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## FEB-MAR 2019 COVER STORY

MOTIS: THROUGHOUT EUROPE  
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### COMMENT

**With Brexit continuing to dominate the headlines, there are other issues that have fallen beneath the radar; one such is brought to our attention by the Road Haulage Association's Martin Reid in his regular column for Export & Freight: the EU Commission's Mobility Package.**



This essentially is a collection of three initiatives on the governance of commercial road transport that represents major changes to EU road transport rules; it will have a big impact on many operators. Martin's piece makes interesting and informative reading.

On the Brexit front, it was good to see the Prime Minister make an effort to engage with local business leaders in Northern Ireland; fighting the corner for the transport industry at a meeting with the PM was the Freight Transport Association's Seamus Leheny. He was able to put across some blunt facts, and his direct message was: A No Deal would be hugely damaging to the NI economy.

That aside, the transport & logistics sectors here are, for now, weathering the storms, and consequently there is a lot of good and positive news around, much of which we report in this issue. For example, it's great to see that

Transport Training Services has more than exceeded its targets in recruiting and job-matching 120 young apprentices over the past 12 months, a threefold increase since 2015. The future of our industry depends greatly on the young.

In this issue, we also carry our annual guide to shipping; this exclusive and comprehensive listing of every freight and passenger ferry operator, shipping line and shipping agency in Ireland has proved to be an invaluable reference point for the industry down through the years.

Still with shipping, and we report on how Warrenpoint Port continues to build on its record-breaking performances of the recent past, with another outstanding year which has seen significant increases in tonnage and turnover as it embarks on implementing its 25-year Masterplan.

Well, that's it for now. Remember, you can keep up to date with what's happening across our industry 24/7 throughout 2019 by logging on to our website at [www.exportandfreight.com](http://www.exportandfreight.com)

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



## Dennison Commercials Wins Prestigious UK Award

Volvo Truck & Bus dealer, Dennison Commercials, has won the prestigious 'Sales Team of the Year' Award at the 2018 Commercial Motor Awards where it was praised as 'a company who showed a high level of customer care' and who 'took a tailored approach to suit each individual customer'.



Pictured (l-r) are Michael Petticrew (Operations Director), John Jenkins (Managing Director), Amanda Gaston (Marketing Executive), Rob Ireland (Sales Director) and Iain McKinney Finance Director) celebrate Dennison's success.

**The judges' comments** recognised Dennison's excellent sales figures, which demonstrated strong continuous growth. The judges' comments also noted Dennison's attention to detail and how they put their customers and staff first.

Rob Ireland Sales Director of Dennison Commercials stated "Winning the Commercial Motor 'Sales Team of the Year' is testament to the hard work, professionalism and dedication shown by each member of the team. I believe

our Sales Executives seek first to provide the best solution for our customers and are recognised as trusted advisors based on their technical knowledge and ability to recommend the correct product for the required application.

"Dennison's and Volvo have consistently over the last 6 years had a market share over 30%. We can only achieve that with the help of our loyal customer base and also our award-winning parts and service depots that cover Northern Ireland."

## Onward Holdings Can Do A Deal That Will Take Those Brexit Blues Away

Logistics property provider Onward Holdings Ltd is bracing itself for a stampede of enquiries from businesses frozen out by the Brexit effect after a warehouse unit became available in Yorkshire at its popular Langthwaite Business Park on the edge of South Kirkby, close to the major motorway networks.

**Stockpiling food** in cold storage facilities in advance of Brexit is exasperating the shortage of available warehouse space in the UK, capacity which was already under pressure due to the growth of the internet retail giants. Onward Holdings is bringing back to the market thousands of square feet for businesses keen to establish a logistics focal point, or storage hub, in the north of England. Onward Holdings Managing Director, Neil Storey, said: "This prime Yorkshire site has become available in the nick of time. The stockpiling of products and materials to guard against shortages due to Brexit is putting an increasing strain on available logistics space. We are offering quality warehousing for ambient goods in an ideal location for a supply chain." One of the reasons for Langthwaite's success – it plays host to a wide range of companies, including Cato Academy, DBL Transport, Training for Logistics and Allen Fabrication – is the site's proximity to the nation's transport infrastructure.

Located just a short distance to the M62 and A1M motorways, Langthwaite is also within easy reach of the rail network, Doncaster Airport and the great container ports of the north, including the state-of-the-art docks at Immingham, the UK's largest.

The superb facility has 5.5m eaves, boasting three raised loading doors and two surface loading doors, while a yard to either side of the building will allow the warehouse to be split into separate areas or give greater operational flexibility to the whole unit.

There has been significant investment in security measures at the business park meaning the site is suitable for both ordinary and high-risk products. In keeping with Onward Holdings' zero crime tolerance strategy, Unit 4c has fully palisade fencing and security gates.

## Mercedes-Benz appoints Head of Special Trucks – Unimog

Mercedes-Benz Trucks UK has appointed Katie Purcell to the position of Head of Special Trucks – Unimog.

**In her new** role Katie reports to Mercedes-Benz Trucks UK Managing Director Mike Belk, and is responsible for driving sales within the Special Vehicles sector. Although she is based in Milton Keynes, Katie will regularly travel around the country visiting customers and Dealer partners.

Commenting on her appointment, Katie said: "I am excited by the opportunity to set the strategy and grow the Unimog business in the UK. One of my first priorities will be to raise this halo product's profile in the market, ensuring people understand what it stands for and appreciate what it offers."



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## Business Leaders Meet with PM in Belfast

During her recent visit to Northern Ireland, Prime Minister Theresa May met with business leaders, including representatives of the transport and logistics sectors.

**In a speech** in Belfast she restated her “unshakeable” commitment to avoiding a hard border in Ireland after Brexit, pledging: “The UK Government will not let that happen. I will not let that happen.”

And she added: “I’m not proposing to persuade people to accept a deal that doesn’t contain that insurance policy for the future. What Parliament has said is that they believe there should be changes made to the backstop.”

Representing hauliers at the meeting was Seamus Leheny, Policy Manager – Northern Ireland, Freight Transport Association.

“The main issue discussed was around Brexit and securing a friction free Irish border post Brexit.

“We have also been working hard to raise the issues around Northern Ireland and Brexit with mainstream media,” said Seamus, who appeared live on the BBC’s Newsnight “to counter a lot of the misinformation with clear facts,” and he added: “The primary aim is to ensure a No Deal does not happen which would be hugely damaging to the NI economy.”



## RTITB Instructor Academy boosts LGV driver training for Henderson Group

The Henderson Group Training Academy in Northern Ireland has further improved its LGV driver training programmes and increased efficiency with the help of the RTITB Instructor Academy. The move has enhanced the performance and safety of hundreds of drivers delivering food, retail and other goods across the region.

### Warehousing, logistics

and transport are a key part of operations across the Henderson Group business, which incorporates Henderson Wholesale, Henderson Retail, Henderson Foodservice and Henderson Group property. To train personnel across the company, and to external clients, the Henderson Group also operates its own training academy.

“The Henderson Group Academy approached RTITB to help increase the variety and efficiency of its LGV training,” explains Simon Docherty, Manager of the RTITB Instructor Academy. “Henderson Group wished to train their trainers and provide professional development to team members.”

For convenience and efficiency, the RTITB Instructor Academy delivered

Driver CPC Instructor training to two trainers on the premises of the Henderson Group in Northern Ireland. As independently qualified Driver CPC Instructors, they are now delivering the required training to the company’s 136 LGV drivers internally, as well as offering quality training solutions to third parties. Over a 4-month period the qualified instructors have efficiently delivered Driver CPC Periodic training to

more than 100 individuals.

