency is safety, and we heard of some revealing statistics - A truck is 5 times more likely, than other types of vehicle, to be involved in a fatality on A and minor roads, and trucks make up 5% of all traffic but are involved in 23% of accidents where a cyclist dies.

Trucks that are very safe are not just an important development for all road users. They are also more efficient, because accident-related downtime is a much rarer occurrence. This is why, say Mercedes Benz, it has been focusing for over 45 years now on developing innovative safety systems - ABS and ASR, the electronic braking system, Lane Keeping Assist, Stability Control Assist and Active Brake Assist.

Maximised use was the third pillar of RoadEfficiency highlighted, which brought us to the new service innovation Mercedes-Benz



Uptime that offers fully automatic telediagnosis in real time, early detection of critical states, precise handling recommendations and personal customer care by Mercedes-Benz Service, as well as repair solutions perfectly tailored to the business needs of the customer. The result: workshop visits are significantly easier to schedule and vehicle availability increases.



# SAF Adaptive Air Damping combines functions of air spring and damper



SAF Adaptive Air Damping System cutaway

Intelligent solutions, weight reduced products with compact designs and forward looking technologies: SAF-HOLLAND gets the commercial vehicle industry moving and presents a pioneering technology with the new adaptive air damping system.

**SAF-HOLLAND has developed** the almost maintenance-free SAF Adaptive Air Damping system which is integrated into the usual packaging space of today's suspension systems, providing the functions of both an air spring and a damper. This means that semi-trailers no longer need hydraulic shock absorbers.

"The new air damping is gentle on tyres and loads, which pays off particularly for end customers. No overdamping occurs if the semi-trailers drives without load or with a small partial load. This is because the damping adapts to the load conditions, avoiding rattling and being gentle on the cargo," Alexander Geis, President Region EMEA/India, explains. Damping is effected through two air suspension

valves and a bypass between the rolling lobe and the plunger. The valves are active during driving for expansion and compression. During high frequency excitations, the bypass bore prevents unwanted vibrations. The connection of air suspension and suspension arm is equipped with a modern bayonet lock which allows easy installation.

### Benefits

The new SAF Adaptive Air Damping technology makes an even greater contribution to weight optimisation: "The component and the suspension arm save six kilogrammes per axle, that means 18 kilogrammes in the tri-axle. This in turn allows a higher additional load," Alexander Geis points out. The SAF-HOLLAND air damping

is suitable for curtainsiders and coolers. Other applications for semi-trailers with high empty or load ratio are also being considered. All standard ride heights can still be covered and a suspension range of +/- 80 mm is available.

The new system from SAF-HOLLAND also makes an important contribution to environmental protection because the damping cannot leak any oil.

Vehicle manufacturers benefit from the fact that the system can simply be adapted at the standard interface between chassis and functional suspension arm. SAF-HOLLAND plans the market launch for the new weight-saving air damping system this year.



## When the pressure's on to reduce costs Tire Pilot won't let you down.



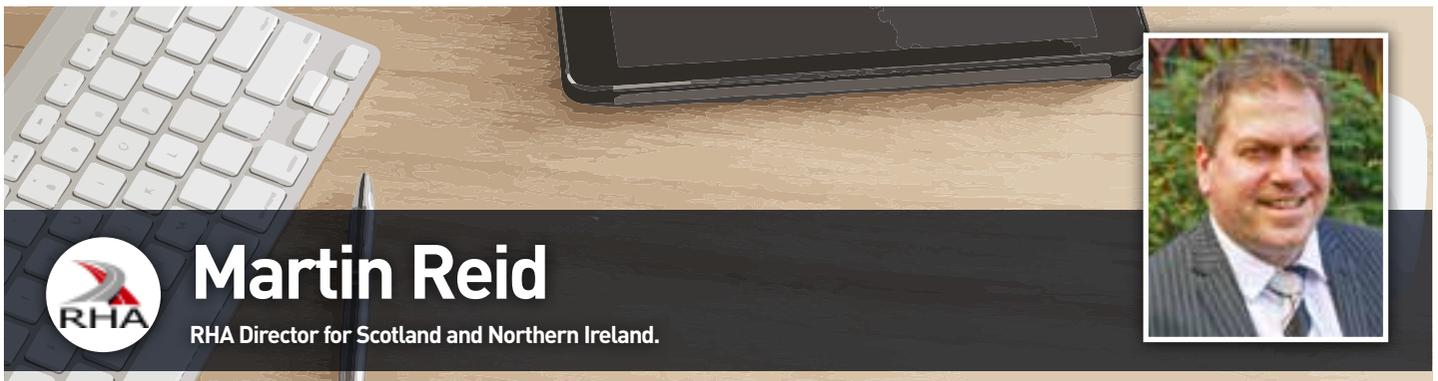
All fleet operators know the two biggest cost drivers in their company: fuel consumption and tyre wear. The Tire Pilot automatic tyre inflation system constantly monitors and maintains the correct tyre pressure, minimising wear and reducing fuel consumption to meaningfully increase operational efficiency. With Tire Pilot, operators can expect increased trailer uptime and greater on-road safety with the risk of blow-outs significantly diminished.



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**Martin Reid**

RHA Director for Scotland and Northern Ireland.



# INDUSTRY NEEDS A LISTENING EAR FROM POLITICIANS

On the day when the EU's chief Brexit negotiator, Michel Barnier, was due to speak at an all-Ireland civil dialogue conference on Brexit in Dundalk, leader of the DUP Arlene Foster made the news by questioning his understanding of the Irish position with in Europe. On that same day the RHA chief Executive Richard Burnett and myself met with the Minister as well along with MP's Paul Girvan, and Sir Jeffrey Donaldson, to ensure they had the fullest understanding of the implications of Brexit to the haulage industry in Northern Ireland and to discuss ways to bring vitally important new entrants into the industry.

**It is absolutely** essential that politicians from all sides of the debate understand the effects that a hard or soft Brexit will have to freight movements and even what will happen in the event of "no deal". Richard Burnett explained that a move away from frictionless and fluid trade will necessitate a permit system that the UK Government is ill prepared for, both in terms of practical knowledge and in the physical volume of permits available.

RHA member Ashley McCulla of McCulla Transport (who kindly hosted the meeting) outlined in very clear terms what his concerns were as an NI business, a business that has seen considerable investment over a good number of years to a point where they employ over 250 people.

We pointed out that the uncertainty around Brexit has exacerbated the driver shortage issue. The poor exchange rate means that the pool of Eastern European drivers who have underpinned our industry for so long are returning home, or at least to central Europe to earn their living and there are no clearly funded avenues for bringing indigenous drivers despite many millions of pounds going to Government in the form of the training levy.

We have taken away a number of actions from all sides and further work will be done to try to set up a pilot scheme aimed at bringing a tranche of new drivers into the industry and getting hauliers concerns to the ears of those making the decisions on Brexit.

It is vital that all the parties across the UK and Irish political sphere listen to the transport and logistics sector. Ours is the 5th biggest employer in the UK and absolutely vital to the coffers of UK plc, so politicians of all political colours and from all sides of the debate must listen to the concerns of their haulier constituents or we face a future where one of the biggest industries in the UK let alone



Pictured from left to right are Paul Girvan, Richard Burnett, Arlene Foster, Ashley McCulla and Jeffrey Donaldson.

Northern Ireland is under resourced, under prepared and difficult to do business with.

These talks are being carried out across the UK as concerns about risks to fluid movement through ports are concerning hauliers from Shetland to Kent and Northern Ireland is no different. There are undoubted opportunities should our Government get this right but at the minute there is little confidence that this is the case and our industry is a case in point.

Most politicians and political parties feel they know a bit about how haulage works, but they are always surprised when we help them

understand the scale and complexity of the industry and under what restraints even the most basic of freight journeys take place. The decision makers **MUST** understand how the supply chain works, what compliance steps hauliers undertake, what regulations are in force and what the cost of delay every haulier faces for each and every freight journey.

Again, I would call on every politician from every party to listen to the hauliers in your constituencies and understand their concerns, then go to your parliamentary and party meetings with the knowledge required to protect their interests, their livelihoods and their futures.

# MODERN TYRES AND ALCOA WHEELS – MORE THAN JUST A WHEEL SOLUTION

Alcoa Wheels are perfectly aligned with transport’s daily needs and with a superior performance, they are suitable for any type of vehicle and perform excellently regardless of the environment.

**Modern Tyres have** been the sole dealers in Northern Ireland for a number of years and have an Alcoa Wheels product specialist based in their Carnbane branch in Newry where Jim Murphy has a vast experience with the full product range, accessories, fitments and product benefits.

Alcoa Wheels are up to 47% lighter than their steel opponents. This means between 93 and 291.2 kg weight saving depending on the truck configuration. Boost your profitability and use that extra weight saving to transport more product in one trip. How convenient is that?

Being lighter does not mean weaker. Alcoa Wheels are proven to be exceptionally strong, 5 times stronger than steel. Tests have shown that Alcoa Wheels endure a load of 71,200 kg before deforming by 5 cm. Similar testing on steel wheels revealed that deforming already occurred at 13,600 kg.

Alcoa Wheels also outperformed in the Japanese JWJ test that simulates a truck hitting a high curb at a speed of 50 km/h. A 910 kg weight is dropped onto the tyre and wheel assembly. While the steel wheels show excessive rim deformation and air loss, and cast aluminium



Modern Tyres Newry, Carnbane Ind Est depot manager and Alcoa Wheels product specialist, Jim Murphy.

wheels break, Alcoa Wheels stay intact.

Alcoa Wheels have a better heat dissipation and radial runout lengthening the lifetime of tyres. The wheels run up to 22°C cooler than steel wheels reducing tyre wear and providing a longer service life. Fewer de-scaling,

wheel removal and replacements occur which immediately reduce operating costs.

What is interesting to know is that Alcoa Wheels help save on fuel. Trials show encouraging results of over 1% fuel savings, generating significant cost reductions, regardless the fleet size.

Specifically for European construction vehicles, Arconic took the Dura-Flange wheel to market. Dura-Flange Alcoa Wheels are wheels with a proprietary treatment that provides a protective shield to prevent rim flange wear; guaranteeing a longer service life. These wheels show no signs of rim flange wear even after 240,000 km. They offer enhanced performance and productivity and delay replacement costs. Dura-Flange wheels are most suitable for transport where loads are heavy and prone to shifting, causing the tire bead to rub against the wheel flange.

Alcoa Accessory Products have been developed and selected to help maintain Alcoa Wheels in the best possible condition and ensure a long service life. Special cleaners like life changing greases for hub bore and valve hole area are just one of the many products in the extensive portfolio.



## MODERN TYRES

[www.moderntyres.com](http://www.moderntyres.com)





**STRONGER**

- unrivalled forged strength
- 4 times stronger than steel
- corrosion resistant

**LIGHTER**

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- save up to 394kg per combo
- increased payload
- driver comfort

**More PROFITABLE**

- reduced fuel consumption
- better heat dissipation
- less tyre wear
- increased life time of brakes
- increased life duration of suspension
- no need for repainting or wheel covers
- longer service life (up to 20 years)

**ENVIRONMENTALLY FRIENDLY**

- aluminium is 100% recyclable
- reduced CO2 emissions thanks to lower weight and fuel economy



Sole Dealers in Northern Ireland



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## 028 3025 9300

For more technical information and to get a quote please contact our sales team.

**Sole dealers in Northern Ireland for Alcoa wheels, a product brand of Arconic.**

**For all enquiries: Contact Jim Murphy [jim@moderntyres.com](mailto:jim@moderntyres.com) 028 3025 9300**



# DRIVERS – FEELING FIT?

When it comes to healthy living, truck drivers get a bad press. The perception of a typical driver is often that of a middle-age man, bound by a sedentary life-style where the only exercise comes from a short walk from his cab to a cafe.

The transport industry might like to think this individual is the exception rather than the norm, but results in 2017 from researchers at Universities in Loughborough, Leicester and York showed the average age of a male truck driver is 53, and that 84% of them are obese or overweight – compared to 75% of same-age men nationally. Drivers, much like professional people from any industry, are not necessarily employed because they can run a marathon; they are employed because they are skilled at driving commercial vehicles. While the 'body-beautiful' might not be a key requirement, maintaining a healthy and fit life-style is essential to road safety – for the driver and vulnerable road users – and, subsequently, for boosting fleet efficiency.

Fitness and health for truck, van, bus and coach drivers are very much central to FORS, the Fleet Operator Recognition Scheme, and a mandatory part of the FORS Professional training portfolio. Specifically for fleet managers, FORS Practitioner training (see Feb-Mar 2018 issue of Export & Freight issue) comprises a series of ten workshops including a dedicated module on 'Managing driver fitness and health'. By law, of course, HGV drivers with existing medical conditions are required to pass a medical examination (form DLM1) which is submitted to the DVA.

## Toolbox Talks

In addition to this specific FORS Practitioner workshop, FORS also provides a 'Toolbox Talk' specifically for drivers. Its aim is to communicate directly to those



behind the wheel the importance of managing fitness and health. By attending regular medical check-ups and undertaking driving licence reviews, it also ensures their own safety, and that of other road users and the general public. The Toolbox Talk underlines the key negative influencers to driver well-being, including fatigue, poor eye-sight, alcohol / drugs, medical conditions and stress.

## Pain in the proverbial?

Fatigue is often a factor in road traffic accidents (accounting for some 20% of accidents in the UK – source: RoSPA) and is something drivers can readily prevent. A good night's sleep, regular breaks and healthy diet are all part of a daily routine that can reduce tiredness. Severe or chronic tiredness can

be a result of Diabetes, Sleep Apnoea or Anaemia, and should be brought to the attention of a GP.

FORS membership, regardless of Bronze, Silver or Gold accreditation status, is grounded on the FORS Standard – the scheme's comprehensive reference resource, providing operators with all the essential requirements for safe, efficient and environmental protective operation. 'D7 Driver fitness & health' is a key requirement and is in place to ensure that FORS members monitor and manage driver fitness and health for the safety and welfare of drivers and vulnerable road users.

And as members progress to FORS Gold, the requirements at D7 are further developed, with operators charged with providing

an additional robust health and fitness review for each driver. This process is designed to help get a fuller picture of each driver's health, to spot any potential health related problems, and put in place suitable measures to minimise safety risks which they could cause.

The Gold 'G5 Driver health and fitness review' takes the form of a comprehensive checklist, completed by each driver before operating a vehicle for the first time, and then every five years. The checklist serves to note any ailments or conditions that could affect a driver's ability to control or operate a vehicle, along with requiring the driver to sign a declaration, highlighting any known problems that may affect an ability to drive.

## Eyes on the prize

FORS members are required by the FORS Standard to check drivers' eyesight, prior to starting work with the company and again at least every six months. Eyesight should be checked at an optician following an eyesight check failure, incident or near-miss.

To impose this requirement, FORS Auditors look for an annually-reviewed written policy on driver fitness and health. There should be a system in place to ensure eyesight checks are carried out every six months. FORS Auditors will also look for evidence of any drivers failing an eyesight check with a subsequent recommendation to visit an optician. Finally, they will look for evidence of a register for drivers to report any medical conditions that have changed or to list prescribed / over-the-counter medication being taken.

Health and fitness is essential to overall well-being, but it also engenders safer driving habits and has a positive effect on productivity too.

# FORS SADDLES-UP WITH SUD COURSE FOR BIKE WEEK

FORS, the Fleet Operator Recognition Scheme, will deliver its next Safe Urban Driving (SUD) course in Antrim on 21 June to coincide with Bike Week in Northern Ireland – an annual, week-long series of events designed to encourage cycling for the general public, promoting a cleaner environment while at the same time engendering a healthier lifestyle for families.

**Central to the** FORS Professional training programme, SUD is a fundamental element of driver training – specifically for both van and truck drivers. SUD is a one-day course delivered in two sections; a practical cycling section to provide drivers with a unique opportunity to experience the roads from a cyclist's point of view, and a classroom theory module to talk drivers through changing streetscapes, sharing the roads safely and defensive driving techniques.

As part of its drive to minimise work related road risk and to improve driving standards, SUD is a mandatory requirement for all drivers of FORS Silver accredited members. In its bid to support and encourage professional development, SUD is fully funded for FORS members, and is also Driver CPC-accredited. Impressively, 92% of drivers who have undertaken the FORS SUD course reported that their understanding of the issues faced by vulnerable road users has improved as a result.

In addition, FORS offers many other fully funded training courses and eLearning, as well as free-to-access toolkits and resources.

Under the theme 'everyday cycling for everyone', Bike Week is an annual series of events to promote cycling. Particularly relevant for FORS is the focus on cycling in towns and cities.

"Bike Week is certainly a great opportunity for cyclists," said Peter Morrow, FORS Manager – Northern Ireland, "and, for our FORS members too, our SUD course in Antrim is perfectly timed during a period when cycling is front-of-mind for everyone.

