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## NOV-DEC 2018 COVER STORY

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### COMMENT

In this our biggest issue of the year, you can read all about who won what and why at our recent Export & Freight Transport & Logistics awards; we have a comprehensive supplement looking back on what was another record-breaking event. A big congratulations to all our winners, and to everyone, including our loyal sponsors, who supported the awards, without whom it would not be possible.



The recent Budget brought some relatively good news to the transport industry; more money to be spent on the roads network, and fuel duty frozen for the ninth successive year, with tax remaining capped at 57.95p per litre. Even so, this year, according to the RAC, has seen the fastest increase in diesel prices since 1990. As FairFuel UK says, "why is it, the whole of the developed world puts lower fuel duty onto diesel and therefore is always cheaper than petrol? Those administrations, unlike here in the UK, recognise the commercial heartbeat of the economy is haulage and distribution."

Our 57.95p per litre in fuel duty level towers over Australia's 21p and the US's at 10.4p per litre. Some 98% of our economy is delivered by truck, so like we said, the 'good news' from the Budget is only relative.

Brexit, of course, remains another challenge, but that said, resilience dominates business thinking and planning where trade and the movement of goods are concerned, according to a new report just published. The Logistics Update, launched by the Freight Transport Association in partnership with Santander, polled the opinions of more than 370 freight and logistics businesses operating in the UK and internationally, to provide industry insight into the latest political and economic developments. Despite a challenging economic climate, the future looks more positive with a predicted 1.6 per cent growth in GDP in 2019, and three quarters of logistics companies are confident their business will grow over the next three years.

So, what have we got in this edition? More details on the new Mercedes-Benz Actros, a report on DAF's 'Fleet Truck of the Year,' the XF, plus a round-up of what was on show at the recent IAA exhibition in Germany, and test drives in Toyota's Proace and Isuzu's D-Max Yukon pick-up, as well as a look back at SDC Trailer's 40 years in business, and we also hear from furniture logistics specialist W.S.Dennison, who'll be celebrating their 40th anniversary in 2019.

Well, that's it for now. Remember, 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)

**Helen Beggs** Editor-in-Chief/Publisher

Email: [Helen@4squaremedia.net](mailto:Helen@4squaremedia.net)

### IRELAND'S TRANSPORT MAGAZINE SUBSCRIPTION SERVICE

**EXPORT & FREIGHT SUBSCRIPTIONS, 4 SM (NI) Ltd**

Email: [eleanor@4squaremedia.net](mailto:eleanor@4squaremedia.net)

Tel: 028 9268 8888

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



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Tel: 028 9268 8888 Fax: 028 9268 8866 Email: [info@4squaremedia.net](mailto:info@4squaremedia.net)

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# Joint Meeting in Brussels About Brexit Concerns

The FTA's Policy Manager for Northern Ireland, Seamus Leheny, was part of a trade delegation that went to Brussels recently to voice concerns around the ability for freight to move efficiently after Brexit.

**The delegation included** six trade bodies from various sectors as well as six local businesses, among them FTA members Coca Cola, Norbrook and MJM Group.

"Any delays or costs incurred in the movement of freight will have subsequent consequences and costs for retailers," says Seamus. "It was a very productive meeting that highlighted the over reliance of the NI economy on retail spending, therefore any service or cost impact on this sector will have a disproportionate negative effect for NI compared to other regions of the UK."

Also highlighted by the delegation was the need for the continued ease of movement for cross border trade flows which is vital for retail distributors and their suppliers. "The meeting lasted for over two hours and gave local NI industry the opportunity to discuss our concerns around Brexit and the proposed EU 'Backstop' for Northern Ireland.

"The trade delegation received certain assurances that are clearly helpful to the Northern Ireland economy in the event of a 'No Deal' Brexit but we agreed further clarity is still required from the UK Government as well as posing questions to the TF50 which they will assess and incorporate in their future work on the Irish border."



Delegation members pictured outside the European Commission in Brussels.



The FTA's Seamus Leheny pictured with the Vice-President of the European Parliament Mairead McGuinness MEP, along with Aodhan Connolly from the Northern Ireland Retail Consortium.

# NI Businesses Urge Prime Minister to Tackle Critical Labour Shortages

The main business organisations in Northern Ireland have sent a joint message to Prime Minister Teresa May outlining what they call their 'serious and immediate concerns' around the current availability of labour in the NI economy.

**In a letter** signed by 20 leading figures across a range of sectors, including transport, construction, quarrying, retail and leisure, they state that the number of EEA workers has fallen by 26% since the Brexit referendum adding further pressure to an already tight labour market.

The letter goes on: "A combination of exchange rate movements and the uncertainty facing migrants to the UK, has meant that fewer EEA workers are coming to Northern Ireland and more are leaving. Many industry sectors are now facing severe labour shortages. We are appealing for your support to deliver solutions to this worsening problem.

"Migrant labour is crucial to the success of the local economy. It fills gaps in both low-level and high-level jobs and is particularly relevant to key sectors such as agri-food, hospitality, healthcare, manufacturing, construction, education and digital industries – hence the wide interest from the various signatories to this letter.

"Recent research by the CBI has suggested that a substantial cut to both EU and international workers would see Northern Ireland's

GDP decrease by 9.1% by 2041. Even a lesser scenario involving a 50% cut to EU migration could lead to a 5.3% decrease over the same period. In an economy as fragile as ours this is simply unthinkable, but the impact of labour shortages is already evident.

"This is also at a time when we are already in near-full employment. If migration is limited further this could see Northern Ireland's working age population shrink by between 6 and 8% which would have a hugely detrimental effect on the economy.

"We need regional flexibility to resolve the significant labour challenges faced by key sectors of Northern Ireland's economy. The recent reintroduction of a pilot for the Seasonal Agricultural Workers Scheme shows recognition of the labour shortages facing UK farms. However, there are other sectors including the wider agri-food supply chain and hospitality industry which face equally significant labour shortages.

"While we support the MAC's recommendations to remove the cap on the number of visas for skilled workers and reduce qualification levels to RQF3, a

failure to recognise the differing labour market conditions would create a policy induced distortion across the UK, something which can and should be avoided. There seems to be no justification for the £30,000 salary threshold proposed by the MAC and this would damage Northern Ireland's economy. It would serve to block many essential workers coming to Northern Ireland given the prevailing lower average regional salaries here across many sectors.

"We must also consider the competitive position of the Northern Ireland economy in an all-island context, whereby business efficiency will be eroded by a diminishing workforce. In a tight labour market, we run the serious risk of businesses currently operating on both sides of the border switching their focus or their production facilities to the south, where businesses benefit from the ongoing availability of EEA workers in the EU single market, and also the availability of new third country work permits designed to tackle the type of labour shortages that are now a problem in Northern Ireland.

"We appreciate that solutions need to be framed within a UK

context, but also believe there are policy options which better meet the needs of Northern Ireland's economy. We note that the joint letter from the NI Executive Office to the Prime Minister in August 2016 about Brexit recognised the need for a flexible approach to labour here. This has been reaffirmed by the Head of the NI Civil Service, David Sterling in his recent comments.

"To that end, we ask for your support and swift action to address this vital issue. The forthcoming UK Government White Paper on immigration must set out how the new system can be flexible enough to meet the specific needs and urgent challenges facing the Northern Ireland economy, particularly for lower-skilled labour, including bespoke policy tools such as a dedicated Shortage Occupations List or salary threshold variations.

"Businesses in key industries across Northern Ireland's economy – from food processing and broader manufacturing, through to haulage and hospitality – are facing severe labour shortages today. This is before changes to immigration policy as a result of Brexit.

Government should therefore bring forward immediate changes to immigration rules to allow these sectors to access the full range of labour and skills they need."

The letter ends: "For our part we stand willing and able to play a constructive role in the creation of an immigration policy which has the flexibility to address the needs of Northern Ireland's economy."



# “WE’RE SAVING £200 A WEEK WITH EACH S 450, SO WE’RE QUIDS IN.”

“We’ve found other trucks susceptible to fuel consumption variations depending on driver/weather etc, so we’ve recently taken eight new S 450s. The savings are remarkable – approximately £200 a week. We’re finding that our Scania fleet performs well in all circumstances. As a result, we now have another three on order.”

Arran Courton, Transport Manager  
CPT Distribution Ltd.



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# Renault Trucks UK & Ireland Appoints New Managing Director

Renault Trucks UK and Ireland has appointed Carlos Rodrigues to the role of Managing Director with effect from 1st October 2018.

**Previously Chief Financial Officer** at Volvo Group Trucks UK, Carlos will leverage his extensive knowledge of the business to focus on the strategic and commercial areas that are fundamental to delivering the long-term success of Renault Trucks in the UK and Ireland.

His appointment follows the decision to separate the Volvo Group Trucks Market Company organisation between Renault Trucks and Volvo Trucks in the UK & Ireland, Spain, Belgium, Italy and France.

The new structure allows for greater brand dedication in the selected markets. In the UK and Ireland, both the Renault Trucks and Volvo Trucks brands will continue

to be headquartered at Warwick.

Head of Renault Trucks Europe, Jean-Claude Bailly says, "Renault Trucks has great ambitions across Europe and as such the UK and Ireland are important markets for Renault Trucks' growth in the coming years. Carlos brings a wealth of experience and knowledge to this important role and has an exceptional track record. His appointment reflects the ambition of Renault Trucks in the UK and Ireland, to ensure that the business has the optimal leadership structure in place to serve our customer base most effectively."

Commenting on his new appointment, Carlos says: "I am delighted to be given this opportunity



Renault Trucks UK and Ireland appoints Carlos Rodrigues as Managing Director.

having been in the fortunate position of working with so many highly-experienced and committed colleagues across the Volvo Group. Our new organisation will support Renault Trucks' growth plans in the UK and Ireland markets. The strength of the Renault Trucks brand and its dealer network is increasingly recognised by the industry. These successes and the dynamism of our Renault Trucks team give me great confidence for the future."

## A6 Upgrade to Give Trade a Welcome Boost

The FTA has welcomed news that upgrade work to the A6 between L'Derry and Dungiven is finally under way.

**Seamus Leheny**, FTA's policy manager, says the upgraded road will give the country's businesses which rely on the movement of goods and services a much-needed boost.

"It's often said that, in business, time is money," he explains, "and never more so when transporting time-sensitive goods to factories, shops, schools, hospitals and more. The logistics sector has long been pressing for the dualling of the A6, to provide improved

and more reliable journey times and the new road will undoubtedly provide insurance to businesses over time sensitive deliveries on which they all rely.

"The current single carriageway road is frequently blocked or running slowly thanks to congestion, which can add huge uncertainties to the fulfilment of business contracts for manufacturers and retailers. And when you consider that the operating cost of a 44

tonne lorry and trailer is just over £1 per minute, reducing delays will help commercial operators manage their costs better, and avoid unnecessary bills for their customers."

When complete, the 25.5km mile section of the A6 will include a bypass around Dungiven and will eventually link Derry and Belfast via a dual carriageway. This section upgrade is expected to reduce journey times by almost 50%, and

even more during peak hours.

Adds Seamus: "The new road will allow HGVs to travel at up to 50mph and prevent the long tailbacks which have caused frustration for other road users along the single track highway. Overtaking will be easier and safer on a dual carriageway, which is great news for all travellers as well."

According to the Department for Infrastructure, the upgrade to the A6 will cost £220 million and work is expected to take up to four years to complete.



Tony Stapleton, Head of Fleet Sales

## Continental Tyres appoints new Head of Fleet Sales

Tony Stapleton has been appointed as Head of Fleet Sales for Continental Tyre Group, with responsibility for all fleet business across the UK and Republic of Ireland.

**Announced at the** Conti360 Fleet Services Network Conference, Tony's new role will support the consolidation of Continental and Bandvulc's fleet networks, strengthening Continental's position as a leading voice in fleet management.

In his new position, Tony will lead, implement, develop and manage sales and operational strategies to grow fleet business results for both Conti360 and Bandvulc Plus+ platforms across all Group brands and channels.

Previously responsible only for Continental Conti360 fleet sales, Tony will now

also oversee Bandvulc fleet sales. This comprehensive view will allow the alignment of strategies, goals and objectives, making use of tools and resources available in both businesses to better meet customer requirements.

Tony said: "Having worked with Continental and Bandvulc for many years, I look forward to overseeing activity with both businesses as the two halves come together. With the partnership stronger than ever and integration well underway, I am eager to take on the challenges ahead, and continue to offer innovative solutions to our customers and partners."

# RENAULT TRUCKS RANGE T HIGH LIVING THE T HIGH LIFE



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# PUTTING IVECO'S NATURAL GAS CLAIMS TO THE TEST FROM LONDON TO MADRID

Iveco is putting its full weight behind natural gas as the primary alternative to diesel for long-haul operations, as Dean Barrett reports for Export & Freight.

In 2016, the Italian manufacturer was the first to market with a heavy truck that could run 100 per cent on LNG (liquified natural gas) with its Stralis NP (Natural Power), which in 4x2 configuration and with 400 bhp engine offers a range of up to 1500 km on a single fill. Now, with the release of a bigger 460 bhp gas engine, Iveco reckons additional fuel economy has extended the vehicle's range to a shade over 1600 km.

This all looks good on paper, but experience has rightly led some operators to be suspicious of proposed range figures. So to prove Stralis NP is up to the job, Iveco asked us to drive one of its gas-powered trucks from London to Madrid to see if it could do it on a single fill.

To maximise our chances, the decision was made to stick to toll roads on the Continent. According to the routing software, the first leg would take us across the Channel and then south on the A16/A28 around Rouen, past Le Mans to our first overnight stop at Tours.

Leg two would follow the A10 down to Bordeaux, where we would pick up the A63 bound for the French/Spanish border at Irun. We'd then cross the edge of the Pyrenees through San Sebastián to our second overnight stop at Vitoria-Gasteiz.

The final leg would run us south on the E-80/E-5 straight down to Madrid. Total trip: 1670 km (1038 miles) – a record journey for a gas truck on a single fill, though there was no doubt it was going to be a close call!



Leaving London

## Loaded Up

Arriving at Iveco's Basildon offices at the crack of dawn on a cool Monday morning in early October, the weather forecast was clear as we stowed our stuff in the well-appointed and comfortable AS cab. Our Stralis NP460 was loaded to 30 tonnes with bags of sand, and its huge twin gas tanks had been carefully filled to the absolute brim with 410 kg of LNG ahead of our big trip.

Rolling out of the yard at 0545, we headed straight for the M25 towards the Dartford Crossing. Despite the early hour, traffic was heavy – but once we'd cleared the bridge and forked South East down to Dover, the roads

opened up and we made it to the docks in good time to catch the 0835 ferry to Calais.

After a pleasant crossing (and a very decent Full English in the canteen), we rolled off the boat and immediately took a wrong turn into the centre of Calais. Knowing the journey would be tight enough as it was, we really couldn't afford to burn extra gas navigating around and back out of the port! After a slightly panicked, but scenic tour of the town, we found the A16 at last and followed the coast to Abbeville, where we picked up the A28.

To maximise fuel economy, we set Stralis' predictive cruise control (PECC) to 52 mph (84 kmh) with overspeed set to +4 mph to help



Arriving in Calais



En route through France

Eco-roll to make the most of any downward gradients and eek out our gas reserves for as long as possible. Around 50 km past Rouen, we stopped for a break and had a look at how the truck was doing. We were averaging a fuel return of 23.3 kg/100 km, which was better than the estimated 25 kg/100 km required to prevent the truck from grinding to a halt before its final destination. So far, so good – and helped in no small amount by the almost deserted toll roads and gentle undulations typical of this part of Northern France.

The last push of the day took us down the A28 to Tours. Again, traffic was light and we made good time, with Stralis NP's PECC and smooth-shifting TraXon 12-speed automated gearbox making the drive almost effortless. NP is also fitted with a ZF Intarder, which offers five stages of braking power. And it works well – the only time we touched the service brakes was on approach to the frequent péage booths.

As we hopped out of the cab in Tours, the fuel needle read 6/8ths full. Not a bad effort, despite the wrong turn in Calais.

**Day Two**

After a good night's sleep, we set off early Tuesday morning for the border. Roads were clear all the way to Bordeaux, where we encountered a bit of traffic as we skirted the city. Stopping for lunch soon afterwards, the needle was sitting at just under half a tank. We were half way to Madrid, so just about on track.

Once we'd crossed the border into Spain,

things became interesting. Climbing up into the mountains, we were floored by the scenery – but glancing at the onboard computer as we ascended, NP's fuel use was rocketing upwards, measuring 92 kg/100 km on one particularly long climb!



Over the Spanish mountains

After a stunning drive through tunnels and along the winding mountain highway, we arrived at Vitoria for our overnight rest and noted the needle was down to just over the quarter-full mark. We crossed our fingers for a smooth downhill run to Madrid in the morning...

**Final Reckoning**

Day three saw us set off early onto a rainy, foggy E-80 heading South West to Burgos. We were banking on a gentle run, but we soon found the highway snaking upwards into yet

more mountains. At Burgos, we took the E-5 due South for our final leg to Madrid – and still the road was undulating dramatically. The fuel warning light came on just before our rest stop in Grajera – with 125 km to go!

Back on the road, the weather was worsening as we climbed and rolled our way to the big city. As we reached the outskirts, the needle was flatlining and the ECM warning lights came on as the gas pressure in the huge tanks had dropped substantially. After a few more kilometres, we spotted Madrid airport – our destination, a BP/Molgas filling station, was right next door to it. But to get there, we were facing a long, steep climb on the R-2 around the city.

With the engine struggling and our speed falling, we switched on the warning indicators as the truck laboured up the banking highway. We were so close, but it was looking increasingly like we weren't going to make it.

Should we pull over, or keep going? We gritted our teeth and laboured on – and after a very tense few minutes, we'd crested the brow and were Eco-rolling back down to the exit. Keeping the momentum going for as long as possible, we made the turning and after lumbering around a couple of roundabouts, we crawled onto the BP forecourt – literally running on fumes.

**Record Breaking**

The Stralis NP had done it. Final distance: 1728.2 km without refuelling. A new record for a gas truck – and proof IVECO's cleaner-running tractor unit really can go the distance.



Approaching Madrid



Final needle reading

# First Range T High Joins McCulla Ireland For International Service

McCulla Ireland has put into service a Range T520 High 6x2 TML, one of the first right hand drive models in Ireland and the first for the temperature controlled logistics firm which is approaching its 50th anniversary year.

**Delivered by Diamond Trucks**, the Renault Trucks dealer from Northern Ireland, the top of the range T520 High joins McCulla Ireland's fleet of 100 trucks and 150 trailers and will be supported with a manufacturer's full repair & maintenance contract.

For Brian Beattie, Operations Director at McCulla Ireland, the selection of the T High was driven by several factors, not least that the company is running six Renault Premiums which are still going strong and that it has recently taken on the first Euro-6 Renault truck, a Range T480, which is already delivering strong fuel performance.

McCulla Ireland's vehicle orders are usually made in tens, as Brian explains: "Based on the excellent reliability and fuel performance of the Premiums, we decided to trial the Range T for domestic work and the T High for International service. We are looking at these as seed vehicles; they're already performing very well on fuel and if this continues we would expect to include Renault Trucks on our



list for future vehicle purchases."

The T High is hauling refrigerated trailers from McCulla Ireland's sites in both Lisburn and Dublin across Ireland, the UK and into Europe, making frequent trips to France, Benelux and Switzerland. Renault Trucks' DTI 13 litre engine rated at 512hp is coupled to a 12-speed Optidriver automated transmission system. The straight six unit's maximum power output is delivered between 1430 to 1800 rpm with a maximum torque of 2550 Nm is available from 1000 to 1430 rpm.

Fuel is a major consideration for McCulla Ireland and the T High is specified with the latest fuel-saving technologies on board, like Optimision gear shifting strategy, which adapts the gear change to the topography of the route by using previously logged data, optimised for FUEL ECO and ECO cruise control with Optiroll controlled freewheeling.

Additionally, advanced safety options include Lane Departure Warning System, an Alcolock, cameras and emergency braking

system. The company is also using Renault Trucks' fleet management system, Optifleet Check, to gain precise data reports for fuel consumption monitoring by vehicle and by driver.

Driver comfort is a priority when it comes to vehicle specification, especially on long distance work, as Brian says: "We look after our drivers, so the T High is equipped with all the bells and whistles for a comfortable life on board."

Inside the T High cab, the driver benefits from the luxury Ultimate Alu finish, with a host of optional extras including air-suspended driver's seat, adjustable lumbar support, adjustable seat cushion extension, heated and anti-perspiration ventilated seat and 40-litre refrigerator.

On the road, the T High is a commanding sight with cab components colour-matched for a striking finish and Dura-Bright aluminium wheels. "It's such an impressive truck, the driver, Stefan, absolutely loves it – in fact all the drivers would happily swap trucks to drive it," adds Brian.

Local dealer, Diamond Trucks has also played a key role in McCulla Ireland's decision to bring the Range Ts onto the fleet, as Brian notes: "Iain Latimer and the team have done an excellent job so far and I'm sure these seed vehicles will lead to a greater number of Renaults on our fleet."

## Government Report Findings Would Drive Logistics to Post-Brexit Halt, Says FTA

After months of waiting for the publication of the government's Migration Advisory Committee (MAC) report, the Freight Transport Association has reacted angrily to the findings of the long-anticipated document.

**The MAC report** recommends changing the system by which workers are assessed on their eligibility for working status in the UK.

The FTA says that despite repeated warnings from the sector about the importance of lower-skilled migrants, many of whom cover vital roles which keep goods and services moving around the country and overseas, the MAC report fails to acknowledge the value these workers bring to the nation's economy and how important their role is in ensuring that Britain can keep trading after Brexit.

Comments FTA's Head of Skills Sally Gilson: "The MAC report totally fails to recognise, and actively diminishes, the role of lower-skilled migrants within the UK's economy, which is hugely disappointing from a logistics point of view. The job roles covered by these workers are often based in areas of low unemployment where competition for workers is already high, so Britain's supply chain could easily be at risk if they are forced to return to their home countries.

Yes, highly skilled workers are valuable to the economy, but so too are those whose work keeps us able to operate at home and at work, 24 hours a day. Academic achievement is not the only measure for value which should be applied to the UK workforce - everyone has their role to play in keeping the country moving and solvent.

"The logistics sector, especially when you consider roles such as HGV drivers and warehouse staff, is reliant on access to non-UK workers, currently employing 43,000 HGV drivers, 113,000 warehouse workers and 22,000 van drivers from the EEA - and even more during peak times of year like Christmas. Without them, schools, shops, hospitals and retailers, as well as manufacturers and homeowners, will all find it harder to access the goods they need to conduct their daily lives.

"Due to the regulation of the sector, logistics businesses cannot immediately look to other non-EEA countries to help plug the skills shortages which losing these European workers will

cause. And the problem is further compounded when you consider there are already more than 52,000 vacancies for HGV drivers nationwide. Losing the services of these vital EU workers after Brexit would be devastating to the nation's 'just in time' economy - and next day deliveries would soon be a thing of the past.

"If the UK was to leave the EU without a deal, there is a real risk that those currently employed in the UK from Europe would be forced to leave, and there is no option to backfill the vacancies which this would cause in the medium to long-term. UK employers are already struggling to find those with the skills which logistics requires without these EEA workers - so why should the sector which is at the heart of every business and home in the UK be forced to suffer because their workforce is not all at degree levels of education? No one voted for a standstill - Britain's logistics businesses want to keep Britain trading but need staff to ensure that does not happen."



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

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

David Ward, Head of Operations  
Troy Foods Ltd.

**PERFORMANCE  
REDEFINED**

**SCANIA**

# Surefreight scores a perfect 10 from Mercedes-Benz

Surefreight only needed a couple of new tractor units, but so compelling was the acquisition and aftersales package on offer from its local Mercedes-Benz Dealer that it came away having signed an order for 10!

**The company's latest** Actros GigaSpace tractor units are now working from its headquarters in Newry, and a depot near the port of Heysham, Lancashire. They are being inspected and maintained by MBNI Truck & Van under a bespoke agreement which adds a third year to the two-year Service Contract that comes free-of-charge with all Actros, as well as five-year ExtendPlus warranties. Revolutionary Mercedes-Benz Uptime

maintenance technology employs an array of sensors that monitor the condition of each vehicle constantly. As a result, MBNI Truck & Van's Service team know precisely what is required before the truck reaches the workshop, so can order parts in advance while allocating sufficient time during a single visit to complete all tasks.

The Actros feature advanced, straight-six engine technology. However, Surefreight selected three outputs to reflect the fact that they have been

assigned to various roles. Two are 2463 models with range-topping 460 kW (625 hp) versions of the 15.6-litre OM 473 LA, which generates 3,000 Nm of torque. Another pair are 2458s, with 425 kW (578 hp) variants of the same engine. The remaining six are 2445s, and powered by the 12.8-litre OM 471 LA in 330 kW (449 hp) trim.

Like most of Surefreight's tractors, the midlift axles on its latest 6x2 units are fitted with smaller wheels – those on the Actros have 17.5-inch diameters, compared to the 22.5 inches of a standard set-up.

This layout is commonly favoured by payload-conscious operators attracted by the smaller wheels' 300 kg weight saving. For Surefreight, however, the motivation is different. "We rarely reach maximum weight so a small increase in carrying capacity is of no great advantage," explained Vincent Waddell, who founded the business with co-Director Brian McManus in 1989.

"The main benefit to us is the extra space freed up on the chassis, which means we can fit larger fuel tanks on the passenger side. Each Actros can carry 700 litres of fuel, as opposed to the 450 litres of a standard 6x2, which significantly reduces the number of times they need to stop and fill up.

"The fact that the wheels on the midlift have a narrower track than the front and rear axles also allows us to fit side skirts, which conceal them. As well as contributing to their smart, clean appearance, these help to improve the trucks' aerodynamic profile."

The Actros 2463s were chosen for a contract which entails transporting bagged peat and chipped bark to garden centres and builder's merchants, as well as carrying bulk loads of raw peat from bogs in central Ireland for processing. Equipped with hydraulics to power walking floor trailers, Surefreight's 2458 units are working for a customer in the waste management industry.

The six Actros 2445s, meanwhile, are based at Surefreight's Heysham depot, where they are working alongside 20 other Actros tractors which have been providing reliable, cost-effective service since 2014. It operates other, similarly specified Actros, from Bradford and Cardiff.



Vincent Waddell, right, and Driver Trainer Stephen Byrne, who will pass on to colleagues the advice he has received from MBNI Truck & Van on maximising fuel efficiency from Surefreight's Actros.

## Motis Ireland Director Does His GB Triathlon Team Proud

Motis Ireland's Commercial Director Chris Polwart did himself – and his team GB partners – proud at the recent ITU Triathlon (Age Group) World Championships in Australia.

**Chris finished with** a time of 2hrs 07 minutes, 33 Seconds – 31st out of 95 competitors - and was the second Brit home out of 12, racing in the "Olympic Distance" race which comprised a 1500mtr sea swim, 40km bike and 10km run.

Chris has completed triathlons from the shorter "sprint" distance all the way to full distance "Ironman" over the last six years and managed to secure a spot on the GB squad at a qualifying race in Chester in July where he finished 2nd in the Age Group category.



Chris Polwart, Motis Ireland's Commercial Director

# Brigade Electronic Safety Systems Now Available from SM Components

SM Components Ltd has recently added Brigade Electronics safety devices to its already impressive portfolio of bespoke products for the commercial vehicle industry.

As the sole distributor for the SB Components brand in Ireland, the Mallusk based company can now offer its customers the full range of Brigade Electronics renowned and respected hi-tech safety solutions that include camera monitoring systems, warning alarms and obstacle detection devices.

Headed up by Seamus Hanna, SM Components has invested heavily in its business in recent years and today is one of the leading suppliers to the transport, construction, industrial, agricultural and marine industries.

"Our aim is to provide existing and potential customers with cost effective solutions of the highest quality standards and technology in the marketplace," says Seamus. "Brigade Electronics product range is a perfect fit for us and we are delighted to be representing them in Northern Ireland."

Their product range includes the popular Backeye@360, an intelligent four-camera system designed to eliminate vehicle blind spots and assist low-speed manoeuvrability by

providing the driver with a complete 360° view of their vehicle/machine in a single image.

The four live images are simultaneously sent to an electronic control unit where they are instantly processed, combined, blended and stitched. The distortion from the wide-angle camera lens is also corrected before delivering a clear, single, smooth, real-time image onto the driver's monitor.

The system will work on virtually any rigid vehicle or machine, large or small and the distance of the viewing area can be set to suit the application. The flexibility of Brigade Electronics systems means there are solutions suitable for both on- and off-road applications. Brigade Electronics also provide Reversing and Warning Alarms, vital audible devices to warn pedestrians and workers that a vehicle is manoeuvring. Its patented bbs-tek® alarms are the safest and quietest on the market due to their instantly locatable and directional sound. Options include smart alarms, which adjust to the ambient noise level and speaking alarms.