Professional development is important to the Henderson Group. To date, tailored training from the RTITB Instructor Academy has also provided seven senior drivers at Henderson Group with the opportunity to become qualified LGV Assessors and the RTITB Instructor Academy tailored their LGV Assessor course to meet Henderson Group’s business needs to ensure a better training outcome.

“Being part of the RTITB Master Driver CPC Consortium has really benefitted us,” says Garry Cairns, Driver & Operations Training Manager, The Academy, Henderson Group. “It has given us opportunities to grow our business and enabled us to secure new training customers for our own academy.”

## It’s Been a Record Year for DAF

DAF Trucks broke all records in 2018. Thanks to a historically high market share of 16.6%, DAF has grown to be Europe’s second largest brand in the heavy truck (16+ tonnes) segment. DAF is the European market leader in the important tractor-unit segment, with a market share of no less than 19.8%.

**The European market** for trucks of 16+ tonnes amounted to almost 319,000 trucks in 2018 compared to 306,000 in 2017. “The European economy has been very strong over the past year. This resulted in a high demand for transportation with a corresponding requirement for trucks”, says Harry Wolters, President DAF Trucks.

As in previous years, DAF was the market leader in the heavy segment in 2018 in the Netherlands (32.0%), the United Kingdom

(26.5%), Poland (23.2%) and Hungary (32.6%). The Dutch truck manufacturer was also the market leader in Belgium (22.1%), Bulgaria (19.9%) and the Czech Republic (19.5%). In Germany—Europe’s largest truck market—DAF was once again the largest import brand, with a market share of 12.3%.

The total European market for light trucks (6–16 tonnes) decreased slightly from 52,500 units in 2017 to just under 52,000 in 2018. DAF held a 9.0% market share in this segment. DAF is the

market leader in the light trucks class in both the United Kingdom (32.0%) and in Ireland (18.2%).

DAF sold 8,700 trucks outside the European Union. DAF’s market leadership continued in Taiwan with the launch of the new generation of DAF Euro 6 trucks. Market share grew in Israel, Belarus and South Africa and DAF achieved record sales in Indonesia. The DAF CF vehicle began local assembly at the PACCAR Australia factory. DAF sold over 3,500 PACCAR engines to leading manufacturers of coaches, buses and special vehicles as well as expanding engine sales into Singapore and Myanmar.

To meet the high demand for its trucks, DAF produced a record number of more than 67,000 light, medium and heavy trucks in 2018, an increase of 10.1% compared to the previous year. DAF estimates that the market for heavy trucks will be strong again in 2019, at a volume of between 290,000 and 320,000 units.



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# DAF'S TRANSAID IS A REAL CITY SLICKER

A 6x2 lightweight distribution truck is the most practical choice for urban multi-drop, and this wagon is currently doing the rounds with Transport Association members raising cash for Transaid, as Kevin Swallow reports for Export & Freight.

**DAF Trucks unveiled** its revamped CF line up in 2017. There was a lot of new stuff to take in: eight rigid-axle options, modular chassis design for body-builders, exhaust-aftertreatment system (EAS), rear-steer axles, revised engines and transmission, more efficient drive axles and enhanced software - all promising fuel efficiencies and weight savings. Most of that is packaged in this CF370 FAN 6x2 rigid, lovingly donated by DAF Trucks UK to the Transport Association (TA) to hire out to its members with the usual rental fee being donated to the industry's charity, Transaid.

Underneath the sleeper cab is the 10.8-litre Euro-6 PACCAR MX-11 six-cylinder engine, which uses a new compact exhaust gas recirculation (EGR) to meet Euro-6 and save 50kg kerbweight.

It offers five power-ratings split into two categories; two with single torque delivery and three with dual-torque delivery. Both the 300 and 340hp are designed for distribution with a standard single torque output. The 370, 410 and 450hp drivelines are for longer haul operations and have additional torque at low revs in the highest gear for direct drive gearboxes and in the two highest gears for overdrive gearboxes to improve fuel consumption.

This test truck is the 370 version, delivering a true 367hp at 1,600rpm. From first gear to 11th it delivers 1,800Nm from 900-to-1,400rpm;



pop it in top gear and there is an extra 100Nm, taking it up to 1,900Nm between 900-1,125rpm.

This works with a range of new rear axle ratios to go with the direct top transmissions, and this truck gets the 2.21:1, which is the lowest DAF Trucks can offer with this engine on 70 tyres. Fit 80s and you can select 2.05:1.

## ECO-Standard

Usual software on the automated 12-speed ZF Traxon gearbox is ECO-standard. This is a conservative package designed to deliver considered gearchanges when required.

However, for this test we get the 'free option' ECO-performance that delivers a perkier gear change when it required.

The new electro-hydraulic steered trailing axle incorporates a newly developed EHS (electric hydraulic steering) system, this saves 30kgs.

According to DAF Trucks, the EHS 'continuously calculates the optimal steering angle for the rear axle wheels based on speed and wheelbase' to minimise friction. The manufacturer adds that 'the fact that the steering pump is only activated while steering results in an additional 1% reduction in fuel consumption'. At



The turning circle of the 6x2 FAN rear-steer is 20.92metres, which is 1.46metres smaller than the 6x2 FAR fixed axle rigid.



speeds greater than 25mph, the axle locks itself in the straight forward position.

Once on the M74 northbound from Carlisle predictive cruise control (PCC), which reads the road ahead and preps the vehicle prior to approaching terrain, and adaptive cruise control (ACC) were deployed. The driver can move the boundaries of PCC to make it more economical on longer drawn out routes or more productive if the terrain is undulating. On descents it utilises a strong three-stage engine braking system to rein in excessive speeds.

ACC was set with both safety and progression in mind. As DAF's driver trainer Mandy Wannerton pointed out: "Only a fool brakes the two second rule" when following another truck.

**Extra Torque**

With the low setting of rear axle drive and a roadtest speed of 53mph we hit the motorway in top gear at 950rpm. That extra torque helps hold the top gear comfortably on the level. Any ascent and it quickly drops to 11th gear and 1,250rpm before any road speed is lost.

For the city centre, the pre-set speed limiter was activated restricting the truck to 40mph using mainly 11th gear and then 30mph and 10th gear as we travelled into central Glasgow along the A74.

Visibility is good, especially with the lower cab floor height on top on the MX-11 engine, it sits 70mm lower than the Sleeper cab on the MX-13 engine. I am no fan of the 'city window' in the passenger door because it offers so little visibility, but I am a fan of the nearside proximity sensor to herald danger. It is loud and proud.

The most significant leg is from the A77 Bellfield Interchange onto the A76 towards Cumnock and onto Dumfries. It's a tight, twisting road that requires concentration. Mostly it was done with the speed limiter set at 40mph and in 11th gear but with plenty of eco-roll. It handled extraordinarily well with this section, as it poured through the turns and coped with the sharp inclines.

For the driver the standard one-bunk Sleeper cab is a better alternative the day-cab. With

the MX-11 engine it's a two-step entry into the cab, and the Sleeper can is 2,200mm long, which is 430mm longer than the day-cab.

Much of the storage inside the cab can be found underneath the bunk. There are two external locks, with the nearside only accessible from the outside. A new interior trim using fresh materials and colour schemes gives it a modern, polished feel. It'll be interesting to see how it ages.

**Verdict**

Urban work is all about manoeuvrability, visibility and patience. The rear-steer axle on any 26-tonne truck, of any length, is a must. It makes lateral movement through the city so much more convenient and reduces the scrub of the fixed axle. Choosing the smaller engine is cheaper to buy and more frugal regards fuel, and it lowers the cab height enough to improve visibility around the parameter on the cab.

As for patience, well driving something so smooth and with a comfortable working environment, it's hard not to be impressed by the new look CF.



Updated software allows the driver to keep tabs on their fuel economy.