The course is fully funded for FORS members, meaning their drivers can attend the training free of charge. This is in addition to the cost-saving benefits in the longer term as a result of employing defensive driving techniques.

"I know this will encourage operators to progress from FORS Bronze to FORS Silver accreditation," he added, "and subsequently higher levels of safety, efficiency and environmental sustainability.

"And," he said, "funded courses, workshops and eLearning are available right across the FORS Professional training portfolio, for drivers and managers, meaning best practice principles can be applied throughout any operation, regardless of its fleet make-up."

## Venue

*The venue for the FORS Safe Urban Driving (SUD) Course on Thursday 21 June (8.00am to 4.30pm) is the Holiday Inn Express on the outskirts of Antrim.*



## Modern Tyres raises £5000 for the Make A Wish Foundation

Modern Tyres held their annual golf day at the Lough Erne Golf Resort in Enniskillen. With customers attending from all over Ireland it provided an ideal platform to raise some money for their nominated charity, Make A Wish.



**The money was** raised through auctions and donations at the event which was hosted by Adrian Logan; also in attendance were Craig Gilroy, Alastair Fisher and Ruth Gorman.

Stephen Shaw, Group Sales and Marketing Manager for Modern Tyres, said: "Make A Wish is a fantastic charity they create life-changing wishes for children with critical illnesses. Whether it's starring in their own films, walking with dinosaurs, going on an amazing holiday, meeting a celebrity hero, or having a life-

changing bedroom makeover, their wishes are varied, personal and, most importantly, magical.

"They go above and beyond to grant very special wishes to very special children; their wishes made a reality at a time when they need it most. A child's life shouldn't be about illness, hospitals and diagnosis – it should be about wonder, joy and hope."

Gail McKee, regional fundraising manager for Northern Ireland, said: "Once again I am delighted that Make-A-Wish has been chosen as the charity partner for Modern Tyres. This is the third year we have been chosen and once again Modern Tyres has pulled out all the stops to raise another amazing total, £5000. The money will go to help grant the one true wish of children here in Northern Ireland.

Thank you to everyone involved. You are all wishmakers."

# DRIVE AND SURVIVE WITH TRANSAID

The work of Transaid, the UK-based international development organisation, aims to transform lives through safe, available, and sustainable transport. We joined a UK corporate members visit to Zambia, to see what's happening on the ground, as Ian Norwell reports.

In Western Europe, driver training is now regarded as a continuous process, as vehicles and their technology are changing all the time. For hauliers the two big red buttons it presses are safety and economy. Elsewhere in the world, where fuel performance is a nicety, and your prime interest is in seeing the vehicle come back through the gate at the end of the day, driver training has a big safety edge.

Transaid's work in Zambia, uses the ITC (Industrial Training Centre) in Lusaka as its partner for truck and bus driver training. The ITC is the only Government trainer and it strives to train to the highest standards. We accompanied a visit by four of Transaid's UK corporate members, who were looking at the challenges and achievements there. Victor Simfukwe, Transaid's project manager in Lusaka said, "We train students here to safely manage anything on the roads from a motorcycle to a C+E articulated truck, and we also have returning students who are moving up the weight range and adding to their skills." He added, "ITC aim's to break even financially so the fees are not set with profit in mind." They're starting to make an impression on the crash statistics too, with 7,500 drivers trained in the last five years."

## Resources

Lloyd Mbasela, acting director at the ITC, told us, "We have a modest training fleet here, and we are always grateful for the vehicles given by Transaid's corporate members. The secondment of their UK staff in training roles is very beneficial too."

The ITC fleet is just over half a dozen two and three axle rigids for category C training, a single C+E tractor trailer combination, and



Industrial Training Centre, Lusaka.

one 12 metre coach, originally donated by a loyal and supportive member, Stagecoach.

On our visit, the fleet was boosted by a Volvo 6x2 FM tractor, donated by corporate member Malcolm Group. Their commercial director, Alan Thornton, said, "We know these vehicles are desperately needed out here, but when you actually see with your own eyes the benefit they bring, and what they mean to the staff and students here, it's quite humbling." The ex-Malcolm Group FM tractor is a much needed addition, and as Lloyd Mbasela confirms, the spotlight has now fallen on their PSV resources. He said, "The bus and coach traffic through Zambia from a number of other countries is very significant. That's why it's vital for us to get the right skills in place, and help transform the traffic landscape."

## On the road

A 400km trip up to Serenje district to look at an anti-malaria project gave us a good chance to see what newly qualified truck and bus drivers will have to contend with. Road surfaces in Lusaka were generally average to poor, with spectacular carriageway failures looming up with no notice. Speeds are generally low, but there's much potential provided by large intersections that cry out for traffic lights.

Out of town the picture is different. Of Zambia's 86,000 kms of highways, the vast majority are rural dirt roads, but the trunk routes, although generally well surfaced, are mostly single carriageway. This is where the pedestrians and cyclists are at most risk. With little or no hard shoulder to speak of, they are drawn to it like moths to a flame. It is, for many, the only marketplace to sell their maize, sweet potatoes and charcoal, but the proximity of heavy truck and bus traffic is deadly.

For the Copperbelt mines in the north of Zambia, moving heavy equipment up country, and running copper ingots south, the weapon of choice is the 'interlink'. This is a 22 metre double articulated truck; essentially a regular tractor, with two fifth wheels and two trailers. Grossing at 56 tonnes, and moving at 80kmh, it gives the highway a bleak industrial flavour, at odds with the agrarian communities that border the road. It's not only vehicles that tangle with each other, but hapless pedestrians and cyclists who are at risk, and at night, it's unlit. The ITC's driver training takes special care to educate novice drivers of these dangers.

Zambia's eight land borders generate a lot of transit traffic, making the raising of heavy vehicle driving standards all the more important.



Freightliner 6x2.



Interlink combination:  
22 metres, 56 tonnes gross.

# DAF Looking to the Future with Confidence

Having come a long way since the company was founded 90 years ago by Hub van Doorne, DAF today is taking a lead in exploring transport options for the future, chief among them electrification, hybridisation and platooning.

**Briefing journalists ahead** of the recent Commercial Vehicle Show at the NEC in Birmingham, Managing Director Robin Easton said DAF was actively working both independently and collaboratively to investigate and develop technologies needed by the industry.

"Over the next few years our industry is going to see considerable change and as urban air quality remains an issue we see hybrid and electric vehicles being employed more and more with battery electric and plug in hybrid drivelines taking care of more urban and local transport needs, although long distance will continue to rely on further optimised traditional internal combustion engine drivelines," he said.

"With 90 years of development to suit the market under our belts, which has brought DAF to an enviable position as the established UK market leader with a fantastic and broad range of trucks, we look forward to the coming years of continued progress."

He said that the recognition of the new DAF CF & XF as International Truck of the Year 2018 was testimony to the manufacturer's drive for trucks that deliver more performance, more comfort and improved economy.

"A year ago we unveiled the new DAF CF & XF at the CV Show and surprised the market with its many enhancements, most noticeably an expectation of an up to 7%



fuel economy improvement. One year on and with the entire range now updated and thousands on the road, operators are confirming the benefits in operation."

He added: "When DAF first arrived in the UK in the late 1960's and early 1970's the company established a strong customer following, not only because of the products, but also through an approach to customer support that had not been seen before.

"DAF and its dealers recognised that things do go wrong and when they do, operators need support they can trust. That same philosophy still exists today. A can-do attitude and systems designed to take care of our customers' needs.

"DAFaid is a wonderful example of a support service that doesn't just support DAF trucks,

as operators also rely on it for their other fleet vehicles and trailers – evidenced by an increase in calls relating to non-DAF trucks over recent years.

"The DAF dealer network leads in numerous ways: investing in ATF's – with 58, the DAF dealer network has the largest ATF network of any group or organisation in the UK. We are also currently working with DVSA to enable earned recognition ... and we're working closely with some of our customers who want to trial the system. This approach to customer support has been instrumental in our continued UK market leadership, now in its 23rd year."

He then went on to speak about PACCAR's investment in the business which started with the acquisition in 1996 and was enhanced with the acquisition of Leyland in 1998.

"In 2017, PACCAR celebrated 79 consecutive years of net profit – a remarkable achievement in the cyclical global automotive market.

PACCAR's solid financial footing enables DAF to invest both in production capability as well as product development," he said, adding:

"We are already planning for the changing demands of the market, our customers and of society at large with key investments and projects. So whilst I can't divulge any details just yet I would recommend you continue to watch this space over the coming months."

## The BIG freeze

### FORS has frozen its fees – again!

It's the third year in succession that the transport industry's leading accreditation scheme has frozen annual subscription and audit prices for its members. And it's a show of solidarity with FORS members in their efforts to succeed against the ever-increasing total cost of operation.

For operators of any size, and of any fleet make-up, there has never been a better time to join over 4,850 FORS members who are achieving exemplary levels of safety, efficiency and environmental best practice.



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# BREXIT RED TAPE – THE BEGINNING?



On 7 February 2018, the UK Government introduced a haulage permits and trailer registration bill, as part of its ongoing Brexit preparedness efforts. The bill aims to give the Department for Transport the necessary powers to adopt certain contingencies in case the UK and the EU27 do not manage to reach an agreement in time for exit day.

**As of the** date of Brexit (or the end of the transition period if one is agreed), a Community Licence issued in the UK will no longer be valid in the EU27. An agreement with the EU will be needed to maintain access to the EU road haulage market for UK road transport operators. At this stage, FTA cannot guarantee what the outcome of the negotiation will be. The options range from a fully liberalised system, maintaining the current level of access with recognition of operator licensing, to a possible permits system. Such a permit system could be based on a virtually unlimited number of permits allocated on an annual basis. Another option would be a system of quotas but with sufficient permits to cover the existing number of crossings. In the worst-case scenario, the number of quotas could be insufficient and imply rationing. In the absence of any agreement, the default situation is a permit system under the OECD called ECMT permits, which would only cover a small part of the needs.

The road haulage bill is designed to grant the UK Government the power to issue and allocate permits, should this be needed as part of the post-Brexit arrangements. Criteria for permit allocation will be defined in secondary legislation.

Any solution implying volume restrictions on the number of lorries allowed to operate between the UK and the EU would be completely unacceptable. FTA will continue to press for a solution that ensures continued unrestricted passage of trucks, preferably through an EU-UK road transport agreement. We have reluctantly supported the bill as a contingency, in the expectation that it will never be used. Instead the focus of Government needs to be on negotiating the unrestricted movement of goods vehicles as part of a UK-EU agreement. In February I met with officials from the

Department for Transport in London and discussed the implications of a permit scheme for Northern Ireland. I outlined the unique circumstances around Transport operations here and illustrated this using Government statistics that show 10.7% of Operator Licences in Great Britain are Standard International compared to 27% here.

Our reliance in the ability to transport goods in and out of the EU, primarily the Republic of Ireland means a permit scheme would simply be catastrophic for the local industry.

Thankfully DfT agree with our stance and advised that a special deal between Northern Ireland and the Republic is likely meaning operators will be exempt from requiring permits for the Island of Ireland, as long as the operator is based here.

## Trailer registration

As part of the preparations for exiting the EU, the Government intends to ratify the 1968 Vienna Convention on Road Traffic. The Vienna Convention is a UN international treaty, designed to facilitate international road traffic and increase road safety by establishing uniform traffic rules. It has been signed and ratified by 75 countries. The UK signed the Vienna Convention in 1968, but is yet to ratify it.

The UK is already broadly aligned with the terms of the Vienna Convention but a notable area of divergence is in trailer registration which is a mandatory requirement.

Unlike most of mainland Europe, the UK does not currently mandate the registration of trailers. As a result, the Bill includes the requirement to introduce a trailer registration scheme for operators crossing international borders.

Therefore, the Government intends to require the registration of commercial trailers over

750kg and non-commercial trailers over 3500kg that enter a foreign country that has ratified the 1968 Convention. The mandatory scope of trailer registration will apply solely to those trailers travelling to countries that have ratified the 1968 Vienna Convention.

Trailers travelling to the Republic of Ireland, Spain, Cyprus and Malta will not be required to register unless they pass through a foreign country that has ratified the Vienna Convention on the same journey.

Trailers from Northern Ireland will only need to register should they be travelling to mainland Europe.

FTA is currently unclear how the scheme will be administered by the Driver and Vehicle Licensing Agency (DVLA) and possibly locally here by the DVA. However, DfT intends the trailer registration scheme to be operational by the end of 2018. Following launch, trailer users in the mandatory categories will be required to register with the DVLA through a digital service.

Once registered, trailer users will be required to carry their registration certificate and must affix their registration plate to the specified trailer. It is expected that an initial one-off fee will be paid (possibly around £55).

Any scheme must remain voluntary in the UK. Where trailers are required to be registered there must be a quick and burden free system online. Copy paperwork must be acceptable when plates need to be produced, or left with the trailer.

The Haulage Bill is good housekeeping in the current Brexit situation (which is basically the unknown!). It's important we have contingency plans in place and FTA will continue to advise, hold to account and lobby Government on the best means to safeguard our industry as we navigate Brexit.

# Fit new BPW genuine brake shoes for performance and security

Transport operators today face an ever-growing number of costs and regulations, which can affect their profitability. To succeed in this environment reliability is key for the modern fleet engineer, looking to maximise fleet utilisation and minimise trailer downtime.

**It is perhaps** these pressures that has seen a growing shift in the industry towards replacing brake shoes in their entirety, and moving away from relining. Traditionally, relining is seen as a less costly alternative to new brake shoes, although in the long run, this can prove to be a false economy, from both a safety and performance perspective.

With new brake shoes, this removes the possibility of new trailers being fitted with old, worn and damaged brake platforms, which can result in the incidence of brake noise, vibration and premature lining degradation. All new BPW brake shoes are supplied complete with rollers, removing the problem of seized or damaged rollers caused by shot blasting. This damage can affect the braking performance and cause impact wear on the camshaft.

BPW has long recommended fitting new brake shoes to get the most out of your BPW axle and suspension systems. This is not just a sales ploy, but because the friction surfaces of BPW brake pads and linings are specially matched to compliment the metallurgy in BPW disc or drum brakes. It is this important detail that ensures the best possible braking and wear behaviour for your trailer.

Long service life doesn't happen by chance. The low wear on BPW brake drums and shoes is the result of many years of experience and extensive testing to ensure that it delivers consistent, efficient braking and that the wear components remain constant, right to the end of their service life. This is of particular importance where the brake drum torque is higher and the

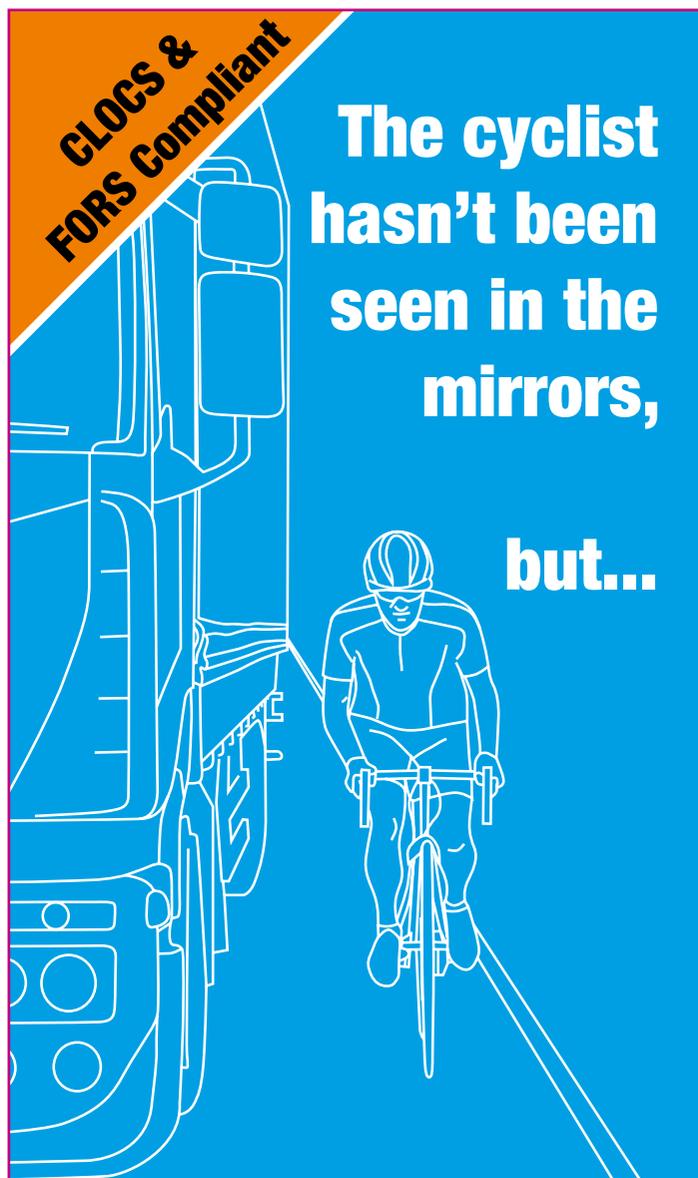
shoes are from the smaller brake sizes that are used with 19.5, 17.5 and 15.0 inch wheels, such as those on double-deckers, where the increased height also increases the braking challenges.