Also available from SM Components is an Ultrasonic Obstacle Detection sensor system which informs the driver of distance between the vehicle and any obstacles, whether moving or stationary. The system helps increase safety when low-speed manoeuvring, reversing or in the near-side and front blind spots where pedestrians and cyclists can otherwise go undetected.

Another product enables Mobile Digital Recording. By simultaneously recording footage from up to eight vehicle-mounted cameras, a digital recorder can provide irrefutable evidence in the case of an incident. The lockable hard drive can store up to 1164 hours of data which can be easily accessed via a PC or uploaded via the 3G network or dedicated Wi-Fi.

*These and other Brigade Electronic devices, available from SM Components, bring a wealth of benefits:*

- All-round visibility for safer, more efficient operation
- Reduced accidents with other vehicles and vulnerable road users
- Reduced vehicle downtime due to accidents
- Reduced noise complaints and quieter night-time deliveries
- Meet health and safety requirements
- Strengthen a company's reputation in the community

Since taking on the Brigade range, SM Components have built up stocks to ensure good availability for customers seeking safety and security systems - and its highly skilled and experienced staff will provide quality installation and technical support.

# Vehicle Safety Systems

Supplied and installed by  
Approved Brigade Service Partner



Unit G, 9 Michelin Road, Mallusk, Newtownabbey, BT36 64PT T: (028) 9084 6677 W: [www.smcomponents.com](http://www.smcomponents.com)

# SDC TRAILERS CELEBRATES 40 YEARS OF EXPERT TRAILER MANUFACTURING

Established in a small tin shed in Bellaghy by welder and fabricator Seamus McCloy, SDC has grown significantly over the last four decades to become the UK and Ireland's leading manufacturer of bespoke semi-trailers.

**A local manufacturing** success story, the company now employs almost 1,000 staff across four UK based manufacturing plants and is now a member of the world's largest trailer manufacturing group CIMC.

SDC recently marked the occasion by inviting customers, staff, suppliers and distributors to a tour of their factory in Toomebridge followed by a celebratory dinner held in the Europa hotel, Belfast. Over 350 people attended the event with highlights including entertainment by the Red Hot Chilli Pipers and a Q&A session with former champion jockey Tony McCoy.

SDC's CEO, Enda Cushnahan shared his experiences from the last twenty-one years with the company and was joined on stage by Seamus McCloy to discuss the company's success as the UK and Ireland's largest semi-trailer manufacturer.

SDC's CEO, Enda Cushnahan said: "I have been with the company for half of those 40 years and it is privilege to now serve as its Chief Executive Officer. I see my role as building on the legacy of our founder Seamus McCloy and taking the company forward into another 40 years of success.

It has been a great journey and I would like to thank all our staff, customers and suppliers who have made it possible. While our trailers have a deserved reputation for quality, reliability and toughness, it is the commitment and passion of these people that will ensure the company continues to thrive and grow."

SDC's loyal customer base has enabled the



Pictured (L-R) are Susan McCloy, Seamus McCloy (founder of SDC Trailers) and Enda Cushnahan (CEO of SDC Trailers).

company to grow at such an impressive rate over the last 40 years and the company's mission to "understand your business, your logistics requirements and then tailor a solution to meet those needs." The manufacturer does not build standard products for stock – every trailer on the production line is built to order for a specific customer.

Around 40% of SDC's output leaves the factory with a body fitted, and their impressive trailer range features over 500 different variants from curtainsiders and boxvans, to skeletal, platform and urban trailers, all of which are bespoke manufactured to meet operator requirements.

Earlier this year the manufacturer completed a £7m expansion to their manufacturing



Q&A session with AP McCoy, Enda Cushnahan, Seamus McCloy and MC Mark Sidebottom.



Entertainment provided by Red Hot Chilli Pipers.



Longstanding employees of SDC Trailers (l-r) are Hugo Devlin, Seamus McBride, John Quinn and Paddy Kernan with combined service of 128 years.



Enda Cushnahan (SDC Trailers CEO) pictured with guest speaker AP McCoy.

headquarters in Toomebridge with the creation of 50 new jobs, making SDC one of Northern Ireland's largest private sector employers. The expansion has revolutionized the company's manufacturing process and increased trailer output by 50% on a weekly basis.

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

With new trailer sales in excess of 8,000 units and turnover of over £200m last year, SDC Trailers are well placed to continue their success in both local and international markets.

### SDC INNOVATION ROLL OF HONOUR

#### 2010

- Launches 3-axle skeletal trailer than splits in two, to form a single axle trailer for transporting 2x20ft containers.
- Launches 'Aeroliner' aerodynamic trailer with 12% fuel savings.
- Introduces roll stability systems (RSS) for brake type approval two years ahead of mandatory legalisation.

#### 2011

- Manufactures and tests the UK's first 14.6m and 15.65m longer length semi-trailers.
- Develop a new lightweight walking floor trailer with an increased capacity of 90.2 cu m.

#### 2012

- Builds 3-truck transporters based on a longer length chassis - a first for the UK market.

#### 2015

- Named Motor Transport National Innovation Award winner with Malcolm Logistics for 15.65m extendable skeletal trailer.

#### 2016

- Launches the world's first application for a Kinetic Energy Recovery System (KERS) on a semi-trailer.

#### 2018

- Launches hydraulic lifting deck curtainsider featuring lightweight deck design suitable for 52 pallet operation, exhibited at the CV Show and received third place in the Trailer Innovation Award body category.



Left to right are Stephen McIvor and John Megarry from SDC Trailers export dept welcomed customers from Finland, Norway, Denmark, Sweden, Holland, Belgium, Germany and the Faroe Islands.



## Mercedes-Benz Trucks unveils the Actros “Edition 1”

Mercedes-Benz Trucks will be celebrating the start of production of the new Actros with the “Edition 1” – a special model, limited to 400 vehicles worldwide, of which at least 35 will come to the UK.

**Aside from being** equipped with the impressive innovations that come as standard in the new Actros, the “Edition 1” adds numerous special equipment items geared to the driver.

Inside and out, the Edition 1 is instantly recognisable. For example, the “Edition 1” logo is visible in the sun visor and below the model plate. The sun visor also includes four additional

LED main-beam headlamps, while there’s an exclusive paint finish on the front panels.

The all-important illuminated Mercedes-Benz star has a black surround and there are six additions to the grille trim, while the headlamp surround is also darkened. Likewise, the MirrorCam arms are finished in chrome. On tractor units, there are also stainless steel wheel nut caps on each axle.

Drivers access the cab via the stainless steel steps.

Inside are leather door handles with contrasting topstitching, a leather steering wheel, and the cockpit trimmed with black leather. Exclusive floor mats and an “Edition 1” plaque on the passenger-side dash in polished and brushed aluminium highlights the fact that these vehicles are limited to just 400 worldwide.

Looking up reveals the roof hatch with ambient lighting in eight colours. Driver comfort is also enhanced with a bed that measures an industry-leading 900 mm wide, which comes with a duvet cover.

A wrap-around curtain – almond beige on the inside, black on the outside – provides privacy in stylish fashion. As does the curtain sporting the Mercedes-Benz star across the front of the bed.



# DAF embraces CO2 declaration

DAF Trucks is embracing the European regulation of CO2 declaration for trucks leaving the production line from January 1, 2019. Ahead of the legal requirement, DAF will start communicating certified CO2 values in the fourth quarter of this year.

**From January 2019**, European regulation requires all new 4x2 and 6x2 heavy duty Euro 6 trucks (16 tonne +) to leave the factory with a CO2 emission declaration. Other vehicle configurations will follow in 2020. Emission declaration values are generated through the uniform Vecto tool. As this concerns a standardised and certified procedure, the new CO2 declaration regulation will allow transport

operators to easily compare CO2 emission values from various truck models and even manufacturers before ordering a new truck. DAF will start publishing certified CO2 declaration figures in last quarter of the year on the order confirmation document, as well as in the quotation phase. This allows the DAF dealer to inform customers upfront what the CO2 values of their future truck will look like.



Vecto values are calculated for a standard tractor/trailer combination or vocational truck with regular box body, using standard routes for three kinds of applications and applying certified input data.

# Volvo Group Has Detected Premature Degradation of Emissions Control Component

The Volvo Group has detected that an emissions control component used in certain markets is degrading more quickly than expected, which could cause the engines to exceed emissions limits for oxides of nitrogen (NOx).

**All products equipped** with the component meet emissions limits at delivery; the degradation is due to a materials issue that occurs over time. A full analysis of the issue is not completed and it is not possible to assess the financial

impact at this stage; however, the cost could be material. The investigation so far indicates that the degradation does not seem to affect all vehicles and engines in the same way and to

the same extent. The company is now in the process of informing the appropriate authorities in various markets and beginning discussions regarding remedial plans. The degradation of the component does not pose a product safety

issue, nor does it negatively affect vehicle or engine performance in areas other than emissions control. The largest volume of potentially affected engines has been sold in North America and Europe.

## FOR MOFFETT SERVICING – COUNT ON TSS SERVICE CENTRES DEDICATED TO KEEPING YOU OPERATIONAL

TSS (Technical Support Services) is the service centre partner for MOFFETT truck-mounted forklifts. Boasting three service centres that provide approved Hiab Service, Parts and ProCare from Hillsborough in the North, to Dublin in the East and Limerick in the West, you can rest assured that we are close by, and have a great team of professionals who are dedicated to keeping you operational.

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# RiverRidge banks on Mercedes-Benz Econic

Northern Ireland's leading waste management specialist has completed the latest phase of its ongoing expansion programme, by taking delivery of a new fleet of 20 Mercedes-Benz Econics.

**RiverRidge's latest low-entry** refuse collection vehicles were supplied by MBNI Truck & Van. RiverRidge, whose headquarters are in Duncrue Street, Belfast, commenced trading in 2011 – since then it has forged a solid working relationship with the Dealer. All Econic 2630L models, the trucks are powered by fuel-efficient 7.7-litre engines that generate 220 kW (299 hp and drive through Allison six-speed automatic transmissions. Their Titan compactor bodies and trade binlifts are by specialist manufacturer CP Davidson & Sons, of Chorley, Lancashire. RiverRidge has been running Mercedes-Benz Econics since its earliest days, and has always enjoyed reliable, cost-effective service. Its operation has grown dramatically over the past five years, during which the company has not only opened a network of depots across Northern Ireland, but also acquired several other businesses and, in the process, inherited their vehicles. "This left us with a fleet in which several manufacturers were represented," said Transport & Logistics Director Tony Kirkpatrick. "As the oldest of these trucks came up for renewal we were always going to replace them with what we consider to be the state-of-the-art vehicle in the refuse collection sector – the Mercedes-Benz Econic."



Tony Kirkpatrick, of RiverRidge, with one of his latest Mercedes-Benz Econics.

He continued: "We know from experience that these trucks will deliver better performance and fuel efficiency than the vehicles they have replaced. Equally important, though, are the Econic's enhanced safety credentials. As well as a low-entry cab which is easily accessed and gives the driver an unrivalled field of vision – both factors that make it very popular with our operatives – this vehicle is also equipped with advanced technology such as the Active Brake Assist 3 emergency braking system." RiverRidge's new trucks are now collecting trade waste from a wide cross-section of commercial and industrial customers across Northern Ireland, which it then processes at high-tech recycling centres in Coleraine and Portadown.

The subject of a contract hire agreement with MBNI Truck & Van's sister company Rentamer, both the chassis and the bodies are being maintained at the Dealer's workshops in Newtownabbey and Dungannon.

The RiverRidge fleet now extends to almost 150 trucks and trailers, of varying sizes and configurations. The company takes delivery soon of seven Mercedes-Benz Arocs 3240 eight-wheelers with hookloader bodies. These will join a pair of 8x4 Arocs 32-tonners which have been in service since 2014 and have proved impressively economical and cost-effective to run.

The fleet also includes an 18-tonne Econic skiploader, the first of its kind in Northern Ireland. This truck's low-entry, high-visibility cab makes a significant contribution to increased safety for vulnerable road users. RiverRidge is the first Northern Irish operator to be awarded Truck Excellence Accreditation from the Freight Transport Association, and won Export and Freight magazine's Excellence in Compliance award for 2017. Tony Kirkpatrick added: "We've worked hard to build a reputation for high quality service and are determined to build on that by continuing to invest in our facilities and fleet. These new vehicles will add real value, by helping us to ensure that we continue to deliver excellent customer service."



9376

## Uniquely effective

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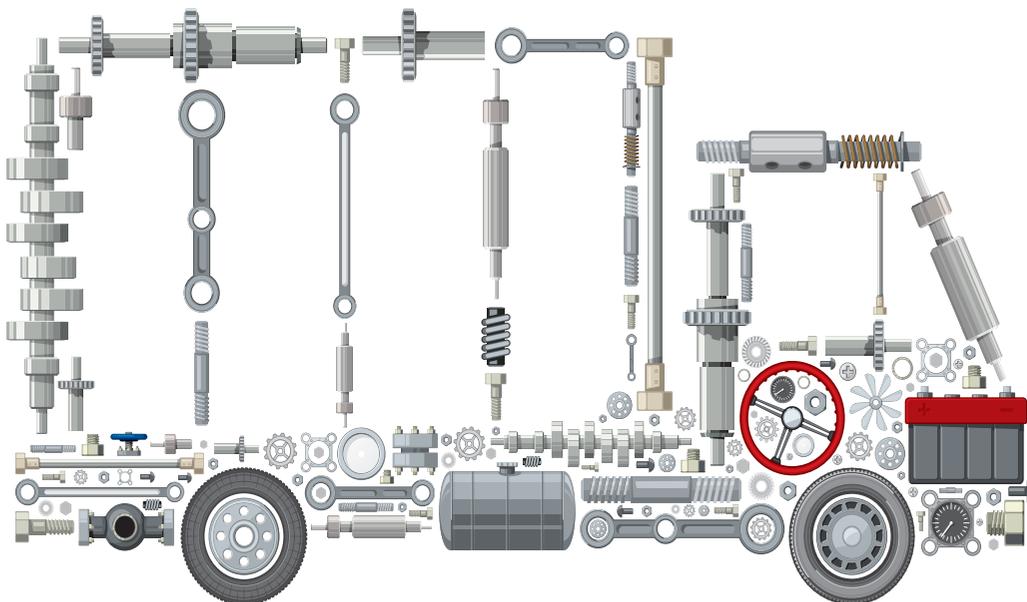
# CHOOSE YOUR PARTS & SERVICE PROVIDER WITH CARE

It has been said that buying a truck, trailer or van represents only 25% of the deal; 75% is parts and service. If you don't have that, you could be putting your fleet and your business at risk. It's only when things go wrong that you realise the truth of those words.

**Breakdowns lead to** downtime, and downtime can be potentially costly for any operator, especially in the transport & logistics industry; minimising that risk is essential, so day to day service and back up is critical in avoiding unnecessary disruption to your working week.

That's why you need to choose your parts and service provider with care. A good service provider will have invested in technology, in delivery networks and in human resources. They'll be dependable, reliable and will carry good stocks to ensure a high level of availability, and they will have knowledgeable and fully trained counter staff and workshop technicians. They will put the customer first.

Over the next few pages, Export & Freight hears from some of those playing a major part in helping you keep your vehicles on the road...





## RK

# RK TRUCKS CENTRE LTD




Edgar Road, Carryduff, Belfast,  
Co. Down BT8 8NB Tel: 028 9081 3600

126 Tamnamore Road, Dungannon,  
Co. Tyrone BT71 6HW Tel: 028 8772 2111

### Services from RK Truck Centres

Scheduled servicing and repairs to MAN and Mitsubishi Fuso trucks by factory trained technicians.

Vehicle maintenance - electronic document preparation, storage and retrieval to comply with VOSA inspection requirements.

Preparation of trucks to ADR customer specific requirements.

Tachograph installation - calibration - repairs. Electronic brake testing.

Comprehensive range of MAN parts stock covered by MAN 2 YEAR Warranty.

Valueline range of MAN fast moving parts covered by MAN Warranty.

Mitsubishi Fuso parts covered by Fuso warranty.

### International Truck Components

ITC supplies a wide range of parts for DAF, Volvo, Scania, Iveco, Mercedes and Renault.

Cab panels, braking system, filtration, exhaust, lighting and electrics.

# RK TRUCKS OFFER GENUINE MAN PARTS & SERVICE SUPPORT YOU CAN RELY ON

RK Trucks has built an enviable reputation of providing a high level of customer service to truck operators throughout Northern Ireland. As part of the MAN UK dealer network, it supplies quality genuine parts that are competitively priced and ready to fit - and if you can't collect, they can be delivered direct to your door.

**Clearly, if you** want your MAN to perform better and last longer, if you want it to go the distance, you need to fit the parts it deserves – and they need to be genuine MAN parts; don't assume all replacement parts are equal.

All genuine new and re-conditioned MAN parts come with a comprehensive two year warranty, so you can have every confidence that all are 100% MAN approved, guaranteed for economy, performance and reliability.

"So far as warranty is concerned, if we fit one of our parts in our workshops and it fails within 24 months, then not only will we replace it, but we will also fit the replacement for you in our workshop free of charge," says RK Trucks Managing Director Donal Rice.

In addition to the standard warranty on MAN trucks, all Euro 6 product is covered by MAN WarrantyXtra for the first three years. RK Trucks can also provide extended warranty for the 4th and 5th year. Not surprisingly, RK Trucks has been ranked 3rd in the UK MAN network at both of its dealerships in Carryduff and Dungannon for customer support and satisfaction, and it is clearly the best source for genuine MAN parts, with ready access to thousands of parts. If by chance what you need is not in stock, it can be delivered next day from MAN's central UK warehouse which boasts

more than 200,000 parts at any given time.

There are always special offers, too, on products such as MAN Genuine Ecoline parts which are remanufactured in original MAN quality and include turbochargers, water pumps, injectors, alternators, starters, steering gear, and air compressors; it's an ever increasing range.

## ITC

For owner operators and those with mixed fleets, sister company International Truck Components (ITC) also offers a comprehensive and competitively priced range of 'all makes' parts, including Scania, Mercedes Benz, Volvo, DAF, and Renault. ITC's 'one stop shop' policy can save operators time and effort tracking down the part they need, be it a cab panel, brake part, clutch assembly, filters, suspension parts or electrical components.

ITC supplied parts can also be fitted in RK Trucks workshops by experienced technicians who are on hand to provide technical advice if needed. ITC can also provide a parts delivery to your workshop, if you cannot collect them yourself, reducing VOR situations to a minimum and getting trucks back on the road.

## Service contracts

MAN Repair & Maintenance Contracts spread the costs over the contract period, with

offerings of three levels of contracts plus a "pay as you go" Comfort Managed contract.

With O Licensing now a reality in Northern Ireland, RK Trucks is also well placed to provide MAN operators with their maintenance support, via its workshops at Carryduff and Dungannon, including all the necessary documentation to comply with Vehicle Inspectorate requirements.

Vehicles serviced and maintained by R K Trucks workshops will have all necessary records uploaded to the web via its Electronic Workshop data storage system; these records are password protected for each individual operator. The vehicle and the data records are only accessible by the operator via his unique password. The system has been approved by VOSA and meets all their operator /vehicle inspection requirements.

## Other Services

Other value added services available at RK Trucks include full tachograph and speed limiter calibration, and PSV preparation including electronic brake testing, while MAN's Mobile 24 Hour Call Out Service, operating seven days a week, 365 days a year, for both parts and service, give customers complete peace of mind, knowing that any problems they encounter will be quickly dealt with.





## AWARD WINNING SERVICE AT ROAD TRUCKS

**Operators can be assured of an award winning service at Road Trucks; the workshop foreman at their Omagh depot, Paul Conroy, recently won the 'Technician of the Year' at the Export & Freight Transport & Logistics Awards.**

Paul, who has been a technician at the Road Trucks depot since October 2012, has over twenty years' experience in the industry and is an outstanding team player and technically gifted mechanic.

Having worked in England as well as Northern Ireland, he was elevated to workshop foreman just two years after joining the company; a promotion that reflects his ability and commitment to his profession.

Eager to develop in order to provide the very best service for the company's customers, Paul has gained a myriad of qualifications during this time including an HND in automotive studies. He is also Road Trucks Limited's Scania escalation technician.

This appointment saw him attend formal training at the Scania factory in Sweden including all aspects of repair and maintenance on the Next Generation of Scania trucks; this is a hugely sought after qualification and one that reflects the confidence management place in his dedication and ability. Since completing the training Paul has been at the cutting edge of Next Generation Scania truck support right across Northern Ireland, a commitment that he has relished and one which he has excelled in.

Extremely active outside work too, Paul has completed a number of charity bicycle rides throughout Ireland and as far as Sligo and Athlone. For the past eight years he has been instrumental in organising the annual Altamuskin 5-mile road race in support of his local community centre and raising money for a wide range of other charities.

Additionally, he has taken part in numerous 5km and 10km runs and completed the Omagh half marathon.

# Road Trucks Ltd

Circular Road, Larne BT40 3AB

Tel: +44 (0) 28 2827 9611 Fax: +44 (0) 28 2826 9711

Gortrush Industrial Estate, Omagh BT78 5LU

Tel: +44 (0) 28 8225 9198 Fax: +44 (0) 28 8225 9202

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# TBF THOMPSON DAF HELPS YOU TO MAXIMISE YOUR FLEET'S POTENTIAL

We all like a bargain, especially if it is going to save our company money; fleet operators are no different. Keeping trucks on the road is an expensive business, so the latest offer from MAX Card is good news!

**No less than 13** new MAX Vouchers have just been released to give you even better value when you buy both DAF and all-make TRP parts; available here from your local dealer TBF Thompson DAF who have depots at Mallusk, Garvagh and Portadown.

The vouchers for DAF Parts allow you to benefit from DAF Genuine parts at competitive prices. Also available is a number of vouchers for trailer applications and any all-make trucks you may operate; all vouchers are valid until 28 February 2019.

For those new to the MAX Card, it is free and offers you a huge number of benefits.

As a cardholder you will be entitled to special offers on DAF and TRP parts. These offers are exclusive – and you are always among the first to be notified of new products, market developments and DAF services.

Once you register and receive your own personal card, vouchers will immediately become valid for each make of truck and each trailer in your fleet. Once all your trucks and trailers have been registered, you will receive offers specifically tailored to your fleet.

Comments TBF Thompson DAF parts manager Wesley Thompson: "With this latest offer, the MAX Card qualifies each registered vehicle in the fleet to each receive 13 vouchers, so that is a significant benefit that can result in some great savings."

He adds: "The MAX Card is increasingly popular with operators, as is our comprehensive range of TRP quality parts for all makes of trucks and trailers."

In fact, TRP is the largest all makes truck, trailer and workshop consumables range in the

UK – offering tens of thousands of parts, which includes steering and suspension, lighting, braking, batteries, and electrical, as well as high quality heavy-duty engine oils, gear and axle oils, transmission fluids, coolants and greases; many of which are available in bulk.

TRP also covers everything you need for the workshop, including a full range of tools, hi-vis clothing, spill control, electrical and cleaning products.

## Availability

Availability from TBF Thompson DAF is never an issue, so the potential for any unnecessary downtime is virtually eliminated, as Wesley explains: "Currently, we have about 900,000 parts in stock covering both DAF and TRP, as well as a separate and complimentary all-makes range. We also have a vast range of van parts to service some of the major van fleets in the Province."

In the unlikely event any part is out of stock, DAF's overnight delivery service will ensure parts ordered by 6.00pm weekdays will be delivered to TBF Thompson DAF by 8.30am the following morning. Any parts that are ordered by 12noon on Saturdays will be delivered by 12noon the following Monday.

## DAFaid

Meanwhile, urgent parts needed out of hours can be ordered through DAFaid which is computer-linked to DAF's central parts warehouse, ensuring 97% availability - an industry best - and a near certainty that you'll get the part you want at the first time of asking.



Operators can also take advantage of a 24/7 online parts ordering service; it is a convenient way to browse and order all makes of truck and trailer parts, at any time of day or night.

"We recently launched a new DAF webshop which is open to all customers, enabling them to order their own specific parts through us at a time that is suitable to them; once we receive the order, it will then be available for collection at the counter or it can be promptly delivered by one of our parts vans," adds Wesley.

DAF Trucks, too, recently underlined the importance of its DAF Genuine Parts programme with the launch of a new complete hub kit for the popular CF and XF ranges. The company says its hub kit assembly offers long-term financial benefits thanks to its durability and reliability.

The new hub kit assembly includes hub, brake disc, ABS ring, wheel bolts and associated fittings - all available under a single part number to simplify ordering.



# NEW MAX VOUCHERS FOR MAXIMUM DISCOUNTS

## 13 MAX VOUCHERS

VALID UNTIL 28 FEBRUARY 2019

### MAX VOUCHER

DAF Genuine  
Clutch Kit Std



£30

DISCOUNT

### MAX VOUCHER

DAF Genuine  
Clutch Kit X-Tend



£60

DISCOUNT

### MAX VOUCHER

DAF Genuine  
Brake Pads



£5

DISCOUNT

### MAX VOUCHER

DAF Multi V  
Belts



£2

DISCOUNT

### MAX VOUCHER

TRP All  
Makes Brake  
Disc (Pair)



£5

DISCOUNT

### MAX VOUCHER

DAF Genuine  
Brake Disc (Pair)



£8

DISCOUNT

### MAX VOUCHER

TRP All Makes  
Clutch Kit



£10

DISCOUNT

### MAX VOUCHER

TRP Trailer  
Brake Pads



£2.50

DISCOUNT

### MAX VOUCHER

TRP All  
Makes Brake  
Pads



£2.50

DISCOUNT

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Reggie Spencer, Jim Weldon, Mark Spencer (Branch Manager) & Thomas Hill.

of expensive parts is reduced to a minimum without you having to give it a single thought.

Meanwhile, Groeneveld's CompAlube system is another excellent solution for the lubrication of fifth wheels, steered axles,

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# SDC ACHIEVE EN XL CERTIFICATION ON TWO NEW TRAILER DESIGNS

Trailer manufacturer SDC have achieved EN XL certification on two new trailer models – a new model dry freight boxvan trailer and their hydraulic lifting deck curtainsider which was launched at the Commercial Vehicle show in April.

**EN 12642 XL** is a whole-body, European load containment standard which details the safety and technical parameters required to secure a load for transport. Vehicles that are accredited to EN 12642 XL require less, or no additional load restraint measures, which simplifies the loading and unloading process, saving time and providing an economic benefit for the operator.

The comprehensive structural assessment was carried out by TÜV-NORD at Alconbury, Peterborough in August of this year. To achieve the EN12642XL certification, each trailer had to go through a series of rigorous tests, fully loaded to simulate emergency manoeuvres, both in cornering and braking.

SDC's Engineering Manager Jimmy Dorrian said: "EN XL certification

guarantees the quality, build strength and safe load containment of SDC's new boxvan and hydraulic lifting deck curtainsider. In addition to this, the new trailer models have been designed to provide a number of economic cost savings for the operator. As the market leader, SDC are continuously reviewing our EN XL range and work closely with our customers to develop solutions in line with their requirements."

SDC's GRP Boxvan trailer was redesigned using the latest bonding technology in construction to improve the aesthetics durability and volume, with suitability for 34-euro pallet operation. A galvanised rear frame and crossmember, along with flush side rails and corner capping's aims to prevent corrosion and enhance residual value of the trailer.

SDC's new Hydraulic Lifting Deck Curtainsider has a lightweight deck design and is suitable for 52 pallet operations. 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 easy to use, and a side mounted wander lead is installed for ease of operation.

*This brings SDC's portfolio of EN XL certified trailers to 10:*

- Wrap around rear step frame double deck trailers
- Fixed rear bulkhead step frame double deck trailers
- Straight frame 'Fastliner' trailer
- 13.6m Straight frame curtainsiders with fixed

and sliding roof

- 15.65m Straight frame curtainsiders with fixed and sliding roof
- GRP Boxvan
- New 34 pallet GRP Boxvan
- Platform headboards
- Alloy double skin boxvan
- Hydraulic lifting deck curtainsider

Every SDC Trailer built with the EN12642XL standard will have a TÜV-NORD decal on the front and rear bulkhead. The customer will also be issued with a TÜV-NORD certificate showing the approval number and the trailer chassis number. The TÜV symbol indicates that the trailer has been independently assessed and meets structural build and safety requirements.





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# A NEW LIGHTWEIGHT CHAMPION IN THE STRALIS X-WAY



To compete in the mixer market Iveco introduced the new slimline Stralis X-WAY designed for smooth handling while delivering maximum payload. Kevin Swallow gets behind the wheel to assess the new specification.