## New Northern Ireland Company to join forces with William Stobart

Former SDC Trailers Managing Director Mark Cuskeran, who spearheaded the expansion of SDC to become one of Europe's leading trailer manufacturers, prior to guiding the company through its sale to Chinese company CIMC in 2016, has announced a new business, which will see him enter into a joint venture with William Stobart, the co-founder of Eddie Stobart Limited.

**The new venture,** MAW Engineering Limited, will specialise in the manufacture of Walking Floor trailers, truck bodies and home delivery vans.

While it's still too early to predict the exact level of job creation, the company has already made a significant investment in the Toome area, through building a 50,000 square foot factory on a 6 acre site in Creagh Industrial Estate, Toome.

Comments Mark: "The new company will target a gap in the market, and will allow both myself and William to bring our significant experience in manufacturing, transport and logistics to the table. I believe that despite all of the uncertainty brought about by Brexit, I am still very confident about the future, and we are

entering a market place that we know well. We are building a state of the art factory which is ideally situated to cover our customer base.

"William and I have decades of experience across the sector, and there is a highly skilled and well educated workforce in the area, so we're very much looking forward to taking this venture forward." Adds William Stobart: "I have dealt with Mark for almost 20 years in this business, and I know that his experience, contacts and business style make him an ideal person to take this venture forward with. I am very pleased to be involved with MAW Engineering, and I am confident that together we can build a business which we can be proud of, and which will also provide an economic boost to the area."



Mark Cuskeran

## Logistics Sector Makes Headway On Road To Zero

A greener future for logistics is in reach, according to the Logistics Emissions Reduction Scheme (LERS) annual review report, which found its members have reduced their average greenhouse gas (GHG) emissions by four per cent in 2017. According to FTA, this provides a clear indication of what is possible if everyone plays their part to improve efficiency and reduce emissions.

**The report by** LERS – a voluntary industry initiative to record, report and reduce transport emissions – collated and analysed fuel and vehicle kilometre data from its members to calculate an annual carbon figure for the scheme. LERS, sponsored by industry partners Bridgestone and ExxonMobil, now represents 134 members who operate over 88,000 commercial vehicles.

Rebecca Kite, Environment Policy Manager, Freight Transport Association (FTA), commented: "LERS is setting a positive example to the industry and is paving the

way for a brighter, greener future.

The average emissions from LERS members are close to 13 per cent lower per vehicle km than the industry average, showcasing what can be achieved with determination and the right support.

"In addition to this, LERS members fuel costs are 13 per cent lower than industry as a whole. While there's still much to be done to achieve national emission reduction targets, most notably the government's voluntary industry commitment to reduce HGV GHG emissions by 15 per cent by 2020

(compared to 2015 levels), and this report shows the logistics sector is heading in the right direction."

The report found its members have decreased their average kg of carbon dioxide equivalent (CO<sub>2</sub>e) per vehicle km to 0.72 from 0.75 in 2016. In addition, 48 per cent of its member's HGVs and 44 per cent of their vans are now ready for Clean Air Zones and London's Ultra Low Emission Zone, having been upgraded to the more emission-friendly Euro 6 model.

LERS is free to join and open to all companies with at least one

commercial vehicle. The scheme aggregates its members' fuel usage and business activity data to establish a carbon footprint and has been successfully demonstrating the industry's ability to improve emissions on its own without further government regulation.

LERS supports its members by providing guidance on carbon reducing measures, regular policy updates and valuable information on reducing fuel costs. For more information or to join the scheme, visit <http://lers.org.uk>

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## Conti360° Fleet Services launch unified facility

Conti360° Fleet Services is celebrating the official opening of its newly rebranded suite of offices, at Bandvulc's Lee Mill site, in Ivybridge.

**The extended office** facilities have been launched after a two and-a-half year integration project following Continental's acquisition of Bandvulc in 2016.

The launch follows the merger of both company's fleet support networks under the unified Conti360° Fleet Services banner in September 2018, and the relocation of all Conti360° Fleet Services support and 24-hour Breakdown Service teams to Ivybridge.

Commented Bandvulc Managing Director Arthur Gregg: "The merging of both the Bandvulc and Continental operations to Conti360° Fleet Services combines the strengths and advantages of each brand, with continuous improvement in our service offering. The positive effects of the rebranding will continue to be evident as time goes on, so for our customers it is very much 'business as usual'.



Conti360° Fleet Services staff enjoying the official opening of the newly rebranded offices, at Bandvulc's Lee Mill site, in Ivybridge.

## Turbochargers added to Knorr-Bremse TruckServices product portfolio

Knorr-Bremse is expanding its product portfolio for the aftermarket. Now, through the usual Knorr-Bremse TruckServices channels, customers can order turbochargers for vehicles from all the major OEM brands and benefit from a comprehensive range of services.

**According to Dr. Peter Laier**, Member of the Executive Board of Knorr-Bremse AG and responsible for the Commercial Vehicle Systems division: "Engine air management is key to ensuring low real-world driving emissions for diesel vehicles in long-distance operation. Our exhaust valves offer precision control of engine air circulation and reflect Knorr-Bremse's extensive experience in this field. Now, by expanding our aftermarket portfolio to include

turbochargers, we are taking this expertise a logical step further."

Turbochargers harness the exhaust energy to force compressed outside air into the combustion chamber. This boosts the engine output and makes for cleaner combustion.

Knorr-Bremse's offering of turbochargers from leading original equipment suppliers will be available in their own familiar packaging and in most cases with the corresponding mounting kit.



## First Online Autonomous Vehicles Course Launched by Irish Minister for Higher Education

The first online course aimed at the Autonomous Vehicles industry has been officially launched by the Irish Minister for Higher Education, Mary Mitchell O'Connor at IT Sligo.

**This innovative new** part-time Masters of Engineering programme brings together interdisciplinary concepts such as computer vision, artificial intelligence, vehicle dynamics and advanced sensor systems to provide engineers with the skills required to design the next generation of self-driving cars.

Commented the Minister: "Autonomous Vehicles is the future of the motor industry and IT Sligo is at the forefront of online education in Ireland. To have such a futuristic course delivered around the world to industry leaders, highlights how far third level education has come in Ireland. Institutes of Technology have always worked with regional industries in delivering relevant courses. But now, thanks to IT Sligo's embracing of online learning, we can now deliver ground breaking courses to industries around the world."

IT Sligo's new online Master of Engineering in Connected and Autonomous Vehicles programme has been closely developed with the motor industry on the west coast of Ireland as well as with input from

German automotive manufacturers and suppliers such as BMW and Continental AG through IT Sligo's partner University of Applied Sciences, Kempten, Germany.

IT Sligo is one of the largest suppliers of online courses in Ireland and is attracting many students from around the world with its innovative approach to online learning. Almost half of IT Sligo's 6,000 students are now studying online.

Commented President of IT Sligo, Dr Brendan McCormack: "We are delighted to be the first third level institute in Europe to offer an online Masters course in Autonomous Vehicles. The popularity of this course has been proven by the enthusiasm of the industry and the number of students from around the world who have enrolled. We are always looking at opportunities to offer new courses in growing industries. Autonomous driving is one such industry and to be the only third level institute to be offering such a course online is a great achievement for IT Sligo."

## FTA Northern Ireland Lunch Back and Bigger Than Ever

The Freight Transport Association (NI) will be celebrating a successful year in logistics when it holds its annual lunch in Belfast in May.

**Representing an opportunity** to dine with the industry's finest, the FTA's Northern Ireland Logistics Lunch will be held at the Merchant Hotel in Belfast on 10 May 2019.