Renowned for their quality engineering, BPW's manufacturing sets its brake shoes apart from the competition. Made in BPW's own factory using a specially developed steel alloy, the pressed and cold-hardened shoes are dip-coated with zinc-phosphating (KTLZN) for enhanced surface protection, a Cataphoretic process that takes 4 hours. As the brake shoe is profiled to optimally match the BPW brake drum, there is no difference between BPW's OE and the Aftermarket. So, for a long and safe service life with low operating costs, it pays to fit new BPW genuine brake shoes everytime.

As a company whose reputation has been built on quality and reliability, BPW always recommends fitting genuine BPW brake shoes for guaranteed performance.

This is evidenced by BPW's sales, where customer demand for genuine BPW brake shoes makes this one of its fastest selling items in the Aftermarket, in particular the 420x180mm brake shoe and associated parts range.

To unlock the full potential of the BPW drum brake, always replace the 'C' clips and return springs. These are available individually or as part of the ECO Brake Spring Kit Axle Set, which includes 'C' clips, hook and eye springs and the main return springs.



## ...the driver already knows he's there.

Brigade's range of leading edge safety systems assist both driver and cyclist. Side sensors detect obstacles alongside the vehicle giving an audible signal to the driver, whilst an external speaking alarm warns cyclists and pedestrians of the vehicle's intended left turn. Combined with a camera monitor system including side view camera, vision and awareness in the near side blind spot are greatly improved.

**Killing blind spots. Saving lives.**



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Call on 01322 420300 or visit your stockist



New BPW genuine brake shoes.

## FORS reaches 1,000th Practitioner

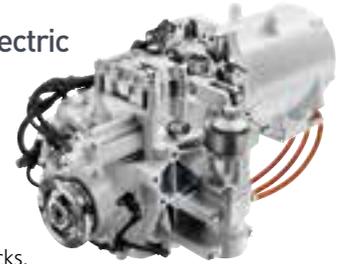
Only six years after the introduction of the qualification, FORS has hit a huge milestone as Scott Sharkey from Les Smith Haulage has become the 1,000th FORS Practitioner.

**Part of the** dedicated FORS Professional training programme, the highly regarded FORS Practitioner syllabus is a series of ten workshops covering the full breadth of skills incumbent upon today's transport managers.

The first FORS Practitioner qualification was awarded in April 2012 and the rapid growth of FORS Practitioners in the last six years is testament to its popularity among FORS members.

## Premiere For Volvo Trucks' First All-Electric Truck

Volvo Trucks has introduced its first all-electric truck for commercial use – the Volvo FL Electric for urban distribution and refuse operations, among other applications.



**The first trucks** in the new Volvo FL Electric range are now entering regular operation with two customers in Gothenburg, the home of Volvo Trucks, with sales and series production of the new model starting in Europe next year. "We are immensely proud to present the first in a range of fully electrically-powered Volvo trucks ready for regular traffic. With this model we are making it possible for cities that aim for sustainable urban development to benefit from the advantages of electrified truck transports," says Claes

Nilsson, President Volvo Trucks.

With better air quality and less noise in the city, it is possible to plan for housing and infrastructure more freely than at present. An electric truck without any exhaust emissions can be used in indoor terminals and environmental zones. In addition, their low noise levels create opportunities for operation at night, thus reducing the burden on the roads during the day.

EXPORT & FREIGHT

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## COURT REPORT

### Driver Didn't Have CPC

A County Tyrone driver was convicted at Lisburn Magistrates' Court and fined a total of £1,000 plus £15 Offender Levy.

**The conviction arose** when DVA Vehicle Examiners encountered an articulated goods vehicle on the M1 between Belfast and Lisburn. The driver was directed to proceed with his vehicle to the DVA weighbridge facility at Sprucefield for the purposes of weighing and examination but failed to do so. Further checks carried out at a later stage established that the vehicle was overweight and that the driver did not hold a driver CPC qualification. The driver also failed to produce tachograph records. Each of the four offences attracted a £250 fine.

### Convicted of Five Offences

A County Antrim operator has been convicted at Lisburn Magistrates' Court and fined £1,000 plus £15 Offender Levy; in addition four penalty points were imposed on his driving licence.

**The conviction arose** when DVA Vehicle Examiners stopped an articulated goods vehicle on the A1 Hillsborough, the driver was requested to proceed with his vehicle to the DVA weighbridge at Sprucefield for the purposes of weighing and examination. Further checks established that the driver did not hold a Goods Vehicle Operator's Licence, the trailer had three defective tyres and had no goods vehicle certificate in force. Each of the five offences attracted a £200 fine.



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**Enforcement priorities** Kathleen Callanan – *Head of Enforcement, Road Safety Authority*

**Manufacturers' perspective on truck restrictions**  
Martin Flach - *Alternative Fuels Director, IVECO*

**Truck restrictions** Natalie Chapman – *Head of South of England and Urban Policy, FTA*

**Apprenticeships** Sally Gilson – *Head of Skills Campaigns, FTA*

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# DIESEL IS NOT DEAD SAYS MAN'S GLOBAL CEO

Zero-emission battery-powered trucks will have a major impact on city transport over the next few years as local authorities battle to combat pollution, says MAN Truck and Bus global chief executive officer, Joachim Drees. "I believe that the future for urban distribution will be very much an electric one," he states.

**Determined not to** be left behind, Volkswagen-owned MAN has come up with a battery-driven version of the TGM, he says.

"It's a 26-tonner with twelve batteries and a range of about 200km," he explains. "It makes local distribution zero-emission and its low noise levels mean that it can deliver at night."

Nine of these trucks will soon be on trial in Austria. "We'll be putting them into series production in late 2021," he says.

Diesel is not dead however Drees stresses and he is confident it has a future, despite all the criticisms.

"Euro 6 diesel engines are very clean and fuel-efficient and we have to keep explaining to politicians that they are part of the solution, not part of the problem," he says. MAN has just introduced new Selective-Catalytic-Reduction-only 4.6- and 6.9-litre diesels for its light- and medium-weight models.

He doubts diesel will be elbowed aside by compressed natural gas or liquefied natural gas when it comes to long-distance runs. A major problem so far as gas trucks are concerned is that there is no second-hand market for them, he claims. "They just sit there, unsold," he contends.

Electric, diesel or gas fuelled, how long will it be before driverless trucks are commonplace? That's many years away, Drees reckons.

"It might happen on the motorway, but when it comes to urban distribution it's going to be difficult to get rid of the driver," he says.

"That said, there are certain confined areas where driverless trucks can be introduced now, and here I'm thinking about mines and port terminals among other locations," he continues.

Self-driving MANs are scheduled to be introduced inside logistic group D B Schenker's Nuremburg, Germany, depot.

Furthermore, MAN has designed a safety vehicle now in service in Hessen, central Germany, that autonomously follows along behind machinery used in mobile road works and acts as a shield to protect the workers. If somebody drives into the back of it then there is nobody in the vehicle to be injured and the workers ahead will hopefully remain unscathed.

The initiative forms part of a project funded by the country's Federal Ministry for Economics and Technology.

While the appeal of driverless vehicles looks set to remain limited, semi-autonomous technologies which aid the driver and reduce operating costs will become a lot more important, he predicts; and that includes platooning. It can cut CO2 emissions and fuel consumption



Joachim Drees,  
Chief Executive Officer (CEO)  
of MAN Truck & Bus.

by up to 10 per cent, Drees estimates.

MAN will shortly begin trialling platooning in conjunction with Schenker on the highway between Nuremburg and Munich. "Schenker's own drivers will be involved," he says.

Modern technology may bring benefits but it does not come free, and Drees says that that MAN is incurring hefty development costs. "In 2017 we invested around 640m euros in research and development which is double what we spent in 2011 and 2012," he reports.

He is not downhearted when he sees how big a bill the company is footing. "What with digitisation, electrification and autonomous driving, it's the most exciting time for our industry since we replaced horse-drawn carriages with vehicles," he says. "We are on the brink of radical change and we are looking at this major turning point with confidence."

Talking about bills, what about the suggestion that Volkswagen will have no choice but to sell off MAN – Scania too, perhaps – in order



to raise the cash that will be needed to pay the penalties it faces as a consequence of the dieselgate scandal? Brushing aside this rumour, Drees seems confident that MAN will remain part of the VW family for many years to come. "I have no concerns," he smiles.

By contrast what he is undoubtedly concerned about is the need for hauliers to attain greater operational efficiency, especially when it comes to back-loading. "Trucks are empty for around 33% of the time on average," he observes.

The answer is to make greater use of facilities such as vehicle optimisation and route planning and scheduling. That is where systems such as MAN's open, cloud-based, digital platform RIO come in, Drees says.

Employing a variety of apps, it can for example send information on the next consignment that needs to be collected straight to the driver's smartphone and navigate the truck to the pick-up location. Extra cargo can be assigned to trucks that are running completely or partially empty along a particular route, which can lead to better fleet utilisation.

"It can connect all the players across the value chain and we keep expanding existing services and adding new ones," he comments.

"All MAN's Euro 6 trucks have the necessary connection box and it can be retrofitted to older models," he continues. "Together with our sister brand Scania we have close to 400,000 connected trucks

"Add trucks operated by our partner brand Navistar in the USA and we are talking about well over 700,000 vehicles."

Other makes of truck from rival manufacturers can be accommodated too.

The growing stress on soft services is a major change for an old-established engineering company like MAN to take on board, he admits.

"For the last 100 years or more we have been concentrating on optimising existing powertrains; making engines more efficient,

for example," Drees says. "But now we are also looking at rather different fields, which doesn't come naturally to a hardware producer.

"We are moving away from being purely a manufacturer of vehicles to being a provider of sustainable and intelligent transport solutions."

More efficient ways of operating should have a positive impact on traffic congestion, and that is vitally important for people who live and work in urban environments.

"The number of people in cities is likely to double by 2050, and passenger and goods transportation are already pushed to their capacity limits," he says. "Cities have to be careful that they don't risk traffic gridlock; and end up suffocating themselves."





## SDC reveal their First Hydraulic Lifting Deck Curtainsider

SDC revealed their First Hydraulic Lifting Deck Curtainsider at the recent CV Show in Birmingham; details of the trailer had been kept under wraps until the opening day of the event.

The design of this trailer was one of the largest projects the engineers at SDC have worked on. They spent many hours researching and designing various concepts of the trailer before finalising the design to ensure it would be the most innovative, exciting and industry changing trailer on the Market. Manufacturing of the trailer was directed by Jimmy Dorrian, Head of Engineering at SDC.

The Hydraulic Lifting Deck Curtainsider, which is currently undergoing ENXL approval, has a lightweight deck design and is suitable for 52 pallet operations which provides many economic benefits to the operator. The trailer has been designed with the needs of the operator been at the forefront of the design, including a side mounted wander lead installed for ease of operation.

The multi position ratchet deck system is installed for flexible adjustment in increments of 120mm and it also utilises the latest PLC control for flexible programming and control. The built in control panel is simplistic and instinctual.

Jimmy Dorrian commented, "The most important elements in designing our trailers is ensuring that it meets the needs of customers operations and that the trailer is practical and easy to operate."

Added SDC's Chief Executive Officer, Enda Cushnahan: "We were delighted to exhibit the first SDC Hydraulic Lifting Deck Curtainsider at the CV Show. We are always looking for solutions to meet the needs of the Operators in the Industry and we are very confident that this trailer is one of the most innovative and industry changing trailers on the market."



## SDC Truck and Trailer Parts adds Auger to its range

SDC Truck and Trailer Parts have recently signed an exclusive long term supply agreement as a distributor for leading German truck parts supplier Auger.

SDC Truck and Trailer Parts, a subsidiary of leading U.K. and Ireland trailer manufacturer SDC Trailers, will now stock over 1000 parts lines of Auger in their recently opened 35,000 sq ft warehouse, based at headquarters in Toomebridge, Co. Antrim. The latest range to the portfolio means SDC now stock over 16,000 truck and trailer parts.

The new Auger products will join other leading truck and trailer parts brands in the SDC portfolio, including Bosch, Jost, Knorr, TRW, Wabco and many others.

The latest investment in Auger truck parts signals SDC's commitment to the market to ensure they are the leading stockists of Truck and Trailer parts in Ireland.

Commented Gavin Diamond, Director of SDC Truck and Trailer Parts: "Auger is a distinguished brand known for their high quality and durable products, and we are very pleased to say that we can now offer their products to our customers.

"We are always striving to deliver our promise of providing the

best products and services to our customers and the Auger range strengthens our promise. We have made a significant investment in recent years in our Truck Parts portfolio, the result is that our Truck Parts portfolio now has as many product lines as our extensive Trailer Parts portfolio. "The investment in Auger also means that we can now offer 'off the shelf' truck parts to our customers. Traditionally, this service would not have been as readily available."

Added Martin Vahey, Sales Manager for Auger: "SDC Truck and Trailer Parts have quickly become the leading supplier of parts in Ireland and we are looking forward to the Auger products being distributed by them in the Irish market. Their resources ensure that they meet every promise they deliver to their customers in a timely manner and as a supplier this is one of our distributor's most important attributes."

SDC Truck and Trailer Parts is the leading provider of high quality parts throughout Ireland. Established in 2002 they now stock over 16,000 parts, are in 9 different locations and have 26 vehicles on the road.



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# TOPAZ REBRANDS TO CIRCLE K

Circle K has officially launched in Ireland and in doing so has announced significant investment and job creation in the Irish market. The global fuel and convenience retail giant is set to invest €55million over the next two years in addition to creating 240 new jobs.

**Some €35million of** the investment is going towards the development of four new Circle K Ireland sites. These include two new sites in County Kildare as well as sites in Gorey in Co. Wexford and Athlone in Co. Westmeath.

The investment in these new sites and the completion of recent newly developed sites at City North beside the M1 in Dublin, and Junction 14 on the M8 in Fermoy will create a total of 240 new jobs. 90 jobs will be full time. 150 will be part time. This will bring the number of full-time employees to just under 2,400.

Meanwhile, €20million is being invested in the physical rebrand of all Circle K sites and fuel vehicles, as well as in-store renovations across the network and all marketing activity.

The investment announcement marks the official launch of the Circle K brand in Ireland and will commence the formal rebrand of Topaz to Circle K which spans the entire network of sites across the country.

Over the next 18 to 24 months, over 420 service stations will be rebranded with all Topaz canopies changing to Circle K. The Re.Store brand will be replaced, however the existing and renowned food offering will remain. Circle K will look to further enhance its existing range with some exciting announcements in the coming year.

Niall Anderton, Managing Director of Circle K Ireland commented, "This is a momentous occasion for Circle K Ireland as we complete our two-year journey of integration and officially launch the Circle K brand in Ireland. We do this determined in our vision to be the world's leading forecourt and convenience retailer building on our established position as market leader in Ireland.

"Our mission is to make it easy for our customers in everything we do so that when they set foot inside a Circle K store, they know exactly where they are and are assured of the highest quality products and services.

"The arrival of Circle K in Ireland will be a



gamechanger for forecourt and convenience retailing. As we join forces with an internationally established leader in this space, we will have access to the greatest insights and developments meaning we can continuously deliver a superior quality level of service and product to our customers in Ireland.

"I would like to thank all our outstanding staff in the company who have played a tremendous role throughout this process. I am also very grateful to the excellent independent retailers who we are lucky to work with. Finally, the support we have received from our new colleagues in Circle K has been fantastic and we look forward to achieving great things with them in the coming years."

Jacob Schram, Group President of European Operations at Circle K commented, "We have always been deeply interested in Ireland and for years we watched the growth and success of Topaz from afar. To stand alongside our new

partners in Ireland and formally introduce the Circle K brand is very satisfying and is testament to the hard work of many people both here and in the wider Circle K organisation.

"Ireland is at the cutting edge of forecourt and convenience retailing and we have big plans to build on the established position of the business in Ireland and bring our own global insights to the fore for the benefit of Irish consumers.

"Circle K is committed to the Irish market which is why we have invested so heavily in its development to date and will continue to do for many years to come."

In 2016, Topaz was purchased by Canadian convenience store group Alimentation Couche-Tard (ACT), one of the world's leading convenience retailers. Circle K is the global fuel and convenience brand of ACT and it is the largest and strongest brand owned by Couche-Tard.