Photographs by  
Tom Cunningham



# TEST REPORT: A NEW LIGHTWEIGHT CHAMPION IN THE STRALIS X-WAY

**A year ago**, Iveco introduced the Stralis X-WAY, heralded as 'the lightest in the construction sector', and now it has unveiled its even lighter mixer option; the Stralis X-WAY Super Loader (SL).

Offered with just the Cursor 9 engine that use selective gas recirculation (SCR) to achieve Euro-6 emission standards, it arrived ready for Export & Freight with a SLX8 mixer barrel, which has an 8.0m<sup>3</sup> capacity that takes it up to a tad over 19.0 tonnes payload.

For the UK sector, SL is available with four wheelbases (first to third axle); 4,750mm, 5,020mm, 5,600mm and 5,820mm. Choose the shortest wheelbase and the kerbweight is an impressive 8,833kg with no driver and full 290-litre diesel aluminium tank and 50-litre AdBlue plastic tank.

For this test Iveco has specified a 5,020mm wheelbase with an overall length of 9,448mm. With alloy wheels taking off up to 165kg it brings the kerbweight for this chassis-cab down to 9,210kg, leaving 22,790kg for the bodywork, payload and driver.

The Iveco chassis is fitted with reinforced front stabilizer bar and two rear stabilizer bars. Typically, the steel suspension will have a two-leaf at the front and three-leaf at the rear. An option is a one-leaf optimised suspension on the front axles and two-leaf on the rear axles, which lowers kerbweight by up to 60kg.



Also helping to drop weight is the vertical exhaust stack behind the cab, rather than additional pipework on the chassis, and the use of disc brakes on the front and rear bogie. It's also worth noting that this truck came with the optional, heavier steel front bumper; plastic is standard.

The driveline for SL is the Cursor 9 8.7-litre, six-cylinder direct injection engine, the only option available, with four badged drivelines, listed with true horsepower and torque outputs:

- 310 (306hp/1,300Nm)
- 330 (326hp/1,400Nm)
- 360 (355hp/1,650Nm)
- 400 (394hp/1,700Nm)

Turning power into motion via the propshaft to the single-reduction drive bogie is the automated ZF 12-speed 1810 TD transmission with manual override, with gears ranging from 16.69 to 1:1 direct top. It is also fitted with a two-stage engine brake that delivers 891Nm at 3,000rpm.

Iveco has also turned to ZF to provide a permanently engaged PTO (power take off) that can deliver up to 2,450Nm. It is installed between the transmission and vehicles engine, is driven directly from the engine shaft and features its own cooling circuit and oil sump.

## Active Day Cab

For the SL option, Iveco only offer the AD (Active Day) short cab with low roof; little space and minimal storage. Overall the cab is 3,060mm high, with a 1,490mm cab floor height and 360mm engine tunnel. Internal cab height is

1,210mm upwards from the engine tunnel, and from the windscreen to the backwall its 1,660mm. There're three fixed steps into the cab, which is the ON Step option.

For greater visibility, there is a rear window to allow the driver to see back towards the barrel and down onto the nearside of the vehicle.

Transmission is set into the dashboard to the left with D (drive), N (neutral) and R (reverse). Positioned on the top right of the central dashboard that houses the speed and revs is SL, which is not a misplaced logo but the 'speed limiter'. Press it once and a small visual on the top left of the dash indicates the selected limited speed.

On the right stalk off the steering column is the cruise control with a rocker switch on its end that sets the cruise control speed and changes the set speeds up and down, one kilometre at a time. Press D, release the hand brake (Iveco has retained a traditional lever) and away you go.

These days more operators are going for 394hp at 32 tonnes gross vehicle weight, and rightly so. This engine is a proven entity and it continues to impress. Torque kicks in properly from 1,200rpm, and with a 3.40:1 final axle drive ratio it just allows you to drop into top gear at 40mph on the flat. Any incline and it'll change down to cope. At 50mph it sits at a tad below 1,400rpm that'll ensure maximum fuel economy.

The test route took in East Yorkshire. From the Humber Bridge the route went north via Beverley, then west to Market Weighton and York, south east to Howden and finally back eastwards to the Humber Bridge.

Fitted with only an engine brake, it works impressively at 3,000rpm slowing the vehicle enough before introducing the disc brakes to bring the truck to a halt over the last 20 yards.

With a little time to reflect on the test, it is fair to say that Iveco has certainly delivered the on-road characteristics associated with XP and long-haul; it's very comfortable and easy to drive.

Closer analysis of the mixer specification suggests Iveco's claim to be the lightest is a little overstated, however, X-WAY is a new vehicle and it's now competing on equal terms within the concrete sector, which is no small achievement.

To become a lightweight champion in the lightweight construction market you must first be taken seriously as a contender, and in that respect, Iveco has already been successful.





# DEAL OR NO DEAL: IT'S GETTING SERIOUS NOW

In recent months the odds of a 'No Deal' Brexit have shortened. In the event of a 'No Deal' Brexit, Northern Ireland stands to face serious obstacles both for freight and manufacturing compared to Great Britain due to the nature of the all-island economy and subsequent supply chains. To fully understand how Northern Ireland stands to be affected we need to look at the two different key trade flows.

**In 2016, there** was just over 800,000 goods transported via RoRo between the three ports of Larne, Belfast and Warrenpoint with Great Britain. The number of these shipments from Great Britain to Northern Ireland was 419,000 with an increasing trend to ship trailers unaccompanied due to labour shortages and savings on shipping costs. This process also means all shipments must book passage via designated points of departure and arrival with a system that manifests and records all movements. It's also worth noting that of the 419,000 loads shipped ex Great Britain to Northern Ireland in 2016, 70% was consumer goods destined for the high street and supermarkets.

During 2016, according to Northern Ireland Statistics & Research Agency, the total value of imported goods from Great Britain was £11 billion

### Irish Border

When we turn our attention to commercial goods vehicles crossing the border between Northern Ireland and the Republic of Ireland, it's a very different story.

In 2016, over 4.6 million goods vehicles crossed the border Irish Revenue & Customs data, (ref below table) but we must note this is the minimum figure as records are based on movements on 12 of the possible

204 roads. Of the 4.6 million movements, the overwhelming majority, 28 per cent, was recorded on the A1 Belfast to Dublin road.

When we break down the figures on cross border traffic, this equates to an average of 13,000 goods vehicles crossing the border daily which is 541 per hour or to illustrate it in comparison to cross channel movements, it's a large freight ferry fully laden every 15 minutes!

However, when it comes to volume, we can easily see that there is more commercial freight activity across the land border, 5 times as much, but when we look at the value, then trade with Great Britain is more valuable with NI exports in 2016 to ROI worth £4 billion compared to sales of £14.6 billion to Great Britain. Therefore Irish Sea freight is lower volume but higher value while cross border trade is higher volume but lower value.

To explain why this is case with NI trade, we can attribute it to all-island supply chains and the trade in intermediate products (components of final goods) and the large role of two-way traders shows that supply chain links are a major element of cross-border trade. A recent study by InterTrade Ireland concluded a very significant share of cross-border trade is accounted for by firms that trade simultaneously in both directions. These two-way traders make up

around 18 per cent of firms but accounted for over 60 percent of exports and over 70 per cent of imports. The share of intermediate products in imports from Northern Ireland to Ireland is higher in almost all sectors than trade in the same sectors from the rest of the UK.

So, for example, a company could transport ingredients or components across the border several times before the finished product is processed in Northern Ireland and ready for export to consumers in Great Britain. Naturally the intermediate products will be lesser in value compared to the completed product hence the disparity in value of goods crossing the Irish Sea compared to the land border.

In recent Brexit discussions the significance of the value of trade between Northern Ireland and Great Britain has been highlighted, this is quite right and we must ensure this hugely important market for us is not jeopardised in any way as a result of Brexit. What has often been overlooked is our reliance to move goods quickly, cheaply and without tariff barriers across the Irish border in order to assemble those valuable goods we end up shipping to Great Britain.

If the all-island supply chains are impeded with subsequent increased transport costs and subject to tariffs then those products we put on those ferries to Great Britain suddenly become less competitive in price or worst case scenario, don't exist anymore.

Whatever outcomes Brexit brings us, we have to accept additional administration will be inevitable. What we don't know yet is what potential barriers we may face in terms of movement of goods and the impact on the economy. The one definite thing all industry sectors are saying is that a 'No Deal' Brexit will have negative consequences for our agri-food and manufacturing industries which in turn would reduce the vital freight volumes those in the local logistics industry rely on for work.

Sometimes to make a deal, tough decisions have to be made and we're about to find out whether stubbornness or pragmatism is the deciding factor.

**Table 3 - Ireland/Northern Ireland Journeys by Goods Vehicle Type**

Vehicle Type	Direction	2014	2015	2016	YoY 14-15	YoY 15-16	YoY 14-16
HGV-ART	Northerly	599,850	660,547	710,450	10.1%	7.6%	18.4%
	Southerly	611,008	656,611	706,512	7.5%	7.6%	15.6%
HGV-RIG	Northerly	279,888	303,136	329,041	8.3%	8.5%	17.6%
	Southerly	299,589	305,421	330,469	1.9%	8.2%	10.3%
LGV	Northerly	997,694	1,146,474	1,311,804	14.9%	14.4%	31.5%
	Southerly	1,065,401	1,140,030	1,289,496	7.0%	13.1%	21.0%
<b>All</b>		<b>3,853,430</b>	<b>4,212,219</b>	<b>4,677,772</b>	<b>9.3%</b>	<b>11.1%</b>	<b>21.4%</b>

Source: Revenue analysis of TII data

# IMS Adds SEM Mechanical Steering Systems

IMS has now added SEM mechanical steering systems to complete its portfolio of trailer steering solutions. In the UK, IMS now distributes the broadest range of trailer steering solutions.

**The company extended** its product offering in response to calls from transport operators to provide expertise and assistance in optimising the efficiency of their trailer fleets.

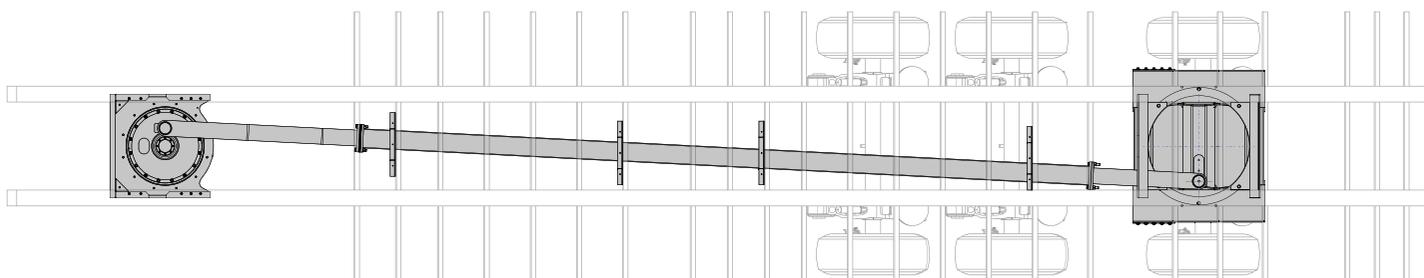
IMS is able to prove that steered semi-trailers can be specified to replace rigid prime movers in making urban deliveries, thereby increasing utilisation whilst reducing environmental impact by virtue of increased load volumes and fewer journeys.

SEM joins both VSE & SAF-Holland at IMS Limited; VSE is the leading developer of intelligent steering systems for trailers, while SAF-Holland is the manufacturer of the tried and tested, lightweight INTRA self-steering axle.

The introduction of SEM marks a move for IMS and its parent organisation, Netherlands-based Pon, into the design and manufacture of specialised trailer componentry.

The SEM single bar and double rod mechanical steering systems are engineered to exacting quality standards in the Netherlands. A distinct advantage of in-house expertise and production being that the facility can satisfy trailer builders' bespoke requirements, quickly and easily.

Like SAF-Holland and VSE, SEM mechanical steering systems carry a comprehensive warranty supported by IMS Limited's class-leading customer service and aftermarket back up.



SEM mechanical steering illustration







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## Dangerously Over-Loaded

A County Down operator has been convicted at Ballymena Magistrate's Court and fined a total of £1,000 plus £15 offender levy.

**The conviction arose** when DVA Vehicle Examiners were carrying out a goods operation in the Larne area when a 2 axle Iveco Ford rigid goods vehicle was directed to the Department's Weighbridge at Larne harbour for the purposes of an inspection and weight check.

The vehicle was found to be overweight on its 1st axle by 1,311Kgs (38.5%) and by 2,490kgs (33.2%) on its gross vehicle weight. The vehicle was overloaded to such an extent it posed risk of danger to other road users.

Overloading is illegal and may negate any insurance cover in event of an accident. The vehicle was laden with a digger and this was not specified on the operator's licence.

It was also noted that there had been no driver card inserted in the recording equipment. The driver was cautioned and interviewed. The operator was subsequently cautioned and interviewed regarding no operator's licence, using a dangerous vehicle and cause / permit a failure to use record sheets or driver cards.

## Had No HGV Levy to Operate in NI

A Republic of Ireland driver has been fined a total of £875 at Newry magistrate's court after DVA Vehicle Examiners stopped and inspected a DAF 2 axle rigid goods vehicle and discovered there was no HGV Road User Levy in place for the vehicle to operate in Northern Ireland.

**An analysis of** tachograph records also revealed that the driver failed to take the required daily rest on five occasions. As the driver lived outside Northern Ireland three court deposits were issued totalling £900 and held pending the outcome of the prosecution case.

## Back Number Plate Missing

A County Antrim driver has been convicted at Belfast Magistrates' court and fined a total of £525 plus £15 offender levy after DVA Vehicle Examiners stopped a 3 axle articulated unit in combination with a 3 axle trailer in Belfast.

**During the examination** it was noted the back number plate was missing and the driver accepted a £30 Fixed Penalty Notice for this offence.

The driver was cautioned and the interview suspended pending further analysis of the tachograph records. The review of the driver's hours data subsequently revealed a number of infringement relating to failure to take a break after 4 ½ hours driving on three occasions, exceeding daily driving period (9/10 hours) on two occasions and failure to take daily rest (11 or 9 hours) on two occasions. The driver was subsequently cautioned and interviewed a number of weeks later. The driver when asked to comment on the failure to take the required daily rest period he replied he had, "miscalculated my rest periods."

## Failed to Take Daily Rest

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

**The charges related** to a Scania articulated HGV lorry being stopped and directed to the Department's Weighbridge facility at Garmoyle Street, Belfast for the purposes of an inspection.

An analysis of the tachograph records revealed that the driver failed take a break after 4 ½ hours driving on four occasions. The driver was subsequently cautioned and interviewed.

## Had no Vehicle Roadworthy Certificate

A County Tyrone driver has been convicted at Dungannon Magistrate's Court and fined a total of £400 plus £15 offender levy after DVA Vehicle Examiners inspected a 2 axle Mercedes box van in the vicinity of Dungannon.

**During vehicle inspection** it was noted that the roadworthiness certificate had expired and the vehicle was not specified on an operator's licence.

The driver when asked to comment regarding no Goods Vehicle Test Certificate being in place replied, "They told me I didn't need it." In relation to the offence of no operator licence the driver replied that it was, "just an oversight on my behalf."

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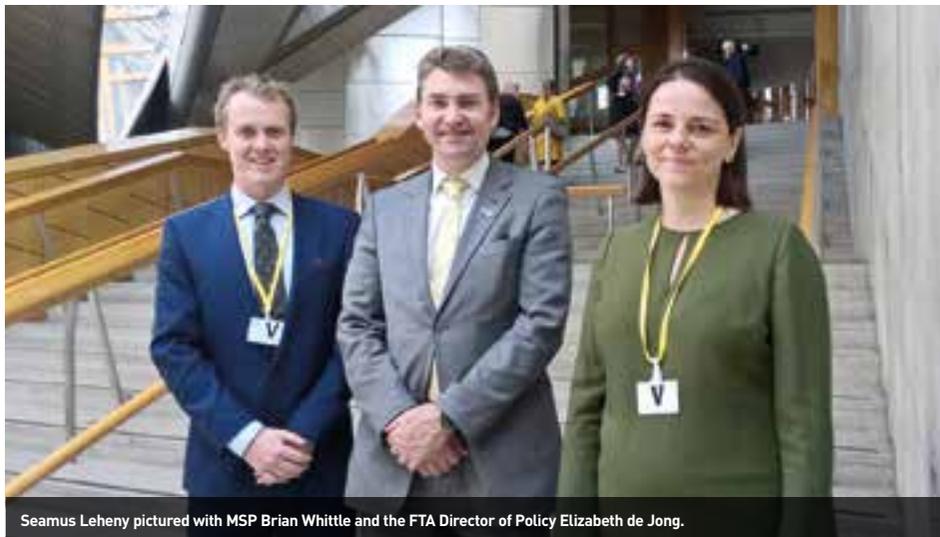
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# FTA Urge Upgrade for A75

The FTA's Policy Manager – Northern Ireland Seamus Leheny has urged members of the Scottish Parliament to press for an upgrade of the A75 which links Stranraer and its ferry ports at Cairnryan with the A74(M) at Gretna and on to the north of England.



Seamus Leheny pictured with MSP Brian Whittle and the FTA Director of Policy Elizabeth de Jong.

**Northern Ireland hauliers** using ferry services out of Larne and Belfast have been calling for an improvement of the route for some time.

"I recently had two meetings at the Scottish Parliament in Edinburgh with both the A75 and A77 roads ex Cairnryan on the agenda," commented Seamus.

"I met the Scottish Transport Minister Michael Matheson and highlighted the economic importance of the A75 and safety issues with the road, much of it being single carriageway transiting small towns. We pressed the need for this road to be included in the Scottish National Transport Strategy and get the necessary upgrade that is long overdue.

"The Minister agreed the road is not good enough and revealed the A75 is currently being considered as part of the South West Scotland Transport Assessment and if successful then will be included in the national Strategy for Scotland," added Seamus, who also met Brian Whittle MSP for South Scotland on the same topics to offer support along with evidence as to why the upgrades were warranted.

# P&O Ferrymasters Wins €115m Contract From Kingspan

P&O FERRYMASTERS has won a contract worth up to €115 million over five years to deliver all the logistics requirements for Kingspan Insulated Panels, the manufacturer of innovative building products.

**The agreement** – which will run for a minimum three years with the option of a two year extension – is expected to comprise 28,000 loads per annum and will cover the distribution of Kingspan products to the entire British market. It builds on the existing more than 25-year relationship between the two businesses.

P&O Ferrymasters will also be responsible for onsite logistics management at Kingspan's three manufacturing centres based in Walsall, Holywell and Malton respectively.

Martin Graham, Divisional Transport and CIM Improvement Manager at Kingspan Insulated Panels, said: "The contract extension comes with the confidence that

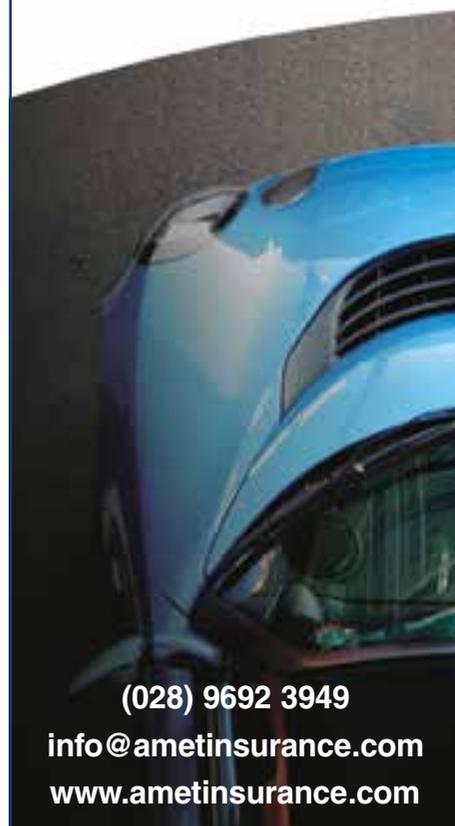
P&O Ferrymasters understands our business and can provide a very high level of service. They have the flexible and dynamic solution approach we require in our increasingly more challenging industry and have adapted to meet and support our business needs."

Mark Mulder, Contract Logistics Director at P&O Ferrymasters, added: "We are delighted to be extending our relationship with Kingspan Insulated Panels, a company that shares our commitment to innovation, environmental sustainability and customer service. The world is getting more complex and we are at our best when we solve the most difficult logistical challenges for our customers."



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## NI Delegation Brief Commons on Brexit Concerns

Representatives from a number of Northern Ireland business sectors recently gave evidence to the House of Commons 'Exiting the EU' Committee, including the FTA's NI Policy Manager Seamus Leheny.

**He was there** representing the freight/transport sector and was accompanied by Declan Bilington, NI Food & Drink Association, Stephen Kelly, Manufacturing NI, and Aodhan Connolly, NI Retail Consortium.

"I highlighted the unique nature of freight movements in Northern Ireland due to the high level of trade in intermediate products which are components of final goods," explained Seamus. "Any delays, constraints or barriers to this trade would therefore impact on NI exports to Great Britain and beyond."

FTA, along with the other industry representatives, advised the committee that without an exit deal or a backstop arrangement, the NI economy stands to be impeded and disproportionately compared to other regions in the UK due to its reliance in cross border trade and freight movements. Of the 4.6 million commercial vehicles that cross the Border every year, one third of that traffic is agri-foods related.

FTA also stated that without any agreement in place there could potentially be 4,000 commercial vehicles stopped at the Border every day simply to comply with Sanitary and Phyto-Sanitary regulations for documentary ID checks with up to 50 per cent of these then subjected to physical inspections, without a Brexit deal this could lead to "paralysis" at the Border.

## CO2 standards for heavy-duty vehicles

The leaders of Europe's truck industry are calling on EU member states to act swiftly when it comes to deciding on legislation fixing the region's first-ever CO2 standards for heavy-duty vehicles.

**In May, the** European Commission proposed CO2 targets for trucks for the years 2025 and 2030, with an interim review in 2022. This proposal is now in the hands of the European Parliament and the Council, which brings together the 28 member states.

"As the European Parliament ends its term next year, we urge MEPs and ministers to come to a quick political decision on a reasonable solution that can be implemented in a timely manner," stated Joachim Drees, CEO of MAN Truck & Bus and Chairman of the Commercial Vehicle Board of the European Automobile Manufacturers' Association (ACEA). "Otherwise we risk major delays in introducing the new CO2 targets, to the detriment of the environment as well as the workability of the legislation."

ACEA supports the two-step approach proposed for this new legislation. Given the state of the truck market and technology today, industry believes that a 7% CO2 reduction by 2025 and 16% by 2030 are ambitious yet realistic. ACEA also agrees with the need for an interim review in 2022. However, based on this review, it should be possible to adjust the 2030 target upwards or downwards in order to reflect the realities of the truck market at that point in time.

Given their long product cycles, the development of trucks to be delivered to customers in 2025 is underway right now. To meet any 2025 CO2 target, manufacturers will therefore have to fit new technologies to trucks that are already under development, even if this was not originally planned.

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**Peter Morrow**

FORS Manager – Northern Ireland.



# LATEST FORS STANDARD REFLECTS INCREASING DIVERSITY IN TRANSPORT

The latest FORS Standard, version 5, which sets out the requirements operators must meet to become accredited, was launched at its annual Conference in Solihull this month and will come into effect on 14th January 2019.

**Compliance is not** a static cause to champion; it should not be about asking businesses to merely tick a box and move on. Instead, schemes which truly drive for industry-wide change should encourage operators to continuously evolve; to progress and rise to meet the ever-changing legislative and environmental challenges they face.

FORS has always been committed to promoting continuous best practice, both in the progressive nature of the accreditation, and in the way it works to ensure its requirements remain relevant. The new FORS Standard, the fifth iteration of the document, is testament to this continuous evolution.

Indeed, FORS has certainly evolved since its beginning in 2008, growing from a small group of operators with a London-centric remit, to become truly international, with over 5,000 members, operating in increasingly diverse sectors. Without a doubt, the key to this longevity lies in the fact that the FORS Standard is also able to evolve. The document is updated every two years, to make sure the requirements that it sets out for operators remain current, and meet both the changing needs of the industry and the needs of its growing membership base.

This edition of the FORS Standard highlights the increasing diversity of commercial fleets and aims to make it more accessible for a broader range of vehicles to achieve accreditation.

The FORS Standard recognises the growing fleets of motorcycles and other powered two-wheelers, which contribute to many last-mile deliveries on UK roads. Specific load safety requirements are set out by vehicle type - not only for heavy goods vehicles, vans and passenger carrying vehicles (PCVs) but also powered two-wheelers. PCVs are also given greater credence, with a new requirement at FORS Bronze to



ensure accessibility, comfort and safety for all passengers. This requirement must now be demonstrated via a passenger safety policy, on-vehicle signage and adequate access to vehicles for all passengers.

## Environmental

As well as diversification of vehicles, the revised FORS Standard contains a more robust commitment to raising environmental standards in operations, recognising the need for better air quality in UK cities via revised requirements and a revised training programme.

An added emphasis on improving environmental operating standards is evident. A new requirement at FORS Silver sets out that HGV and van drivers must complete the FORS Professional 'LoCITY – Time to clean up' eLearning module within the 24 months prior to accreditation.

FORS Silver also includes a commitment to tackle noise pollution - a criteria formally only mandated at FORS Gold. Operators seeking FORS Silver accreditation must complete noise assessments at operating centres and noise sensitive locations in a bid to minimise noise pollution and its impact on local communities.

What is more, a new requirement has

been introduced at Gold for drivers to have completed either the LoCITY Driving training course, or a FORS Approved environmental awareness course within the past five years. This is in addition to the current requirement to have attended a Safe Urban Driving (SUD), a Van Smart (VS) or a FORS Approved work-related road safety training course, within the five years prior to accreditation.

## Reducing Risks

With the ongoing threat from terrorism across Europe, it is now more important than ever that our industry plays its part in tackling the dangers to personal and vehicle safety. Through the FORS Standard, FORS can fully support its operators and drivers in managing and reducing risk in their day-to-day operations.

A new counter terrorism requirement has been introduced, to help operators prepare for terrorist attacks. Members must now have a policy and supporting procedures in place at FORS Bronze, which names a Counter Terrorism Champion and under new Bronze training requirements, must also have completed the current FORS Professional Security and Counter Terrorism eLearning module within the 24 months prior to audit. Since its launch in January 2018, the module has been completed by over 15,700 individuals.

FORS has certainly evolved in its 10 years in operation. Yet its ambition remains the same, to drive standards of operational best practice ever higher. It is vital that FORS is flexible enough to meet the evolving challenges that its members face to help them strive for continuous operational excellence and best practice.

The requirements and demonstrations in FORS Version 5 will certainly help guide FORS members to run a safe, efficient and environmentally-sound operation.

# CameraMatics Drives £200K In Savings for McCulla Refrigerated Transport

Like the majority of hauliers and fleet companies, McCulla was challenged with managing insurance costs, claims, rising fraud, driver training and fuel costs.

**The major issue** that drove them to begin searching for a vehicle camera system was managing and defending claims in a more efficient way and wanting to better defend those claims.

Following extensive trials of three different systems, they chose ProVision's CameraMatics system because of its flexibility, quality and powerful platform that provides powerful features to manage fleet risk, driver safety and compliance.

Ciaran Murphy, Head of Sales at ProVision, said: "McCulla was looking for a solution that would provide them with remote cloud access and offer direct control to review all footage at any time. These are key aspects of our system, in addition to a multi-channel setup and upgradeability for the future. It is this all-in-one solution that makes CameraMatics such a compelling choice for fleet operators."

The company has now used the system for the past two years and

over that time they learned how to integrate the system into their day-to-day business practices, and crucially, to supplement their advanced telematics data with the CameraMatics data and footage. Thanks to this approach they have experienced substantial savings in the areas of controlling rising insurance costs, preventing fraud, improving driver training and more efficient claims handling; all of which has led to easier and more effective risk management.

A major element of McCulla's business is insurance management. Working very closely with their insurers, they have shown how the CameraMatics system not only helps to better defend claims but, more importantly, how it can be used as a full fleet and risk management solution to improve driver and general fleet safety and thereby reduce future accident claims.

The company's insurers were so impressed by the proposal and had not seen any comparable solution,

that they agreed to part-fund the CameraMatics implementation. Brian Beattie, Operations Director at McCulla, said: "Insurance is a major cost to a haulier of our size. Insurers now realise that they need to better profile the fleet on its own merits rather than the traditional pooled risk. They need to facilitate fleets to act, which ultimately reduces the risk they have to underwrite."