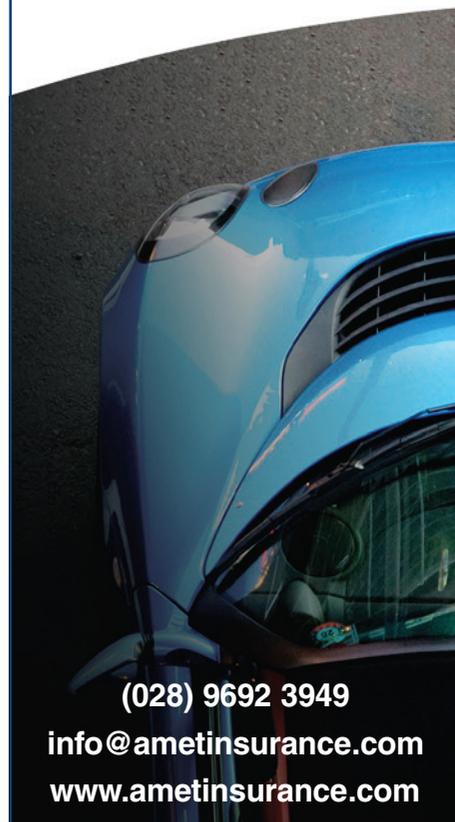
Hosted by Seamus Leheny, FTA's Northern Ireland Policy Manger, the lunch, sponsored by Denn-Part, is an opportunity to recognise industry achievements, network with peers, and informally debate the key issues and opportunities facing the logistics sector.

More details will be announced soon on [www.fta.co.uk/events](http://www.fta.co.uk/events), but to book a place in the meantime, please visit <https://fta.co.uk/events/northern-ireland-logistics-lunch-form>



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# SCANIA DELIVERS A LITTLE EXTRA OOMPH

As a leading player in the eight-wheeler sector the construction industry depends on Scania for innovative transport solutions. Kevin Swallow recently put the all-new XT through its paces for Export & Freight.



## TEST DRIVE: SCANIA DELIVERS A LITTLE EXTRA OOMPH

**Launched in August 2017**, the Scania XT (eXtra Tough) was part of a complete overhaul of its line up by the Swedes replacing the original 'New Generation' originally launched in 2004. For construction, XT is part of a modular line up. Gone is the rigid options list and in is a tailor-made approach that borrows from across the ranges.

The XT range is multi-faceted; available in four product ranges (P, G, R and S), three engines sizes and 19 cabs on a choice of 14 rigid and seven tractor unit axle configurations. It covers most things. Scania make the 9.0-litre engine available with three options; 280, 320 and 360hp. At the opposite end of the scale the V8 16.4-litre is available with four horsepower ratios; 520, 580, 650hp, all SCR (selective gas recirculation) and the largest engine Scania offer, the whopping 730hp with 3,500Nm peak torque, which achieves Euro-6 using EGR (exhaust gas reduction) and SCR.

In-between is the DC13-148 12.7-litre straight six-cylinder engine that uses SCR aftertreatment only to achieve Euro-6. There are four power options outputs; 370, 410, 450 and 500hp. All the engines are set up to deliver 600Nm torque for the PTO (power take off).

Scania decided to play safe for this road test, ordering the 450hp, which is really 444hp at 1,900rpm that produces 2,350Nm peak torque from 1,000-to-1,300rpm. It's the automated GRS905 Opticruise 12-speed, which has two crawler gears. A direct-top transmission coupled with a 3.07:1 rear axle drive ratio.

Up top is the G-series normal sleeper cab, the medium-sized sleeper cab within that range. Scania's test route starts and ends in Milton Keynes taking in the best part of 108 miles taking in the M1, M69 and A5.

The motorway is fairly level and throughout this section we only dipped below the cruising speed of 53mph to navigate slower moving traffic and at the behest of Scania Active Prediction (SAP). Drivers can become a little frustrated with SAP as it appears to dawdle when it should crack on. However, wider tests conducted with

Export & Freight shows that SAP saves fuel without losing any time. In specific situations the driver can amend the settings to reduce gap between cruising speed and the lower minimum speed before power kicks back



in to aid progression when it's needed.

### Driver Support

With so much power and torque available the motorway section was easy...the A5 is a different matter. It's busy and undulating and it makes the truck work. Here using the Driver Support function, you can get the best from the engine. Driver Support measures anticipation, use of the engine brake, cresting hills and excessive use of the accelerator. Anticipation is the key. Approaching a roundabout, for example, it's imperative to come off the pedal early, wait, then engage the engine brake to slow the wagon and proceed without touching the brake pedal.

It takes getting use to because the temptation to dab the brake pedal is second nature, and there're going to be times when you must stop the truck. However, taking the edge off braking by using the engine brake is widely encouraged. Embracing anticipation will developing your skillset, and it also helps that the exhaust brake is very responsive, especially if the revs are up in the blue section at 2,000-to-2,200rpm.

Cresting hills without cruise control means judging distances. Get it wrong and you end up gunning it again just to reach the top, which creates 'zero stars' and a rebuke from the Driver Support function.

While mentally trying to get to grips with the software, the handling can go unnoticed. It's a remarkably smooth ride, more long-haul than traditional tipper. There

is no flinging it into corners or battling the tyre scrub in tight situations. It's light and precise and without understeer.

### Sleeper Cab

Specifying the sleeper cab will add a few kilogrammes to the kerbweight, but it's a very professional working environment. The driving position is moved slightly forward to the windscreen and 65mm closer to the door, which along with a larger surface area of glass, slimmer A-pillars, and a lowered and reshaped dashboard vastly improves visibility.

The ceiling of the 'normal sleeper cab' is now 100mm higher than its previous G-series equivalent; 1,800mm from the footwell and 1,456mm from the engine tunnel. This creates a spacious, airy cab with plenty of storage. Umpteen shades of grey used for the interior is uninspiring, but the quality of the finish and the materials used are first rate and durable.

Any of the driver's equipment can be stowed under the bunk or above the windscreen, and the pull-out drawer from under the bunk has depth.

Of all Scania's 'New Generation: 2.0' launches the XT is the most significant because the multi-axle rigid is the one area it dominates, along with DAF Trucks and Volvo Trucks. For all its technical wizardry this wagon is not a point and steer. It delivers a robust performance when required with plenty of refinement. It is a quality motor, something more than appropriate for the construction industry.



Scania has developed a modular dashboard design that unites the P, G, R and S-series cabs.



**Adrian Madden**  
Head of Asset Finance sales, Ireland

# ALL YOU NEED TO KNOW ABOUT ASSET FINANCE

Asset finance refers to a loan which allows you to buy or lease the equipment, machinery and vehicles that your company needs. There are essentially two types of asset finance: refinance, which releases cash tied up in existing assets, and equipment finance, which allow businesses to spread the cost of the resources they need.

## Refinancing facilities enable

businesses to release money tied up in existing assets, such as machinery and vehicles.

The premise is simple. A financier lends you cash upfront based on the value of your asset. Then, you lease the asset from them over a fixed term, and by the end of the agreed period, you own it outright again.

This type of funding gives you immediate access to working capital that might otherwise be inaccessible, but unlike a traditional loan, the amount you borrow is secured against your asset. This can reassure SMEs and lenders alike and, as a result, can be a more flexible way to improve cash flow.

## Equipment finance

Types of asset finance for equipment include hire purchase, finance leasing and operating leasing.

Hire purchase enables SMEs to spread the cost of an asset over an agreed period. By paying in instalments, it is easier for businesses to budget and use their cash effectively. At the end of the term, you have the option



to purchase the equipment, machinery or vehicles outright.

In comparison, finance and operating leases allow businesses to benefit from the use of the asset without the responsibility of ownership. There is a low initial outlay associated with this solution, so you can gain access to equipment quickly and flexibly.

## Tailored solutions

Close Brothers Commercial Finance is a leading provider of

asset finance, invoice finance and asset based lending in Ireland.