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**2018**

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

## Safety Award



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

## Driver of the Year



This Award will be presented to the commercial vehicle driver who offers a high standard of driving skills; excellent driving record and dedication to the trade. 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


 tick

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

### Top Training Operator of the Year


 tick

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

### Chilled Operator of the Year


 tick

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

### Transport Personality of the Year


 tick

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

### Own Account Operator of the Year


 tick

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

### Logistics & Warehousing Specialist of the Year


 tick

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

### Excellence in Maritime Logistics


 tick

This award category honours and acknowledges the contributions made by individuals and organisations involved in the maritime logistics sector - from shipping lines and shipping agents to freight forwarders and 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

 tick

This Award will be presented to a company providing evidence of tachograph analysis with a low level of infringements and/or showing continuous improvement; offering a proactive voluntary training (not DCPC) by staff aimed at improving 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 (UP TO 25 VEHICLES)


 tick

This will be presented to an operation running a high quality, well maintained fleet of up to 25 vehicles. The company must have a good reputation for efficient, respected service and offer good business practice in all aspects of their operation.

### National Haulier of the Year (26 VEHICLES AND OVER)


 tick

This will be presented to a medium to large haulier operating a high quality fleet of over 26 well-maintained vehicles and providing an excellent independent distribution service throughout the island of Ireland and/or UK and Europe. They must have a proven high-level infrastructure to the national and/or international marketplace.

### Truck of the Year


 tick

This award invites all truck manufacturers to nominate one vehicle from their model range over 18 tonnes GVW 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:

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

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

You can also submit supporting corporate material - brochures etc, including photographs of projects, services or products. You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category. The judges' decision is final and no correspondence will be entered into. All entries are private & confidential. The winner will remain confidential until the event. All entries/nominations should be received by 28th June 2018 via online submission at [www.exportandfreight.com](http://www.exportandfreight.com) or email to [helen@4squaremedia.net](mailto:helen@4squaremedia.net) or post to 4 SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down, BT26 6AE.

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# EXPORT & FREIGHT

## TRANSPORT & LOGISTICS AWARDS

The Irish Transport & Logistics Awards 2018, hosted by Export & Freight, Ireland's Transport Magazine, is set to be the biggest event in the Irish transport calendar

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Export & Freight, 12 Main Street, Hillsborough, Co. Down BT26 6AE,  
or email table / seating requirements to helen@4squaremedia.net



# Employee whistleblowing telephone calls increase at UK transport and logistics firms

The trend for employees at transport and logistics organisations to use whistleblowing hotlines has accelerated following last year's Hollywood harassment scandals.

**New research shows** a 7% increase in calls in 2017 according to Expolink, Europe's leading provider of outsourced speak up "whistleblowing" services. Expolink's annual Whistleblowing Benchmarking Report includes an analysis of 8,281 reports raised by UK employees in 2017. Expolink hotlines cover over 600 major organisations worldwide employing 5.35 million people, including more than 20 of the UK and Europe's largest transport and logistics businesses.

John Wilson, Expolink's Chief Executive, said: "The tsunami of public whistleblowing that was unleashed in the autumn following revelations in Hollywood, and then elsewhere, has emboldened Britain's transport employees to increasingly report workplace problems, whether harassment or other issues.

"The rise is particularly notable in the transport and logistics sector where problems can include Health & Safety/ Environmental Safety (HSES) issues, which account for more than 15% of all reports from this sector, almost three times higher than the UK average.

"However, the percentage of HSES reports has almost halved for the transport and logistics sector over the past year (HSES issues accounted for 28% of this sector's reports in 2016). This suggests employees are reporting HSES breaches less frequently, which employers need to look into, but a wider range of issues are being reported by employees within this sector.

"The nature of the transport and logistics sector presents organisations with unique challenges when it comes to promoting and managing a speak up "whistleblowing" service. Such challenges include the split of the workforce between warehouse, transport and back office environments. Nonetheless, the leading companies in this sector have successfully introduced a whistleblowing service, using a multi-pronged approach to ensure employees know where to raise their concerns, whether they are in an office or on-the-road." Expolink's research has shown that in recent years employees have become more comfortable with speaking up and using whistleblowing hotlines where they see unsafe, dishonest or inappropriate activity. This trend has leapt forward since the autumn following the Hollywood and ensuing scandals, which has encouraged employees to examine their own organisations more objectively and speak up if they see unethical behaviour.

John Wilson added: "Readily available speak-up channels, combined with a culture of listening to employee concerns, is often the best defence for organisations against festering problems that could eventually lead to injuries, staff problems or even damage to the company's reputation. By having a whistleblowing service in place it helps to identify issues before they escalate, providing management is willing to listen, of course."



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# NORTHERN IRELAND LOGISTICS & TRANSPORT ANNUAL GALA DINNER

The NI Region of the Chartered Institute of Logistics and Transport recently hosted its Annual Gala Dinner at Titanic Belfast.

**Guests were treated** to a champagne reception followed by a sumptuous 4-course dinner. The host for the event was Zoe Salmon and during dinner guests were entertained by F1 Leader and Business Author Mark Gallagher. Afterwards, guests enjoyed hearing from local well-known comedian Gene Fitzpatrick before the evening was rounded off with

music from the Ruth Jennings Jazz Band. The gala event also included the presentation of the 'CILT / RSA Insurance Outstanding Contribution to the Industry Award', which was presented to Ross Reed, OBE. The CILT Regional Committee recorded its thanks and appreciation for sponsorship support received



The Chartered Institute of Logistics and Transport

from Stena Line, A&L Goodbody, Circle K, DCI Kinesis, Grafton Recruitment and RSA NI.

*\*Photography by Michael Cooper*



A&L Goodbody guests with Jamie Shaw, Chairman, CILT NI.



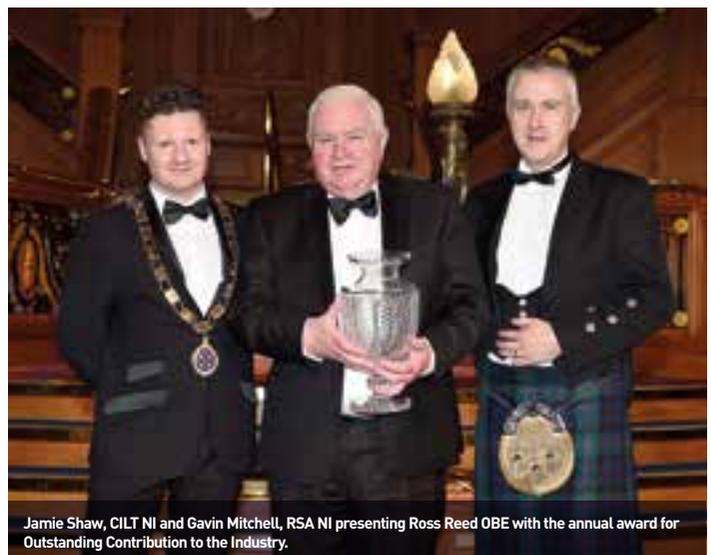
Comedian, Gene Fitzpatrick, provides after dinner entertainment.



Nick McCullough (former Chairman CILT NI), Jamie Shaw (current Chairman CILT NI) and Pamela Dennison (National Officer CILT NI)



Zoe Salmon, Event Host and Jamie Shaw, Chairman CILT NI, presenting Nick McCullough, former Chairman of CILT NI, with a special recognition award.



Jamie Shaw, CILT NI and Gavin Mitchell, RSA NI presenting Ross Reed OBE with the annual award for Outstanding Contribution to the Industry.



Jamie Shaw, Chairman, CILT NI, with guest speaker Mark Gallagher, F1 Leader and Best-selling Author.



Jamie Shaw, Chairman, CILT NI with Anna Breen from Principal Sponsor, Stena Line.



Kathy O'Hara and Kevin Gallagher from DCI Kinesis with Jamie Shaw, Chairman, CILT NI.



Representatives from Grafton Recruitment with Jamie Shaw, Chairman, CILT NI.



Guests from Circle K enjoying the drinks reception.



Helen Beggs and Garfield Harrison from Export & Freight with Jamie Shaw, Chairman, CILT NI and Mark Gallagher, guest speaker.



Anna Breen, Stena Line, presenting the star raffle prize to Emma Jennings.



Guests from RSA NI enjoying the drinks reception.



Jamie Shaw, Chairman, CILT NI, welcomes all the guests.



Guest Speaker Mark Gallagher, F1 Leader and best-selling author, addresses the audience.



Pamela Dennison, CILT National Officer Northern Ireland, enjoying a lap on Eddie Irvine's Race Experience.

# Next-generation Kögel Cargo Coil and Cargo Coil Rail

Kögel's Cargo Coil and Cargo Coil Rail are the first variants in its platform trailer portfolio to transition to the next generation – NOVUM – and are available to order with immediate effect.

**These semi-trailers for** coil and split strip transport now feature the optimised external frame profile and improved body characteristic of the NOVUM-generation trailers.

In addition, the tare weight of the new models is up to 150 kilogrammes lower

than the predecessor generation. The empty Cargo Coil trailer with its basic equipment weighs as little as 6,650 kilogrammes, and the Cargo Coil Rail, 6,900 kilogrammes.

Compared to the old generation, the new 435-millimetre-high side member not only



accommodates a higher payload but also provides the benefit of greater overall height with the same body height. What's more, both models are highly customisable.

# Customs Union Is Not Enough To Deliver Frictionless Trade, Says FTA

The UK's logistics industry is reminding MPs that forming a customs union with the EU would not remove the need for checks at the borders or deliver frictionless arrangements on its own.

**They say the** consequences of leaving the single market should also be considered and solutions

found to minimise regulatory barriers, remove the need for conformity or food safety checks

at the borders, and to protect transport connectivity after Brexit.

"Leaving the EU Customs Union and single market has big consequences for supply chains and the continuity of the UK's European trade," says James Hookham, FTA's Deputy Chief Executive. "If the Government remains fixed on this course, then it must prioritise sorting out the potential 'showstoppers' that will kick in on Day One of Brexit.

"Leaving the Customs Union is

only one part of the story, and a customs union on its own would not remove the need for checks at the borders or provide frictionless trade for businesses. Ending of all the single market arrangements could cause even bigger delays, disruptions to integrated supply chains and barriers to trade. Leaving the single market would mean new checks on food safety or product conformity needing to be made at the EU border, unless less intrusive arrangements can be negotiated and implemented in time."

Currently, more than 10,000 HGVs travel through the Port of Dover (the UK's busiest transport hub with continental Europe) and Eurotunnel each day with the highly efficient roll-on roll-off system which reduces waiting time at the borders to the bare minimum, and supports just-in-time production processes and time sensitive deliveries.



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## Krone Parts get there faster with Unique QR Code

Krone has introduced a new system for ordering trailer parts which says the company will speed up supply and guarantee accurate parts replacement for the life of every Krone vehicle.

**Using a unique** quick-response code, which is stamped onto the registration plate of every Krone trailer, the customer simply scans the information, using a mobile or tablet, to gain instant access to the trailer parts list and all relevant data - such as part numbers, description and availability. Then, using the Krone Online Shop, the parts can be quickly ordered. As each QR code is unique to the trailer on which it is supplied, the operator will benefit from fast and accurate identification of the required spare part without confusion or issues arising from language translation.

Furthermore, parts procurement is speeded up and the customer will save time during maintenance, repairs or vehicle breakdowns during the life of the trailer and will always be assured of receiving the actual parts which were part of the original trailer specification.

# A QUICK GUIDE TO FINANCING YOUR BUSINESS NEEDS

Asset Finance is the third most common source of finance for businesses, after bank overdrafts and loans; it's a flexible alternative that provides significant benefits for businesses.

**It could be** the perfect solution if your business needs new equipment that might otherwise be unaffordable, and there are a number of advantages over outright purchase, not least giving you access to equipment without disrupting your cashflow.

Finance agreements can often be tailored to the business' needs, with flexibility on both the term and repayment schedule.

The Finance & Leasing Association, the leading trade body for the asset, consumer and motor finance sectors in the UK, says that last year its members provided £128 billion of new finance to UK businesses and households, with £32 billion of that used to support investment in new equipment.

According to the FLA, asset finance has a number of advantages over conventional loans:

It's secured wholly or largely on the asset being financed, so this reduces the need for additional collateral.

There's more security for the user because the loan cannot be recalled during the life of the agreement

Asset finance can be obtained directly from specialist providers, or indirectly through

equipment suppliers or finance brokers.

It offers ultimate flexibility because businesses have the option to replace or update equipment at the end of the lease period.

## Leasing

The most common types of asset finance are leasing and hire purchase. Leasing, although denied capital allowances, gives you access to new equipment by way of renting it for a contracted period, normally between 24 and 60 months, without owning the asset.

Under a simple operating lease you are responsible for all operating costs including servicing, maintenance, insurance and repairs, since the machine must be returned at the end of the agreement in full working order and in a condition specified at the outset. Rentals are normally fully allowable against taxable income as a business expense.

Under a finance lease, the finance company purchases and owns the asset throughout the term of the lease and hires the goods or equipment to you over an agreed period.

At the end of the lease you can either return the goods to the finance company

and upgrade to new equipment on a new lease, or there is usually an option to continue leasing the goods after the primary period at an agreed annual payment.

## Hire Purchase

However, Hire Purchase, which does qualify for capital allowances, is a more traditional method of financing fixed assets, especially if you wish to eventually own the vehicle, machine or equipment.

In simple terms, the finance company buys the asset on your behalf. You pay an initial deposit and the remaining balance, plus interest, is then paid over an agreed period, usually between two and five years. During this period, title to the goods remains with the finance company until all the payments have been made in accordance to the finance agreement. Once the final payment is made, full ownership transfers to you.

## Contract Hire

If you want to budget with total accuracy and confidence, then Contract Hire might be an option. It essentially extends an Operating Lease to include full maintenance and other services within an inclusive rental.



# BC Asset Finance Well Placed to Help Local Businesses

One local company taking a lead in helping businesses fund their requirements is Newtownards based BC Asset Finance who have over three decades of experience in this particular area.

**Headed up by** Bob Campbell and his son Jonathan, the company has good working relationships with a wide range of

lenders, not just High Street names, so are in a sound position to find the right deal for clients across the commercial vehicle, construction and agricultural sectors.

It's all about matching a business' requirements with the most appropriate lender and comments Jonathan: "No two client's needs are necessarily the same, which is why our bespoke financial packages are specifically tailored and can be far more flexible than traditional Banks."

"Our whole aim is to help clients to obtain the necessary equipment or machinery for their business with the least amount of hassle," adds Jonathan, a Queens University graduate with over 10 years of experience in the food and drinks sector. His father Bob, who originally founded the company, was formerly an Area Manager for a major leasing company, and has been working in Asset Finance for over 30 years.

Being based in Northern Ireland and with a carefully selected panel of lenders, BC Asset Finance are clearly well placed to offer some very highly competitive terms to assist businesses acquire anything from a

single truck to an entire fleet, from a tractor unit or refrigerated trailer to a van or any other light commercial vehicle. They are also very active in the local agriculture and construction sectors.

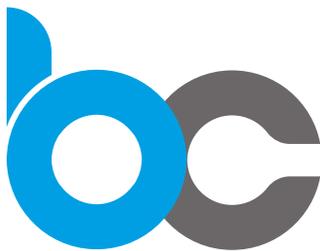
"The acquisition of assets, particularly expensive capital equipment, is a major commitment for many businesses. How those acquisitions are funded requires careful planning," says Jonathan. "Rather than pay for the assets outright using cash, it often makes sense to look for other ways of spreading the cost to coincide with the timing of revenue generated by the business. Flexibility can be the key."

Approved and regulated by the Financial Conduct Authority and as members of the National Association of Commercial Finance Brokers and the Federation of Small Businesses, BC Asset Finance has built up a diverse customer base offering a variety of finance options, including Finance & Operating Leases – and, of course, Hire Purchase which is by far the most popular choice in Northern Ireland.

That's not surprising considering the fact Hire Purchase provides the benefits of ownership without incurring the full capital outlay at the outset. Payments are agreed in advance and are fixed for the life of the agreement. The full VAT, or the VAT difference if a part exchange is included, is normally payable on signing the agreement but can be reclaimed in the normal way since the finance agreement is acceptable as a VAT invoice – and because the intention to purchase exists from the outset, capital tax allowances and the available relief can be claimed from the point the equipment is brought into use.



Jonathan and Bob Campbell



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# SUSTAINABLE FUNDING GIVES BUSINESSES MORE CHOICE

Close Brothers Commercial Finance focus on finding funding that is suitable for your business. Using their expertise in invoice and asset finance, they work hard to match your goals with a sustainable finance solution.

**Asset finance can** be particularly useful for companies that buy or manufacture products in bulk for resale or export. These types of businesses often have a long working capital cycle, and it can be challenging to keep cash flow at a level that allows growth. For many, releasing capital from existing assets is a sustainable way to support business expansion.