In addition, ProVision's system allows McCulla to counter the threat of fraud. With incidents occurring on a monthly and, at certain times of the year, even weekly basis, video footage acts as a digital witness, protecting drivers by showing that they were not at fault. The system was developed for ultimate simplicity and efficiency, allowing users to reach all key functions in only 3 mouse clicks. On this point Brian added: "What has really revolutionised how we make use of the footage is how the CameraMatics system allows us to quickly and easily locate footage

for incidents reported by it and our telematics system and access that footage remotely, no matter where the vehicle is across Europe. Being able to have the information at your fingertips and download footage immediately has made our compliance manager's life so much easier and allows us to provide visual feedback to our drivers." One of the most surprising findings was how much of an impact the visual evidence had in helping drivers to reduce fuel use. Driver training using this footage has delivered a 3% improvement in fleet MPG. In monetary terms, the reduction in fuel consumption translates to approximately £80,000 per year; this is on top of the savings they were enjoying through their existing telematics data reviews alone. When all these savings and efficiencies are combined, McCulla estimates savings of around £200,000 per year. For McCulla this translates to a return on investment of between seven to eight months. This on a system that they anticipate having a seven-year lifespan!

## Celebrating 10 years of best practice

For ten years, FORS has helped drive-up operating standards in the transport industry. Over 5,000 FORS members from across the transport sector, their customers, vulnerable road users and the wider public, have benefitted from increased safety, better efficiency and a sharper focus on the environment.

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# BREXIT, DRIVER SHORTAGES & ENFORCEMENT DOMINATE RHA CONFERENCE



The Road Haulage Association recently held its annual Northern Ireland Conference at the Ross Park Hotel in Ballymena, County Antrim when a host of industry experts gave their views on the issues that matter most to those in the transport and logistics sector - from Brexit, Road Investment and Enforcement to Clean Air, Emissions and Saving Fuel.

**In his opening** remarks, Richard Burnett, RHA Chief Executive, spoke about the industry's frustrations over the Apprenticeship Levy which was fast becoming a tax. The haulage sector has paid in £120m to the Levy yet has only been able to draw down on £10m as it tackles the shortfall of more than 50,000 drivers.

"We have a Levy that does not work for our industry, that does not support our industry, it does not tackle the issues," he said, adding that there was a need for a more flexible Apprenticeship Levy that helped rather than hindered.

But Brexit was the main issue under the spotlight during the conference, and commented Richard Burnett: "The biggest challenge is: how do we solve the problems of the Irish border? Our biggest concern is not so much finding a deal or finding our way through this, but ending up with no deal at the 11<sup>th</sup> hour which would be incredibly detrimental. There are so many complications and there would be insufficient time to get all the processes in place."

On hand at the conference was Duncan Buchanan, RHA's Policy Director, who provided an update on the latest Brexit developments and outlined how the RHA was working hard behind the scenes to protect its members and the industry as a whole.

Of course, it is not just road transport that will be impacted by Brexit. Richard Ballantyne, CEO of the British Ports Association, also spoke about how it would affect ports and international freight.



Engaged audience as the conference is in full flow.

The BPA represents 350+ ports, terminals and port facilities across the whole of the United Kingdom. 44% of UK exports are to the EU, while 53% of UK imports are from the EU, and commented Richard: "Trade between the UK and EU will continue, but possibly with new controls, and while the BPA is supportive of Government's current proposal known as the 'Chequers Agreement', without a deal that includes agreement on regulatory alignment for goods and customs

there will likely be disruption at some ports."

### Sustainability

On another topic that is high up the agenda - Cleaner, Safer, Sustainable Freight - was tackled by Duncan Price, from the Department of Transport, who addressed the conference on the government's zero emission road transport strategy, which was published in July and includes an industry-wide voluntary target for reducing HGV greenhouse gas



The conference was sponsored by Michelin.



The Conference was well attended.



Q & A session with Duncan Price, DFT and Jeremy Logan & Mark Wilson DVA.

emissions by 15% by 2025, from 2015 levels. He said government will support the industry to reach this ambitious target and although there was a range of initiatives underway, there was more to do. There was a need, he said, to tackle practical obstacles preventing hauliers from adopting measures to reduce emissions.

**Enforcement**

On enforcement, Duncan Price revealed that between August last year and July this year, DVSA environmental enforcement checked a total of 9017 GB & Northern Ireland vehicles and found 317 devices; 164 devices were found after 14,122 non-GB vehicles were examined.

He added: "As part of the pilot, 202 GB operators have been subject to investigation. We've taken no further action against a quarter of those, usually because the emissions system was defective rather than intentionally manipulated, or for other risk-based factors, while the remaining 148 cases have either been referred to the Traffic Commissioner or remain under investigation by DVSA.

"Since the beginning of the pilot, we've referred 44 operators to the Traffic Commissioners. We are still investigating

the remaining 104 operators."

Meanwhile, Jeremy Logan and Mark Wilson from DVA Enforcement outlined the benefits of a new Compliance System that comes into effect next September; these benefits include improved targeting against non-compliant operators, improved data quality and reliability and increased efficiency at roadside checks.

Overnight truck parking was another issue highlighted during the day, with studies showing that supply has not kept pace with demand in recent years in some parts of the UK. Forcing too many drivers to resort to sleeping in informal locations poses both driver welfare and road safety risks, as well as conflicts with local residents.

While Highways England is looking at sites it owns that could become lorry parks, there was a call for local planners to take into account the national need.

**Driver Shortage**

Another big topic was the HGV driver shortage which has become even more acute due to economic growth, higher demand, and fewer EU nationals working in the UK.



Richard Bannatyne, BPA

From research the issues impacting on recruitment have been identified as the poor image of the sector, pay, low uptake of vocational training amongst SMEs and poor amenities, including lack of toilet facilities available at destinations.

"The sector needs a multi-faceted response, including action to increase the number of women and BAME drivers in the industry, an appeal to younger workers and moves to ensure the industry adaptable for those with families or with caring responsibilities."

There should also be support for those seeking to retrain and change careers and a need to ensure employers' facilities reflected the value of their drivers to their business.

**Diversity**

Another solution to the labour shortage in the industry was highlighted by Fiona Triller from Creating Inclusive Cultures; she explained how diversity could be a key, pointing out that currently 99% of LGV drivers are male and white. She said there were significant benefits for the industry if workforces were more diverse and inclusive.

Meanwhile, Chris Smith, Sales Director B2B, from conference sponsors Michelin, spoke about the importance of tyre management and maintenance.

Following the presentations there was a lively panel discussion and a Q&A session to ensure that all in attendance had the opportunity to ask questions.



Duncan Buchanan, RHA



John Paul Walsh, Elaine McBride, Sam McBride, Mark Walsh, John Walsh and Noreen Kennedy.

# J&F GROUP STAGE RECORD BREAKING FUND RAISER FOR CHILDREN'S HOSPICE

When the J & F Group discovered that the Northern Ireland Children's Hospice was badly underfunded they set about trying to do something about it; a subsequent 'fun day' at the dealership's Mallusk site raised an impressive £20,000.

The fundraiser was based around the group's portfolio of 'super' sports cars and included something for everyone to make it an appealing day out for the family; there was also face-painting, live entertainment, party food and refreshments.

But the most successful element of the event was an exclusive auction that saw lots of memorabilia go under the hammer, including signed football jerseys from top international players like Lionel Messi and Pele, while boxer Carl Frampton donated several other items; there was even a signed book and jacket from motorbike racer and four times World Superbike champion Johnny Rea.

Auctioneer James Armstrong freely gave his time to lend a helping hand to preside over the proceedings; he also offered a number of items, including a painting and the opportunity to 'win' a luxury break at his apartment in France!

"It's the first time we have ever staged anything like this; it exceeded all our expectations with between 200 and 300 people turning up," says John Paul Walsh. "We also received great practical support from many customers and friends, with lots of items being generously donated.

"The £20,000 raised on the day was double our initial target and I believe it was a record amount

for such a charity event in aid of the Hospice."

The money will be well used by the Children's Hospice in Newtownabbey which provides specialist respite, symptom management and end of life palliative care to over 300 infants, children and young people living with life-limiting and life-threatening illnesses both in the family home and in the hospice itself.

The charity also supports children and their families through a range of other services, including respite breaks, where children and families can go and enjoy tailored activities in a safe environment with specially trained staff on hand at all times to care for the whole family.

So, would the J & F Group consider another such charity event? "We were unsure of what to expect when we first came up with the idea, but seeing how successful it was we certainly will consider doing it again, especially as it is all for a very worthwhile cause," says John Paul.



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# RECORDS BROKEN AT IAA SHOW IN HANNOVER

The 67th IAA Commercial Vehicles, under the slogan “Driving tomorrow,” certainly lived up to its claim of being the world’s most important trade fair for transport, logistics and mobility.

The total of 2,174 exhibitors from 48 countries outstripped the already very high figure from 2016. There is also a new record of 282,000 square metres of exhibition space. And at 435, the world premieres exceed the very high level from 2016 by 31 percent!

The number of visitors was also very high, despite the sometimes inclement weather: hot days at the beginning, and rain and storms on the weekend. Yet the response of attendees at the IAA was definitely positive. The mood was excellent everywhere – among the exhibitors and the visitors.

The central messages of this IAA: electric mobility is now appearing on the roads, and the models are going into series production! This applies above all to the e-vans, and increasingly also to urban buses. And the medium-duty distribution trucks are also being electrified.

Many stands had e-cargo-bikes on display for the first time, which provide a smart, environmentally



friendly and affordable solution to the question of the “last mile.” The innovation trend of digitisation could also be experienced at the IAA, from producers of trucks and buses, to the trailer industry, all the way to the large, medium-sized and smaller suppliers and telematics providers.

The proportion of trade visitors was well over 80 percent and many of them were decision-makers. In addition, more purchasing agreements

have been concluded at this IAA Commercial Vehicles than at any other – business was booming in Hannover. One logistics company alone bought 2,500 trucks from three manufacturers, and another 1,000 trailers.

The next IAA CV will take place in Hannover in September 2020, but in the meantime, we take a look back at some of the show’s highlights...

## New Generation Range from Scania

The full Scania new generation truck range was on display, including trucks for long haulage, construction and urban applications –all alternatively fuelled.

“We are in the midst of a fundamental shift in heavy transport and Scania aims to lead the way with all the low-carbon and zero tailpipe emission vehicles that hauliers require for their operations,” says Alexander Vlaskamp, Senior Vice President,

Head of Scania Trucks.

Scania not only presented its full range of alternative fuel trucks and buses, but also introduced a plug-in hybrid distribution truck, combining the unmatched safety features of its recently-introduced L-series

–including greatly enhanced visibility –with the advantages of operating the hybrid.

This gives distribution haulage transporters the needed option of covering the distance from suburban warehouse depots in the combustion engine mode while

switching to electric propulsion when entering the city centre. While unloading or resting along the distribution route, drivers can charge batteries in 20 minutes for continued deliveries

In all, Scania displayed seven different trucks indoors and three more trucks outdoors. The trucks were accompanied by five Scania buses and coaches. All the vehicles have powertrains designed for renewable fuels and solutions that make a sustainable difference to the climate.

## Alternative Drive Systems Feature on Volvo Stand

Volvo Trucks introduced its latest developments in the field of alternative drive systems. In addition, an innovative automation project was on display. A large area of the stand was devoted to the recently announced Volvo Connect customer service, which was presented for the first time at the IAA.

In 2019 Volvo Trucks will begin selling electric trucks in Europe. At the IAA the Swedish truck manufacturer puts its Volvo FE Electric on display. The model is a waste disposal truck with a body that has been built in collaboration with Faun, Europe’s leading manufacturer of refuse truck bodies. It has a gross weight of 27 tonnes.

Electric trucks are much quieter and cleaner than their diesel-engined counterparts and open up new opportunities in the field of logistics.

“Electric mobility is an important part of our long-term commitment to sustainable urban

development and zero emissions,” says Claes Nilsson, president of Volvo Trucks. Cleaner air and lower noise levels in cities will give urban planners greater freedom in the design of housing developments and infrastructure projects than they currently have.

Electric trucks which produce no exhaust emissions are ideal for use in indoor terminals and environmental zones. There is significant market interest in trucks with electric drives. A large number of potential customers have enquired about the opportunities that the new technology has to offer and

what this means for their businesses.

Another new concept involves trucks that run on liquefied natural gas (LNG). These heavy-duty trucks have the same power output and the same driveability as Volvo’s diesel-powered models. At the same time, the CO2 emissions of the long-haul truck model are between 20 and 100 percent lower than diesel vehicles, depending on the fuel used. The new Volvo FH LNG, on display at the show, and Volvo FM LNG for regional and long-haul heavy goods transport come with engines that produce 309 or 338 kW (420 or 460 hp).

# Renault Unveils Next Generation of All Electric Vehicles

After ten years of experimentation under actual operating conditions with its customer-partners, Renault Trucks unveiled its second generation of all-electric vehicles: the Renault Master Z.E., Renault Trucks D Z.E. and Renault Trucks D Wide Z.E., a complete range from 3.1 to 26 tonnes ideally suited for use in the city.

**The Renault Trucks D** and Renault Trucks D Wide Z.E. will be manufactured in the Renault Trucks plant at Blainville-sur-Orne and will arrive on the market in 2019. The Renault Master Z.E., now available, is ideal for last-mile deliveries and provides access to inner-city areas even those with strict traffic restrictions.

“Ten years’ ago, we were the pioneers, promoting electric trucks to improve city air quality”, explains Renault Trucks President Bruno Blin “Today we can offer a range of electric vehicles with proven performance and the experts in our network are ready to help our customers transition to electromobility. Ten

years’ ago we were pioneers, today we are experts.”

The latest technological advances have made electric trucks an economically viable alternative for hauliers, leading Renault Trucks to launch a complete Z.E. range. However strict the regulations may be in urban zones, the vehicles in the Renault Trucks Z.E. operate

seamlessly in compliance. They are the perfect solution to safeguard air quality and reduce congestion as they allow noise-free out-of-hours deliveries and emit neither local pollutants nor CO2.

Some prominent names in freight haulage have already opted for electromobility. One such company is XPO Logistics “At XPO, we have led by example as the transport industry becomes increasingly aware of the need for alternative power”, said Luis Gomez, managing director-transport, XPO Logistics Europe. “We commend our supplier Renault Trucks for investing in the development of electric vehicles that offer a practical way to achieve zero emissions. Renault Trucks is shaping the future of commercial transport in an evolving regulatory environment.”

# Daimler Trucks & Buses Pushes Forward with Electrification

Daimler Trucks & Buses is pushing forward with electric mobility, presenting an extensive range of electrically powered commercial vehicles at the show - from the battery-electric eCitaro city bus to the all-electric heavy-duty eActros, which is already in customers’ hands, to the E-FUSO Vision One vehicle study, which is a preview of a fully electric heavy-duty truck from the E-FUSO brand.

**The new, all-electric** Mercedes-Benz eCitaro city bus achieves unprecedented energy efficiency thanks to its innovative thermal management. With a battery capacity of 243 kWh and space for up to 88 passengers, the eCitaro is already the ideal vehicle for a considerable proportion of the operations undertaken by city buses today. In just a few years, it will be able to completely replace the combustion engine with unique battery technology and fuel cells as a range extender. The new eCitaro is an integral part of the eMobility system at Daimler Buses. This eMobility system supports transport operators with everything from in-depth advice, an intelligent charging management system and the training of their employees through to the provision of specific services. The overall package is a compelling offer: Even before the

vehicle goes into series production this autumn, orders have been received for several dozen eCitaro buses from customers in Germany and abroad, including Berliner Verkehrsbetriebe, Rhein-Neckar Verkehrsverbund, Hamburger Hochbahn and customers in Norway.

### eActros

Already at IAA 2016, Mercedes-Benz Trucks was the world’s first manufacturer to present a heavy-duty electric truck. Now, the technology leader has taken the next step with the completely further developed Mercedes-Benz eActros, which had its world premiere in February this year. The first eActros was delivered in September to Hermes for use with the customer under real-life conditions. By the end of this year, the customer innovation fleet will comprise ten vehicles. Series production is planned to start in the year 2021.



Mercedes-Benz Trucks unveiling the brand new flagship to the world’s press at the Premiere Night.

Key features of the eActros include eleven battery packs inside and below the chassis, with a usable total capacity of 240 kWh. Drive comes from electric motors close to the wheel hubs with a maximum output of 2 x 126 kW. The additional weight of approximately 2.5 tons compared with conventional drive is partly offset by the increase in the permissible gross vehicle weight in the EU of one ton for trucks with alternative drive systems. The range of the eActros of around 200 kilometers covers for example a typical day’s tour in the distribution of fresh food transport to supermarkets.



Volvo Stand.



Iveco Stand.

# All Electric Units from Thermo King and Frigoblock

Thermo King and Frigoblock unveiled a range of new and existing products that included the first all-electric battery driven B-100 ECO refrigeration unit designed for small electric vehicles.

**Other products included** a new intelligent E-200 all-electric unit for vans and trucks below 3.5 tons with performance independent from the vehicle and plug-and-play installation.

There was also an upgraded SLXi trailer refrigeration unit with GreenTech engine now certified according to the upcoming Non-Road Mobile Machinery Stage V (NRMM) regulation. The range includes the SLXi Hybrid system, which uses a Frigoblock alternator installed on the tractor engine and an inverter-drive system to provide constant electric power and operate in electric mode.

The standard connectivity and geo-location feature automatically switches the power between diesel and electric mode as required or necessary, allowing the unit to operate in inner city low emission zones.

## Bus

Meanwhile, the highlight of the Thermo King Bus stand was the Athenia MkII Electric Heat Pump range, which offers the most efficient way of heating or cooling in hybrid and electric buses thanks to its reversible refrigeration circuit.

The Athenia MkII Electric Heat Pump already



provides comfort cooling and heating to hundreds of electric buses across Europe. This includes the largest electric bus fleet in Europe – a hundred VDL buses operated by Connexion and deployed for the bus lines serving the Amsterdam Schiphol Airport and the surrounding area as well as bus rapid transit lines within the concession area.

The Athenia MkII Electric Heat Pumps offer maximum passenger comfort not only during the summer months when cooling is required, but also during the winter months when there is a need for heating. Additionally, the system is capable of operating in heat pump mode in ambient temperatures of down to minus 7 degrees Celsius.

# DAF Puts on an Impressive and Innovative Display

DAF Trucks, celebrating its 90th anniversary this year, showcased its innovation capabilities throughout its history, which was illustrated by the classic DAF A1600 from 1967 through to the future DAF CF Electric Innovation truck – both of which were displayed on the DAF Trucks stand where a prominent position was taken by DAF's latest LF, CF and XF ranges.

**Starting as a** small workshop in Eindhoven, the company has grown into the premier truck manufacturer in Europe. DAF's heavy-duty market share in Europe grew from 15.3% in 2017 to 16.5% in the first half of this year. DAF Trucks is the heavy duty market leader in the UK, the Netherlands, Belgium, Poland, Romania, the Czech Republic and Hungary, and is Europe's market leader in the tractor segment. DAF is the number 1 import brand in Germany, Europe's largest truck market. The DAF vehicles on display included the LF for distribution transport, the versatile CF for a wide variety of applications and the flagship XF for heavy and on-highway transport. The LF distribution truck was awarded 'Fleet Truck of the Year 2018' in

the UK, while the new CF and XF were voted 'International Truck of the Year 2018' thanks to a number of technical innovations, resulting in 7% fuel efficiency improvement, setting the benchmark in the industry. DAF also showcased the new lightweight CF 8x4 mixer chassis and the unique 6x2 CF with BDF frame for demountable bodies.

## CF Electric

DAF also showed one of its Innovation Trucks: the DAF CF Electric. The CF Electric is a 4x2 tractor unit developed for up to 40-tonne GCW distribution applications within urban areas. The vehicle uses VDL's advanced E-Power Technology for fully electric operation. The centre of the intelligent powertrain is the 210 kW electric motor drawing energy from the 170

kWh lithium-ion battery pack. The CF Electric has a range of approximately 100 kilometers – suitable for high volume distribution applications. Fast charging of the batteries can be performed in 30 minutes, while a full charge can be completed in as little as 1.5 hours. First series of CF Electric trucks will be put into field test operation with customers this year.

## Anniversary Edition

Meanwhile, one of the eye-catchers at the IAA was the DAF XF 90th Anniversary Edition. This highly exclusive truck commemorates the founding of DAF in 1928. The vehicle features a premium options package, exclusive striping and exterior design elements, as well as the most powerful 530 hp/390 kW PACCAR MX-13 engine.

# SDC Focus on Three Innovative Trailers

Among SDC trailers on show was the recently redesigned GRP Boxvan which is ENXL approved to carry 29 tonne payload and is suitable for 34 Euro pallet operations.

**The design process** involved lengthy discussions with stakeholders and it was first introduced to the industry at the CV Show in April 2018.

It has been met with great acclaim from SDC's customers, particular reference has been made to components fitted, including BPW 9-ton axles and Haldex EBS braking system. Extending the longevity of the trailer and improving aesthetics were some of the main objectives of SDC's engineering team.

To achieve these objectives the rear frame and crossmember are galvanised helping to prevent corrosion and enhance residual value.

Furthermore, a notable aesthetic improvement is the flush side rails and corner cappings, these fittings also enhance corrosion resistance. SDC's new boxvan has been designed to allow the fitment of an optional full width compression buffer.

The second trailer on display is arguably one of the most in demand SDC Trailers in international markets - the robust, flexible and extremely durable extendable platform which has been fitted with four axles and has the option to fit a 500mm floating deck to support the load when extended.

The platform which extends out to 21.2metres has been fitted with an ENXL approved headboard and rear steer and dual lift axles to reduce tyre wear.

Safety is paramount to the SDC design, indicative of this is the 18-ton rated kingpin and 36 tonne bogie, heavy duty siderails and beams, 8 pairs of 5 tonne lashing rings and 7 pairs of deck sockets which are fitted on this trailer.

Also on display was a customised heavy duty Stepframe platform with tri deck rear steering, it is one of the most recent innovations in the SDC portfolio.

Fitted with industry leading components including BPW eco plus 10 ton axles, Tridex steering and Wabco EBS braking system this trailer can operate in any terrain.



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Renault Stand.



The new Mercedes Benz eVito all electric Van launched at the IAA Show in Hannover.



New Schmitz Cargobull SKO Cool Smart Trailer.



New Ford future Concept Truck. Is this the future look.



New Mercedes Benz Future Concept passenger carrying autonomous vehicle.



The new Mercedes Benz eSprinter all electric Van launched at the IAA Show in Hannover.



The eFuso future Concept Vision One all electric Truck.



The New Mercedes Benz Actros 100% all electric. Clean, Quiet and Sustainable.

# Continental and MAN present design tyre specifically for electric trucks

Technology company and premium tyre manufacturer Continental unveiled the Conti e.MotionPro, which was developed for the electric truck from MAN, the MAN CitE.

**Continental's tyre study** combines a striking blue stripe on the sidewall with a hand-carved profile and blue groove bottoms on the tread. It fits perfectly into the modern design of the new MAN CitE. The MAN CitE is characterised by its ergonomic design with low entry, a consistently flat driver's cab floor and easy accessibility. In addition, the low seating position, large glass surfaces and supporting cameras give the

driver and front passenger a clear view of the surrounding traffic.

The brand new electric truck concept, which was developed in just 18 months, sets standards in terms of workplace ergonomics, safety and sustainability in urban delivery traffic.

Klaus Kreipe, Head of Original Equipment Truck Tyres at Continental, explains the challenges in tyre development: "Electric vehicles can temporarily be fitted with conventional tyres. However,

the new powertrains and the new vehicle concepts that are sometimes associated with them will change the requirements for commercial vehicle tyres.

"We are currently making use of partnerships to gain valuable experience for the development of tyres for electric trucks and buses."

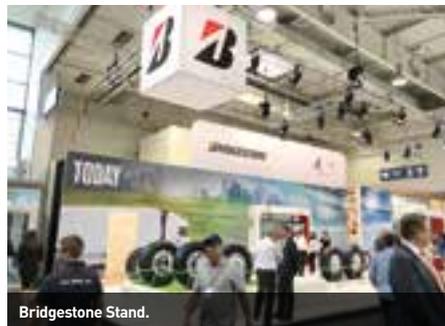
He added that together with commercial vehicle manufacturers and municipal bus companies, Continental wants to develop



tyres with cutting-edge technologies for the start of production of electric vehicles.



SDC Stand.



Bridgestone Stand.



E.Fuso Canter at the Daimler Stand.



MAN Stand.



DAF Stand.



RENAULT Pro CV Stand.



PSA Stand.



Schmitz Cargobull Stand.

# Ford Trucks Lifts the 2019 International Truck of The Year Award

The new F-Max, produced by Ford Trucks, has been elected International Truck of the Year for 2019 by a jury of 23 commercial vehicle editors and senior journalists, representing 23 major trucking magazines from throughout Europe.

The prestigious award was handed over to Haydar Yenigün, Ford Otosan General Manager, during the press day of the IAA Commercial Vehicle Show.

With a winning score of 126 votes, the new F-Max heavy-duty tractor fought off the challenges posed by Scania's recently-launched L&P Series and the FH/FM truck range powered by liquefied natural gas from Volvo Trucks.

In terms of the International Truck of the Year rules, the annual award is presented to the truck introduced into the market in the previous 12 months which has made the greatest contribution to road transport efficiency. Jury members take into account several important criteria including technological innovation, comfort, safety, driveability, fuel economy, environmental footprint and Total Cost of Ownership.

During a recent extended test drive in Turkey, the ITOY jury members praised the efficiency and advanced characteristics of the F-Max's driveline, including Eco-Roll, Adaptive Cruise Control (ACC) and GPS-based Predictive Cruise Control functions. Equally impressive was the pairing – and quietness – of the in-line six-cylinder 12,7-litre Ford Ecotorq

Euro 6 engine rated at 500 HP in combination with the ZF 12-speed Traxon automated gearbox.

The Truck of the Year journalists also appreciated the key features of the new long-haul cab, which offers a comfortable, ergonomic, user-friendly working and living environment, with a flat floor, a width of 2,5 m, an interior height of 2,16 m, excellent storage capacity and cockpit-style dashboard featuring a digital instrument cluster (which is both easy to read and navigate). Jury members also commented favourably on ConneCTruck, the connectivity platform of the vehicle.

Summing-up the jury vote, International Truck of the Year Chairman Gianenrico Griffini commented: "With the introduction of F-Max, Ford Trucks has delivered a fine engineered tractor that can be a meaningful new player in the highly competitive segment of long-haul transport."



# Future Concepts and New Products from Knorr-Bremse

KnorrBremse demonstrated at the IAA Commercial Vehicles show in Hanover a truck that can master sections of the route on motorways/freeways in fully autonomous mode, including overtaking manoeuvres.

According to Dr. Peter Laier, Executive Board Member of Knorr-Bremse AG responsible for the Commercial Vehicle Systems division: "In the next few years we're going to see a gradual shift from more and more versatile driver assistance systems to automated driving

and thus to vehicles that can temporarily take over the driving completely, freeing up the driver to handle other tasks or get some rest.

"The key to engineering such systems is a deep seated understanding of commercial

vehicle dynamics, which are far more complex than in the case of cars. The millions of ABS, EBS, ESP, emergency braking and lane departure warning systems that we have in the field bear lasting witness to our expertise in this area and form the basis for us to leverage the potential that exists in driver assistance systems and automated driving."

Knorr-Bremse also presented its new disc brake for heavy-duty commercial vehicles. The company says the new SYNACT air disc brake will bring further improvements in the cost of vehicle operation, maintenance and repairs.

It is safer and more efficient compared to its predecessor, as well as being stronger but lighter, bringing benefits in terms of both payload and fuel consumption.



New Mercedes Benz Actros. Look no mirrors.



Continental Tyres Stand.

# APPRENTICESHIPS IN NORTHERN IRELAND UNDER THE RADAR AS VEHICLE TECHNICIANS IN SHORT SUPPLY



Billy Miskelly, Company Director at GUS Commercials

The economy in Northern Ireland could suffer if more is not done to encourage young people into road transport and, specifically, apprenticeship roles.

**GUS Commercials**, a truck and van franchise based in Newtownabbey, is acutely aware of the challenges facing the transport industry in Northern Ireland, and its Company Director Billy Miskelly believes that there is no straightforward solution.

He said, with the economy in Northern Ireland so reliant on road transport, a review of the current set-up is needed before the situation deteriorates, and that means our young people/apprentices receiving more up to date and relevant training. Several contributing factors - the recession, a lack of focused education, and a negative perception of engineering - has bought about the current climate. He says that the situation can be remedied, but only if these problems are addressed effectively by dealerships, training providers and technical colleges all working together.