"We have a range of funding solutions available and we understand that there is no one size fits all solution. Our finance experts will take time to understand your business and will explain how each option works, as well as how it can help you to reach your goals. We're proud to provide a responsive, personalised service which adapts to business challenges and produces tailored funding solutions."

## About Us

Close Brothers is a UK merchant banking group providing lending, deposit taking, wealth management services, and securities trading. Close Brothers Group plc is listed on the London Stock Exchange and is a member of the FTSE 250. Close Brothers Commercial Finance is a trading style of Close Brothers in Ireland.

Its core purpose is to help the people and businesses of Britain and Ireland succeed over the long term. To achieve this, all of its diverse, specialist businesses have a deep industry knowledge, so they can understand the challenges and opportunities that its customers and clients face.

"We support the unique needs of our customers and clients to ensure that they thrive, rather than simply survive, whatever the market conditions."

Find out more about Close Brothers' specialist asset finance options at [www.closecommercialfinance.ie](http://www.closecommercialfinance.ie) or by calling +353 (0)1 9609 037

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Visit [www.closecommercialfinance.ie](http://www.closecommercialfinance.ie)

# Transport Training Board for Northern Ireland

## RECRUITMENT OF CHARITY TRUSTEES

The Transport Training Board for Northern Ireland (TTB) is a charitable company which has existed since 1991 and it supports the development of training for people employed or intending to be employed in automotive, transportation, and logistics related industries.

Based at its modern training centre at Nutts Corner, the charity has over 25 years of history in developing and providing training services for the automotive, road and passenger related transport industries. Our services include apprenticeships for young people working in the automotive industries, driver training for LGV and PCV vehicles and regulatory courses including CPC, ADR and DGSA etc.

**TTB now seeks to strengthen further its governance  
by recruiting new charity trustees to join its voluntary board.**

We are seeking people with experience in relevant industries or who have more general experience including in finance, commercial business, education, built environment / property management, marketing and public relations, ICT, careers advice, health & safety or HR.

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*For more information please contact.*

**Andrew McCracken Company Secretary**

**Tel: 028 90 82 56 53**

**email: [andrewm@transport-training.co.uk](mailto:andrewm@transport-training.co.uk)**

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Applications to be received by **28 February 2019**

*Transport Training Board is committed to equality of opportunity  
in its recruitment, volunteering, access and use of its services.*

**Charity no. 101451**

# DERRY BROS SHIPPING CONTINUES TO MAKE WAVES FOR FUTURE GENERATIONS

Since the original business Derry Bros was established in 1963 by Jim Derry with one lorry supplying produce to the Belfast Fruit Market, Derry Brothers Shipping Limited under the direction of Brigid Derry from 2006, has grown into one of the leading shipping agencies in island of Ireland.

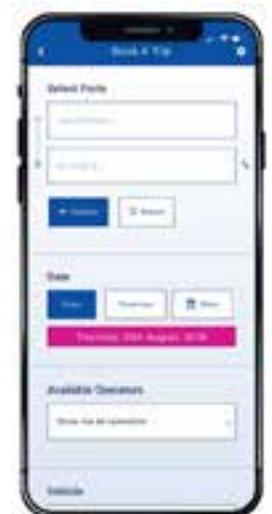
“At Derry Brothers Shipping we are always striving to make waves for future generations, we are delighted announce that the new DerryBros Reservation App and website which were launched in September 2018 has been meet with positive acclaim by new and existing customers,” comments Brigid Derry, Managing Director, Derry Brothers Shipping.

“Phase two of the App, which will be completed at the end of the first quarter 2019, will see the App fully integrated with four of our major suppliers’ systems. We understand that the world of transport never sleeps that’s why the Derry Brothers Team is available 24/7 with a wealth of experience, knowledge and reliability to provide top level digital solutions for all our customers shipping requirements.”

Not only does the new DerryBros App allow customers to make secure bookings on over 150 routes throughout the Island of Ireland, UK, Europe and beyond with both ease and speed; it also allows customers to track and trace their vehicles in real time which is essential in today’s world of transport and logistics.

The Derry Bros Team’s innovate approach, which relies upon a solid foundation of excellent customer care

For details on how to obtain and download the new DerryBros App contact a member of the sales team.



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# Simply Asset Finance launches into Northern Ireland with Head of Sales appointment

Simply Asset Finance has appointed Gary Coburn as head of sales for Northern Ireland. This marks the official move of the provider into the region following a year of impressive growth.

**Gary has 20** years' industry experience and joins Simply after nine years at Close Brothers Asset Finance where he was responsible for the Northern Ireland Asset Finance sales team.

In his new role, Gary will have full responsibility for Simply's offering in Northern Ireland and will contribute to the overall growth strategy of the business, helping the business to achieve further success in the UK.

Commenting on the new appointment, Mike Randall, CEO, commented: "Gary is the latest senior appointment at Simply

and he brings valuable regional knowledge to the team. We already work with customers in Northern Ireland, but our offering will be even more compelling to SMEs if they can connect with someone who is on the ground and lives and breathes their needs. We are very pleased to have Gary on board and I have every confidence that he will do a superb job of supporting our business and its continued ambitions."

Gary added: "This is great news for businesses within Northern Ireland; by establishing a local presence here

Simply Asset Finance will be able to support the funding needs of local small and medium sized enterprises.

"The market is well-primed for a new funder and there is a growing demand for SME finance – particularly from a provider that offers flexible terms and excellent service. The role represents a challenge that I am looking forward to getting my teeth into – supporting the local business economy, expanding our business and continuing to deliver the best customer journey across the markets in which we operate."



Gary Coburn, Simply Asset Finance, Head of sales for Northern Ireland.

# SEKO Logistics invests in Ireland to serve customers in one of Europe's fast growing economies

SEKO Logistics' core market investment strategy now includes the opening of its own operation in Ireland to serve multinational customers prospering in one of Europe's fastest growing economies.

**According to the** European Commission's Interim Economic Forecast, Ireland is likely to have recorded the highest GDP growth in the EU in 2018, estimated at 5.6% versus 2.1% for the region overall. This follows the country's strong momentum of 2017 when its 7.3% growth rate was three times higher than the Eurozone average.

As SEKO Logistics has expanded its presence globally in recent years, it has strategically invested in new facilities in key markets such as the UK, Hong Kong, Mexico City, New York and Chicago. Driven by the growing number of

multinational companies operating in Ireland as well as increased consumer spending, it has also become a prime global trade market for SEKO's international clients. This latest investment, which includes the opening of a new office and warehouse facility based at Dublin Airport, Harristown, at the start of 2019, enables SEKO to support its existing customers and step up to meet future growth opportunities.

Michael Daly, Managing Director of SEKO Logistics in Ireland, said: "The amount of trade in and out of Ireland – accelerated by the strength of the Irish economy and the level of inward investment – makes Ireland the next logical step

in SEKO's strategic investment development plan. Ireland is especially important to UK, European and US brands and that's why we are investing in our own facility and staff to give SEKO customers in Ireland and around the world the service, technology, visibility and support they need to optimise the potential of this dynamic country. We want to be fully invested here and recognized as a long-term partner."

SEKO Logistics previously operated in Ireland through an agency partnership but is already firmly established as a successful and innovative brand in the market.

# Free online toolkits help FORS members meet new requirements

FORS has developed new online toolkits and guidance to help members meet the requirements set out in the new FORS Standard.

**The updated FORS** Standard (version 5) went live on 14 January 2019, bringing with it new attainment criteria to help members with ever more diverse vehicle fleets attain higher operating standards. This fifth iteration of the document sees the inclusion of powered two-wheeler (P2W) fleets, with updated

provision made for passenger carrying vehicles (PCVs). It also sets new parameters to help members improve environmental operating practices, and includes a new requirement to help fleets guard against the threat from terrorism. New online guidance is tailored to the unique needs of both

the P2W and bus and coach sectors, and for operations which include these vehicles as part of a mixed fleet. The advice includes background on FORS, along with the specific FORS requirements and professional development relevant to each sector. A free FORS Counter Terrorism toolkit has also

been created to help members meet new Bronze requirement '07 Counter terrorism'. The toolkit provides members with advice on writing an effective counter terrorism policy and highlights which procedures they must have in place to support the policy.