Take Close Brothers Commercial Finance's innovative product [Sale and HP back](#) as an example. This refinancing facility enables you to release equity from existing assets, such as vehicles and manufacturing equipment.

"We value the asset, 'purchase' it from you, and finance it back over an agreed period. Whether you originally own the equipment, or need to restructure another finance agreement, you will own the asset at the end of the repayment period," says Gary Coburn, Regional Sales Director, Close Brothers Commercial Finance.

Refinancing facilities offers businesses choice without the instability associated with traditional borrowing.

Explains Gary: "For instance, one company we worked with had the opportunity to invest in products for profitable resale. To buy the stock at the best price, the company needed to pay in advance, but much of their capital was tied up in existing assets. Close Brothers worked with the firm to cover the upfront costs. "After assessing the business, we refinanced the company's equipment to release equity, allowing them to invest money as they wished. The refinancing facility gave the company uninterrupted use of the equipment they needed while giving them the freedom to develop their business."

Close Brothers' personalised finance solutions are designed to help firms reach their potential. Their experienced asset finance specialists can work with your business to get the right funding solution for you.

With extensive coverage across Ireland, and offices in Belfast, Cork, Dublin and Galway, we're ready to discuss your business needs today. Call 02890 999 550 or visit [www.closecommercialfinance.ie](http://www.closecommercialfinance.ie) for more information.



Gary Coburn,  
Regional Sales Director,  
Close Brothers  
Commercial Finance

# 70 YEARS OF TAILORED TRANSPORT SOLUTIONS FROM BRS



WITH 70 YEARS OF EXPERIENCE BRS LTD CONTRACT HIRE AND RENTAL COMPANY, CONTINUES TO SUCCESSFULLY GROW ITS BUSINESS IN NORTHERN IRELAND SINCE IT ENTERED THE LOCAL MARKET JUST OVER 4 YEARS AGO.

**With an increasing number of contract wins from leading transport operators here, BRS has expanded its available rental fleet in Northern Ireland, and in the past year has also seen a new service location with the appointment of Toal Truck Services in Middletown in County Armagh.**

Together with Renault dealers Diamond Trucks in Newtownabbey, it has rapidly become a major player in the contract hire market in Northern Ireland, with plans for further expansion in the future as more and more operators come to appreciate the many benefits offered by the BRS network.

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

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

Area Sales Manager Kieran Sheen says that having established a solid customer base in Northern Ireland, BRS is now targeting even larger fleet operators here.

"Over the past 4 years we have virtually doubled our hire fleet. Now we have over 2,000 vehicles at our disposal throughout the UK, including around 350 rental vehicles at their disposal here in Northern Ireland, ranging from 3.5 tonne vans to 44 tonne tractor units, as well as boxes, curtainsiders and drop sides, so we are able to meet every customer requirement," says Kieran.

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

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



and then tailor the contract accordingly."

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

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

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

BRS also operates 24/7 to provide you with support where and when you need it, such as a Dedicated Operations Manager to help you control your activity and costs. BRS will ensure your fleet is compliant with the latest legal and environmental issues, as well as ensure your R&M is managed efficiently, to a high standard that meets all vehicle safety requirements

"BRS customers can also benefit from Renault Trucks' Optifleet telematics which

includes fuel reporting, driver performance and training, vehicle tracking and even remote tacho downloading," adds Kieran.

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

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



**Diamond Trucks – Mallusk**

**028 9083 7171**

**sales@diamondtrucks.co.uk**

**Toal Trucks – Middletown**

**028 3756 9700**

**sales@toaltruckservices.com**

**www.brs.co.uk**

# Irish PM Visits Warrenpoint Port

Taoiseach Leo Varadkar recently paid a visit to Warrenpoint Harbour where he met the port's Chief Executive Officer Clare Guinness to discuss the implications of Brexit.

**Situated almost directly** on the border between the UK and the Republic of Ireland, Warrenpoint Port last year handled 3.56 million tonnes of cargo worth £6.2 billion, around 40 per cent of which either originated from or was destined for the Republic of Ireland. The vast majority of seaward trade, however - more than 80 per cent - is to and from Great Britain.

Commented Clare Guinness: "The visit provided a welcome opportunity to meet with the leader of our closest trading partner who is one of the leading figures in the Brexit negotiations.

"We used the meeting to press on Mr Varadkar our desire for a border that supports frictionless trade, ensuring that it can continue to flow and grow. While this is our preferred position, we are actively formulating plans to deal with whatever scenario results from the Brexit negotiations.

"We also highlighted the need for improved infrastructure in the border region which would help trade north and south, in particular, the delivery of the Southern Relief Road which has already benefitted from European funding through the feasibility phase."



Taoiseach, Leo Varadkar and Warrenpoint Port Chief Executive Officer, Clare Guinness.

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# SHOW HIGHLIGHTS DIVERSITY OF THE TRANSPORT INDUSTRY



The National Exhibition Centre in Birmingham recently hosted the biggest and most important commercial vehicle event of the year.

**The exhibition was** packed with some of the biggest names from across the commercial vehicle spectrum. From truck, van and trailer manufacturers to fork lift trucks, insurers, tyre companies, telematics, training providers and fuels and lubricants suppliers.

There were a number of new model launches at the three-day event, in addition to a wealth of new products seen for the first time, as the show provided a shop

window for many of the UK's top converters and bodybuilders, who supply anything from lighting and racking systems through to bespoke vehicle 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 did we have key manufacturers offering British customers some of the best vans and light trucks in the world, but

we also had 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."

Mike Hawes, SMMT Chief Executive, added: "This year's event reflected the huge amount of innovation taking place in the road transport industry, all geared to help operators get the most out of their fleets and deliver the safest,

most efficient and value for money services. From the latest advanced low emission vehicles and driver assistance systems to aftermarket products and logistics software solutions, the cutting-edge tech on display re-affirmed the CV Show's place at the heart of our industry."

Export & Freight had a four strong team at the three day event, and over the next few pages we highlight some of what was on offer to the 20,000 plus visitors. In our Van Ireland section, we also take a look at some of the new developments in the world of vans.

## SDC reveal first Hydraulic Lifting Deck Curtainsider

SDC unveiled their first Hydraulic Lifting Deck Curtainsider, details of which had been kept well under wraps until the show.

**The design of** this trailer was one of the largest projects the engineers at SDC have worked on. They spent many hours researching and designing various concepts of the trailer before finalising the design to ensure it would be the most innovative, exciting and industry changing trailer on the market. Manufacturing of the trailer was directed by Jimmy Dorrian, Head of Engineering at SDC.

The Hydraulic Lifting Deck Curtainsider, which is currently undergoing ENXL approval, has a lightweight deck design and is suitable for 52 pallet operations which provides many economic benefits to the operator.

The trailer has been designed with the needs of the operator been at the forefront of the design, including a side mounted wander

lead installed for ease of operation. The multi position ratchet deck system was installed for flexible adjustment in increments of 120mm and it also utilises the latest PLC control for flexible programming and control. The built in control panel is simplistic and instinctual.

Jimmy Dorrian commented, 'The most important elements in designing our trailers is ensuring that it meets the needs of customers operations and that the trailer is practical and easy to operate.'

Added SDC's Chief Executive Officer, Enda Cushnahan: "We are always looking for solutions to meet the needs of the operators in the industry and we are very confident that this trailer is one of the most innovative and industry changing trailers on the market."

## Intelligent Telematics Launches Camera Monitoring Solution

Intelligent Telematics has introduced a 24/7 monitoring solution, to provide immediate visibility of all road collisions, near misses and other notable driving events.

**The solution will** enable fleets using Intelligent Telematics' Surecam single and two camera systems to increase the level of duty of care they offer to drivers, while better managing the insurance claims process.

The 24/7 call centre will actively monitor all incoming alerts, reviewing the associated video

footage and vehicle data. This will enable each incident to be graded as either a road traffic collision or near miss and an email notification sent to an agreed list of contacts within 30 minutes of it taking place. For fleets with a dedicated claims response service in place the video can be despatched directly to them so that an operative can proactively contact the driver

in the event of a crash, call the emergency services if required and commence the claims process.

An incident report will provide the fleet operator with a detailed overview of each event. This will allow relevant teams within the organisation – such as transport, operations, health and safety, human resources and insurance

– to respond based on what took place, so they can confirm the welfare of drivers and ensure appropriate procedures are being followed. A customisable monthly management report will also provide a breakdown of all alerts by grade, locations and time of day to offer added operational insight and support any corporate safety initiatives.



# Business Focused Products from MAN

The show witnessed the launch of no less than four new business focussed products from MAN, all supported by a comprehensive range of Fleet Management solutions.

There was the first UK exhibition of the new TG truck interiors, and the new SCR only engines for light and medium weight trucks, in addition to the launch of the new 3.5 tonnes RWD TGE light commercial van, and MAN's 'Vans to Go' body solutions.

The new interior product improvements, designed to further enhance the driver's workspace, sleeping area and in cab acoustics, include a new gear selector switch, now located in the main instrument cluster, new switch gear, now grouped together by function, a new 4" colour information display, offering clearer vision, new coolbox and storage box, stowed under the bunk, with no intrusion into the cab floor space and more cab floor space thanks to new park brake console.

In those trucks with sleeper cab there are new flexible lights



featuring a flexible swan neck design, digital alarm clock with LCD display, and switches for interior lighting, windows and sliding roof, as well as a new storage unit on the rear bulkhead for upper and lower bunks, while a new acoustics package on the TGX reduces in cab noise by up to 1.5 dB.

This year's CV Show also saw the completion of the TGE range with the launch of the new 3.5 tonne GVW rear wheel drive product entering production.

With a range of panel vans from 9.3m<sup>3</sup> to 18.4m<sup>3</sup>, and both single and crew cab chassis

variants, offering three or seven seats respectively, the TGE really does have a transport solution for everyone. Covering weight categories ranging from 3.0 to 5.5 tonnes the TGE is powered by latest technology Turbo Diesel engines, these powerful and efficient engines can be married to a standard six-speed manual transmission or an optional eight-speed automatic transmission.

Panel van TGE's come equipped with numerous load lashing points, low loading heights and an extra-wide 1311 mm sliding side door, as well as towing capacities of up to 3.5 tonnes.

Safety comes first with the MAN TGE as Emergency Brake Assist (EBA) is installed as standard. EBA will issue a visual and audible warning if the driver doesn't react to an approaching hazard and if necessary activate the brakes. Park Steering Assist, Side Assist and Active Lane Assist can all be optionally specified.

## New CameraMatics app from ProVision

ProVision used the CV Show to demonstrate a new mobile-based app targeted at fleet managers to help with minimising risks, and tracking compliance, associated with running a commercial vehicle fleet.

Available for both iOS and Android, the innovative app will cover Accident Reporting and Checks Management for vehicles and represents a major extension to ProVision's comprehensive CameraMatics solution.

The app, which is expected to be available as part of an initial controlled release to the market in early May, provides additional flexibility for fleet managers, and can be used as standalone products or in conjunction with ProVision's Cloud Connected Plan.

Known for its CameraMatics solution which uses camera footage and vehicle data, ProVision has built up a range of services to support risk and compliance tracking, with the new app being the latest offering from the company.

"Integrating seamlessly into ProVision's current risk management portal, information on the fleet's status can be instantly accessed at any time and anywhere thanks to cloud-based connectivity," said Mervyn O'Callaghan, Managing Director of ProVision.

"This new app will help fleet managers to supplement data collection by making it easier for drivers to complete important checks. Information from vehicle walk around checks and accident reports are entered digitally and instantly relayed to the fleet manager. This removes the need for paper-based checks, while drivers can feel confident that vehicle faults and issues have been properly recorded and shared with management," said Mervyn.

## r2c Online reports record levels of interest

Compliance and maintenance software providers, r2c Online, have reported record levels of interest at the CV Show, after generating more than double their previous record of sales leads at the event.

Their collaborative platform for digital fleet and workshop management proved popular over the three days of interactive demonstrations at the NEC, with new business leads already securing plentiful follow-up meetings across the country.

This success follows the DVSA's official launch of the highly anticipated Earned Recognition

scheme on the first day of the CV show. Nick Walls, Managing Director at r2c Online, said, "We're delighted that our biggest CV Show attendance has been well received.

Particularly high levels of interest have been shown in Exemplar Fleet, our Earned Recognition package, which reflects a general shift in the industry's attitude towards digital compliance.

"This increase in demand is very rewarding as a lot of effort has gone into ensuring that our services surrounding the Earned Recognition software are second to none, with stand-out benefits like off-platform data consolidation and compliance support services."

r2c's CV Show success highlights an already-triumphant twelve months for the business, as their

workforce has doubled in size and their user base has reached over 55,000 users. Nick concluded, "This result is testament to the hard work r2c has put into ensuring our software solutions answer the current needs of today's industry, and we're looking forward to enjoying further business growth this year as the industry continues to realise the benefits of going digital with r2c Online."

# Hiab launches the MOFFETT M5 NX truck mounted forklift

Hiab has launched the new MOFFETT M5 NX truck mounted forklift, an ideal machine for medium to heavy-duty tasks, with an efficient power to weight ratio.

**The M5 NX** is light enough to be carried on almost any truck or trailer, yet it can lift up to 2,500kg, giving it a highly efficient power to weight ratio. It is available with the option of the Lift Assist™ system, enabling it to safely unload from one side, which gives it supreme flexibility

in confined spaces and situations where a normal front-loading forklift simply could not operate. So, whether there is a need to unload in busy streets, congested urban environments, or simply on a building site, the M5 NX is capable of delivering a wide range of products, from building supplies

and industrial gasses, to animal feeds and turf, quickly and safely. A wide range of options and attachments allow the M5 NX to be specifically customised to suit differing needs. They include varied lift heights, four-way steering, a choice of forks, and various tyre options.



# Free2Move Lease Launches Free2Move Connect Fleet

Free2Move Lease, the PSA Group's multi-brand leasing and finance business, launched Free2Move Connect Fleet.

**Free2Move Connect Fleet** gives fleet operators the position of vehicles in the fleet, so they can see at a glance where all their vehicles are, their direction of travel and where they have been already. Connect Fleet will also allow the fleet operator to geo-fence specific locations, sending an alert to specified recipients when the vehicle arrives at or leaves a particular location.

This might, for instance, be a depot or customer on the vehicle's scheduled route. Service fleets would be able to see which of their vehicles was the nearest to a customer needing urgent assistance. Connect Fleet customers will have access to a comprehensive amount of vehicle data, enabling them to manage their vehicles and drivers more effectively. Connect Fleet's other

capabilities include tracking the hours and miles travelled by vehicles in the fleet and also monitoring fuel consumption. Connect Fleet customers can also tap into analysis of driver behaviour, monitoring events such as harsh braking and harsh acceleration to build an eco-performance profile for each driver. This information is also used to give feedback to the driver on his or her performance, with advice on how to improve their score. One of the key benefits of a manufacturer group like the PSA Group entering this market is that Free2Move Lease is perfectly positioned to interpret accurate vehicle data, directly from the vehicle CAN bus. No more estimating mileage from algorithms and location tracking – Free2Move Lease presents actual odometer readings, as well as maintenance alerts or warning lights, as they appear on the vehicle.

# Kögel exhibits high-endurance workhorse, the Cargo

High-endurance workhorse, the Kögel Cargo, on display at the show, scores top marks due to its robustness, extensive standard features and diverse customised equipment. In addition to its high manufacturing quality, the Kögel Cargo has impressively low maintenance costs and can be used in a highly flexible manner.



**The highly stable** frame has a sophisticated cross beam arrangement for transporting heavy loads in a very wide variety of road conditions, making it highly reliable for use in daily loading operations and under extreme conditions. The floor load-bearing capacity can withstand high forklift axle loads of up to 7.2 tonnes. The Kögel Cargo also has a low tare weight and a very robust body. Thanks to the two continuous roof frame profiles, no post supports are required when the side tarpaulin is open. The empty trailer with its basic equipment weighs as little as approx. 6,000 kilograms.

This makes it ideally suited for payload-intensive transport. On the Kögel Cargo, no belts hang down in the loading area when the roof is open; they are integrated into the roof awning. This entirely eliminates straps snagging on the load. For optimum load-securing, there are 13 pairs of lashing rings, each with an optional 4,000 kilogrammes of tensile force, set into the Vario-Fix perforated steel external frame to enable almost infinitely variable lashing of the cargo. It goes without saying that the Cargo has the DIN EN 12642 Code XL load-securing certificate. The Cargo exhibited at the show featured a non-slip floor that is available as an option for many Kögel trailers. In this optional feature, the plywood floorboards are provided with an anti-slip coating, which makes load-securing much easier and safer. This saves drivers, shipping agents and freight forwarders time, as it eliminates the time-consuming process of covering the trailer floor with anti-slip mats.



SDC Trailers Enda Cushnahan at the CV Show.