"In other countries the apprentice

will finish their course, then take other modules in different areas. We don't do that in Northern Ireland and I think that we should. The work of the vehicle technician should be held in higher esteem. Modern vehicle technicians have to be intelligent because the vehicles that they are working on are now extremely complex," said Billy.

## Broadening Appeal

The Society of Operations Engineers, through its professional sector the Institute of Road Transport Engineers (IRTE), is working on projects such as "The Year of Engineering" to broaden the appeal of engineering on young people. It helps this generation to better understand what engineering is and also what type of career is possible, if it is pursued through further education. "Historically, commercial vehicle franchised dealerships employed technicians knowing that around 10-15% would move on to other departments in the organisation

but that number has dropped significantly, and has meant that these positions have become more difficult to fill," said Billy. "Collectively, we need to do more to encourage progression through the ranks, because the more vehicle technicians who advance to senior management positions, the better; it shows what is possible.

"In the modern world customers can be demanding. Master technicians tend not to be the best communicators - they know how something works and how to fix it, but are not necessarily good at passing information on, or dealing with customers."

## Accredited Scheme

Heavy goods vehicle technician licence "Irtec" is now available in Northern Ireland, after its success in the rest of the UK in helping to professionalise the industry. It is available through Transport Training Services (TTS) from its headquarters in Dundrod.

This accreditation scheme assesses technicians on their practical and theoretical knowledge and has helped to present the sector in a more positive light by putting the focus on high standards and best practice.

Despite conditions in workshops improving dramatically over the last ten years, many technical colleges simply don't have the resources to train apprentices on the most modern equipment, leaving technicians with gaps in their skill-sets and employers with further in-house training to deliver.

Billy said: "Some dealerships take apprentices through the government scheme, which pays their wages, so it costs them nothing for one or two years. However, we at Gus commercials advertise for apprentices, we interview them; we pay their wages and then send them to a technical college to get trained.

"What is critical to us is that the skills shortage in our sector is addressed before it is too late. But this means that a review of the current process is required," concluded Billy.



GUS Commercials, Newtownabbey.

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# DAF Trucks opens new UK Headquarters

DAF Trucks UK held an official opening ceremony recently to celebrate its move to a new head office facility in Haddenham. The £20 million investment in the new headquarters is described by Robin Easton, Managing Director of DAF Trucks, as “a demonstration of the commitment to further strengthen DAF’s leading position in the UK market.”

The new offices and training centre were officially opened by Mark Pigott, KBE, Executive Chairman of the Board of Directors of PACCAR Inc. The ceremony was attended by Simon Smits, Ambassador of the Kingdom of the Netherlands to the UK, along with staff from DAF Trucks, Leyland Trucks and PACCAR Financial. They were joined by local dignitaries from Aylesbury Vale District and Haddenham Parish Councils, as well as key representatives from the contractors who designed and built the state-of-the-art facility.

The new 4.5-acre, three-story facility includes 50,000 sq.ft. of office space, a sophisticated auditorium and an ultra-modern four-bay workshop that offers world class training facilities for the UK DAF dealers and their employees.



The team at the new DAF Trucks UK head office facility, Haddenham.

## Business Urged to Seek Authorised Economic Operator status

With just months until the UK exits the European Union, businesses are being urged to apply for Authorised Economic Operator (AEO) Accreditation.

**Comprising an internationally** accreditation indicates that a recognised quality mark, an AEO company’s role in the international

supply chain is secure, and that its customs controls and procedures are both efficient and compliant.

Although not mandatory, it provides quicker access to simplified customs procedures. Plus, in some cases, the right to ‘fast-track’ shipments through customs.

With the UK now potentially facing a “no deal” Brexit – likely to cause severe disruption to UK/EU cross border movements – leading international supply chain, logistics and procurement

consultancy, SCALA, is offering an end-to-end service to manage the AEO accreditation process.

Dave Howorth, director at SCALA, said: “With focus and correct management, the AEO Accreditation process can be completed within six months. So, with Brexit kicking off in just a few months, we believe the time to act is now.

“Regardless of the outcome of Brexit, we can expect to see disruption to UK/EU cross border movements, alongside existing non-EU import/export movements being affected as HMRC is overwhelmed with handling UK/EU movements.

“Therefore, those hoping to minimise disruption to their supply chain post-Brexit should seriously consider applying for AEO accreditation – sooner rather than later.”



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## DAF Trucks backs Chevron’s new Texaco Delo brand

Following the high-profile, Europe-wide launch of Chevron’s new Texaco Delo brand, UK market-leader DAF Trucks has confirmed its continued partnership with the company as its primary aftermarket supplier of oils and lubricants. The Texaco Delo product range – which replaces the Ursa brand – is now available throughout the DAF Dealer network.

**Distributed through its** 136-strong Dealer network, the Texaco Delo product range is produced with a ‘quality guarantee’ from DAF Trucks to deliver maximum reliability.

Developed for ‘severe duty’ applications, Texaco Delo engine oil delivers extended service protection to help maximise engine durability and minimise running costs. Benefits include exceptional oxidation and deposit control qualities whilst at the same time delivering improved fuel economy. Excellent emission control provides an optimum DPF lifespan to reduce maintenance and promote minimal downtime. The full Texaco Delo family of products also carries a range of OEM approvals.

# Volvo Trucks Introduces Monitoring Services To Maximise Uptime

Volvo Trucks is using new methods to monitor and analyse critical components in real-time in order to take care of potential malfunctions before they interfere with the customer's business.

For example, a new tyre management service has been launched in Sweden as well as a major test pilot for advanced monitoring of trucks in Europe. By also applying machine learning, the accuracy of predicting and preventing unplanned stops will be improved even further.

The new tyre management service measures the tyre pressure and temperature in real-time. The results can be monitored through an app, helping both the driver and owner to identify slow punctures and avoid possible tyre explosions causing unplanned stops and high costs.

In addition, the new service also enables lower fuel consumption and more mileage from each tyre due to securing the correct pressure and temperature. The tyre management



service will be rolled out progressively in European markets.

Volvo Trucks is also performing a test pilot for several other

components for select customers with the company's Gold service contract. By monitoring and analysing data from thousands of trucks in real-time a large

number of potential breakdowns have been avoided, resulting in improved uptime and productivity.

The aim is to predict component failures before they occur and provide the customers with optimal service planning. When a potential problem is detected by a Volvo Truck Monitoring Centre, the customer's local Volvo workshop is alerted, so that preventive actions can be taken.

The next step is to gradually introduce machine learning. This form of artificial intelligence makes it possible to collect and analyse large amounts of truck data for the purposes of research and development.

It allows Volvo Trucks to learn more and more about the health and performance of the truck, and hundreds of thousands of connected trucks, in everyday use.

By using advanced computer modelling and analytics, the ambition is to be able to identify hidden patterns to predict component failures far in advance, making it more likely that the required service or repair can be done during a scheduled service visit for maximum truck uptime.



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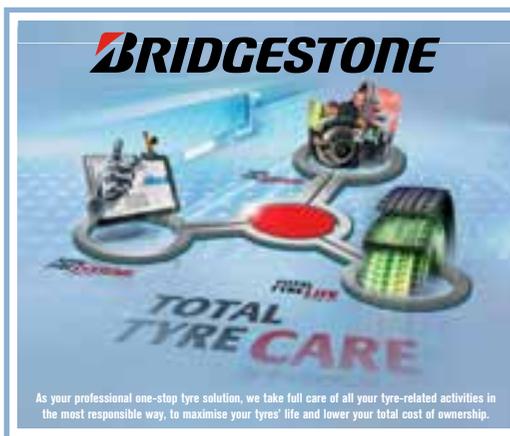
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# WS DENNISON: FULLY FOCUSED ON FURNITURE, FURTHER EXPANSION & CUSTOMER SERVICE



Award winning W. S. Dennison, which operates in a niche sector of the transport industry, is widely regarded as the leading furniture storage and logistics company in Ireland, offering a unique and personal service to an ever-growing customer base.



**From its strategically** located site on the Rathenraw Industrial Estate on the outskirts of Antrim – and another spacious facility in Limerick - the company provides specialist logistics services to many of the largest and most respected furniture manufacturers, retailers, and importers in the UK & Ireland.

Founded in 1979 by Managing Director William Dennison who was quickly joined by Transport Manager Liam Taggart, the company's two purpose built furniture storage warehouses incorporate a total of 50,000 sq ft, allowing it to decant goods and consolidate these into viable loads for delivery to various locations across the country, using its own warehousing and driving staff; no part of the operation is contracted out, which means the company has full control over the entire process.

Voted 'Haulier of the Year' in the 2017 Export & Freight Transport & Logistics Awards, the company was praised for demonstrating "a good reputation for efficient, respected service" and offering "good business practice in all aspects of the operation."

Every week, furniture arrives at both the Antrim and Limerick depots from England, Scotland and Wales and from all over the world, from countries such as Italy, Romania, Germany, Spain and China, with thousands of deliveries being made to various regions across the country.

"We understand how critical it is to deliver goods on time, every time and in perfect condition. For this reason, we always strive to go the extra mile to deliver comprehensive and professional furniture logistics services that above all are reliable and dependable," comments William Dennison.

In an age of uncertainty created by Brexit, the

company looks to the future with optimism. With its bases in Antrim and in Limerick, the company is ideally placed to meet the needs of customers seeking an 'all-Ireland' service provider, no matter how a final UK withdrawal from the European Union unfolds.

W.S. Dennison's success over the last four decades can be put down to many things, not least its continual investment in the business, and currently it has plans to expand its warehousing facilities, having acquired a one acre site adjacent to its present facilities in Antrim.

**Home Deliveries**

Apart from collecting from manufacturers and delivering to retail outlets, services also include two-man, white glove home deliveries which can be demanding and complex.

"We believe that our first-class standards of service set us apart from other furniture home delivery companies," says Pamela Dennison,



responsible for Business Development. "Our customer service department will call customers pre-delivery with morning or afternoon slots or provide SMS liaison. Our smartly uniformed home delivery teams will contact customers one hour prior to delivery or collection for convenience and will be prepared with blankets, shoe covers and gloves to protect customers' property.

"The service, which enjoys a first-time delivery success rate of 99.25%, includes unpacking and inspection of goods and positioning in the customers' homes in their room of choice, as well as assembly or installation."

### Removals & Storage

W.S. Dennison also carries out residential and commercial removals and storage services across Northern Ireland, applying the expertise it has acquired in other areas of the business.

"As is the case for our furniture home delivery department, our removals service is a two-man, 'white glove' service. Our team of highly trained and experienced personnel work with the highest levels of consideration, care and precision, and offer full accountability at every stage of the process, giving you peace of mind," says Removals Manager James Dennison.

The level of service provided is entirely up to the customer – from straightforward removals to furniture dismantling, packing and unpacking. The company can cater for any size of removal, up to full load, cross-channel operations.

### Specialist Fleet

W.S. Dennison's unique services require not only careful attention to detail, but also dedicated trailers specifically modified to transport a whole range of furniture and associated goods that demand delicate handling at all times, and by highly experienced drivers and warehouse personnel.

Explains Transport Manager Liam Taggart: "Furniture doesn't generally sit well with other types of cargo as it can easily be



contaminated by other types of goods, especially furniture such as mattresses and suites that contain fabric and other similar materials, which is why our trailers have been designed to carry furniture and nothing else."

The company doesn't employ the use of tail lifts, for example, because anything mechanical is prone to damage furniture. For that reason, too, it doesn't use forklift trucks in its warehouses where loading and unloading of goods is in the main carried out manually to prevent damage; no one likes damaged or even slightly scratched furniture!

As the company continues to grow, so does the fleet of trucks and trailers, all of which are bespoke to the company's specific operation. For example, its two axle drop frame trailers have insulated roofs to reduce the possibility of condensation that could potentially damage any delicate goods during transportation, and secured levelling bars to ensure security of loads. All vehicles are maintained in-house to the highest level and are always well presented, with drivers taking a personal and active interest in how their trucks appear on the road.



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Each is fitted with TomTom telematics that not only keeps the drivers in constant touch with base, but also monitors and encourages good driver behaviour which can have a positive impact on fuel efficiency and, in turn, that helps to reduce the company's carbon footprint.

**Waste Disposal**

As a licensed waste carrier, the company also

provides customers with a service to dispose of unwanted packaging and end of life products.

It will take away old settees, mattresses and other unwanted furniture, as well as cardboard and other packaging materials, much of it sent off for recycling to prevent it going into landfill.

All white goods are handled in compliance with the Waste Electrical & Electronic Equipment (WEEE) Regulations.

**MEET THE TEAM**

**William Dennison**  
Managing Director

**Liam Taggart**  
Transport Manager

**Ian Morrow**  
Home Delivery Manager

**Lindsay McLaughlin**  
Operation Manager

**Sandra Best**  
Customer Service Manager

**James Dennison**  
Removals Manager

**Pamela Dennison**  
Business Development

**CONTACT US**

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# BREXIT: 95% THERE BUT MUST DO BETTER

At the time of writing the Prime Minister Theresa May is expected to announce that the EU withdrawal deal is 95% settled. She will announce that amongst other things, agreement has been reached regarding Gibraltar and also the mechanism for settling future disputes with the EU.

**It will come** as no surprise to the readers of Export and Freight that Northern Ireland and the issue of the border will sit well and truly within the 5% that is nowhere near being settled.

Theresa May had recently "snubbed" Sinn Fein, the SDLP, Alliance and the Greens by refusing to meet with them to discuss Brexit which will have done her approval ratings in NI no good. This is all set against a background where around 700,000 people took to the streets of London for the "Peoples Vote" pushing for a second referendum.

Given that the Conservatives claim 125,000 ordinary members and Labour 540,000 there is little doubt that the levels of support (more than the cumulative membership of both parties) for a second referendum cannot be ignored. I get the feeling those numbers will only increase for the next planned march too.

Another issue is the ongoing lack of clarity coming from Westminster for companies in Northern Ireland. The latest statement from Government gave us this sage advice: "If you trade across the land border, you should consider whether you will need advice from the Irish Government about preparations you need to make." Nothing about GB – Ireland movements.

The worrying thing is this uncertainty is not just north of the border. I recently met with a civil servant from the Dublin



administration who said, "we are late to the transport party" and are now on a fact-finding exercise. With less than 6 months to go, maybe the fact finding should've started a bit earlier.

Recently we had a room full of people at the RHA Northern Ireland Conference and the frustration and concern from all regarding Brexit was palpable. The frustration of knowing the future of your industry is being decided by politicians who know little or nothing about how freight moves is worrying and can only be detrimental moving forward. That is even before the make-up of the "Backstop" is debated and decided.

## Parliamentary Reception

But business must go on, even

in uncertain times and this is the message that RHA and its members brought to Westminster at the recent Parliamentary Reception. With speeches from Rt Hon Mike Penning MP, Jesse Norman MP, Rt Hon Robert Halfon MP, Andy McDonald MP and our own Richard Burnett CEO we did all we could to show the 150 gathered Peers, Ministers, MP's and officials the importance of our industry and the issues we face.

We spoke to them about fuel duty and the positive effect on the economy that a cut in fuel duty would bring. The difference in diesel duty between UK and Germany is around 15ppl. Although France is closer in duty rates they have a rebate in place for road haulage.

We also discussed the driver shortage. Only 2% of UK drivers are under 25 which shows we are storing problems for the future when we don't attract new entrants. This is exacerbated when we see that as an industry we are reliant on around 60,000 non-UK EU nationals filling positions throughout the sector. Barriers to entry remain and access to the training levy remains problematic.

Air quality was also a topic for discussion. NOx emissions from HGV's are estimated to have fallen by one third in the past 3 years and continue to fall as Euro VI HGV's replace older vehicles. Although everyone has the right to clean air we ask that planned LEZ's look at other methodologies and not just settle for restricting access to HGV's.

These include reducing congestion, tackling "hot spots" (usually high proportion of taxis and buses) and better traffic management. In the event where HGV's are to be restricted then the same standards need to apply across the board and not vary from city to city. Who knows, there may even be a bit of discussion about Brexit!

RHA CEO Richard Burnett opened our NI conference by saying that in his 24 years in transport and logistics he has never known a time where there was so much uncertainty or where there was more pressure on hauliers. It would be difficult to argue with him. Interesting times we live in.

## Preferred route for Newry Southern Relief Road

A preferred route for the Newry Southern Relief Road has been announced. Five routes were considered taking into account performance across the scheme objectives and the views of the public raised in the community consultation event.

**The Newry Southern Relief Road** aims to provide a strategic transport link from the A1 Belfast-Dublin key transport corridor to the A2 Warrenpoint dual carriageway. The Proposed Preferred Route links the A2 Warrenpoint Road to the Ellisholding Junction on the A1 and starts on the A2 Warrenpoint Road along the frontage of Greenbank Industrial Estate and crosses the Newry River and Canal just to the south Drumalane Quarry and then heads in a westerly direction towards the A1.

Southern Divisional Roads Manager, Simon Richardson said: "This is another key step in the delivery of the Newry Southern Relief Road which if constructed will be an important link road between the key strategic corridor of the A1/N1 Belfast to Dublin route with the A2 and Northern Ireland's second largest port at Warrenpoint Harbour. "The route will improve journey times and journey time reliability for strategic traffic between the A2 Warrenpoint Road and the A1/N1. It will also significantly improve road

safety and traffic congestion within Newry City centre by providing an alternative route for strategic traffic. "The proposed scheme will improve accessibility to both Newry City and Warrenpoint Harbour and support and maintain sustainable economic growth and employment within the area." Clare Guinness, CEO, Warrenpoint Port, said: "We welcome the selection of the preferred option for the Newry Southern Relief Road and it vital this project moves promptly onto stage three and delivery.

"This crucial piece of infrastructure has the potential to significantly improve the economic prosperity of the region by improving access to the Port thereby supporting trade growth. It will also open up the eastern side of Newry for potential commercial development." The next stage of the project will be to develop the design of the road and prepare the draft statutory Orders along with an Environmental Impact Assessment, for public consultation, and if necessary, public inquiry. A series of local exhibitions and information events will be held over the coming months that will keep the public and stakeholders up to date on scheme developments.

## Texaco Delo driver videos now available

In support of the Texaco Delo range of products for commercial applications, Chevron Lubricants has released a number of videos providing commercial vehicle drivers with information on safety, fuel economy and comfort.

Shot on location in the UK and Germany and introduced by European truck test driver Mandy Wannerton, each of the 30-second videos cover a different subject matter, but all are designed to aid drivers with a particular element of their working day. The first in the series of videos are now available for download using the hyperlink and passwords below, with further videos released over the coming weeks.

You can view the videos here:

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You can download the videos here: Delo Media portal: <http://www.texaco-lubricants.com/DeloMedia/>

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**2018**

**AWARD  
WINNERS**

**IN PROFILE**



Donal Cox of Thermoking, Billy Dougan of Gray&Adams, and Mike Murphy of TIP Trailers.



Michael Moran, Donal Rice and Raymond Devlin, with RK Trucks.



Joel Taggart



Britain's Got Talent INNOVA



Joel Taggart, Garfield Harrison, Zoe Parks, Darryl, Olive Magee & Helen Beggs with the charity Cheque.



Top Table Award winner: £1,000 House of Fraser vouchers. Charlie McLaughlin and Martin Reid, RHA.



Irish Dancer from INNOVA



After show Entertainer, Warren Attwell



Comedian Keith Farnan



# WINNERS ALL AT THE ANNUAL EXPORT & FREIGHT TRANSPORT & LOGISTICS AWARDS

The 17th annual Export & Freight Transport & Logistics Awards at what is Northern Ireland's biggest venue – the Waterfront in Belfast – proved yet another night to remember in the Irish transport calendar.

Some 700 guests gathered for the gala evening to recognise and reward the very best in an industry that continues to meet its challenges head-on with resilience and perseverance.

Commented Export & Freight publisher Helen Beggs: "The changes in the transport industry in recent years have challenged us to survive in the face of extreme adversity. Evolution, not revolution, has been the war cry of the successful.

"Emerging from ten years of austerity, straight into Brexit, then discovering Northern Ireland is both the challenger and the defender of Europe due to our unique border situation. This is not helped by still having no Executive at Stormont, by constantly changing regulations and by the chronic driver shortage. Around 15% of Northern Ireland drivers and 25% of warehouse staff are EU nationals, so what will happen to them in the wake of Brexit?

"But it is what it is - and right now it's a mess. According to the FTA, out of all our 'O' licences, 27% are international, compared to 10% in GB. There are just under 13,000 commercial vehicle movements across the Irish border each day and 20% of these are agri food, which may require physical and veterinary checks. If a visible border comes into force, there could be total paralysis.

"So, here's a request to government: Please don't unfriend the haulage industry - you need us to make the country work."

Helen later went on to thank the 24 strong awards judging panel which included Gerry Fleming, SOE/IRTE; Seamus Leheny, Freight Transport Association; Martin Hutchinson, CEO,

Transport Training Services; Louise Moules, Road Haulage Association; TTS Driving Instructors Colin Hamill and Colin Skelton; and the extensive Truck of the Year and Van of the Year panels.

A big 'thank you' too to our generous sponsors and to all who submitted entries, without which support and participation these awards would not happen.

Meanwhile, it was a special night for RK Trucks Managing Director Donal Rice as he picked up the award for 'Transport Personality of the Year'. The inaugural 'Pick-Up of the Year,' award went to the Isuzu D-Max 1.9 Yukon. 'Van of the Year' for the second year running was the Mercedes Benz Sprinter, while the DAF XF was named 'Fleet Truck of the Year.' The nominated charity for the night was Just for Children, with the focus on the young grandson of the founder of Export & Freight Darryl Magee. Ethan was born with his twin Luke three months early. Luke survived just two short months and Ethan was then diagnosed with the brain injury PVL. Then at 18 months, Cerebral Palsy. He cannot walk or stand unaided. But through the determination of his loving family, they have found global expert Dr T.S. Park in America who specialises in Selective Dorsal Rhizotomy surgery. This will enable him to sit up, walk and change his life.

Generous guests donated a staggering £7,442 which will help send Ethan to America for much needed treatment - many thanks to one and all. So, who won what and why on the night? Find out over the following pages, and if you weren't among the winners, there's always next year...

## AWARD WINNERS

EXCELLENCE IN COMPLIANCE AWARD

**WINNER: RiverRidge**

SAFETY AWARD

**WINNER: The PRM Group**

TRAILER FLEET OF THE YEAR

**WINNER: Surefreight**

DRIVER OF THE YEAR

**WINNER: Martin Cooper, Beatties Distribution Services**

TECHNICIAN OF THE YEAR

**WINNER: Paul Conroy, Road Trucks - Omagh**

TRANSPORT MANAGER OF THE YEAR

**WINNER: Maire-Claire Reid, TST Transport**

TOP TRAINING OPERATOR OF THE YEAR

**WINNER: Surefreight**

INNOVATION EXCELLENCE AWARD

**WINNER: Gray & Adams (Ireland) Ltd**

TOP FLEET OF THE YEAR AWARD

**WINNER: Mulgrew Haulage**

EXCELLENCE IN CUSTOMER SERVICE AWARD

**WINNER: Derry Refrigerated Transport (DRT)**

PICK-UP OF THE YEAR

**WINNER: Isuzu D-Max 1.9 Yukon**

TOP TEAM OF THE YEAR

**WINNER: Technical Transport Products (TTP)**

VAN OF THE YEAR

**WINNER: Mercedes-Benz Sprinter 316 LWB**

CHILLED OPERATOR OF THE YEAR

**WINNER: McCulla (Ireland) Ltd**

OWN ACCOUNT OPERATOR OF THE YEAR

**WINNER: Balloo Hire Centres**

HAULIER OF THE YEAR

**WINNER: E.D.S. (Express Distribution Services)**

NATIONAL & INTERNATIONAL HAULIER OF THE YEAR

**WINNER: Agro Merchants Group**

LOGISTICS & WAREHOUSING SPECIALIST OF THE YEAR

**WINNER: Bondelivery**

FLEET TRUCK OF THE YEAR

**WINNER: DAF XF**

TRANSPORT PERSONALITY OF THE YEAR

**WINNER: Donal Rice, Managing Director of RK Trucks Centre Ltd**

## SPONSORS

EXCELLENCE IN COMPLIANCE AWARD

**WG BAIRD**

SAFETY AWARD

**MICHELIN**

TRAILER FLEET OF THE YEAR

**SCHMITZ CARGOBULL**

DRIVER OF THE YEAR

**RSA INSURANCE**

TECHNICIAN OF THE YEAR

**BPW LIMITED**

TRANSPORT MANAGER OF THE YEAR

**VOLVO - DENNISON COMMERCIALS**

TOP TRAINING OPERATOR OF YEAR

**RENAULT TRUCKS - DIAMOND TRUCKS**

INNOVATION EXCELLENCE AWARD

**SCANIA - ROAD TRUCKS LTD**

TOP FLEET OF THE YEAR AWARD

**MERCEDES-BENZ TRUCK & VAN (NI)**

EXCELLENCE IN CUSTOMER SERVICE AWARD

**P&O FERRIES**

PICK-UP OF THE YEAR

**LOUGH ERNE RESORT**

TOP TEAM OF THE YEAR

**FUSO IRELAND**

VAN OF THE YEAR

**SIMPLICITY GROUP - MANTIS**

CHILLED OPERATOR OF THE YEAR

**THERMO KING**

OWN ACCOUNT OPERATOR OF THE YEAR

**DAF TBF**

HAULIER OF THE YEAR

**CIRCLE K**

NATIONAL & INTERNATIONAL HAULIER OF THE YEAR

**IVECO - N.I. TRUCKS**

LOGISTICS & WAREHOUSING SPECIALIST OF THE YEAR

**MAN - RK TRUCKS CENTRE LTD**

FLEET TRUCK OF THE YEAR

**SDC & CLOSE BROTHERS**

**COMMERCIAL FINANCE**

TRANSPORT PERSONALITY OF THE YEAR

**STENA LINE**



# EXCELLENCE IN COMPLIANCE AWARD



**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2018**

L-R: Joel Taggart, Stephen Thompson, RiverRidge and Hugh Lowry Production Manager, WG Baird Ltd.

The FINALISTS were: DFDS Logistics Ltd, PRM Group Ltd RiverRidge & Surefreight Ltd

## WINNER:

# RIVERRIDGE

RiverRidge is now generally regarded as the market leader across many aspects of the sector. Its position in terms of service levels, innovation and best practice have been continuously recognised by various organisations over the past few years.

**The company goes** above and beyond, determined not only to remain compliant, but also to raise industry standards.

RiverRidge was the first operator in Northern Ireland to achieve FTA Truck Excellence, having recently retained their accreditation for the second consecutive year, where the company is audited against 63 points within the O Licence is testament to that, and the fact that RiverRidge welcomes transparency.

Commented the awards judges: "With a dedicated compliance team, all of whom have been trained as competent driver assessors and all of whom work in partnership with the company's Health & Safety officers, it is clear RiverRidge go the extra mile in every regard.

"It is a company that has invested in staff and systems to ensure it remains legally compliant and strives for best practice on all matters related to the operation of its fleet."

RiverRidge operates Northern Ireland's largest and most diversified independent waste management company. Initially acquired in 2011, the company has undergone substantial investment over the past number of years which has transformed it from a small skip hire and landfill business to the fully integrated waste recovery operation it is today.

Stephen Thompson, Group Transport Manager of RiverRidge, comments: "We are delighted to achieve the Export and Freight award for Excellence in Compliance for the second year running.

Compliance is viewed as a core business value, which RiverRidge is fully committed to. Our devoted Compliance department constantly reviews our Health and Safety systems to ensure both our vehicles and drivers remain compliant at all times."

## SPONSORED BY



**Since 1862 W&G Baird** have been offering the highest quality print solutions for clients across Ireland and the UK.

As you'd imagine it's a heritage they are extremely proud of and one which lives on in their hi-tech approach today. They have won the Environmental Printer of the Year award twice; it's the highest accolade in Irish Print.

To offer the most comprehensive service, they operate the largest print room in Ireland, with the ability to print anything from leaflets to coffee table books and folders to magazines.

In fact, their presses run 24/7, so when they promise a delivery they really mean it.

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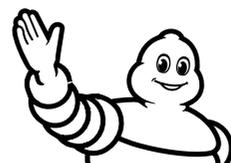
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**MICHELIN**



L-R: Joel Taggart, Philip Morrow, PRM Group and Chris Smith, Sales Director B2B, Michelin UK & ROI.

The FINALISTS were: DFDS Logistics Ltd, Brakes Group, RiverRidge, AGRO Merchants Group, PRM Group Ltd, Wincanton for Asda & SDC Trailers Ltd

**WINNER:**

# THE PRM GROUP

With 30 years' experience working in the Chilled and Frozen food sector in Ireland, PRM Group has grown to be one of Ireland's leading chilled and frozen food sales & distribution companies.