Finally, for those members seeking to attain FORS Gold, a free FORS Workplace Travel Plan toolkit is now available to help members meet Gold requirement 'G8 Staff travel', which seeks to encourage sustainable staff travel behaviour and minimise the negative impact on the environment of staff travel to and from the workplace, helping to reduce carbon emissions.

# Annandale Transport Company specify SAF Axles: the lightweight heavy-duty performers

When commissioning a trailer for the punishing demands of the timber industry, David Hyslop of Annandale Transport Company takes no chances; he specifies SAF-Holland INTRA axles. Transportation for forestry typically involves dealing with some of the toughest road conditions imaginable, conditions that the weight-optimised SAF INTRA CD axles take within their stride.

**David explained:** "The conditions these trailers have to operate in can be harsh in the extreme, especially off-road, so we need to be confident the running gear is up to the challenge and we know from experience that SAF CD axles really are. The other big plus points for us are that they don't need much in terms of maintenance and they come with six-year warranty as standard."

The SAF INTRA CD employs a fabricated suspension arm that eliminates the use of springs and U-bolts. This feature, combined with an off-road shock absorber that allows for excellent low and high-speed damping, makes it the perfect suspension setup for the rough forestry roads.

On his latest Dennison-built skelly, David added the SAF TirePilot system in anticipation of tyre inflation systems becoming mandatory for driving off-road through forests for timber collection.

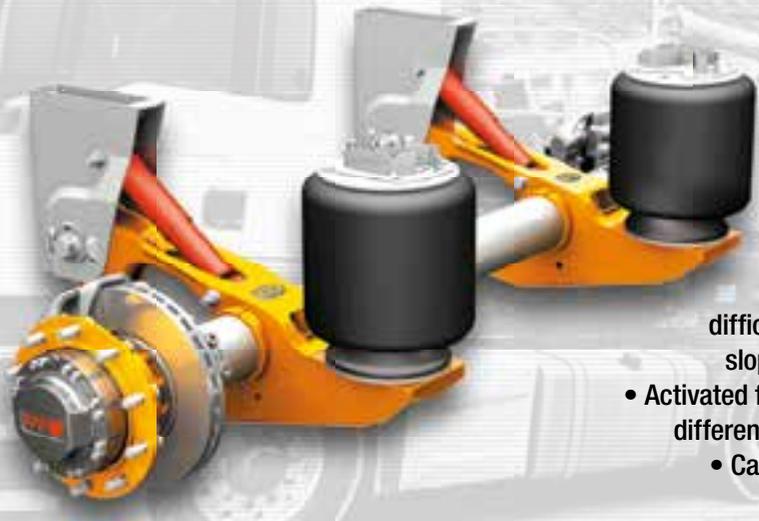
The Dennison Trailer pictured was supplied by J D Engineering in Dumfries.

IMS Limited is the specialist importer & distributor of premium products for the commercial vehicle market including SAF-Holland, VSE, SEM & Alex Rims.





## SAF INTRA TRAK *Hydraulic Drive*



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Proven SAF INTRA CD quality, combined with a POCLAIN hydraulic auxiliary drive system • Optimised for tipping trailers operating in challenging environments and awkward terrains • Assists on difficult surfaces with starts after tipping and on slopes • Powered by the tractor unit hydraulics

- Activated from the driver's cab • Great flexibility – use different tractors equipped with 2-circuit hydraulics
- Can be retrofitted to existing trailers with ease









In addition to SAF-Holland, IMS Limited distributes a range of premium products aimed at the commercial vehicle market, including leading brands; VSE, SEM and Alex Rims. To discover more about the brands we represent, please contact:

**Craig Lawton**, Regional Sales Manager: t: 07951 467 309 e: [craig.lawton@imslimited.com](mailto:craig.lawton@imslimited.com)

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# QUINN BUILDING PRODUCTS CHOOSES 14 EFFICIENT OFF-ROAD TIPPERS FROM MERCEDES-BENZ

Quinn Building Products is enjoying peak performance from a new fleet of Mercedes-Benz 'mountain' trucks. The 14 tippers were supplied to Derrylin-based Quinn by Northern Ireland Dealer MBNI Truck & Van.

**All are 8x4** Arocs 4148 models with 12.8-litre straight-six engines rated at 350 kW (476 hp), and ClassicSpace cabs. Each truck is capable of carrying a 33-tonne payload.

They transport loads of aggregate from the operator's Doon and Swanlinbar quarries to its Quinn Cement plant at Ballyconnell. The journey entails a fully-laden run down the long, steep descent known locally as 'the mountain' – optional equipment includes powerful water retarders which enhance safety, while reducing wear and tear on brakes and drivelines.

"It's an extremely demanding task and requires vehicles built to the very highest standards," said Transport Manager Brian McManus. "You can't cut corners on specification for a job like this."

The rugged Arocs range is purpose-designed for construction-related applications, while Greater Safety is one of the three pillars of Mercedes-Benz Trucks' all-encompassing RoadEfficiency strategy, the others being Low Total Costs and Maximised Use.

"We've been buying Mercedes-Benz trucks since 1988 and they've proved over the years to provide outstanding quality and solid reliability," Brian continued. "We know we'll get great value for money, and that



we can depend not only on the vehicles themselves, but also on the Dealer's back-up.

"We have developed a strong relationship with MBNI Truck & Van, as well as the manufacturer, and it's because we've been so well served that Mercedes-Benz vehicles now account for the greater part of our 150-strong fleet."

Over the last year Quinn has also taken delivery of 24 Actros 2445 StreamSpace tractor units with small, 17.5-in wheels on the mid-lift axles, which

save weight and free up useful space on the chassis. Powered by 330 kW (450 hp) engines, the Actros transport bagged and bulk cement powder, as well as a range of building products. Quinn has recently commissioned three road-going 32-tonne Arocs 3240s, too – one has an insulated tar-specification tipping body, the other two with mixer drums for concrete deliveries.

Most of Quinn's recent Mercedes-Benz trucks are backed by ExtendPlus Contracts, which supplement the standard vehicle warranties. Cover is extended to four years and takes in mechanical, electronic and electrical components. The operator undertakes routine maintenance in its own workshop, for which MBNI Truck & Van maintains an imprest parts stock and provides technical advice and assistance if required.

"The introduction of our new tippers represents a major step in our fleet renewal programme," added Brian. "By the end of 2020 we will have replaced all of the older trucks on our fleet, as well as ageing plant machinery.

"These investments will reduce our environmental impact, boost efficiency, and allow us to meet ever-increasing demand, while continuing to provide the top-quality services that our customers have come to expect."



# MORE MAJOR CONTRACT SUCCESSES FOR BRS IN NORTHERN IRELAND

brs

BRS Ltd (Part of the Renault Truck Group) continues to expand its commercial vehicle contract hire and rental business in Northern Ireland; its latest successes include major contracts with two of the Province's leading transport operators.

The Newtownabbey based Henderson Group, who have been distributing food and grocery-related products to the convenience retail sector for over a century, has taken 12 Renault T range trucks, while Global Cargo Solutions located outside Armagh has taken a number of Renault 18 tonne box units.

"These are high profile customers who are new to BRS," explains Area Sales Manager Kieran Sheen, "and we are delighted to have secured their business.

"What we have offered them is a 'bumper to bumper' contract hire package that includes lease, R&M, tyres, RFL, dedicated account management, replacement vehicle if VOR >24hours and MOT cover," adds Kieran. "That means they can get on with what they do best and leave the rest to us."