New Iveco Stralis X Way.



Golda Burrows, Export & Freight, Brian McManus, Surefreight and Helen Beggs, Export & Freight.





Tracy Martin, Denver Suitters and Kathryn Dickey from TTP Thermo King.



Stephen Shaw [centre] from Modern Tyres on the GITI Tyres stand.

# TruTac drop-in session ‘tells all’ as Earned Recognition goes live at CV Show

TruTac, the compliance and tachograph software, experts hosted an Earned Recognition ‘drop-in’ session on their stand during the last day of the CV Show, following the official Show launch by the DVSA (Driver and Vehicle Standards Agency).

In the company of both DVSA and SilkThread, the award-winning operator licence management system provider, the TruTac team presented their ‘fully interactive’ Earned Recognition dashboard. Featuring full drill-down and intuitive graphical data, which customers can use free-of-charge to benchmark their own performance against Earned Recognition key performance indicators.

E.R. rewards operators who regularly share fleet performance information with the DVSA, regarding drivers’ hours and vehicle maintenance compliance. TruTac provide market leading software for fast and accurate tachograph data analysis, management and reporting.

Roger Dent, Earned Recognition Product Specialist from DVSA was busy answering operators’ questions at the drop-in session and was highly impressed by the amount of interest and uptake.

Roger said “I am pleased with the take up of Earned Recognition and proud with the way industry leaders are welcoming the standard. Earned Recognition has proved to me, both as an individual and an industry professional that UK operators are as passionate about road safety as the DVSA.”

Also featured on the TruTac stand were a number of new software developments aimed at improving compliance and fleet control for operators in the HGV and PCV sectors.



L-R: Ruth Waring, SilkThread. Roger Dent, DVSA. Jemma James, TruTac. Jack Chapman, TruTac.



L-R: Paul Tyrrell (Business Development Manager), Tim Dixon (General Manager Motis FSA), Richard Hutchinson (Associate Director of Shipping Services), Chris Polwart (Commercial Director).



Thomas Purschke, Sales Director for Scandinavia and UK at Kögel, Mike Wilkes, Managing Director at Trans UK Equipment Management Ltd and Ian Seagrave, Operations Director at Trans UK Equipment Management Ltd.

# Thermo King Adds New Models to its B-Series All-Electric Units



Thermo King has expanded its portfolio with new B-Series models of zero-emission, all-electric refrigeration units for small trucks and vans, uniquely designed for inner-city distribution and last-mile deliveries in restricted urban areas.

**The B-Series now** covers all types of applications including fresh, frozen and heat products, and pharmaceutical applications because of good distribution practice (GDP) qualification. GDP guidelines ensure that the high level of product quality, determined by good manufacturing practices, is maintained throughout the entire distribution chain.

New B-Series units are fully compatible with internal combustion engine and full-electric vehicles, which allows distribution companies to operate a zero-emission and fully-electric powered refrigeration fleet. The new units consume less power which contributes to longer battery autonomy and

increased distribution flexibility.

"The B-Series is uniquely designed to for maximum efficiency and keeping perishables safe and fresh, which is what our

customers expect from Thermo King," said Pauli Johannesen, vice president and general manager of Thermo King's truck, trailer and bus business in EMEA.

"We continue to demonstrate our climate commitment by designing market-leading, zero-emission solutions and all-electric transport refrigeration, which help our customers achieve their operating and sustainability goals as well."

To further increase the operational efficiency of transport operations, the B-Series and the entire portfolio of Thermo King vehicle-powered truck units are connected through TrackKing telematics. Connectivity increases operational efficiency through 24/7 visibility of the vehicle, the unit's performance and the load condition. This allows fleet managers to access critical unit data through a computer or mobile device to ensure that the load is protected at all times and the unit is running at it most efficient.



# Tyre-related deaths and injuries preventable say Bridgestone

Almost three quarters of motorway incidents related to tyre failure could be prevented if drivers carry out simple checks, according to startling new research unveiled by Highways England and tyre company Bridgestone.

**More than 30** people were killed or seriously injured in motorway accidents in 2016 due to illegal or faulty tyres. But an 18-month study says commuters, commercial drivers and other road users can do a lot more to help reduce accidents through regular checking.

Unveiled at the annual Commercial Vehicle Show, the research reveals that almost three quarters of tyre failure samples analysed by Bridgestone involved poor inflation or debris penetration issues – problems which could be potentially avoided with better tyre husbandry. Both Bridgestone and Highways

England, the government company for operating, maintaining and improving the country's motorways and major A roads, are partners in the multi-agency road safety charity Tyresafe. They worked together to carry out the research over 18 months between the beginning of 2016 and last summer.

During the project, staff working for Highways England at depots across the West Midlands provided more than 1,000 pieces of tyre debris from motorways to a technical engineering team from Bridgestone to analyse.

The tyre debris was taken from cars, vans, commercial vehicles and motorbikes, with under-inflation of tyres a key theme, along with poor vehicle maintenance, both of which accounted for 26% of the entire sample. When considering that 32 people were killed or seriously injured in motorway road traffic accidents in 2016 due to 'illegal, defective or underinflated tyres' Bridgestone and Highways England say simple tyre checks save lives.

# FTA relaunches Logistics Emissions Reduction Scheme

The Freight Transport Association used the show to relaunch the Logistics Carbon Reduction Scheme as the Logistics Emissions Reduction Scheme (LERS).

**The new scheme** continues the previous commitment of a five per cent reduction in greenhouse gas emissions by 2020 on 2015 levels, and will shortly establish a further target

for 2025. It is hoped that by providing industry with a tool to record and report its progress in reducing emissions from freight operations it will continue to demonstrate to Government

that no further regulation is required.

The relaunched scheme now incorporates air quality performance as well as carbon, reflecting the priority that industry, Government and the public give this issue.

By signing up to the scheme, LERS members demonstrate their dedication to reducing national carbon emissions, commit to reporting their carbon performance to the scheme and undergoing an audit on their performance.

LERS is provided for the industry by FTA free of charge and is open to all companies with at least one commercial vehicle (HGV or van). **Further information can be found at <http://lers.org.uk/home/what-is-lers>**



Andy Barratt (Chairman and Managing Director of Ford, Britain)



Billy MisKelly (GUS Commercials), Angus McComish (GUS Commercials), Eric McGill (GUS Commercials) and Peter Eakin (Eakin Bros Limited).



Mark Johnstone (Aquarius) and Connor Patton (NIBC).



Peter Eakin (Eakin Bros Limited M.D.)



Franco De Bonis (ProVision)

# AIRLIGHT HEAVY DUTY

## Axle and suspension systems

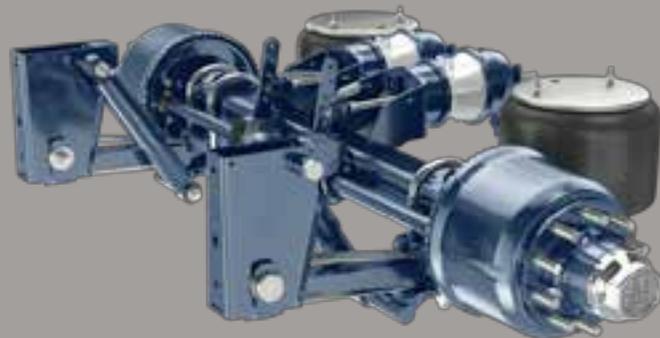


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# RSA NI Insurance Ltd: Keeping You Moving...

RSA NI has been at the forefront of providing tailored insurance solutions to the transport and logistics industry for many years, with an established, experienced, local workforce offering the haulage sector in particular a complete end to end service - from policy inception to claims - to both their broker and client base.

**As a niche** underwriting and claims insurance business, RSA NI is wholly owned by RSA Insurance Group plc who are a FTSE 100 company and one of the world's leading multinational quoted insurance groups.

Based locally in Belfast city centre, RSA NI focuses on those sectors in Northern Ireland where it can add value to the client relationship by applying its wealth of experience and expertise.

"We believe that having a local presence provides more than just a first-hand experience of the market. Our Belfast city centre location with 74 staff means that we can build strong relationships with our brokers and clients so that we're only a few miles away for face to face meetings, an essential part of any business relationship.

"The haulage industry is one of our chosen segments where we have consistently delivered added

value to clients and continue to evolve and exceed their changing needs and expectations."

Whilst many insurance companies fear the turmoil of changing economic and political conditions, RSA welcomes these challenges as an opportunity to demonstrate why they are different.

"Our focus on quality of service and depth of expertise shine through when our customers need us most.

"This performance comes from having strong strategic direction, being experts in our chosen markets and being prepared to make brave decisions that ensure we take an approach that is sustainable for our brokers and clients. As a result, we recently celebrated 300 years of quietly and efficiently keeping our clients moving through their daily lives."

#### Underwriter

Karen Simpson has been with

the company for over 30 years and is recognised as a leading Commercial Motor Underwriter in the local market. With her extensive knowledge and experience she has seen many changes in the insurance sector over the years and is keen to work with clients and brokers to keep pace with the evolving technology within the Transport & Logistics industry.

"At RSANI we are able to tailor our Motor propositions to suit our clients' needs and can reflect the implementation of Risk Management actions in our solutions," she says. "Our customer service and consistent quality of delivery keep us at the forefront of commercial motor insurers here in the Province.

"In a very competitive marketplace we understand that no two clients are the same and each have their own individual needs. With our in depth expertise of the Transport

and Logistics sector we aim to provide a bespoke solution for every client providing a one stop shop for their insurance needs."

In addition to providing Motor insurance, RSA NI can also insure amongst other covers, Property, Liability and Transit insurances, all essential whether for a one van man to the biggest companies in NI. As sponsor of the prestigious Export & Freight Driver of the Year Award, RSA NI is committed to promoting safe driving, at the same time recognising that accidents do happen. It's at these times that you need to ensure that you have the appropriate cover in place with an insurer who understands the uniqueness of the transport sector.

As a leading player, you can trust RSA NI to keep your wheels turning. So if you're not currently insured with RSA NI ask your broker to obtain a quote from them at your next renewal.



**RSA INSURANCE** 

**YOUR PARTNER ON THE ROAD**

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**www.rsagroupni.com**

*Ask your broker to include a quote from RSA at your next renewal*

RSA Northern Ireland Insurance Ltd. is authorised and regulated by the Financial Conduct Authority (309296).  
The registered office is Law Society House, 90 -106 Victoria Street, Belfast, BT1 3GN, Northern Ireland and is registered in Northern Ireland under company number NI 39814.

# BMG: A TEAM WITH DECADES OF EXPERIENCE IN THE HAULAGE INDUSTRY

With offices in Portadown, Enniskillen and Belfast, BMG has grown to become one of the market leaders in the challenging and complex haulage insurance sector.

**Its highly qualified** and long experienced team of professionals is dedicated to finding hauliers the very best competitive insurance deal, whether it be for heavy or light commercial vehicles.

It doesn't matter if you have just one vehicle or a large fleet, at BMG they know that when a vehicle is off the road it is costing your business time and money.

"That's why we ensure that your haulage insurance package will cover every eventuality and take into consideration the specific needs of your business by offering you a truly bespoke package."

Calling on more than four decades of experience, BMG works across all lines of business - sharing knowledge to ensure your policies and cover remain consistently ahead of the market standard.

## All Types

It offers competitive truck and fleet insurance products for all types of HGV operators whether they are Own Goods or Hire & Reward within Ireland or Continental deliveries, and ensure these products are designed to meet your individual needs.

"Whether you're a sole trader with one vehicle carrying your own goods or a company with several vehicles and various needs, we can cater for every and any insurance requirement as we enjoy good working relationships throughout the marketplace.

"That enables us to negotiate directly with the right highly skilled individuals to provide a policy that is correctly tailored to the client's precise needs. Be assured that BMG's brokering specialists will work closely with you to create a bespoke solution delivering optimum value."

## Wide Range

BMG covers every aspect, with a wide range of policies for Motor, Goods In Transit, Liability including directors and officers from a trusted network of leading insurers.

- Motor Fleet Commercial
- Goods in Transit
- Carriers Liability Employers
- Public Liability Risk Management
- Specified Driver or Any Driver Cover
- National or continental
- Annual Green cards
- Trailer cover



- Full Claims Handling
- Legal Expenses Cover
- Finance Facilities

## Cover for All

BMG also has vast amounts of markets for property insurance, from your own home to high end specialist commercial property owners insurance.

Some covers which you may not think of can include loss of income, business interruption, alternative accommodation, commercial property owner's liability and employer's liability, ensuring you get maximum return

on your investment with minimal hassle, just ask one of advisors at BMG for details.

"When your insurance policy really counts in the event of a claim, you can be confident that your claim will be handled by a dedicated claims team offering the exemplary, fast and efficient service that we expect from our own teams and from our partners.

"Simply contact us and we will put you through to our professional and friendly claims team. They will talk with you about your claim, guiding you through your next steps and taking you through the process."

**For an insurance quote,**  
visit: [www.haulageinsuranceni.co.uk](http://www.haulageinsuranceni.co.uk) or telephone 028 3833 4791



# AMET INSURANCE OFFERING HAULIERS FLEXIBILITY AND LOCAL EXPERTISE



Vincent  
McIvor,  
Managing  
Director

Finding the right insurance cover for your fleet or other business asset can be challenging to say the least, and when you do think you have found it, it is only when you go to make a claim that even more difficulties can arise; perhaps your insurance cover has been weighed down with punishing small print.

**Helping clients avoid** sudden shocks is what Belfast based Amet Insurance is all about. Headed up by directors and a management team who between them have more than 100 years experience in working and trading in the Northern Ireland insurance market.

Because the logistics sector is driven by ever more strict legislation and other even more complex issues, there is a need for the support of a specialist Underwriting and Claims handling agency like Amet Insurance who are fully conversant with the workings and requirements of fleet owners and others active in the industry.

Operators naturally here in Northern Ireland want to deal with local insurers, they like the 'personal' touch, and that's what Amet

Insurance offer and more, with claims and underwriting decisions handled locally, as Managing Director Vincent McIvor, explains:

"Our message to clients is: we provide a local, professional and friendly customer focused service, with competitively priced policies tailored to individual requirements."

He adds: "With our highly experienced team we have long standing relationships with many sectors and organisations and we work closely with our broker partners across Northern Ireland to ensure we meet the differing needs of our customers, who will always be at the heart of our business."

"We want to establish well trusted and long term relationships with our client base, as

well as with our key insurance brokers, and are fully committed to become one of the leading players in the local market, providing customers with the most suitable cover."

Amet Insurance write a variety of products covering private & commercial fleets, own goods/light commercial fleets, coaches and heavy goods vehicles, taxis, and special type vehicles, in addition to employers, public and products liability.

## Claims

As we mentioned earlier, making a claim is often key to the quality of any insurance product. That part of the business is overseen by Claims Manager Iain McKeown whose responsibilities cover virtually everything



SENIOR MANAGEMENT TEAM: Simon Rotherham, Iain McKeown, Vincent McIvor, David Boyle, Mark Price and Des Doherty.



**“We have pre-renewal meetings as well as quarterly reviews, which is something we try to encourage. We are always keen to build relationships with transport managers and other inhouse people. We strive to have a good rapport with our customers and being able to offer a local claims service gives us a competitive edge.”**

*Iain McKeown, Claims Manager*

on that front ‘from cradle to grave.’

Iain has over 20 years experience in this particular field, and is well known and respected throughout the industry.

“When a claim comes in we adopt an immediate proactive stance, as time is often of the essence in achieving a satisfactory outcome for the client. All such claims – from a simple windscreen breakage to a multi vehicle collision - are handled locally.

“If it involves a damaged vehicle, for example, we work hard to ensure the client doesn’t suffer any unnecessary downtime in their business; they need to be up and running without delay, so claims need to be settled with the minimum of fuss. Of course, many hauliers have their own chosen suppliers and repairers and some have their own workshops, so we are happy to accommodate them where we can. It’s all about getting them back on the road as quickly as possible.”

Iain also keeps in regular touch with clients. “We have pre-renewal meetings as well as quarterly reviews, which is something we try to encourage. We are always keen to build relationships with transport managers and other inhouse people. We strive to have a good rapport with our customers and being able to offer a local claims service gives us a competitive edge.”

**Underwriting**

Director Simon Rotherham is responsible for Motor Underwriting which involves analysing the various risks associated with each policy and then setting out terms, conditions and premiums.

His experience in the industry is extensive, having served in a variety of motor and commercial underwriting roles with a number of companies over the past 20 years, during which time he has come to know many of our leading fleet operators.

“We underwrite everything from a single vehicle up to a large fleet and that can bring many challenges from a cost perspective, chief among them is currently the shortage of experienced drivers which can cause a number of issues.

“Accessing insurance for drivers with little experience can be difficult, but we are keen to help hauliers put new drivers through the relevant training and will try to minimise or keep rates down, for example, by applying excesses or restricting terms,” adds Simon.