**Founded in 1988** by Philip and Lynne Morrow, the company currently employs 170 people and is based in Lissue Industrial Estate, Lisburn.

The large gathering at the awards event heard that "from manual handling training, eyesight testing for drivers and a 'Clean-as-you-go' policy to investment in the latest technology, the PRM Group is a company committed to the safety of all employees in compliance with Health and Safety Regulations and Accident Prevention procedures."

The company currently operates from a 55,000 sq ft, multi-temperature controlled warehousing facility which includes areas for Chilled Storage & Order Picking, Holding & Despatch, Deep Chilled Storage & Order Picking, Frozen Holding & Despatch and a Deep Chilled Storage & Blast Freezer.

The PRM Group is committed to investing in new technologies which stand to improve business performance and the overall working environment on site.

As one of the first businesses in Ireland to introduce a Voice Recognition Picking System,



its has improved pick accuracy (99.98%) and efficiency by removing the need for logistics operatives to carry a handheld device when compiling orders. The voice system increases customer service by reducing the potential for human error and has also reduced the potential for pieces of equipment to be lost or damaged.

It was the second year in succession that the company picked up an award at the annual event; last year it won the 'Logistics & Warehousing Specialist of the Year' award.

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

Two years after launching its accidental tyre damage guarantee for its bus, coach and truck tyre ranges, Michelin reported just 1,391 eligible claims for damage from nearly 250,000 tyres sold in Ireland and the UK – a claim rate of just 0.59 per cent, which it says highlights its product quality.

Under the scheme – believed to be unique amongst bus, coach and truck tyre manufacturers in Irish and UK markets – operators are refunded for any accidental damage suffered before a tyre is 50 per cent worn, with the refund calculated against the remaining tread depth of the tyre. The Michelin X Multi guarantee for regional tread patterns covers 51 bus, coach and truck tyre sizes, including all X Multi and X MultiWay regional tyres, in all available sizes.



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# TRAILER FLEET OF THE YEAR



L-R: Joel Taggart, Vincent Waddell and Brian McManus, Surefreight and Steve Vincent, head of Aftermarket Sales, Schmitz CargoBull UK & Ireland.

The FINALISTS were: McCulla (Ireland) Ltd, Surefreight Ltd & Mulgrew Haulage Ltd

## WINNER:

# SUREFREIGHT

Since 1989, adaptation and growth have been the key factors to Newry headquartered Surefreight Ltd's success. Since its inception it has steadily expanded its business, and today has depots across the UK, including Manchester, Cardiff and Bradford.

**Its Newry depot** is ideally located on the main economic and transport corridor between Dublin and Belfast and just minutes away from the Port of Warrenpoint, enabling



it to make full use of all major shipping routes linking Ireland, Britain and Europe.

Commented the awards judges: "With a fleet of over 750 trailers ranging from curtainsiders and low loaders to rigids and flats, continual investment in new and refurbished units means the company is well placed to meet the specific requirements of its growing customer base."

The flagship of the fleet is a Scania Golden Griffin limited edition vehicle, of which only 50 have been produced, and has a full host of luxury extras to enhance driver comfort when completing long distance deliveries.

All Surefreight Ltd vehicles are fitted with modern communication equipment, so drivers can be contacted throughout their journey, and they are protected by a 24/7 roadside emergency response service that covers all of the United Kingdom and Ireland. Surefreight Ltd run two fully purpose-built garages with the latest equipment to ensure the trailers are kept up to date with all relevant legal requirements. All vehicles and trailers are covered by tyre contracts which insures tyres are well maintained.

The garage is currently running at a 98% pass rate at PSV which considering the substantial number of vehicles and trailers is an excellent percentage to achieve.

## SPONSORED BY



**Schmitz CargoBull is** Europe's leading manufacturer of semi-trailers, truck bodies and trailers for temperature-controlled freight, general cargo and bulk goods.

It has further expanded its presence in Northern Ireland, with the recent appointment of a new Service Partner - Belfast Port Commercials.

Conveniently and centrally situated on the Dargan Road in the Belfast Harbour Estate, Belfast Port Commercials operate on a very impressive site which is ideal for carrying out maintenance operations and spare parts ordering for Schmitz CargoBull trailers.

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## DRIVER OF THE YEAR



L-R: Joel Taggart, Martin Cooper, Beatties Distribution and Gavin Mitchell, Managing Director, RSA (NI).

The FINALISTS were: Martin Cooper, Beatties Distribution Services Ltd, James Dennison, WS Dennison Ltd, Victor Johnston, DFDS on behalf of Sainsburys, Winston Bradford, McCulla (Ireland) Ltd, John McIlwaine, McKinstry Skip Hire, Barry McParland, Surefreight Ltd, Ryan Johnston, Fegan Transport & Sydney Hamilton, Mulgrew Haulage Ltd.

### WINNER:

## MARTIN COOPER BEATTIES DISTRIBUTION SERVICES

Beatties Distribution Services is a leading next day parcel and pallet delivery company in Northern Ireland and has been since it was founded in 1985. Last year it became the first parcel delivery organisation in Northern Ireland to receive the Van Excellence Operator Accreditation from the Freight Transport Association.

**A delighted Martin** Cooper from Beatties Distribution Services, who fought off some very stiff competition from fellow drivers, was presented with his Driver of the Year 2018 title by Gavin Mitchell, Managing Director, RSA NI, after the gathering heard that once again this was a closely contested category, especially on the road, as each driver was put through a series of tests and manoeuvres to determine their skills. Chief Testing Instructors were Colin Hamill and Colin Skelton from Transport Training Services (TTS). "With very little to choose between all the competitors, whose vehicles, by the way, were presented to a very high standard, the top three were separated by just a very few minor driving faults throughout the whole test, but Martin was the eventual winner on the day." Added Matthew Beattie of Beatties Distribution Services: "We could not be happier for Marty and we are very proud to have him at the forefront of our fleet. He takes huge pride in his role, skill and presentation of not only himself but his vehicle and this is what makes him stand out." Last year Marty had applied for the same award and although he was a finalist he unfortunately did not walk

away victorious. But this did not discourage him, and over the course of the past year he honed in on his skills and mistakes, pushing himself to do better in this year's event. "This drive and perseverance to do better and achieve the award that he knew was his is what pushed him as a person to be prepared. We are glad to see this pay off for Marty and from the noise he got from the table on the awards night and the chant from everyone when he arrived in to work the following morning, we can say everyone in Beatties Distribution is very happy and proud of him!" Beatties Distribution Services started as a small, family run company back in 1985. The company was founded by Stephen, Walter & Andrew Beattie and since then it has grown bigger and better, focused on its primary goal of providing a unique, boutique and premium service to all of its clients. Beatties Distribution Services is a member of the number one Irish Pallet Network "TPN." This Network is made up of a number of regional haulage companies all with ISO accreditation. Within this network all members have to provide a 24 hour pallet / parcel collection and delivery service with a modern fleet of tail lift C&D vehicles.

### SPONSORED BY



**RSA Insurance** is recognised as one of the leading insurance providers to the Transport and Logistics Sector and widely regarded as being part of the fabric of the industry. With a long history of providing comprehensive tailored insurance solutions in this area, RSA are particularly proud to be associated with this award.

RSA NI's team of highly experienced insurance professionals offer a blend of strong technical capability and local market knowledge to assist the transport and logistics industry.

RSA NI's key priorities are to deliver profitable growth, enhance its technical expertise, drive operational efficiency and build its organisational capability in the province. A major emphasis is placed on delivering a world class service to its brokers and effective risk management and claims services to its customers.

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# TECHNICIAN OF THE YEAR



L-R: Joel Taggart, David Bonnes and Steve Turton, Managing Director, BPW Limited.

**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2018**

Paul Conroy 'Technician of the Year'

The FINALISTS were: Jamie McGregor, Dennison Commercials Ltd, Paul Donaldson, Mercedes-Benz Truck & Van NI Ltd, Piotr Kocon, Diamond Trucks, Stephen McQuaid, Armstrong Transport Services, Paul Conroy, Road Trucks Omagh, Ian McNeill, Road Trucks Larne & Thomas Kinley, Mulgrew Haulage Limited

## WINNER:

# PAUL CONROY

## ROAD TRUCKS - OMAGH

Given to the best technician who offers unparalleled servicing skills, interpersonal relations, and recommendations, Paul Conroy from Scania Road Trucks Ltd in Omagh picked up the much coveted award from Steve Turton, Managing Director, BPW Limited.

**The awards judges** praised Paul for "his dedication to get things right first time, always trying to go the extra mile for his customers, possessing excellent technical and all round transport compliance knowledge and investing both his own time and money in furthering his career."

Having beaten off stiff competition from six other finalists in the category, including a fellow technician from Road Trucks depot in Larne, Paul is certainly a deserving winner.

His attitude to life is that you must be ready to diversify, embrace change and be ready for new truck technologies even before the new trucks hit the roads.

He recently became the Scania escalation engineer for Northern Ireland after completing

training in Sweden on the latest Scania product range. "This," said the judges, "shows the respect and regard he is held within Scania and the Road Trucks business."

Paul, who also sees his role to bring on the next generation working with and mentoring apprentices, continues to invest in advancing his career in the industry.

Following on from gaining a HND he is currently working on an oscilloscope electronics diagnostics course at a local college.

Road Trucks operate two depots, one in Larne, the other in Omagh, each with fully equipped workshops, and have been Scania dealers for many years, being a past winner of the UK's Franchised Dealer of the Year award for offering an exceptional standard of customer service and product knowledge.

## SPONSORED BY



**BPW Limited**

**BPW has an** enviable worldwide reputation for producing quality, engineered trailer running gears, body superstructures and a market leading trailer telematics system.

BPW first began producing axles and suspensions over 100 years ago and in that time, it has developed rapidly and now encompasses multiple companies, development sites, production facilities and aftermarket distributors across the globe.

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

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Volvo Trucks. Driving Progress



# TRANSPORT MANAGER OF THE YEAR



L-R: Joel Taggart, Marie-Claire Reid, TST Transport and Joe Roddy, Network Truck Sales Director, Volvo Trucks UK & Ireland.

The FINALISTS were: Liam Taggart, WS Dennison Ltd, Maire-Claire Reid, TST Transport Ltd & Damien Todd, Wincanton For Asda

## WINNER:

# MAIRE-CLAIRE REID

## TST TRANSPORT

Praised for demonstrating the highest levels of operational ability, professionalism, fleet knowledge, fleet management and personnel skills, Maire-Claire was presented with the award by Volvo Trucks UK & Ireland Network Truck Sales Director, Joe Roddy.

Guests at the event heard that the finalists were separated by the tiniest of margins, but in the words of the judges, Maire-Claire was fully deserving of getting this award, noting her 'impressive enthusiasm and forward thinking, coupled with playing a pivotal leadership role and being fully focused on customer care.'

Maire-Claire is clearly a passionate young woman who is proving herself to be an inspiration to other young people and particularly young women in logistics. She has involved herself with several organisations including CILT, Women in Logistics, FTA Freight Council NI and the Institute of Directors in an attempt to learn more, have an input into policy matters and build on her already established skills. She has also recently been accepted at

Queens to complete an MBA-Master of Business and is indeed one of the youngest people accepted onto the course. Commented Maire-Claire: "I am absolutely delighted to have won Transport Manager of the Year 2018, the shock still hasn't quite worn off. Massive thanks to all the team at TST because without them this wouldn't have been possible."

Maire-Claire and her brother John started up TST Transport in 2012 with just one vehicle. The business has grown from strength to strength with Maire-Claire playing a pivotal leadership role within the company where their primary focus is customer service. The business continues to grow and expand with a recent significant investment into a new Freight Hub in Ballymena.

### SPONSORED BY



For over 50 years Volvo Trucks, with 87 wholly-owned or independent distributor & dealerships - including Northern Irish dealer Dennison Commercials - has been one of the leading truck suppliers in the UK & the Republic of Ireland, having registered around 235,000 vehicles in that time.

It recently introduced new driver support systems: Volvo Dynamic Steering with Stability Assist and Volvo Dynamic Steering with Lane Keeping Assist. The first system keeps you on the road no matter how wet or slippery it is, helping drivers to avoid potential skids, while Volvo Dynamic Steering with Lane Keeping Assist gives the driver a helping hand when the system detects that the truck is showing signs of edging towards the lane marking.

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# TOP TRAINING OPERATOR OF THE YEAR



L-R: Joel Taggart, Stephen Byrne and Tanya McShane, Surefreight and Gareth Lumsdaine, Network Truck & LVC Sales Director, Renault Trucks UK Ltd.

The FINALISTS were: Surefreight Ltd, PRM Group Ltd & Brakes Group

## WINNER:

# SUREFREIGHT

Since 1989, adaptation and growth have been the key factors to Newry headquartered Surefreight Ltd's success. Since its inception it has steadily expanded its business, and today has depots across the UK, including Manchester, Cardiff and Bradford.

**Its Newry depot** is ideally located on the main economic and transport corridor between Dublin and Belfast and just minutes away from the Port of Warrenpoint, enabling it to make full use of all major shipping routes linking Ireland, Britain and Europe.

Commented the awards judges: "Surefreight is a company that puts staff training right up there on its list of priorities. Over the past few years it has invested heavily in its employees, helping them develop and enhance their knowledge, enabling them to carry out their jobs more effectively and efficiently.

"Surefreight is also investing in recruiting young people under the age of 25 years, putting them through Class 1 and 2 driving tests and Driver CPC with the prospect of full-time roles within the company. This proved to be a considerable risk to the company due to the cost of training and higher insurance premiums, but has proved

a risk worth taking and clearly demonstrates that Surefreight is committed to its staff and the industry by encouraging fresh new, young drivers."

The drive for staff development and progression doesn't stop at drivers. It includes upskilling other employees, including school leavers, through to apprentice mechanics and onwards to fully trained mechanics as well as administrative staff progressing into HR roles.

Surefreight have made a significant investment over the last 18 months in a new purpose built training facility where two fully trained and competent trainers deliver a full complement of training needs including driver induction, refresher training, Driver CPC, in-cab assessments of drivers identified by using bespoke KPI's, fuel efficiency and load security. There are also exciting plans to expand into even more areas of training in the near future.

## SPONSORED BY



### French manufacturer, Renault

Trucks is a leading truck supplier to the UK & the Republic of Ireland through an impressive network of 68 wholly-owned, independent distributors & dealerships - including Newtownabbey-based dealer Diamond Trucks.

It recently launched its new Master 6-tonne rigid 6x2 low deck chassis cab, featuring both low cab and cargo entry, increased internal load dimensions and high payloads, as a cost-effective and eco-friendly alternative to the traditional 7.5 tonne 4x2 vehicle most used for urban and haulage operations. The new Renault Trucks Master 6x2 is a tailored design available on either steel or four-bag rear air suspension. Featuring a low chassis height, it is ideal for a wide variety of custom-built applications such as dry freight logistics, road traffic / cone management, equine transportation, car transporters and mini coaches looking for increased productivity and cost-effective solutions.



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Simon Griffiths, Director  
Smiths Heavy Haulage Limited



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# INNOVATION EXCELLENCE AWARD



**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2018**

L-R: Joel Taggart, Billy Dougan, Gray & Adams and Kevin Lanksford, Fleet and Specialist Vehicle Sales Director Scania (Great Britain) Ltd.

The FINALISTS were: Simplicity Group, SDC Trailers Ltd, Derry Refrigerated Transport, R2c Online, RiverRidge, Gray & Adams (Ireland) Ltd

## WINNER:

# GRAY & ADAMS (IRELAND) LTD

Manufacturer of temperature-controlled semi-trailers and rigid vehicle bodywork, Gray & Adams had reason to celebrate, being presented with the award for Innovation Excellence; it was handed over by Kevin Lanksford, Fleet and Specialist Vehicle Sales Director, Scania (Great Britain) Limited.

**The Innovation Excellence** Award showcases companies operating within the transport and logistics sector who have invested in innovative solutions to make their operations more efficient, profitable and successful; from the latest equipment or facilities to cutting edge technology or environmental solutions.

Gray & Adams has had many reasons to celebrate in recent times, having been placed 18th on The Sunday Times HSBC International Track 200 League Table and being awarded the titles of Refrigerated Rigid of the Year, Trailer of the Year and the Award for Innovation at the 2018 TCS&D Awards and now winning the Export & Freight Innovation Excellence Award.

This award was for the development of a bespoke mobile app for Gray and Adams Ireland, which provides a more comprehensive but streamlined method of recording key production

data for the team at the Newtownabbey site. The App will be rolled out across all Gray and Adams depots throughout this year.

The business' success at these awards recognise Gray and Adams' achievements in prioritising innovation, which add value to customers and staff alike. This new, fully digital, process has improved efficiencies, enhanced quality control, allows for improved sustainability and better overall visibility across the production process.

Billy Dougan, Managing Director at Gray and Adams (Ireland), accepted the award and added: "Gray & Adams has a strong business ethos built around people. The award win is testament to Gray and Adams' commitment to continuous improvement and dedication to adding value in every aspect of our process. We are very proud to have won this award as innovation and delivering the very best for our customers is at the core of everything we do."

## SPONSORED BY



**SCANIA**

*Road Trucks Ltd*

**One of the** world's leading manufacturers of trucks and buses for heavy transport applications, Scania operates in more than 100 countries and is represented by Road Trucks Ltd in Northern Ireland with depots in Larne and Omagh. In 2017, it delivered 82,500 trucks, 8,300 buses as well as 8,500 industrial and marine engines to its global customer base.

Founded in 1891, Scania employs almost 50,000 people. Research and development are concentrated in Sweden, with branches in Brazil and India.

Production takes place in Europe, Latin America and Asia, with regional production centres in Africa, Asia and Eurasia.



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# TOP FLEET OF THE YEAR AWARD



**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2018**

L-R: Joel Taggart, Michael Murray, Mulgrew Haulage and Gary North, Head of Sales, UK Mercedes-Benz Trucks UK.

The FINALISTS were: AGRO Merchants Group, Derry Refrigerated Transport, McCulla (Ireland) Ltd, Surefreight Ltd, Mulgrew Haulage Limited & PRM Group Ltd

## WINNER:

# MULGREW HAULAGE

Founded by Dermot Mulgrew senior in 1973, Mulgrew Haulage continues to expand its Ireland/UK activities, having already successfully established itself as one of Ireland’s leading cross-border operators, with a broad customer base that includes many blue chip companies, specifically, but not exclusively, in the soft drinks and alcoholic beverages sectors.

**Mulgrew Haulage specialise** in internal transport within the island of Ireland with daily cross border services cover all the major towns and cities in the north and south of Ireland, and also provide the same service in mainland UK, with a service dedicated to deliveries within England, Scotland and Wales. Its extensive fleet of trucks and trailers includes curtainsiders, euroliners and many custom-tailored trailers to suit clients’ specific requirements. The awards judges singled out Mulgrew Haulage with reference to the company’s multi-million pound investment in its fleet and to its professional team of fully trained drivers all of whom take pride in the appearance of their trucks. The company has also standardised its fleet of trailers to the maximum legal height for roads in Ireland, whilst still maintaining an internal height of 3.1m in order to maximise either the weight, or volume of the load, thereby reducing empty running, and offering greater operational flexibility.



The company has a team of 10 qualified and experienced technicians who operate from a recently opened, state of the art maintenance facility to regularly service the fleet; all the vehicles have multiple cameras fitted to improve safety and prove compliance with customer requirements and road conditions, and all are fitted with the latest telematics that in addition to vehicle location data, provide a detailed analysis of driver behaviour.

### SPONSORED BY



**Mercedes-Benz Trucks** have been a hallmark of premium quality, reliability and economic efficiency for over 100 years now. It stands not only for reliability and economic efficiency, but also for first-class product and service quality. Local dealers, Mercedes-Benz Truck & Van (NI) enjoy a wealth of expertise in the area of customer-orientated transport solutions. Its experienced truck and van sales teams are always on hand to offer advice and assistance to help customers choose the right Mercedes-Benz commercial vehicle for their business. It also has state-of-the art Service and Parts facilities at both its sites in Mallusk, just outside Belfast and in Dungannon, with the latest diagnostic equipment and genuine Mercedes-Benz truck and van parts.

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## EXCELLENCE IN CUSTOMER SERVICE AWARD



L-R: Joel Taggart, Patrick Derry, Derry Refrigerated Transport and Henrik Pedersen, Freight Sales Director, P&O Ferris.

The FINALISTS were: PRM Group Ltd, Dennison Commercials Ltd, Taylored Workwear Ltd, MMK Express Ltd, Derry Refrigerated Transport & Surefreight Ltd

### WINNER:

# DERRY REFRIGERATED TRANSPORT (DRT)

Derry Refrigerated Transport (DRT) was one of the big winners, picking up the Excellence in Customer Service award which was presented on behalf of the sponsors by Henrik Pedersen, Freight Sales Director, P&O Ferris.

**The gathering heard** that this category had the highest number of entries and the judging panel insisted on putting forward seven finalists. "A very high standard as usual made the judging of this category extremely difficult, but the range of excellent customer testimonials and an impressively high level of customer services resulted in Derry Refrigerated Transport standing out," said the award judges. Having grown from a small one-man operation to one of the country's most successful haulage operators, DRT understands and appreciates the issues and complexities businesses faces at each turning point. Its aim is to make the entire process of storing and transporting goods as easy as possible for customers, with the flexibility and ability to provide a bespoke service to each and every one on a daily basis. In recent years DRT has seen the business enjoy

steady growth, due to a number of factors including service and quality staff. It recently announced a £9-million-pound investment that will see the opening of a new state-of-the-art facility in Co. Armagh in 2019, as well as the creation of 50 jobs for the local area. The new, bespoke hub will span over 10 acres and be the first of its kind for refrigerated transport in Ireland. "Our customers have been extremely loyal to us since starting out 20 years ago with only one lorry and we want to continue to enhance our relationship by offering them something extra. We are hopeful that this recent investment will establish Derry as the go-to refrigerated transport company in Ireland. "We are, always have been and always will be a family business, with family values, with the customer right at the centre of everything we do and every decision we make," commented Managing Director Patrick Derry.

### SPONSORED BY



**P&O Ferris is** a household name operator of ferry services across the English Channel, North Sea and Irish Sea, with almost 4,000 employees.

As a leading pan-European ferry and logistics company, it operates more than 20 vessels which carry 8.4 million passengers and 2.3 million freight units annually, sailing 27,000 times a year on eight major routes between Britain, France, Northern Ireland, the Republic of Ireland, Holland and Belgium.

Together with its logistics division, P&O Ferrymasters, the company also operates integrated road and rail links to countries across the continent including Italy, Poland, Germany, Spain and Romania. P&O Ferrymasters also owns a rail terminal in the Romanian city of Oradea, which facilitates the onward movement of goods to Britain from Asian countries via the Silk Road.

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## PICK-UP OF THE YEAR



L-R: William Kirby, General Manager, Lough Erne Resort, Alastair Kerr, Isuzu and Joel Taggart.

The FINALISTS were: Isuzu D-Max 1.9 Yukon, Mercedes-Benz X Class 250 D 4MATIC, Toyota Hilux Invincible 2.4 & Volkswagen Amarok 3.0 Litre V6 DTI

### WINNER:

## ISUZU D-MAX 1.9 YUKON

The first time to feature at the event, this award recognises a Pick-Up that appeals equally to the working and lifestyle sectors. Judges were looking for a vehicle that excelled in performance, handling, payload, reliability, towing capacity, and comfort and convenience.

**Described by one** national newspaper as 'the hardest-working employee you'll ever hire,' the new generation Isuzu D-Max range, which comes with an impressive five year/125,000 warranty, has attracted much praise since its launch earlier last year – and awards, among them the WhatVan? Pick-Up of 2018.

Our judging panel tell us that it was with great difficulty in coming to a final decision because of the high standard of pick-ups under consideration, but the Yukon just 'edged' it ahead of the rest.

Certainly, this award-winning Yukon 1.9 is a pick-up you'll feel very comfortable working with. It features a 7" multifunction colour touchscreen, choice of Extended or Double Cab and a rear load liner to help with the hard stuff. In addition, there's a six or eight speaker (depending on model) sound system, leather steering wheel with built in audio and cruise controls and map lights all to help make the working day less stressful.

The Isuzu D-Max diesel engine that powers the entire Isuzu D-Max range is Euro 6 compliant – without the need for AdBlue and unlike some pick-ups, the Isuzu D-Max – with its incredible towing capacity – is able to tow up to 3.5 tonnes with both a 2-axle and 3-axle trailer.

Safety features on the D-Max also abound. These include Hill Start Assist which stops the vehicle from rolling downhill by applying the brakes for two seconds, allowing the driver to set the revs needed to get the vehicle moving. Then there's Hill Descent Control: through automatically using the vehicle's ABS system to maintain a consistent, low speed, means that there's no need for the driver to touch the brake pedal when coming down an incline.

It is a looker, too, on the road. The 6-spoke design 18" alloy wheels come in chrome on Yukon, and a full size spare wheel is standard. We've been putting it to the test ourselves and you can read more about it elsewhere in this issue.

### SPONSORED BY



**Winner of Hotel** of the Year 2017, Lough Erne Resort, is a luxurious 5-Star hotel in Enniskillen, the gateway to North West Ireland. Nestled on a 600 acre peninsula with spectacular views of the Fermanagh Lakelands and The Faldo Course, it's clear to see why Lough Erne Resort is renowned as one of the finest hotels Northern Ireland has to offer.

It is Northern Ireland's first 5-Star AA and NITB resort featuring 120 rooms and suites. Whether you are planning a romantic getaway, corporate outing, family trip or holiday with friends, at Lough Erne Resort you'll find magnificent accommodations with access to golf, spa services and our gourmet special offers.

Lough Erne Resort also provides the ultimate 36-hole golf experience. Home to two Championship Golf Courses, the awarding winning Faldo Course, which hosts the annual Export & Freight Golf Masters, one of the biggest events in the resorts calendar, and Castle Hume Golf Course and Golf Academy with state of the art facilities.

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L-R: Andrew Johnson, Sales Manager, FUSO Ireland, Tracy Martin, Kathryn Dickey, TTP and Joel Taggart.

The FINALISTS were: Dennison Commercials Ltd, MMK Express Ltd, Technical Transport Products Ltd, WS Dennison Ltd, Surefreight Ltd & Stena Line

## WINNER:

# TECHNICAL TRANSPORT PRODUCTS (TTP)

Celebrating 40 years in business this year, the team at Thermo King dealers TTP (Technical Transport Products) came in for a lot of praise at the annual Awards.

**Company representatives** were presented with their award by Andrew Johnson, Sales Manager, of sponsors FUSO Ireland, after guests heard how TTP staff had embarked on a project earlier this year to shoot what they called 'a more unconventional promotional video' to mark their 40th anniversary, entitled 'The Fast and the Refrigerated'.

"Our idea was a little bit off the wall, but we truly knew that embarking on a 'Mission Impossible' theme was the right direction to take and we are delighted that our team supported us every step of the way. Our staff members are extremely proud to work here, and they were all eager to show the company in its best possible light."

The film has received great feedback; the TTP team were presented with a Special Recognition Award after the film was shown at the Thermo King Dealer Principals Conference in Marrakech and the Service Managers Conference in Prague earlier this year.

"It really shows that when you work as a team from start to finish, you can achieve great things."

TTP began life at a time when refrigerated transport in Northern Ireland was in its infancy, but as the need for transport refrigeration grew and with the weight of Thermo King behind it, so did the company. The Ballymena based facility has grown today to a 7 bay workshop and a fleet of fully equipped vehicles offering 24/7 coverage 365 days a year.

TTP have received various awards over the years culminating in Dealer of the Year Award – the highest achievable – for Excellence in their region – Europe, Africa, Russia and the Middle East.

The company was founded by Billy and Muriel Finlay; today their daughters Kathryn Dickey, as General Manager and Tracy Martin, as Sales and Marketing Manager, assume the day to day running of the business.

## SPONSORED BY



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

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

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

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



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# VAN OF THE YEAR



**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2018**

L-R: Harry Girvan, Managing Director Harry Garvin, Simplicity Group, Andy Eccles, Robert Walker, Mercedes Benz and Joel Taggart.

The FINALISTS were: Renault Traffic DCI95, Volkswagen Crafter 2.0 Litre DTI, Mercedes-Benz Sprinter 316 LWB, LDV EV80, Toyota Proace Medium Comfort 1.6 115hp & Iveco Daily Bluepower RDE 2020 Ready

## WINNER:

# MERCEDES-BENZ SPRINTER 316 LWB

The Mercedes-Benz Sprinter 316 LWB beat off stiff competition from five other leading manufacturers to pick up this prestigious award.