Also included is UK-wide 24 hour breakdown cover and Renault Trucks' Optifleet telematics which includes fuel reporting, driver performance and training, vehicle tracking and even remote tacho downloading.

"What it all means is that these companies can enjoy maximum uptime and minimal downtime with a service that takes away all the-day-to-day hassles of running a busy fleet," says Kieran, who adds that the two contracts will be managed by Renault dealers



Diamond Trucks in Newtownabbey; BRS have another very active and supportive hire location at Middletown in County Armagh with Toal Truck Services, the official Renault Trucks dealership serving a growing customer base along the border region.

These latest contract wins are further proof that BRS is a major player in the contract hire market in Northern Ireland, as more and more operators come to appreciate the many benefits offered by the BRS network.

## Flexible Approach

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

With over 2,000 vehicles at its disposal throughout the UK, ranging from 3.5 tonne vans to 44 tonne tractor units, as well as boxes, curtainsiders and drop sides, BRS is able to meet virtually

every customer requirement.

"And, of course, we have the very significant and substantial backing and support from Renault Trucks which means we are able to take advantage of a direct manufacturer relationship, backed up by a high level of customer care," says Kieran. "We take the time to listen to our customers and to understand their business requirements. Our partnership approach means we work with them to find the best possible solution and then tailor the contract accordingly."

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

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

## Tailored Packages

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

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

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

risk; there are no nasty surprises.

[www.brs.co.uk](http://www.brs.co.uk)

Ian Latimer  
Diamond Trucks - Mallusk

028 9083 7171 - 07711 390720  
[sales@diamondtrucks.co.uk](mailto:sales@diamondtrucks.co.uk)

# CameraMatics is the perfect partner for the new FORS Standard

Following the announcement of the new FORS Standard version 5, ProVision is reminding commercial fleet operators of the significant benefits of CameraMatics and its new ProVision Go mobile app in managing risk, maintaining compliance and, most importantly, improving road safety.



**The updated FORS** Standard, which came into effect on 14th January 2019, strongly recommends that fleet operators make use of vehicle equipment and technology. The scheme now also recognises online and cloud-based systems as equal alternatives for storing documents such as completed safety checks. Even to achieve bronze accreditation, the lowest level in the progressive FORS scheme, fleet operators must have access to every bit of information on their fleet. This includes registration details, location of vehicles, and the total number of vehicles and

trailers. ProVision Go allows fleet managers to easily and safely store this information in one central place. It can then be retrieved at any time and anywhere.

In addition, operators must show that they implement walkaround checks at least once daily per vehicle, as well as have a procedure to ensure roadworthiness and serviceability.

This extends to a policy and procedure for maintaining and monitoring tyre roadworthiness, covering tyre selection, pressure and tread depth.

With ProVision Go's Checklist Manager, fleet managers can

create personalised checklists to make these checks as easy and efficient as possible. Drivers can then complete the checks on their phones, while fleet managers can review and approve any repairs.

At a base level, the new bronze level standard allows fleet operators to make use of strategically placed cameras in place of mirrors to protect vulnerable road users (VRUs).

In order to achieve FORS silver accreditation, companies must show evidence of managing road risk. With risk management at the heart of ProVision's entire product range, these new requirements

perfectly align with CameraMatics. Fleet managers can rest assured that the solution will greatly simplify the lives of both fleet managers and drivers alike.

The new requirements and recommendations for silver accreditation also place a stronger focus on vehicle safety equipment.

This includes systems with multiple cameras and a monitor to show blindspot areas.

It extends this further with a recommendation for recording equipment (DVRs) for larger vehicles – all of which are offered by ProVision's CameraMatics solution.

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# RTITB launches Counterterrorism Course to Keep LGV Drivers Safe

In response to the recent terror attacks that have seen vehicles used as weapons across the UK and Europe, RTITB has launched a new Master Driver CPC course, Counterterrorism Measures for the Professional LGV Driver.

Since October 2018, the threat level of terrorism in the UK, has been set by the Joint Terrorism Analysis Centre and the Security Service (MI5) at "severe", meaning that an attack is "highly likely".

"Although statistically the risk of incident is relatively low for individual LGV Drivers, in these uncertain times it is important for all drivers to learn how the threat of terrorism affects them, as well as to equip them with the skills and knowledge to help prevent incidents," explains Laura Nelson, Managing Director for RTITB.

Supported by case study examples and current statistics, one of the key topics covered in the course addresses weapons that can be used by a terrorist, including guns, bombs and even the vehicle itself. "The use of vehicles as weapons is a relatively new strategy that professional LGV drivers must be

made aware of and trained to avoid or manage," Laura adds.

As weapons, LGVs are more easily accessible than guns or bombs which may need to be imported or manufactured. For example, a terrorist could obtain an LGV through hijacking, by stealing an unattended vehicle, or with the right paperwork,

even by simply renting one.

Through identifying when they are most at risk, such as at night when sleeping in cabs or leaving vehicles unattended, or when driving through ports, drivers taking the new RTITB course will learn preventative steps and techniques to minimise vehicle security risks. To empower them



to become more vigilant in their day to day operations, drivers will also learn how to spot key signs of suspicious behaviour, so that they can confidently identify and report any suspicious activity.

Drivers will also learn what steps they can take in the event of a terrorist incident, covering attacks on site, in their vehicles and in public. This includes several potential scenarios such as direct bomb threats, finding suspicious packages, encountering terrorists with firearms, suffering attacks on the driver's vehicle, armed police response and vehicle hijacking.

The course also includes discussion of UK counterterrorism legislation and how this might impact the professional driver's role, as well as additional information and guidance to further improve knowledge of counterterrorism.

"On completion of this course, professional drivers will have a comprehensive understanding of how the current threat of terrorism affects them, the risks involved in being responsible for an LGV, and more importantly, they will be equipped to help prevent incidents. This is a significant and timely addition to the RTITB Master Driver CPC Course that will contribute to enhanced security and safety for our drivers and the general public."

## FORS Fuel Expert

FORS recognises that fuel costs are one of the biggest expenses for its members.

To help members make savings on fuel purchases, FORS has partnered with Fuel Card Services, one of the largest agents of fuel cards in the UK, to launch FORS Fuel Expert.

Whether you use diesel, petrol, or both, FORS Fuel Expert covers every major brand. FORS Fuel Expert offers competitive prices for FORS members offering a saving of up to 4ppl off the national average pump price and up to 10ppl off motorway pump prices.



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# JP RYAN CHOOSES SDC FOR INNOVATIVE SLOPING SKELETAL TRAILERS



Dublin based JP Ryan have chosen SDC's bespoke design sloping skeletal trailers for their fleet renewal, with advanced features for durability, safety and operational efficiency.

**Continued investment** has seen the logistics operator secure a solid share of the liquid and dry bulk logistics industry over the last 70 years, working with the largest global ISO Tank operators as both a supplier and a customer.

Noel Ryan, Managing Director at JP Ryan, said: "We are well known in the logistics industry for providing high quality, reliable and cost-effective services and to achieve this we require the best equipment on the market. I am pleased to add SDC's sloping skeletal trailers to our fleet, the bespoke design allowed us to develop a product which is perfectly suited to our operations for maximum trailer performance, efficiency and operational safety. Attention to detail is evident across the new trailer fleet which has already gone into operation delivering JP Ryan's first-class European door to door and global door to door logistics services."

The new sloping skeletal trailers were developed by Co. Antrim manufacturer, SDC, in line with JP Ryan's specific requirements to transport 20ft ISO tanks for liquid and dry bulk logistics. One key feature to note on the new design is the light weight, which offers greater payload and a reduction in CO2 emissions. Automatic twistlocks allow for ease of operation and where health and safety requires, the driver can remain in the cab when locking the container in position.