So what sets Amet Insurance apart? “It may be a name that isn’t yet widely known, but the depth of experience in our team is second to none. We may be relatively young, but we are nimble, we are quick to react and we are competitive.

“We are all local, providing local underwriting decisions, handling claims locally, we have people here in Belfast making decisions on the ground - and we are just a phone call away from our Northern Ireland brokers and policy holders, and while our brokers should always be the policy holder’s first port of call, we do have regular phone and face to face contact, and we are more than happy to do so, with both the broker and the customer to ensure their requirements are met at all times in the most suitable and cost effective manner.”

**“Accessing insurance for drivers with little experience can be difficult, but we are keen to help hauliers put new drivers through the relevant training and will try to minimise or keep rates down, for example, by applying excesses or restricting terms”**

*Simon Rotherham, Director*



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# ANDY BARRATT

## CHAIRMAN AND MANAGING DIRECTOR, FORD OF BRITAIN

Andy Barratt started his apprenticeship at Dagenham as a business technician and has never looked back since; in 2015 he was appointed Managing Director & Chairman of Ford of Britain. Van Ireland's Garfield Harrison caught up with him at the recent Commercial Vehicle Show in Birmingham to find out more about his thoughts on the Northern Ireland market.

**Andy Barratt has** spent much of his working life with Ford. Among his more recent roles prior to becoming MD have been Sales Director and Ford Customer Service Division Director. Before that, he was a district sales manager and earlier led the UK sales teams for five years in several regions, so yes, he is passionate about the brand - and also about Ford's Northern Ireland dealers; that came over in no uncertain manner during our interview.

First, we asked him about TrustFord, which operating as an independent dealer group with its own board of directors and operating strategies, is part of the Ford Retail Group which also owns and operates TrustFirstParts.

"In Northern Ireland, Mallusk, of course, is the main commercial vehicle dealership. There are few dealerships anywhere that have the same team spirit as at Mallusk; the team there is full of energy and commitment. I was there a few weeks ago - the place was buzzing with activity and full of people. It was great to see, just amazing. Their reach is far beyond the physical, being very active on social media platforms and they have a brilliant dedicated workshop.

"We are also trialling some new commercial vehicle initiatives with TrustFord in Craigavon and in Coleraine, because if you live in those parts of the country you don't want to travel to Belfast if you want a van or light commercial.

"Together with other Trust Ford sites in Lisburn and on the Boucher Road and Newtownards Road in Belfast, we are really proud of how they are all representing Ford in Northern Ireland. And, too, we can't overlook the sterling work being put in on behalf of Ford by Desmond Motors in L'Derry who recently opened the first stand alone Transit centre in Omagh, the first of its kind anywhere in Northern Ireland - and, of course, mention must be made of all the other independents across the Province who support the Ford brand."

### Market Share

Last year was a new sales record for Ford, with 123,958 new vans and pick-ups registered across the UK, but what about the market in Northern Ireland?

"Our market share nationally is about 30%, but it would be slightly higher in Northern Ireland. There are no big van fleet operators here as such, but it is an important market for us and it is holding up very well; customers in this part of the world expect a more bespoke service, and a more personal service, and that's what they get from Trust Ford. We sell a high percentage of new vans in Northern Ireland which tend to be bought outright rather than leased; there's also a good market and a growing market for high quality 18 month old plus vans."

### Customer Focused

How important is customer support?

"Our teams in Northern Ireland understand their customers; they have very good working relationships with them, but any success or failure is dictated by how good you are in the

workshop, and we have some excellent workshops with fully trained, professional and focused technicians.

Vans have to be kept on the road 24 hours a day because that's the operator's livelihood. We run mobile service vans throughout Northern Ireland, enabling our dedicated technicians to service vehicles anywhere, anytime, even at the operator's home at a time convenient to them, week-ends and evenings included."

### Brexit Impact

So, how will Brexit impact the market in Ireland? "It is going to have an impact no matter where you live. We are working closely with the government to have tariff free trade because you have to appreciate that while the Transit is designed in the UK, our components are sourced from across Europe and built into the engine which is then exported to the production facilities in Turkey where it is built into the Transit before being re-imported back into the UK. Like everyone else, we are so Euro sourced in all our parts that tariff free trade is essential, otherwise all these costs will have to be passed on down the line, which wouldn't be good for the economy as a whole, so we are working very hard to make that happen."



Andy Barratt,  
Chairman and  
Managing Director,  
Ford of Britain

# Mercedes-Benz vans wipe out the competition for Northern Ireland's Consumable Products

After 50 years in business Consumable Products has found that only one brand of van stands the test of time – that's why every new addition to the Northern Ireland-based company's fleet now comes with a Mercedes-Benz three-pointed star on the front.

**The latest to** be supplied by Dealer MBNI Truck & Van is a Vito 119 CDI crew van. Featuring a second row of seats, sporty alloy wheels and full-length windows on both sides, it serves as a multi-purpose 'work and play' vehicle for Director Nigel McGowan. Power is provided by a range-topping 190 hp, 2.1-litre engine which drives the rear wheels – the Vito range also includes versions in front-wheel drive configuration.

"I need a multi-role working vehicle that I can use for a variety of tasks, such as taking senior colleagues to meetings, visiting customers' premises, and making occasional deliveries," said Nigel McGowan. "With room for up to four passengers and a respectable cargo area, the

Vito fulfils them all with style.

"It's so comfortable that I also use it for family days out or weekend mountain biking trips. I have a car, too, but since the Vito arrived it's hardly turned a wheel."

From headquarters in Newtownards, Consumable Products supplies a comprehensive portfolio of washroom, office and janitorial products and services to commercial customers across Northern Ireland. The company is also an official agent for Kärcher pressure washers.

Its fleet includes five larger Mercedes-Benz Sprinters – the majority of these are 3.5-tonne panel vans although the most recent, delivered at the end of December, is a 5.0-tonne Sprinter 516 CDI chassis cab with Luton body by Alloy Bodies, of

Manchester. The operator also runs a 7.5-tonne Mercedes-Benz Atego.

Consumable Products' association with Mercedes-Benz spans several decades – it ran a 509D van back in the 1980s – but in the intervening years the company has also sampled vehicles by several other manufacturers.

"Experience has shown that they just don't measure up, though, so these days we only buy Mercedes-Benz," said Nigel. "We've tried the rest and now we stick with the best."

"Other vehicles have invariably started to go wrong after three years but our Mercedes-Benz vans can easily last twice as long and still be working reliably. We take out Service Care maintenance plans which ensure that in addition to being competitive our running

costs are also predictable, while the Dealer looks after us very well."

He continued: "Consumable Products is a quality brand and the products we supply to our customers are all market-leaders in their field. The Mercedes-Benz brand complements perfectly the high quality of our range and the exacting level of service we promise to our customers."

"The Sprinter is also popular with our drivers and leads the market in terms of safety, as well as coming with a three-year, unlimited mileage manufacturer's warranty and MobiloVan cover which includes free emergency roadside assistance. It's done us proud over the years and we're now looking forward to trying the next-generation version when it arrives later this year."



Star performers: Consumable Products' Nigel McGowan with his latest Mercedes-Benz Sprinter, left, and Vito.

# THE NEW BOLD FORD TRANSIT CUSTOM



With a bold new design and an all-new interior, we managed to put the latest generation Ford Transit Custom through its paces ahead of its appearance at the recent CV Show, as Van Ireland's Phil Eaglestone reports.





**This new Transit Custom** builds on the success of the outgoing model, which instantly became the top-selling van in its segment. More than 55,000 Transit Custom vehicles were sold last year, and more than 15,000 have been sold in 2018 year-to-date, bringing total sales since its launch back in 2013 to over 200,000. With such a strong pedigree there was no way we were going to be disappointed behind the wheel, and we certainly weren't. We have tested the Transit Custom on a number of occasions over the past couple of years and it never ceases to amaze and impress.

Sporting a bold new front-end design with three-bar Transit grille, Ford's one-tonne van, as we quickly discovered, provides drivers with an ideal operating environment.

The cabin interior is completely new, with a new instrument panel that features attractive and hard-wearing materials, and is packed with practical touches designed for drivers who treat the cabin like a mobile office during long working hours in their vehicle.

The new design provides class-leading interior stowage, with up to 25 litres of space offered in the instrument panel alone, including three convenient open bins on its upper surface with space for clipboards or mobile devices, and generous glove box stowage capable of storing hanging A4 files in the lower closed compartment.

Further new practical features include a fold-out cup holder beneath the gear lever, adding to the cup holders and 2-litre bottle holders at each end of the instrument panel. The door panels have also been completely redesigned for improved stowage and usability, with three large stowage spaces and a practical new grab handle integrated with the decorative door trim.

The all-new displays and control panels have been designed for enhanced ergonomics and ease of use; incidentally, high-series models feature a floating, tablet-inspired eight-inch colour touchscreen with Ford's SYNC 3 communications and entertainment system that can be operated with pinch and swipe gestures.

#### In Control

SYNC 3 enables drivers to control audio, navigation and connected smartphones using simple, conversational voice commands. By

pushing a button and saying "I need fuel", "I need a coffee", or "find an address", drivers can locate nearby fuel stations, cafés, or the location of their next job. The system is also compatible with Apple CarPlay and Android Auto. How clever is that?

Even in vehicles not equipped with eight-inch or four-inch displays, the MyFord Dock in the centre of the instrument panel provides the ideal location for drivers to mount, store and charge their smartphone, MP3 player or satellite navigation system. USB and 12-volt power sockets are located in the upper stowage bin in front of the driver, and alongside the gear lever, for easy device charging.



The new Transit Custom is powered by the state-of-the-art Ford EcoBlue diesel engine that was introduced to the range during 2016. With a choice of 105PS, 130PS and 170PS power ratings, the advanced new engine delivers significant cost of ownership and performance benefits compared to the previous 2.2-litre diesel, with fuel-efficiency improved by up to 13 per cent and low-end torque enhanced by 20 per cent.

#### Safety Features

We were also impressed by the van's range of advanced new driver assistance features that share technologies found on Ford's latest passenger cars. Utilising sophisticated sensors, radars and cameras, you have all the information you need about the driving environment around the vehicle, making it so much more safe while negotiating busy town and city centres.

New Transit Custom is also the first commercial

vehicle to offer Intelligent Speed Assist, a feature that could help prevent drivers from exceeding speed limits, and potentially from incurring costly speeding penalties.

The system enables automatic adjustment of maximum vehicle speed to remain within legal limits, using the Traffic Sign Recognition system to detect speed limit signs. Drivers activate Intelligent Speed Assist via steering wheel controls to set a maximum vehicle speed. The system uses a windscreen-mounted camera to monitor road signs and, when the speed limit is lower than that maximum set speed, slows the vehicle as required.

This new model is also the first Ford van in Europe to offer Ford's Blind Spot Information System with Cross Traffic Alert, which provides two key functions for commercial vehicle users.

The Blind Spot Information System uses rear-facing radar sensors to detect when passing vehicles may have entered or are approaching the blind spot zone, and alerts the driver with a warning light in the corresponding door mirror. Cross Traffic Alert uses the same sensors to warn drivers reversing out of a parking space of vehicles or bicycles that may soon be crossing behind them, alerting them with an audible warning, a message in the instrument cluster, and a warning light in the door mirror. Activated when drivers select reverse gear, the system is ideal for vans that often have restricted visibility to the rear and sides when exiting a parking space.

These new features add to the comprehensive suite of technologies already available for Transit Custom, including Lane Keeping Alert, Driver Alert, Auto High Beam, Rear View Camera, Adaptive Cruise Control and Side Wind Stabilisation.

During our time behind the wheel, we didn't –thankfully – have to put every safety feature to the test, but the knowledge that they were at our disposal should the occasion arise certainly inspired confidence.

We have to agree with the words of Hans Schep, general manager, Commercial Vehicles, Ford of Europe when he said, "Transit Custom has been a runaway success since it was introduced, and this new version raises the game once more." It certainly does.

# IVECO'S DAILY BLUE POWER DRIVEN BY VERSATILITY & SUSTAINABILITY

Home of the Duke and Duchess of Richmond, the 12,000 acre Goodwood Estate in West Sussex provided the perfect backdrop for Iveco's recent 'Ride & Drive' event to promote the new Daily Blue Power range, as Van Ireland's Helen Beggs reports.



**Over one million** visitors come to Goodwood every year; it's a very special place, hosting many unique motoring events and in 2017 Iveco, New Holland AG and CASE Construction became official suppliers to the estate.

Indeed, Iveco provides its organic farm - which is one of the largest in Europe - with three fridge-bodied Dailys at 3.5 and 7.2 tonnes, used for transporting milk and

fresh meat to suppliers around the area.

But on to the 'star' of the show: the Daily Blue Power. As Lisa Fuller, Brand Marketing & Communication Manager, told us, 'sustainability is at the heart of everything to do with Daily Blue Power.'

We got the opportunity to get behind the wheel to find out how it performed on the roads around the West Sussex

estate, and highly impressed we were.

As Chris Read, Iveco's Light Business Line Director, explained, the Daily Blue Power is 'right van, right place, right time,' adding: "Because 2018 is going to move us ever-closer to the introduction of low and ultra low emission zones, for anyone who operates in and around cities, sustainability is going to be moving right to the forefront of their minds - and Daily



Blue Power, this year's International Van of the Year, is the most sustainable van on offer."

**Three Choices**

It comes in a choice of three sustainable driveline technologies: Daily Euro 6 RDE Ready - the very latest and most advanced Euro 6 diesel; Daily Electric, which can now exceed any of even the strictest city and urban operating restrictions; and Daily Hi-Matic Natural Power - the very first CNG van to be offered with an 8-speed automatic gearbox.

The Daily Hi-Matic NP features a 3-litre F1C engine that generates 136 hp to deliver best-in-class torque of 350 Nm. This engine is more robust and guarantees more torque and driveability than ordinary CNG car-derived engines. The Daily Hi-Matic NP is extremely quiet, compared to its diesel equivalent, making it ideal for night-time deliveries in urban areas.

The Daily Blue Power Electric, meanwhile, is a unique vehicle that allows operation in cities with the strictest traffic constraints. It has an extended range of up to 200 km in real urban conditions

and its battery performance is optimised for all weathers. The battery technology allows for a healthy payload, and in fast charging mode it only takes two hours to recharge.

The Daily Euro 6 RDE Ready is also extremely fuel efficient. With the standard Start&Stop system and the fitment of Michelin eco-tyres, it uses up to 7 per cent less fuel compared to the current version based on a real urban customer mission.

**Focused Sectors**

Commented Chris: "We'll be focusing Daily Blue Power on sectors such as Municipal - something Daily is particularly suited to. After all, municipal fleets include many of 3.5 tonne tippers, caged tippers, and waste vehicles, the kinds of application Daily is ideal for. Utilities too - again, they use a lot of simple tippers and the like - whilst they have an ongoing specialist requirement for things like on/off-road 4x4s. Daily 4x4 is a far more cost-effective solution in these kinds of areas.

"Of course, the real 'jewel in the Daily crown'

is our 7 and 7.2 tonne range where we effectively have the market all to ourselves. In urban distribution, Daily offers more than any other chassis-based product, lightweight or traditional, 7.5 tonner."

Added Iveco UK and ROI Business Director Stuart Webster: "Daily Blue Power really is a range ahead of its time meaning UK and Irish fleets can future-proof their transport operations. Being named "International Van of the Year 2018" recognises Iveco's efforts in the battle for clean air in our cities and CO2 emission reductions. Daily Blue Power in its natural gas, electric and most advanced diesel versions give our customers the competitive advantage they need to develop their sustainable businesses."

And said Martin Flach, Iveco's Alternative Fuels Director: "Increasingly, customers are looking seriously at low-emission LCVs. And with more and more cities bringing in low emission zones and ultra-low emission zones, Iveco's Daily Blue Power range is the first of its kind to offer three choices that anticipate these changes."



# Future Bright For LDV As It Announces New Products and New Markets

LDV announced a range of exciting developments at this year's Commercial Vehicle Show in Birmingham, further cementing its position as one of the most innovative and forward-thinking brands in the light commercial vehicle sector focusing on electric vehicles.

The **Harris Group** has been appointed official distributor of the LDV light commercial vehicle range in Malta and Cyprus. In a move that expands LDV's presence across Europe, Harris is committed to building a strong dealer network for the brand across all right-hand drive markets in Europe.

The Group now represents the LDV range in a total of seven territories, including the UK, Ireland, Channel Islands, Isle of Man and now Malta and Cyprus.

Two years post launch, the UK and Ireland dealer network stands upwards of 44 dealers and Mark Barrett, general manager for LDV UK & Ireland, confirmed that the company is putting on a big drive to expand the dealer network throughout the UK.