**The Mercedes-Benz Sprinter 316 LWB** bristles with new technology and equipment never before incorporated in a commercial vehicle, including a powerful suite of standard features such as Active Brake Assist, Crosswind and Collision Prevention Assist, Blind Spot and Lane Keeping Assist, as well as a reassuring alarm, double lock and visible VIN. It also features state-of-the-art MBUX technology and is fitted as standard with a high resolution 7-inch touchscreen, offering intuitive touch control and enables Mercedes PRO connect services; it has been described in some quarters as 'the most intelligent and powerfully connected van the world has ever seen'. Mercedes PRO connect supports your business with optimised assistance, enabling servicing and maintenance work to be planned in advance. It offers a direct connection between fleet managers and drivers. And it improves navigation with real-time updates and more. The driver's working environment is spacious, uncluttered, comfortable and above all, practical, with ergonomically shaped seats, keyless start and an improved air conditioning system, together with a touch-capable multifunction steering wheel,

alongside wireless charging for smartphones. With speed-sensitive electric power steering as standard, other safety assistance systems available for the Sprinter include a reversing camera showing its image in the rear-view mirror, a modern Parking package with a 360-degree view, a rain sensor and wipers with an integrated Wet Wiper system to ensure optimum visibility even during the wiping process. Meanwhile, as part of the strategy of Mercedes-Benz for electrification of the commercial van fleet, a new eSprinter will enter the market in 2019 in the form of a 3.5-tonne panel van with high roof and a load capacity of up to 10.5 m3. With a maximum range of up to 93 miles or maximum payload of over 1,000 kg, there will be a choice of two battery options. The charging time is around six hours, unless the eSprinter is charged at a DC fast charging station when after 45 minutes both battery capacities will be provided with 80 percent of their range again. Customers will have a choice of maximum speeds: a top speed of 49 mph in urban environments conserves energy reserves and increases range, or if more pace is required, top speeds of up to 75 mph should be possible.

## SPONSORED BY



**For the last** decade, Simplicity Group have been specialising in fully managed communications and technology solutions for businesses throughout the UK and Ireland. Their innovative products and highly skilled team of communications specialists have helped improve driver performance, protect against false insurance claims and maximise safety whilst on the road.

"Our goal is to develop close working relationships with our clients; we view this relationship as a partnership. We don't just want to win your business, we want to earn and retain it. This means staying close and keeping you up to date with all the latest technological advances in the industry.

"We create solutions aligned to your business vision from fine-tuning existing services to designing bespoke unified solutions. We're able to take this flexible approach to the service we offer as processes and limitations do not bind us and our staff are on hand to help when you need us the most."



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## CHILLED OPERATOR OF THE YEAR



L-R: Fred Rogers, Sales & Service Manager of Ireland, Thermo King, Brian Beattie, McCulla Transport and Joel Taggart.

The FINALISTS were: AGRO Merchants Group, Derry Refrigerated Transport, PRM Group Ltd & McCulla (Ireland) Ltd

### WINNER:

## McCULLA (IRELAND) LTD

McCulla (Ireland) Ltd is a leading temperature-controlled warehousing and logistics companies, serving the UK, all of Ireland and the rest of continental Europe, with an infrastructure that uses only its own fleet and its own drivers, meaning it has full control over the entire supply chain at all times.

**Established in 1969** by David McCulla, the company is fast-approaching its 50th anniversary and is now under the ownership and direction of the second generation of the McCulla family. Brother and sister, Ashley and Carol (the youngest two children of the Company Founder), jointly took control of the business in 1992 and have developed it into a multi-million pound operation.

Commented the awards judges: "McCulla (Ireland) Ltd has clearly demonstrated an innovative, proactive and progressive approach to temperature-controlled logistics. Renowned as an early-adopter of new technologies, it has invested heavily in the business in recent years."

Under the current Directorship, the business has been differentiated from standard refrigerated haulage into a full-service logistics provider of bespoke solutions for customers of all sizes, including delivery by the box, pallet, or full load and has also diversified

into additional niche sectors, including pharmaceuticals and tech goods logistics.

Continual and significant investment by the company has centred on facilities and equipment at sites in Lisburn and Dublin, technology integration, customer service initiatives and staff development. More recently, McCulla Ireland installed an anaerobic digester plant at its Lisburn site at the cost of £3 million, making it the only company in the UK and Ireland to have a totally carbon-neutral cold store.

Last year, it won no less than eight awards, achieved at six different events. Three recognised McCulla Ireland for its environmental commitment, three for its achievements in the company's specialist sector, and one was for innovation excellence. The final honour was being named as Northern Ireland's best mid-size family business of the year.

### SPONSORED BY



**Thermo King** is the world leader in temperature control systems; together with its sister company Frigoblock, it has a range of options to cover all eventualities. For example, by combining diesel and electric power, it has come up with the SLXi Hybrid to give operators the best of both worlds in these environmentally conscious days.

Its Northern Ireland dealer is Technical Transport Product (TTP), who is celebrating 40 years serving the industry and its loyal customers – and last year it opened a new workshop in Portadown.

The move was part of the company's long term plans to grow and diversify the business which was originally established in Ballymena at a time when refrigerated transport in Northern Ireland was in its infancy.

The company was founded by Billy and Muriel Finlay. Today, it is headed up by their daughters, Kathryn Dickey, General Manager and Tracy Martin, Sales & Marketing Manager.



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# OWN ACCOUNT OPERATOR OF THE YEAR



L-R: Phil Moon, Marketing Manager, DAF Trucks Limited, Gary Barnes, Mark Grundy, Balloo Hire Centres and Joel Taggart.

The FINALISTS were: Balloo Hire Centres, RiverRidge & RTU Ltd

## WINNER:

# BALLOO HIRE CENTRES

Described as a 'dynamic, progressive and customer focused company, with a highly diverse product range,' Balloo Hire are right at the forefront of the hire industry on both sides of the border.

**Providing Northern Ireland's** business and domestic markets with plant and tool hire since 1987, continued growth over the years means it now operates from an integrated network of five locations throughout Northern Ireland – Belfast, Bangor, Lisburn, Ballyclare and Glenavy, with province wide delivery.

Quality and value are at the heart of everything it does. Whether the job is big or small, its team of highly trained, dedicated, customer focused experts can provide sound professional knowledge and advice.

"We passionately believe that our people, our products and our service can make a real difference to any business. We are committed to providing a first class service." Balloo Hire Centres take quality and health and safety seriously, and as a result have held the internationally recognised accreditations of ISO 18001 and ISO 9001 since August 2012. The company is also a member of Hire

Association Europe and is one of only two hire companies in Northern Ireland to have attained the prestigious IPAF Rental+ quality mark.

In addition to plant hire throughout Northern Ireland its depots also stock a large range of consumable items for sale, available in all its showrooms. It also carries a huge selection of hand tools and for keeping safe on site, it offers all the safety equipment and PPE that could ever be needed.

In 2017, it was voted Plant Hire Company of the Year at the annual Plant & Civil Engineer awards, and its work in the film & TV production industry has also been highly recognised.

In 2015 HBO American fantasy drama Game of Thrones named Balloo Hire on their Emmy 'For contributions to the Emmy award-winning program outstanding drama series'. This was awarded to Balloo Hire as a mark of thanks for meeting and exceeding their requirements since filming began in 2010.

## SPONSORED BY



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

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

Meanwhile, after nearly thirty years in Thame, Oxfordshire, DAF Trucks in the UK have moved to a new facility in neighbouring Haddenham, Buckinghamshire. The new three-storey facility has almost 50,000 sq.ft. of office space and includes a state-of-the-art auditorium, as well as an ultra-modern four-bay workshop to offer world class training facilities for DAF dealers and employees.

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# HAULIER OF THE YEAR



L-R: John Watson, Senior Cards Operations Manager, Circle K, Jonny Neill, EDS and Joel Taggart.

The FINALISTS were: Armstrong Transport Services, WS Dennison Ltd & E.D.S. (Express Distribution Services)

## WINNER:

# E.D.S. (EXPRESS DISTRIBUTION SERVICES)

Express Distribution Services Ltd, founded by David Neill, the current managing director, is celebrating its 20th year in business.

The company began trading in February 1998 from a 5000sq ft depot in Tandragee with just seven employees. Eight years later, it had more than doubled in size, with employee numbers rising to 30. Steady growth and an expanding customer base then saw EDS move in 2010 to purpose-



built premises which includes a state of the art warehouse on a three and a half acre site at Silverwood Business Park, Craigavon, and four years later it acquired an English based haulage company, enabling it to establish a depot at Bilston near Wolverhampton in the West Midlands.

Today, with a modern fleet of more than 40 trucks and 30 trailers, and growing staff numbers, it has become one of Ireland's premier distribution companies, with a range of distribution services including the transportation of palletised freight throughout Ireland, the UK and Europe.

Renowned for always being reliable and willing to go the extra mile for its customers, the awards judges had no hesitation in naming EDS as Haulier of the Year 2018.

As one satisfied customer put it: "David Neill and his dedicated team in Express Distribution Services have been a pleasure to work with from day one and as our partnership has prospered and grown over the years, the levels of service and commitment shown by David and his team have been exemplary. We look forward to continuing to build our excellent relationship and wish David and his team the very best for the future."

## SPONSORED BY



Circle K (formerly Topaz) is Ireland's largest fuels and convenience retailer. They have over 444 stations with a further three new state of the art, motorway service stations, with full HGV facilities, being added this year. They are currently going through an extensive rebranding programme where all Topaz Service Stations will be replaced with Circle K. Announcing the changes earlier this year, 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. 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."

# GAS OR DIESEL? NO DOUBT: IVECO!

STRALIS NP 460

STRALIS XP 480



**PRESS TESTS CONDUCTED ACROSS EUROPE SPEAK LOUD AND CLEAR.  
IVECO IS IN THE TOP RANKING FOR TCO.**

	Traction	Model	Diesel km/l LNG km/kg	AdBlue %	Average Speed km/h
1°	LNG	Stralis NP 460	3.96	–	75.5
2°	Diesel		3.72	8.7%	73.5
3°	Diesel	Stralis XP 480	3.63	7.4%	72.3
4°	Diesel		3.62	3.8%	74.6
5°	Diesel		3.55	3.9%	77.5
6°	Diesel		3.43	8.7%	72.9
7°	Diesel		3.42	8.3%	72.5

Example: «Vado e Torno» (July 2017 – June 2018)  
best result per Brand

**STRALIS**  
**TCO<sub>2</sub> CHAMPIONS**

**IVECO**

Your partner for sustainable transport

# NATIONAL & INTERNATIONAL HAULIER OF THE YEAR



L-R: Stuart Webster, UK & Ireland Business Director IVECO, Richard Dawkins, Agro Merchants and Joel Taggart.

The FINALISTS were: McCulla (Ireland) Ltd, PRM Group Ltd, AGRO Merchants Group, Surefreight Ltd & Mulgrew Haulage Ltd

## WINNER:

# AGRO MERCHANTS GROUP

Agro Merchants Group is currently the 4th largest operator of its kind in the world with more than 60 facilities in 11 countries, including five depots in Northern Ireland and three in the Republic.

**A past winner** of Chilled Operator of the Year award in 2017, it specialises in the storage, value-added handling, and distribution of refrigerated and frozen food products and is strategically located to serve ports, distribution hubs, and production locations via ship, rail, truck, and air – providing comprehensive “one-stop” services and support from booking to final destination delivery.

Locally, AGRO Merchants Lurgan, previously known as Sawyers Transport Ltd, has facilities in Silverwood and Annesborough, both prime locations just off the M1 and within easy access to all major ports and the rest of the Group’s facilities in Ireland.

Meanwhile, AGRO Merchants Dublin, previously Browne Logistics, is conveniently located in the Swords Food Park, near the port of Dublin. The Lurgan and Dublin sites cooperate very closely to offer the best distribution and transport solution to the Group’s customers.

Apart from these sites, it also has additional facilities in Portadown, Ballygawley,

Castleblaney and Lough Egish, all part of what is an unrivalled international network.

Recently, AGRO Merchants launched an exciting new HGV Apprenticeship programme – a first of its kind in Northern Ireland for Articulated vehicle driving. The programme offers candidates the opportunity to achieve an accredited “driving goods vehicles” certificate whilst also receiving the practical training needed to pass the vocational test to drive a HGV.

It began piloting at the end of July and offers a role for up to 30 candidates who meet the eligibility criteria. This initiative is under the provision of Apprenticeship NI.

AGRO has over 230 vehicles and 580 trailers in its fleet at AGRO Merchants Lurgan and upon successful completion of the apprenticeship, candidates will receive full time employment, travelling around Ireland, the UK and mainland Europe.

## SPONSORED BY



**IVECO and local** dealer N.I. Trucks are leading the pursuit for sustainable transport thanks to a range featuring dedicated natural gas-powered vehicles from Daily vans to Stralis tractors, electric options, as well as diesel models featuring advanced drivelines which dramatically increase efficiency, minimise emissions and reduce operator cost.

As the first manufacturer in the world to understand the potential of natural gas in the commercial transportation sector, IVECO is a leader in the natural gas vehicle sector. With more than 20 years of experience, the brand has succeeded in creating forward-thinking solutions which will contribute to further reducing the environmental impact of the transport sector, making it the perfect partner for sustainable transport.



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club for transport professionals.**



# LOGISTICS & WAREHOUSING SPECIALIST OF THE YEAR



L-R: David Cussans UK Sales Director MAN Trucks & Bus UK, Hugo Gordon, Bondelivery and Joel Taggart.

The FINALISTS were: AGRO Merchants Group, McCulla (Ireland) Ltd, PRM Group Ltd, Bondelivery & Mulgrew Haulage Ltd

## WINNER:

# BONDELIVERY

Having helped shape the logistical expectation throughout the country, building up a reputation amongst blue chip clients, with the resources, skills, experience and commitment to provide continuous service levels beyond expectations, Bondelivery has operated in the Northern Ireland logistics industry for the past 40 years.

**It was purchased** by the McBurney Transport group at the beginning of the nineties to offer a comprehensive logistics solution which included warehousing and final mile delivery solutions throughout Ireland. Operating from a 110,000 sq ft warehouse, with a 50,000 sq ft mezzanine floor it offers an expansive range for services for high profile clients throughout Ireland that involve secure high value distribution, dedicated retail

distribution, delivery of 8 million parcels a year to a courier network, dedicated Pick and Pack operation servicing next day parcel requirements throughout Ireland, and shared user groupage operation and home delivery division.

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

It has embarked on a project for the future involving a bespoke automatic sortation machine for its parcel division. When complete, the machine will triple productivity and project substantial savings for customers.

Last year it launched a new driver app, which reduces paperwork and improves data capture. The vehicle checks app eliminates the need for paper defect reports; everything is stored and accessed online and can be viewed / actioned as soon as the check or incident has been submitted by the driver.

## SPONSORED BY



### Boasting a record-breaking

seven International Truck of the Year Awards MAN has built an enviable reputation for producing quality trucks. Today, that reputation also extends to its Customer Satisfaction programme – Customer First, designed to change the focus and dramatically improve customers' experiences across the business.

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MAN is represented in Northern Ireland by RK Trucks, with depots in Carryduff outside Belfast, and at Dungannon, just off the M1 motorway.





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# FLEET TRUCK OF THE YEAR



L-R: Gary Coburn, Regional Sales Director Close Brothers, Enda Cushnahan, CEO, SDC Trailers, Neil Hatton, Brian Lynch, TBF Thompson, Phil Moon, DAF Trucks and Joel Taggart.

The FINALISTS were: DAF XF, Iveco Eurocargo ML180E/P, MAN TGX, Scania S450 A6x2/2 NA Highline, Volvo FH & Mercedes Benz Actros 1

## WINNER:

# DAF XF

The DAF XF beat off stiff competition from five other leading manufacturers, with a panel of 17 industry experts involved in assessing each truck.

**With top marks** for performance and reliability, driver safety and comfort, fuel efficiency and aftersales support from the dealership network, the DAF XF comes with a raft of innovative features as standard.

These include Adaptive Cruise Control, Predictive Cruise Control, Forward Collision Warning, Advanced Emergency Braking System, Lane Departure Warning System and Vehicle Stability Control.

Also voted 'International Truck of the Year 2018' by an independent jury of leading road-transport journalists from 23 European countries, the DAF XF features completely new powertrains with highly efficient transmissions and rear axles.

Together with the new compact after-treatment systems, sophisticated software and aerodynamic optimisations, these innovations result in a fuel efficiency gain and CO2 reduction of an impressive 7%. For vocational configurations of the new trucks there are up to 300 kilograms in weight reductions to further enhance the customer's operating efficiency. The XF remains the industry leader in driver

comfort, thanks to its great accessibility, excellent interior space and many innovations that enhance comfort, user-friendliness, attractiveness and safety.

For example, the instrument panel in the spacious cab has been redesigned with new characters for a more modern and attractive appearance and enhanced clarity. The enhanced Driver Information Panel includes a tachograph countdown, displaying remaining driving and resting times. This contributes to enhanced comfort and efficiency, as do the driver configurable switches (MUX), which allow the driver to position dashboard switches according to his/her preference.

Drivers also benefit from the new interior light switch, positioned in the central part of the dashboard, while DAF's great sliding table and unmatched storage space remain untouched. The new interior light switch stands out in user-friendliness with possibilities of dimming for 'night drive' and 'relax' modes. All speed related functions, including cruise control, predictive cruise control and adaptive cruise control are perfectly and logically grouped at the right side of the steering wheel.

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**SDC Trailers Limited** in Toomebridge is the largest trailer manufacturer in the UK and Ireland. They supply approximately 75% of the dry freight trailers into the Irish market. When you invest in an SDC trailer, you are not only investing in the best technology, quality and flexibility, you're investing in the knowledge, expertise and understanding that comes from years of experience in the haulage industry. Close Brothers Commercial Finance supports businesses across Ireland with flexible asset finance, invoice finance and asset based lending solutions.

With offices in Belfast, Cork, Dublin and Galway, its team of specialists have extensive experience working with businesses in a variety of sectors. It can offer local and quick decision-making, alongside a personalised service with individually tailored packages and funding solutions that directly meet the needs of your business.

Export & Freight's  
'Fleet Truck of the Year'  
DAF XF



## DRIVER APPEAL & FUEL ECONOMY LIFTS DAF XF ABOVE THE COMPETITION

The DAF XF may have been around for a lot longer than some of its nearest competitors, but constant refinements and improvements over the years have kept it a firm favourite with both drivers and fleet operators, which is one reason why it was named Export & Freight's 'Fleet Truck of the Year' at the recent Transport & Logistics Awards.

**Beating off stiff** competition from five other leading manufacturers, with a panel of 17 industry experts involved in assessing the truck, the DAF XF's appeal is clearly apparent; it has also been named 'International Truck of the Year 2018.'

Comments Phil Moon, Marketing Manager for DAF Trucks in the UK: "The XF is a well-established and a well appreciated truck in the market which is backed up both locally and nationally by a strong dealer network across the UK and Ireland.

"Added to that are the improvements that were made to the XF last year in terms of driveline, engine and new Traxon automated gearbox, all of which increased its driver appeal and performance; we get a lot of positive feedback from drivers. Another big factor in its success is its improved fuel economy, with operators now appreciating it is probably one of the most fuel-efficient trucks on the market."

In addition to new engines and gearboxes, DAF has also introduced high-efficiency rear axles with low-friction wheel ends. What's more, a range of faster ratios starting from 2.05 enable lower engine rpm's for highest fuel efficiency. To reduce friction losses, DAF introduced grinded differential gear sets and added new bearings and seals in the rear axle along with low-level, low-friction rear axle oil.

Adds Phil: "Obviously the Export & Freight awards jury panel was made up of operators and industry specialists, so they were hopefully taking into account of their own experience and understanding of the XF when making the award."

The DAF XF comes with a raft of innovative features as standard, including Adaptive Cruise Control, Predictive Cruise Control, Forward Collision Warning, Advanced Emergency Braking System, Lane Departure Warning System and Vehicle Stability Control.

"The Northern Ireland market, of course, is slightly different from the rest of the UK. Fleet operators in Northern Ireland want a truck that is best suited to long haul operations as a lot of their work takes them abroad, so fuel economy and fuel capacity is essential as is a spacious, driver-friendly cab; drivers spend a lot of their time away from home, so they need a comfortable working environment which the XF provides."

Similar sentiments have been echoed by Director Alan Espie from local DAF dealers TBF Thompson. "The XF has long been a driver's favourite. It has an excellent cab and many innovations that enhance comfort, user-friendliness, attractiveness and safety. It is constantly being improved; it's new Traxon gearbox is phenomenal and coupled with great fuel economy and lower emissions, it is not difficult to see why it remains extremely popular."

Added Alan: "Because drivers in Northern Ireland often spend nights away from home they do look for a truck that offers them that extra space and comfort, which is understandable, and which is why they are attracted to the DAF XF, and the awards judging panel obviously recognised that. Yes, it was up against some of the best trucks in the market, so to win the award is very satisfying."



INTERNATIONAL  
TRUCK OF THE YEAR 2018

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**Stena Line**

# TRANSPORT PERSONALITY OF THE YEAR



**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2018**

L-R: Anna Breen, Freight Commercial Manager Irish Sea North Stena Line, Donal Rice and Joel Taggart.

## WINNER:

# DONAL RICE

## MANAGING DIRECTOR OF RK TRUCKS CENTRE LTD

Down through the years, this awards ceremony has recognised many stalwarts for their dedication and contribution to the industry, and this year was no exception.

**A man who** deservedly joins that growing list of individuals whose service to transport and logistics stretches over more than half a century, Donal Rice, Managing Director of RK Trucks, began his career at the age of 14 when smart phones, lap tops and tablets were the things of science fiction.... which is why his first duties was as a messenger boy on a bicycle. Serving his time as a mechanic, he then progressed into sales, reaching manager level before going out on his own with franchises from several leading truck manufacturers, and he has never looked back since, making a success of everything he has got involved in.

### TimeLine

**1977:** Donal started Ulster Trucks with franchises that included DAF, Fiat Trucks & Seddon Atkinson

**1981:** RK Trucks Centre was born; franchises were Fiat Trucks & Seddon Atkinson

**1986:** Fiat became Iveco Ford & RK Trucks sold Iveco Ford Trucks,

Iveco & Ford Transit Vans

**1988:** RK Trucks moved to new purpose built premises at Carryduff

**1994:** to today – RK Trucks became sole dealer for MAN Trucks in Northern Ireland

Always a truck man, always customer focussed, Donal has trained and helped many along the way to succeed in the truck industry; indeed, many loyal employees at RK Trucks have in excess of 25 years' service.

Today, Donal should be taking it easy and handing the reins over to his daughters, and maybe he will sometime in the future. Rarely does he have a day off from work – always first in and last out, but he has made some time to enjoy his other loves in life which included the restoration of a vintage tractor and things more agricultural like cattle.

Like many of us, his past has not been without its trials and challenges. Tragedy struck the family in March of this year when his beloved son passed away at home following a long illness – a sad loss to the

family circle and to our industry having played a significant role in support of his father, in developing two MAN truck dealerships based at Carryduff and Dungannon. Commented Donal: "I want to offer my sincere thanks for this accolade which I humbly accept not only for myself but also for the two teams that run our dealerships at Carryduff and Dungannon. Our trophy cabinet holds two Fleet Truck of the Year awards, Technician of the Year Award and I will now make room for Transport Personality of The Year Award."

And speaking of the awards event, he added: "The team at 4SM have excelled yourselves once again with the execution of an excellent event in terms of the running order, the food, the drink and, of course, the social atmosphere enjoyed by all. R K Trucks have enjoyed extensive coverage over the years through your Export & Freight magazine which has allowed me to keep our business to the fore for which I am eternally grateful."

## SPONSORED BY



**Stena Line is** the largest ferry operator on the Irish Sea, offering the biggest fleet and the widest choice of routes between Ireland and Britain and is also committed to increased strategic focus on sustainability and environmental improvements.

In response to growing market demand, Stena Line has increased its freight capacity on the popular Belfast – Liverpool route by initially deploying the 3,000 lane metre Stena Forerunner vessel before replacing it with a similar ship early in 2019 at which point the Stena Forerunner will return to service in the North Sea.

It also recently decided to exercise its option to build a seventh and eighth E-Flexer vessel. The two vessels will be deployed within Stena Line's route network with a planned delivery in 2022.



Alec Williams, Renault UK; Iain Latimer, Diamond Trucks; Gareth Lumsdaine and Richard Voigt, Renault UK.



Ricky Martin of Hireco with Tony Cochran, Nicola Walker and Robert McClean of Cronus Logistics.



Bernard Mullan, Sonia Graham and Terry Murray, of Charles Hurst.



Tracy Martin of TTP with Derek Sawyers of Agro Merchants.



Billy Leader and Sharon Campbell, of DFDS.



Guests enjoying the evening.



Garfield Harrison, Export & Freight



Alana Morrison and Nicola Tomlinson of Beattie's Distribution.



John Donnelly, RK Trucks; James Allen, Allen Logistics; and Brian Beattie, MAN.



Kevin Lanksford, Scania; Tommy Maxwell, Maxwell Transport; and John Marks, Road Trucks.



Katie Brown, Colin Davis and Lynne Morrow, of PRM Group.



David Scott, Sheelagh Foy and Brendan McGuigan, of Willis & Company.



Neil McKeown, Gary Barnes and William McClean, of Balloo Hire.



Adam Mason, Jo Buchanan, Maisie Buchanan, and Alistair Eagles, of Seatruck Ferries.



Melvin Slane, Gail Slane, Claire Barr and John Barr, Isuzu.



Kieran Beagan, Jemma Woolsey, GCAS, and Gordon Wilson of Agro Merchants.



Michael Petticrew of Dennison Commercials with Martin Foley and Joe Roddy of Volvo UK.



Martin Hutchinson and James Brady of TTS with Uel Parr of Trailer Tek.



Tim Graham, RST; Joe Murphy and Esther Brice, QBE; and Gavin Mitchell, RSA (NI).



Shaun McAlister, Donna Malcolmson, Richard O'Loughlin and Mairead McAuley, Stena Line.



Graham Houston, Arlene Wray and Andrew Frizzell, of Bridgestone.



Sam Geary and Wilby Geary of Bulk Services with Paul McCrory of Mercedes-Benz Truck & Van NI.



Michael Montgomery, Montgomery Refrigerated Transport; Jackie Logan, Naked PR; and Neil McKibben, Mercedes-Benz Truck & Van NI.



The Beattie's Distribution group.



Gerard Doherty, Karin Whyte, Paul McMulkin, Lesley-Anne Cunnah and Jonny Maguire, of Donnelly Group.



Drew Wylie, Garvin Wylie and Noel Lynch, with GUS Commercials.



Michaela McAtamney, Stephen Hill and Sarah Burnett, of Dennison Commercials.



Raymond Pierce, Lyndsay McGee, Andrew Simpson, Andrea Cappin and Winston Bradford, of McCulla Ireland.



Roger Turnbull, David Cussans, Graham Boyd and Mark Lennox, with MAN Trucks.



Hugh Lowry, W&G Baird; Hugo Gordon, Bondelivery; and Joanne Walsh and William Kirby of Lough Erne Resort.



Craig Rainey, Hugh Cahoon, Laura Gilmour and Roy Ferguson, of P&O.



Mercedes-Benz



MBNI Truck & Van



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

# Award Winning Cruise Season Finishes at Belfast Harbour

Marking the end of an award winning cruise season for Cruise Belfast, the partnership between Belfast Harbour and Visit Belfast, was the recent arrival of the final ship of the year, the 'Black Watch'.



Since March 2018 a record-breaking 185,000 passengers and crew have called at Belfast which has been named as one of Europe's most popular cruise destinations by Cruise Critic.

Cruise Critic, the world's leading cruise review site and online cruise community, named Belfast as one of the winners of its third annual Cruisers' Choice Destination Awards. The awards, which are based entirely on consumer ratings submitted with reviews, name the world's most popular cruise destinations.

Belfast was recognised as one of the best cruise destinations in the British Isles and Western Europe Cruise Destination award category. New in 2018, the awards also highlight the best cruise lines to visit each region.

Michael Robinson, Belfast Harbour's Commercial Director, said: "This is a great city and its popularity as a cruise destination continues to grow year on year, with an unprecedented 115 ships visiting during 2018. August was our busiest month ever with 24 cruise calls bringing over 40,000 passengers and crew.

"We are delighted that visitors have enjoyed their experience of Northern Ireland and Belfast Harbour continues to work hard with stakeholders to build on our current offering. The success of these efforts was seen earlier this year when we announced Disney Cruise Lines will be berthing here in 2019."