Retail giant Ikea took delivery of its first two EV80s, which will be used at its Exeter store. The delivery marks the beginning of a productive relationship between LDV and Ikea and highlights a commitment, by each company, to greener motoring. Royal Mail will take delivery of their first demonstration EV80 in May 2018. The vehicle is showcased on the LDV stand, hall 5F120 at the CV show.

The EV80, the first of LDV's EV range, has been designed with zero emissions technology together with advanced electric power systems, providing greener power and in return, reducing environmental impacts. It is the first of LDV's new generation of cleaner, alternative fuel vehicles that is ideal for both city driving and short journeys, boasting a 120 mile range on a single charge.

The company is firmly focused on the future of greener motoring with impending plans to launch a plug-in hybrid, hybrid and hydrogen fuel cell propelled CV.

LDV was awarded LCV Manufacturer of the Year at the



Mark Barrett, General Manager LDV UK & Ireland.

most recent GreenFleet Awards, which celebrate and reward the work undertaken by stakeholders in the fleet sector to reduce the environmental impacts of automotive vehicles, and promote zero and ultra-low-emission technology. The brand emerged as overall winner in a stiffly-contested category that recognised the efforts it has made to reduce CO2 and increase fuel economy in its LCVs.

## Next Generation

LDV has revealed a next generation V80 and in 2019 will add the SV63 to its dynamic and growing fleet. Building on the high standards and spec of LDV's popular V80 model, the new vehicle will have increased payloads (1.3 – 2.5T) and lower ground clearance.

With an all new D20 Euro 6d engine torque of up to

400Nm and up to five tonne, the SV63 will incorporate innovative design, intelligent safety features, a smooth driving experience and environmental protections as standard.

Meanwhile, the T60 is the first Chinese-produced pick-up to be awarded a five-star safety rating from ANCAP, Australia and New Zealand's leading independent vehicle safety advocate, and is the perfect vehicle for both on and off-road driving. Equipped with a high level of specification and stylish interior quality, LDV anticipates that the pick-up truck will generate significant interest should it become available on the European market.

According to Mark Barrett: "Whether it is for lifestyle or business use, it is imperative that we have the right product for the right market and we are really excited by the T60, which is in a class of its own."

## Future Growth

He added: "Having re-established the LDV brand and laid the foundations for future growth with a fantastic dealer network, finance offers, warranty and after-sales service, we are now in a great position to announce some really exciting developments for LDV over the next two years.

"Expanding into new markets such as Malta and Cyprus is a fantastic opportunity to grow LDV's dealer network outside of mainland Europe and the response to the range has been very positive.

This is testament not only to the fantastic value that the LDV offers both individual and fleet buyers, but also to the all-round quality and spec of the vehicles. The expanding range of products will offer great additions to our fleet and support dealers with a full range line-up, whilst allowing us to continue to deliver high-spec vehicles at an affordable price."



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# Ford Unveil All-New Fiesta Sport Van

Ford unveiled the all-new Fiesta Sport Van that returns to the Ford commercial vehicle line-up in autumn this year.

**Based on the** latest multi-award-winning Fiesta passenger car, the all-new Fiesta Sport Van provides a stylish, compact and economical vehicle for businesses of all sizes.

The new model, in an eye-catching Sport series, is powered by a 1.0-litre EcoBoost with 125PS and 1.5-litre TDCi diesel engine with 120PS.

Inside the three-door body, there is a practical load compartment capable of carrying approximately 1.0 cubic metre of cargo with a load length of almost 1.3 metres, and gross payload of around 500kg. The load space features a composite and mesh full bulkhead, durable sidewall trim, and a tough rubber floor covering with four tie-down hooks.

The all-new Fiesta Sport Van's cabin provides a smart and comfortable working environment, trimmed with attractive, hard-wearing materials, and providing the latest interior technologies including Ford's SYNC 3 communications and entertainment system.

Compatible with Apple CarPlay and Android Auto™, the SYNC 3 system is standard, and comes with a floating, tablet-inspired 8-inch colour touchscreen. Using the Ford SYNC

ApLink feature, drivers are able to access a wide range of key apps from their smartphone using the large display in the vehicle, now including the popular Waze traffic app and Cisco WebEx.

## Connectivity

Business customers also benefit from the convenience and efficiency delivered by the new FordPass Connect on-board modem for connectivity on the move.

Like the Fiesta passenger car, an unprecedented range of driver assistance technologies can be specified to enhance the Fiesta Sport Van's comfort, convenience and safety, including Ford's Pre-Collision Assist with Pedestrian Detection emergency braking system, Adaptive Cruise Control and Blind Spot Information System.

The comprehensive suite of technologies helps urban van drivers overcome typical daily challenges, such as Cross Traffic Alert to support easy and safe parking, plus Traffic Sign Recognition and Adjustable Speed Limiter to help avoid speeding fines.

For customers wanting the ultimate in sporting style for their business, the all-new Fiesta Sport

Van is available with unique front and rear design treatment, colour-coded rocker panels and up to 18-inch alloy wheels. The sporting theme continues inside the cabin, with revised seats and trim materials, as well as unique steering wheel, pedals and gear lever. Adjustable Speed Limiter and Lane Keeping System are standard, heated seats and steering wheel are optional.

## Ranger Wildtrak X

Meanwhile, following the sales success of the exclusive Black Edition model, Ford is introducing a new special version of the Ranger.

The striking new Ranger Wildtrak X, which made its debut at the show, features Performance Blue metallic paint, available on the flagship Wildtrak for the first time. The exterior treatment also features a distinctive black finish to details such as the radiator grille, sport bar, roof rails, side steps, alloy wheels and Wildtrak decals, as well as to the standard roll and lock load-bed cover.

The premium cabin features black full-leather seats, with stylish contrast stitching in River Rock grey. The Wildtrak X will be offered in Double Cab bodystyle, powered by the Ranger's powerful 200PS 3.2-litre TDCi diesel engine with six-speed automatic transmission and 4x4 driveline. Vehicles are available to order now for delivery in August.



## FTA welcomes relaxation of driver licensing for alternatively-fuelled vans

**The announcement that licence regulations are to be relaxed for drivers of some alternatively-fuelled vans has been warmly welcomed by the Freight Transport Association.**

**Currently, drivers with category B (car) licences are permitted to drive vans which weigh up to 3.5 tonnes. However, electric and hybrid vans of a comparable size must carry a large battery pack, making them slightly heavier.**

The government announced recently that it would seek agreement from the EU for drivers with category B licences to be permitted to drive alternatively-fuelled vans weighing up to 4.25 tonnes.

FTA, which represents more than 17,000 logistics businesses moving goods and services across the country, consulted its members on the proposal and they were largely in favour of the change. It follows news that operators of alternatively-fuelled vehicles up to 4.25 tonnes will also be exempt from HGV operator licensing, as long as they only operate domestically.

FTA's Environment Policy Manager, Becki Kite, believes the licensing change will encourage more firms to consider the move to alternatively-fuelled vehicles.

"FTA is delighted the government has listened to the logistics industry and taken this positive step to make it easier for transport and freight companies to operate electric vehicles. This will make it cheaper and easier for firms to include alternatively-powered vehicles in their fleets. It is an excellent example of how the government can use regulatory adjustments to help our industry implement more energy-efficient working practices."

The announcement follows a two-month consultation process. The government says it supports a commitment to ensure that almost every car and van is a zero-emission vehicle by 2050.

Ms Kite says the change means companies will no longer be penalised for using alternatively-fuelled vehicles.

"The heavier weights of these vehicles mean they have often been inaccessible for van operators who do not have an operator licence or the appropriately trained drivers. For firms with the appropriate operator licence, the additional regulation still meant extra cost in implementing appropriate compliance policies and recruiting additional drivers. Now they will be able to absorb these vehicles easily into their current working practices."

# 25-YEAR GROWTH PLAN FOR WARRENPOINT PORT REVEALED AS TRADE FORECAST TO GROW



Clare Guinness,  
CEO, Warrenpoint Port.

Warrenpoint Port has unveiled a major 25-year growth plan as it forecasts a continued growth in trade following Brexit.

**The Masterplan document**, which covers 2018-2043, aims to build on the port's position as the second largest port in Northern Ireland and as a major economic driver for the region.

The Port is a vital link in the supply chain for numerous businesses. It has the capability to handle a broad spectrum of goods including grain, timber, steel and cement and a full range of services including container and freight. Authorities at the Port, are anticipating a significant increase in trade over the coming decades with core roll on, roll off, freight expected to rise by up to 80% by 2040.

The draft document outlines key objectives including upgrading transport links to the Port, improving Port capacity and facilities, maintaining and growing its customer base and developing improved linkages with Warrenpoint town.

It identifies several key priorities to achieve these including:

- Delivery of the Southern Relief Road
- Redevelopment of the Town Dock in Warrenpoint Town Square
- Providing open public access

to an expanded Marina.

Clare Guinness, CEO, Warrenpoint Port said: "Warrenpoint Port is enjoying a sustained period of growth resulting in record trade figures over recent years. In 2017, we handled 3.56 million tonnes of cargo worth £6.2 billion.

"Our draft Masterplan sets out a vision to continue that growth as we aim to maximise our contribution to the regional economy and community.

"It has been prepared during a period of some uncertainty and is designed to prepare the Port and the surrounding area to deal with Brexit and other upcoming challenges.

"Working with our key stakeholders including Newry, Mourne and Down District Council, government agencies, Newry Chamber of Commerce and the local community, the Masterplan will help us further accelerate the growth of the Eastern economic corridor and beyond, whilst remaining acutely aware of our responsibilities as custodians of the marine environment."

Liam Hannaway, Chief Executive, Newry,

Mourne and Down District Council, said:

"Warrenpoint Port's draft Masterplan provides a welcome overview into the medium and long term objectives of one of the most important employers in the Newry, Mourne and Down district.

"The Port is a huge part of the local economic success story and, as one of its key stakeholders, we look forward to taking part in the consultation into the plans."

The Master Plan has also been welcomed by CEO of Seatruck Ferries Alistair Eagles. "Warrenpoint is where the Seatruck story began in April 1996 and together we have grown stronger. We are very happy with the port and its facilities and, of course, its long term plans for the future as we are committed to Warrenpoint as our 'unaccompanied trailers' model continues to grow year on year.

"Last year on the Irish Sea as a whole there was a one percent increase in driver accompanied traffic, but a six percent increase in unaccompanied trailers, largely down to driver shortages, and we expect that trend to continue, so we are delighted the Master Plan takes that growth projection into consideration by planning more terminal space, plus, of course, continuing to press for the delivery of the Newry Southern Relief Road."



Design concepts by architects Milligan Reside Larkin Ltd illustrate proposals to redevelop the Town Dock in Warrenpoint Dock Square.

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# Fire Damage To Ship Causes Closure Of Zeebrugge – Rosyth Freight Route

A recent fire in the engine room on board DFDS’ ro-ro freight ship Finlandia Seaways, which connects Rosyth in Scotland and Zeebrugge in Belgium, has caused the closure of the route.

**An injured crew** member was airlifted to hospital, where he is being treated for injuries caused by smoke inhalation.

The ship was towed to DFDS’ terminal in Immingham, where the cargo on board has been discharged, and where DFDS had the opportunity to carry out an inspection of where the fire took place.

“The inspection revealed substantial damage to the ship’s engine room, and we estimate that it will be out of service for several months for repairs. Furthermore, our search for a replacement vessel was fruitless and revealed that there are no suitable ships available,” says Kell Robdrup, Senior Vice President of DFDS’

routes connecting to the southern part of the North Sea. “Unfortunately, this will bring about further losses on the route, and it means that we have lost all hope of being able to turn around the route’s loss-making situation. Therefore, we have no alternative but to close the route as we undoubtedly will lose clients who will be forced to seek alternative solutions for their transport..

“We are extremely sorry for the effect this has on our customers and partners in Scotland and Belgium. In cooperation with the Scottish Government and the port, we have tried everything in our power to save the route. This included going from a combined passenger and cargo ship to a freight ship, reducing costs

by enabling double stacking of containers and reducing fuel costs by installing a scrubber to remove sulphur from the exhaust gas instead of using expensive, low-sulphur fuel. “However, the route continued to make losses. And with the new situation with the ship out of service for months, the market, the customers and the financial situation will be negatively affected, and make a turnaround and a re-opening unrealistic.”

The closure will only affect a very limited number of people employed by DFDS as port handling was performed by external companies.

DFDS has not made any decisions yet as regards the deployment of Finlandia Seaways when she returns from her repair docking.

## Peel Ports Partners With DB Cargo For First Rail Freight Service

Peel Ports has partnered with the UK’s largest rail freight company, DB Cargo UK to provide a new rail service for containers via the Port of Liverpool for the first time.

**The new service** will provide shipping lines, forwarders, tank operators and cargo-owners with a seamless route between the quayside at Liverpool and Scotland.

The service began on 8 May, with goods loaded in Liverpool and transferred to Mossend terminal in Glasgow, before onward delivery to destinations across Scotland.

The returning service to Liverpool carried Scottish goods for export, with a large portion destined for America.

The new service will comprise up to 30 wagons and is expected to carry over 40 containers per trip. The service will initially run three days a week with DB Cargo UK providing the rail haulage.

The available train path capacity



directly to and from the Port of Liverpool is currently amongst the highest of all major ports within the UK, providing expansion options for importers and exporters that also minimise cost, congestion and carbon emissions.

## Ferry industry celebrates fifth successive year of growth

The number of cars taken by ferry has increased from 8.70 to 8.77 million in 2017 – a 1% increase. This is half a million more than the 8.2 million cars carried in 2012 and is the fifth year of successive growth according to the annual results of the ferry industry recently published.

**The news matches** industry confidence for the future with more than one billion pounds being invested by ferry companies and ports for future growth.

The 2017 IRN Ferrystat figures were released by Discover Ferries, the industry body for

ferry operators as part of its National Ferry Fortnight annual celebration of travel by sea.

Discover Ferries member operators include Brittany Ferries, Caledonian MacBrayne, DFDS, Irish Ferries, Isle of Man Steam Packet Company, Isles of Scilly Steamship Group, MBNA Thames

Clippers, P&O Ferries, Red Funnel, StenaLine and Wightlink. These members serve Belgium, France, Holland, Ireland, the Isle of Wight, the Isle of Man, Isles of Scilly, Northern Ireland, London, Scottish Islands and Spain.

There were 38.4 million ferry journeys in 2017 and domestic travel within the UK was particularly strong. Total passenger ferry journeys within the UK increased from 16.8 to 16.9 million and the number of domestic car carryings increased from 3.9 to 4.0 million year-on-year.

Ferry travel between Great Britain to Ireland and Northern Ireland also increased by 2% to 4.8 million passengers in 2017.

Last year ferries also carried an estimated 88,000 dogs, 69,000 cats and 2,000 ferrets according to the IRN Ferrystat annual consumer survey.

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# Irish Ferries Brings Fast Craft Into Service On Dublin – Holyhead Route

Irish Ferries has significantly improved its fast ferry offering on the Dublin – Holyhead route with the introduction of the recently upgraded and larger, high speed craft 'Dublin Swift' which has entered service on the route following a full internal refurbishment. It replaces the 'Jonathan Swift' which has been in service since 1999.

**This new addition** to the Irish Ferries fleet - which is now the largest fast ferry crossing the Irish Sea - will operate at a cruising speed of 35 knots to the same

frequency of twice daily return sailings as the vessel it is replacing. The new Dublin Swift has greater carrying capacity and offers a

completely redesigned interior and a significantly upgraded level of passenger accommodation. Configured somewhat differently on the inside, the passenger



accommodation area is contained throughout a single deck design rather than the double deck layout familiar to passengers previously.

With its introduction, Irish Ferries has taken the opportunity to upgrade the range and style of its food and entertainment offerings. With completely redesigned menus, using the very best Irish sourced ingredients from approved and traditional suppliers, there are several different contemporary dining options to choose from.

Onboard facilities include a dedicated TV Snug, cafeteria, self-service restaurant and games area. Passengers will be spoilt for choice with spacious seating accommodation in the standard cabin, or plush reclining seats with views to sea, in-seat recharging points and complementary refreshments in the Club Class Lounge at the very front of the ship. Free Wi-Fi is offered throughout.

The new high-speed, Dublin Swift was built by Austal Ships to the same twin-hulled, catamaran design as its predecessor in the same shipyard in Fremantle, Western Australia.

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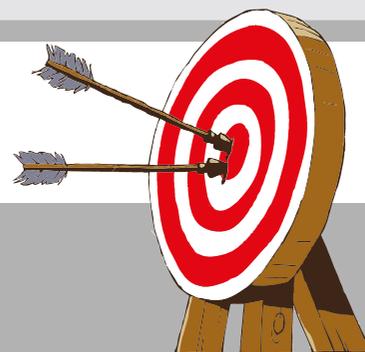


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