# Ferry company welcomes over 70,000 Chinese visitors on Irish Sea

Stena Line has welcomed over 70,000 Chinese visitors on its Irish Sea vessels this year having become the first passenger ferry company in Europe to achieve the Chinese Tourist Welcome (CTW) Certification which is officially recognised by tour operators in China and Europe.

The CTW Certification is the official travel service standard and travel platform recognised by the China Tourism Academy

(CTA), China's main governmental research and promotion institute, under the Chinese National Tourism Authority (CNTA).

Diane Poole OBE, Stena Line's Travel Commercial Manager (Irish Sea South) said: "We're extremely proud that we have been able to

achieve this unique service standard for our Irish Sea services. Stena Line became the first passenger ferry company in Europe to be awarded the CTW certification for our ex Belfast routes last year and I'm delighted that our ex Dublin services have now followed suit and are officially 'China Ready'.

"The number of Chinese visitors we have been welcoming onboard our Stena Line vessels has been growing significantly in recent years so it's important that we do all we can to make our guests feel welcome and valued."

# European Shippers' Council disapproves of the mechanism of surcharges

European Shippers' Council says it disapproves of the mechanism of surcharges that shipping liners launch to cover the higher rate of lower sulphur fuel. They are calling for a dialogue with container liners to find the best mechanism to share the costs.

"A new bunker adjustment factor launched by Maersk aims at covering additional costs that will arise from the upcoming global sulphur regulations. Carriers impose it unilaterally without any negotiation with shippers and ignore a market approach to the global problem. MSC and CMA CGM have recently announced plans that follow the same direction. This does not set an

ideal cooperation scenario," says the ESC.

"ESC is monitoring, through its National Councils, all current actions related to bunker surcharges and their consequences in the operational field. ESC encourages shipping liners to negotiate all freight costs with shippers to come to an agreement satisfying both sides.

"Within the new commercial framework

of logistics stakeholders, the imposition of bunker surcharges restrains cooperation and lacks transparency. What is most important, it decreases potential innovative solutions and results in a low acceptance by shippers. However, ESC believes that a dialogue is indispensable in reaching a mutually satisfying agreement."



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# RENAULT MASTER LAUNCH 6X2 MASTER VAN

Renault Trucks is providing an alternative to the default 7.5-tonne truck, with the launch of a 6x2 Master van, as Dan Gilkes reports for Van Ireland.

**Vans are bearing** the weight of an increasing amount of technology and specification these days, quite literally. Euro 6 diesel emissions equipment, the popularity of air conditioning and other luxury options, are all pushing up the unladen chassis weight of a light commercial vehicle.

This is particularly problematic at the popular 3.5-tonne cut-off though, where some models can barely manage to carry 1.0-tonne of cargo. To counter this, several manufacturers will sell you vans at 4.5 or 5.0-tonnes GVW, including Renault. Iveco even offers a Daily van or chassis cab at 7.2-tonnes.

Now Renault Trucks has developed a slightly different option, by stretching the Master chassis to a 6x2 configuration. This provides a gross weight of 6.0-tonnes, allowing for a payload of at least 3.0-tonnes, depending on the conversion and for bodies with up to 30m<sup>3</sup> of volume.

The 6x2 conversion work is carried out by Dutch body builder Nefra Vehicle Technology, which offers a low-floor chassis in both standard and wide track versions. Based on the front-wheel drive Master chassis, the 6x2 is available with either steel or air rear suspension, with the majority of European buyers opting for air. Power comes from the standard twin-turbo 165bhp diesel engine, driving through a six-speed manual gearbox.

Equipped with a 30m<sup>3</sup> PD Stevens body, the test van offers a payload of 2,995kg, which is actually around 500kg more than a typical 7.5-tonne box bodied truck, like Renault's own Midlum. Indeed, the two vehicles can be equipped with very similar bodies, though the Master's is mounted considerably lower to the ground than the truck's.

This makes it easier to load and unload, which



is both safer for the driver and more productive. The Master 6x2 can be equipped with a tail lift if required, but unless you are loading particularly heavy items it isn't totally necessary. The van also has the benefit of a side door, allowing the driver to safely access the rear from the kerb.

For multi-drop deliveries, drivers will also appreciate the ease with which they can get in and out of the cab, without having to climb up into a truck.

## Productivity Gains

We tried the Master 6x2 alongside a Midlum 7.5-tonner, both equipped with tail lifts. Lowering the lift and entering the rear of the van, picking a parcel and closing the lift on the van took around 40 seconds. On the 7.5-tonne truck, the time was closer to two minutes, so it is easy to see where productivity gains can be made, allowing for a greater number of drops.

The biggest potential saving is not in time though. We ran the two vehicles around on a 100-mile test route through the Cotswolds, with a similar half-load on board. Driving in identical traffic, the 7.5-tonne truck returned a healthy 17.54mpg. However, the Master 6x2 managed a finance director-friendly 27.03mpg.

Taken over a typical 30,000-mile year, with a gallon of diesel currently costing around £5.85, that would result in a saving of more than 600 gallons, or £3,516. Over five-years, that's more than £17,500 in fuel savings alone. Added to that, the repair and maintenance costs of the Master should be considerably lower than those of the truck.

## Work Environment

Of course, for some companies, the fact that the Master 6x2 still looks like a van, albeit a very large van, will be equally important.





For home delivery in particular, a van-shaped vehicle will be seen as far less threatening than a truck in a residential area.

Though a driver will require an additional licence and a tacho card, the 6x2 Master also provides quite a different driving experience to a 7.5-tonne truck. As well as being easier to get in and out, the Master cab is a very comfortable place to spend the day.

With an overall length of around 8m the van takes up a similar amount of road space as the Midlum truck. However, it still drives very much like a van, though you do have to remember the extra length when manoeuvring. On the move it feels no longer than a regular long-wheelbase version of the French LCV, you just have to give the rear axles a little more room when turning to avoid kerbs. Renault Trucks had equipped the van with a rear-view camera

to make it easier to park, which for many would almost be an essential requirement.

We tried the wide-track model, which provides more space between the wheel arches. It was riding on regular steel suspension, which was okay in town or when travelling at higher speeds on dual carriageway or motorway. However, on country roads and in inter-urban use it was a bit bouncy and the air suspension would probably be a good investment.

We weren't running at maximum load, but the twin-turbo Renault engine offers plenty of pulling power in its 165hp guise. The six-speed manual gearbox is also easy to use and the ratios provide low enough gearing to pull away on hills, while delivering a relaxed drive at dual carriageway speeds.

Renault Trucks is not just looking to satisfy

the home delivery market with the Master 6x2. Of the two initial vans built, the second is a very plush horsebox, with extending living quarters. There have also been enquiries for car carriers and traffic management vehicles, with the low rear deck particularly appealing for cone distribution in road works.

**Verdict**

Renault Trucks is not expecting the Master 6x2 to become a major seller within the range, but the availability of a van of this size does follow the firm's philosophy of offering customers a wider choice of options, to suit individual operating demands.

If you are in the market for a light commercial that can carry the best part of a tonne, without having to move up into a full size truck, it could well be worth a test drive.



# TOYOTA PROACE: AN ECONOMICAL WORKHORSE WITH LOTS OF APPEAL



With great fuel economy and a five year warranty, Toyota's Proace should appeal to the cost conscious operator, but it has a lot more going for it than that, as Van Ireland's Phil Eaglestone discovered on a recent test drive, courtesy of Charles Hurst Toyota.



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**Spoiled for choice**, the Proace comes in three different models – Compact, which is the perfect workhorse for tight spaces; and Medium and Long, both of which offer extra capacity for more intensive work tasks. There's also a choice of trim levels: Base and Comfort.

Our test model was a Proace Medium fitted out with a Comfort trim and it certainly not only felt the part, but also looked the part out on the open road, with its simple yet stylish look, its car-like handling and its overall performance.

Always a great believer in first impressions, and the Proace didn't disappoint from the moment we climbed into the driver's seat and switched on the ignition.

Cruise control, electric windows and mirrors, air conditioning, an excellent information display on the dashboard and a host of safety features – what more could you want? Oh yes, plenty of cargo space behind the steel bulkhead – 4.9m of it, with a low loading floor accessible through wide opening rear doors and sliding doors on either side, sufficient to take a standard europallet.

Great sound insulation meant that the Toyota Proace was as quiet as they come out on the road, and ride comfort couldn't be faulted, aided by a supportive seat, good suspension, responsive steering, and a smooth six-speed manual gearbox, while the 1.6 litre 115bhp engine provided sufficient pulling power; though, that said, we weren't fully loaded.

**Safety Sense**

When your business takes you on the road every day, you want to know, of course, that you're travelling in safe hands and as we mentioned earlier, the Proace boasts plenty of safety features, when you specify the Toyota Safety Sense package.

That includes a pre-collision system with pedestrian detection; this can prevent collision with moving or fixed obstacles, including pedestrians, at speeds of up to 18mph, and above that it automatically cuts your speed before impact - the system also automatically coordinates with Autonomous Emergency Braking (AEB).

It also has Forward Collision Warning which alerts the driver to react to a situation of risk or imminent collision. A visual and audible warning is emitted. This action comes just before AEB is triggered.

Then there's Adaptive Cruise Control which keeps you at a minimum pre-set distance from the vehicle in front. If this distance falls, the system progressively reduces your speed using engine braking. If the distance increases again, ACC will gradually accelerate until



you return to your chosen cruising speed.

Head-Up Display function, meanwhile, provides all the driving information you need, projected into your line of sight: vehicle speed, Cruise Control/ speed limiter information, vehicle distance, emergency braking alerts and navigation alerts.

Other driver assistance and safety features include Hill Start Assist Control, Vehicle Stability Control, Anti-Lock Braking with Electronic Brake Force Distribution and Brake Assist.

And talking of brakes: One thing that did immediately catch our attention when we approached our first road junction was just how responsive were the brakes. With very little travel in the brake pedal, we were taken a little by surprise, but once we got used to the feel, all was well!

Our model came with the innovative Smart Cargo option which features a two-person front bench and Mobile Office solution

to give you valuable flexibility when you need to carry more passengers – and the convenience of a table when you don't; a useful in-cab laptop desk is created by folding down the back of the middle seat.

**Verdict**

All things considered, the Toyota Proace really impressed us with its handling, its performance and its easy manoeuvrability on both town and country roads. It does have competition in the marketplace, but you get a lot here for your money; an economical, good looking workhorse, it is a solid, quality built mid-sized van that will appeal to many, including sole traders such as tradesman or small delivery operators.





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# Smartest Ford Transit Makes Global Debut

Ford revealed the new 2-tonne Transit model at the recent IAA Commercial Vehicle show in Hannover, Germany, marking the global debut of what is called 'the smartest and most productive Transit ever.'

**The new 2-tonne** Transit provides increased load-carrying capability and upgraded powertrains that optimises fuel efficiency by up to 7 per cent. The new Transit also is introduced with a segment-first new diesel mild hybrid (mHEV) powertrain option that delivers an additional fuel efficiency improvement of around 3 per cent, compared with the standard diesel model, with up to 8 per cent in stop-start urban applications.

The new Transit offers operators the benefits of FordPass Connect on-board modem technology, helping fleet professionals to improve vehicle utilisation and optimise running costs.

On sale in Europe from mid-2019, the new Transit builds on the success of the outgoing model, which has helped to establish the Transit nameplate as the leader in its segment in both Europe and North America. Sales growth in Europe has continued during 2018 with 67,000 vehicles sold in August year-to-date, one third of those in the UK alone.

"This is a Ford Transit for the modern business world: it's as tough and practical as our customers demand, cost of ownership is reduced and its connectivity will improve operational efficiency," said Michael McDonagh, Transit global chief programme engineer, Ford of Europe. "Ford is also setting the pace in electrification, with a new mild hybrid powertrain ideal for urban deliveries."

## Fuel efficiency

Ford's advanced 2.0-litre EcoBlue diesel engine has been further optimised to deliver fuel efficiency improvements of up to 7 per cent, according to Ford engineering data based on a real-world driving cycle.

A fuel-injection system that increases peak



pressure to 2,200 bar helps achieve more efficient combustion. To reduce friction within the engine, new steel pistons feature a slimmer skirt design than the out-going cast-aluminium design. A variable-flow oil pump reduces parasitic losses by adapting oil delivery to demand.

Further fuel efficiency improvements are achieved with the introduction of electric power-assisted steering (EPAS) to the 2-tonne Transit for the first time; an extensive programme of weight saving; the use of low-rolling-resistance tyres; and aerodynamic enhancements. Fuel-saving Auto Start-Stop technology remains standard across the range.

Drivers can also use Efficient Drive Mode, which uses GPS positioning to give predictive advice on how to achieve the best fuel economy on the road ahead.

The choice of 105PS, 130PS and 170PS power ratings is expanded with the addition of a new 185PS variant, which delivers 415Nm of torque. All ratings benefit from an enhanced turbocharger design that helps to deliver a broader spread of torque across a wider speed range than before.

From spring 2020, in addition to the standard six-speed manual gearbox, rear-wheel drive Transit models will be available with Ford's highly efficient and responsive 10-speed automatic transmission featuring Adaptive Shift Scheduling, which assesses individual driving styles to optimise gearshift timings.

## Increased payload

The new Ford Transit will be among the class leaders for payload, thanks to a programme of weight savings in every area of the vehicle, which has helped deliver increases in load carrying ability.

To achieve these savings, the vehicle design was further optimised using advanced computer-aided engineering systems from the aerospace industry. Weight-saving examples include a new aluminium bonnet; the use of spun steel wheels with varied thicknesses; and a single exhaust muffler configuration replacing the outgoing twin-muffler design. For the first time, light, strong composite materials are used for the bulkhead in place of steel.

A new Power Side Load Door also provides ease of operation when loading or unloading. The new high-mounted down-lighter offers excellent illumination when working at night in the area behind the rear cargo doors.

A comprehensive range of advanced driving assistance technologies have also been introduced to help reduce stress and tiredness, and to help avoid or mitigate the impact of collisions.

New features are also provided to make life easier and less stressful when manoeuvring and parking within busy commercial and urban environments, and potentially avoid costly bumps and scrapes.

## LDV Casts Its Web as Tarantula Goes into Production

LDV is set to boost its global market presence with a new model rollout that includes a mid-size SUV along with new additions to its electric vehicle range by 2020, Mark Barret, general manager of LDV, UK & Ireland.

**Currently renowned for** its hard-working V80 range, including the much-lauded EV80 electric vehicle, LDV unveiled Tarantula earlier this year at the Beijing Motor Show, a mid-size SUV that is set to reignite the CV market.

Mark Barrett said, "This launch of this mid-size crossover will position LDV as a true challenger to more mainstream brands in a key market segment for commercial vehicles, and we are really excited by what we saw in Beijing."

Mark says that the production version Tarantula should be very

similar to the concept show car, and it will sit under the D90, which is LDV's SUV passenger range. The Tarantula concept features LDV design cues already seen on the D90 SUV, but with an edgier and more contemporary look and feel. It will be produced with plug-in hybrid and full-electric powertrains as well as traditional internal-combustion engines. Production in China for SAIC's local market has been confirmed for 2019.

Whilst both petrol and diesel engines are anticipated for the line-up, LDV is focusing heavily

on its electric vehicle offering, and Mark Barrett expects an EV version to also hit the market. Whilst full details are still under wraps, Mark can confirm that the Tarantula concept has a fully electric powertrain with a driving range of 600km, thanks in part to the use of lightweight technology and design.

The platform that underpins the production Tarantula will also form the basis of a future LDV MPV - the G50. The G50 will use a monocoque chassis and will measure around 4800mm long and 1800mm wide, with



a 2800mm wheelbase.

With the company firmly focused on the future of greener motoring, by 2020 LDV also plans to launch an all-new full electric EV31, as part of the next generation of full electric vehicles from SAIC. The EV31 Platform will have two wheel base options with a cargo volume of 4.8m<sup>3</sup> and 6.1m<sup>3</sup>. It will also contain a 70Kw motor and two battery options, 35kW and 53kW, as well as a driving range of up to 200 miles on a single charge. Timelines for the European launch of the new vehicles from SAIC have not yet been confirmed.



# New Citroën Berlingo Van Wins “International Van of The Year 2019”

New Citroën Berlingo Van has been awarded the coveted title of “International Van of the Year 2019”. The presentation took place recently at the IAA Commercial Vehicles Show in Hannover.

**The third generation** Berlingo Van was recognised for its remarkable developments in terms of comfort and technology, with no compromise on functionality. The judging panel praised New Berlingo Van for its two sizes (M and XL), as well as its comfort and safety features – with no less than twenty driving aids and four connectivity technologies. UK deliveries of New Berlingo Van are scheduled to begin in the last quarter of 2018.

Linda Jackson, Citroën Global CEO, commented: “The Citroën brand is proud to see New Berlingo Van receive the prestigious title



of “International Van of the Year 2019” once again. This award bears witness to the leap taken by this third generation of Berlingo Van in terms of features, and

underlines the relevance of Citroën’s offer in the delivery van sector. “This success highlights the brand’s historic commitment to the Light Commercial Vehicle sector, and

continues a long success story, from the 2CV delivery van and Type H, to the Dispatch and New Berlingo Van today. A modern commercial vehicle perfect for every business, New Berlingo Van is true to the brand’s signature “Inspired By Pro”. This is the fifth time in the history of this sought-after prize that Citroën has won “International Van of the Year”, and it is the second time for Berlingo Van. Its previous victory dates back to 1997, when the first generation model was introduced. Other LCVs in the Citroën range to have been awarded the accolade are Citroën Relay (in 1994), Citroën Dispatch (in 2008) and Citroën Nemo (in 2009).



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# ISUZU D-MAX YUKON PASSES THE TOUGHEST TEST

Fresh after winning the inaugural 'Pick-Up of the Year' title at the annual Export & Freight Awards we were excited to get the opportunity to put the Isuzu D-Max Yukon 1.9 to the test ourselves, as Van Ireland's Phil Eaglestone reports.

**The awards were** all about choosing a pick-up that excelled in terms of performance, payload, comfort and appeal, so what had the Yukon got that the other entries didn't?

Finding out after picking up our test model from award winning dealers Eakin Bros was quite difficult, to be honest; we have driven a lot of other 4x4 vehicles of a similar calibre in our time, so like the awards judges we knew what we were looking for, and in the end we have to agree with them; taking all things into consideration, especially including price and an attractive warranty, the Yukon just had enough to get it over the winning line.

There are two models in the range from which to choose, the Yukon Double Cab has comfortable space for five, while the Extended Cab version can cope with four, and it has a larger load bed.

With on the road prices starting



at a shade under £27,000, you do get a lot for your money with the Yukon, including an impressive five year/ 125,000 warranty – as well as 18" alloy wheels, reversing camera, silver side steps & colour coded bumpers, front and rear USB Ports, a 7"

multifunction colour touchscreen, and six speaker sound system to list but a few of its appealing features; Bluetooth Connectivity also comes as standard.

With a driver-selectable 4WD system with 2WD, 4H and 4L modes,

the Yukon can handle almost anything on and off-road – and it has plenty of power, too, thanks to its 1.9 litre Euro 6 compliant diesel engine, as well as great towing capacity, up to 3.5 tonnes with either a 2-axle or 3-axle trailer, and a payload capacity of 1,196kg. We didn't do a fuel economy test, but we are reliably informed it will easily deliver over 40 mpg.

With great all round visibility, safety features on the D-Max also abound. These include Hill Start Assist which stops the vehicle from rolling downhill by applying the brakes for two seconds, allowing the driver to set the revs needed to get the vehicle moving. Then there's Hill Descent Control: through automatically using the vehicle's ABS system to maintain a consistent, low speed, means that there's no need for the driver to touch the brake pedal when coming down an incline.

Looking great on the road, this is a tough and durable 4x4 that will take anything you throw at it during the working week, and will easily cover your leisurely pursuits at the week-end; we can see why the awards judges were attracted to it.





## Isuzu D-Max Fury Soon To Be Unleashed

Isuzu UK is launching its new Isuzu D-Max Fury, described as an extremely striking, comfortable and hardworking pick-up.

**A limited volume** of the pick-up is being produced so Isuzu has made the Fury available

to pre-order early (now). However Fury will not be arriving in dealerships until January 2019.

With an extensive range of unique features, inside and out, the Isuzu D-Max Fury comes in a head-turning Magma Red paint finish, complemented by bold 18" dark grey alloy wheels.

Isuzu say its premium custom designed interior

helps create a fun, capable and luxurious blend of uncompromising style. It is available with manual or automatic transmission.

In addition to the new features, the Isuzu D-Max Fury retains its superior 3.5 tonne towing, outstanding 125,000 mile / 5-year warranty (whichever comes first) and 5-year roadside assistance in the UK and across Europe.

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# Volkswagen Commercial Vehicles unveils five new zero-emission models

Volkswagen Commercial Vehicles recently presented no less than five new zero-emission vehicles at the IAA Show in Hannover – creating a new matrix of electric mobility for commercial use.

**Making their world** debuts were the I.D. BUZZ CARGO, ABT e-Transporter, ABT e-Caddy, the Cargo e-Bike and the Crafter HyMotion which is equipped with a hydrogen fuel cell drive system. Volkswagen introduced the first new model in its electric mobility campaign, the new e-Crafter, with pre-sales of the electric van beginning in September. The I.D. BUZZ CARGO1 concept is the first commercial vehicle to be based on the new I.D. Family and the modular electric drive kit (MEB). It embodies a new progressive design DNA, extremely good space, an automated driving mode ("I.D. Pilot"), a digitalised cargo system and long ranges. The MEB enables ranges from approximately 330 to more than 550 km (per WLTP) – depending on the battery size and the specific model.

## Crafter HyMotion

Volkswagen also demonstrated a new alternative fuel direction with the world premiere of the Crafter HyMotion1 – a van with a hydrogen fuel cell drivetrain. The Crafter HyMotion was specially designed for longer journeys: the longer the daily distance covered, the greater the appeal of the hydrogen fuel cell in large commercial vehicles. The tanks integrated in the Crafter HyMotion have a capacity of 7.5 kg hydrogen. This enables the 4.25-tonne van to cover driving ranges of more than 500 km. The time required to refill the Crafter HyMotion is comparable to that for conventionally powered models. This fact makes the new



zero-emission version especially attractive for business use. Despite its significantly longer driving range, the Crafter HyMotion offers an even larger payload than the e-Crafter. The Crafter HyMotion is still a concept vehicle – but as soon as the infrastructure is right, the van could launch with its zero emission electric motor.

The Crafter HyMotion is the second concept vehicle from Volkswagen Commercial Vehicles to feature a hydrogen fuel cell; it follows the Caddy Maxi HyMotion, which was first introduced in the "Hydrogen Road Tour" in 2009.

## ABT e-Transporter

Meanwhile, VW's Transporter is also going electric. The brand is connecting the best-selling vehicle's drive system with electricity: in the world premiere of a taxi concept – the ABT e-Transporter1. This concept car, designed together with the company Abt e-Line GmbH, is a zero-emission van; the

battery system is constructed to be scalable so that it can satisfy the needs of a wide variety of potential applications and budgets in a possible production model.

In its base configuration, the Transporter comes with a lithium-ion battery that has an energy capacity of 37.3 kWh; the second battery version offers an energy capacity of 74.6 kWh. Driving ranges of the two versions are between 208 and 400 km.

## ABT e-Caddy

The second model designed jointly by Abt e-Line GmbH and Volkswagen is the ABT e-Caddy1, which will arrive on the market in the middle of next year.

With a range of up to 220 km (forecast NEDC figures), the zero-emission vehicle has been ideally tailored for urban use in the environmental restriction zones of European cities. An 82-kW electric motor operates in the ABT e Caddy. The electric motor is supplied

with electricity from a lithium-ion battery. Energy capacity: 37.3 kWh. The ABT e-Caddy, which has a top speed of 120 km/h, will be one of the most spacious electric vehicles in its class with a cargo compartment volume of 4.2 m<sup>3</sup>.

## Cargo e-Bike

Volkswagen is also writing history with the brand's first electric bike: the Cargo e-Bike – a "last mile deliverer" that is the most advanced of its kind in the world. Market introduction of the three-wheel cycle will be in 2019.

The Cargo e Bike1 is a pedelec (pedal electric cycle) that adds power assistance to its rider's pedalling with a 250 Watt (48V) mid-mounted motor at speeds up to 25 km/h. It can be used anywhere, even in pedestrian zones. Energy for the electric motor is supplied by a lithium-ion battery.

The drive and rugged architecture of the cargo bike are designed for a maximum payload of 210 kg (including rider).

This vehicle – the smallest Volkswagen commercial vehicle ever – is equipped with two wheels at the front, with the load platform positioned low between them. Mounted on this load platform is a cargo box with a storage volume of 0.5 m<sup>3</sup>. Innovative kinematics of the front axle ensure that the goods being transported on the load platform do not tilt with the cargo bike when cornering, rather they remain horizontal and thereby stable. This tilt-levelling technology is an innovation.

## Investment needed for Clean Van Commitment to work

Switching deliveries to electric vehicles will only be achieved if significant investment is made in the national charging infrastructure and the costs of electric vehicles is reduced significantly, according to the FTA.

**Sixteen of the** UK's fleet operators, including FTA members Tesco, Network Rail and Anglian Water, launched the new scheme at the Zero Emission Vehicle Summit recently in Birmingham. Backed by the Department of Transport, the coalition hopes to encourage manufacturers to increase investment in electric vehicles and inspire their widespread adoption and commit to replace 18,000 diesel vans on Britain's roads with electric vehicles by 2028.

Denise Beedell, Policy Manager for Vans and Urban Transport at FTA commented: "The Clean Van Commitment sends a strong signal to the industry: green van fleets are in demand and both drivers and operators are willing to switch to lower-emission models. As a sector, logistics is making many positive changes to its environmental impact, and FTA is proud to see so many of its members have joined the coalition. "These businesses are leading the sector in environmentally-friendly initiatives, but to

achieve significant breakthrough across the industry, there must be more commitment and support from government. FTA is keen to work with government and operators to ensure that the vans sector can continue to deliver for British business and industry while achieving significant reductions in emissions and other environmental impacts. "While the initiative is a positive step towards reducing emissions levels, our members are concerned that electricity supply to commercial premises needs to be improved if mass numbers of vans are to be able to convert to electric. There is currently insufficient charging infrastructure in place for electric vehicles to be adopted on such a large scale. And with the higher price of electric models, and no incentive to switch from conventionally fuelled vehicles, there has to be more work done to ensure it is an affordable and realistic option for businesses of all sizes."

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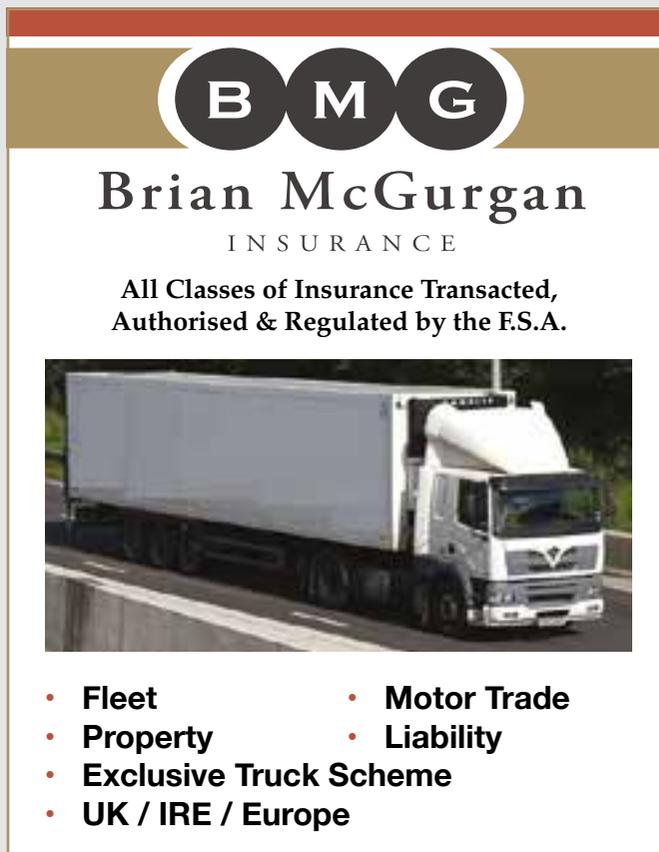
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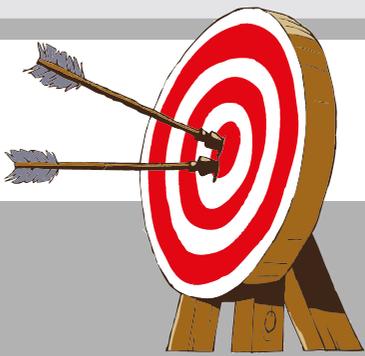
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