At the forefront of health and safety, SDC have developed a lower access walkway to the rear of the chassis with larger drip trays for containing spills while coupling / un-coupling pipes from the tanks. The drip tray walkway and supporting steel work is made from a combination of aluminium, stainless steel and galvanised steel for maximum corrosion resistance. Featuring the latest LED lights and ADR wiring, the life expectancy of the trailer is further enhanced

by a two pack epoxy primer paint product with high gloss finish for long lasting durability.

SDC's Sales Manager for Ireland, Jimmy McKernan, commented: "I am delighted JP Ryan have chosen SDC's sloping skeletal trailers for their fleet investment, the finished product is testament to our continued investment in R&D within trailer design and will continue to reinforce SDC's position as the UK & Ireland's leading trailer manufacturer."

The manufacturer has been serving the road transport and logistics industry since 1978, with a broad portfolio of skeletal trailer designs including a 15.6m extended skeletal trailer which was recently developed for Scottish operator Malcolm logistics for use with their 50ft 'big box' containers. SDC offer new and used semi-trailer solutions for the retail, mining, manufacturing and construction sectors.





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# TRANSPORT INDUSTRY RALLYING ROUND KATIE ROSE FUND RAISING CAMPAIGN

When work colleagues of Morgan McLernon's Logistics Transport Manager Kevin McKeown heard that his eight year old daughter might be in urgent need of further treatment for a rare kind of childhood cancer, they had no hesitation in lending a helping hand.

**Little Katie Rose** was diagnosed in March 2018 as having stage four high-risk Neuroblastoma with metastasis, a highly aggressive form of childhood cancer.

She is a fun-loving, quick-witted, brave little eight-year-old girl, who loves making slime, playing Minecraft on her Xbox and football with her sister Olivia. She's the youngest of three girls, Olivia is 10 and big sister Grace is 16.

Currently, she is being treated on the NHS, but her future is uncertain. While her parents hope she will be in remission at the end of frontline treatment, in 40-50% of children diagnosed with high-risk neuroblastoma, the cancer comes back, and once it does the chances of long-term survival drop to less than 10%.

Within weeks of completing her frontline treatment, her parents plan to take Katie Rose to New York to access further treatment not available on NHS, costing hundreds of thousands to increase her chances of survival. A campaign was launched in November with Solving Kids Cancer to raise funds for this potential treatment.

"We will never forget the initial feelings of shock and disbelief that this was happening to our little girl who had already so much to deal with having been diagnosed with type 1 diabetes at five-years-old," says mum Una.

"It has been complete devastation for our whole family, our lives changed forever that day," adds Kevin, who has had to put his and wife Una's working lives on hold to be with Katie Rose to support her during her treatments.

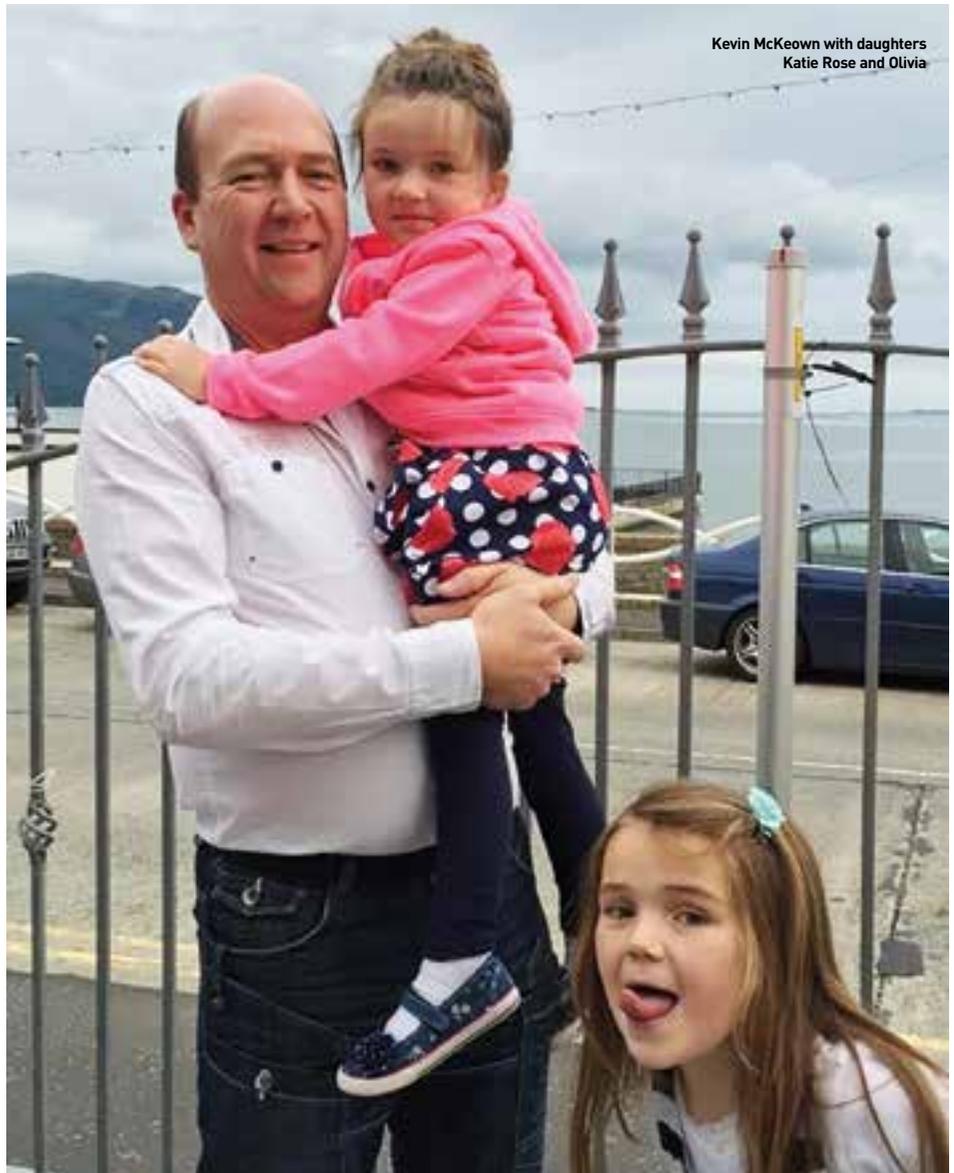
One week after her diagnosis, Katie Rose began her treatment plan. She completed eight induction rounds of chemotherapy and a further two rounds of TVD chemotherapy as scans showed she had partial clearance.

Katie Rose had her stem cells harvested, followed by surgery to remove the tumour. She has completed high dose chemotherapy and has her stem cells transplanted, having experienced mucositis - a very painful side effect of this treatment. She has now started her five week course of radiotherapy, followed by six months of immunotherapy.

"To date, Katie Rose has been incredibly brave throughout her treatment. She has shown ongoing resilience and her amazing wee spirit continues to shine through, even though she continues to endure so much gruelling treatment," say Una. "We are so appreciative to all the consultants, doctors, nurses and the entire staff who are involved in Katie Rose's care at the hospital, working so hard to get rid of this horrible disease."

## Amazing support

"My work colleagues recently raised at magnificent £18,500 by taking on a challenge



Kevin McKeown with daughters Katie Rose and Olivia

5k a day walk or run in the month of November to get the fundraising started, and others across the transport industry who know me have been really amazing, already raising thousands of pounds through organising collections, sponsored charity walks, runs and other events," says 48 year-old Kevin, who has worked in the industry since his early twenties, initially as a driver and latterly as a manager.

At the last count, the total raised was around £50,000, and growing every day. If Katie no longer needs the funds or is in remission five years post the end of successful treatment, the monies raised

will be used to support other children and their families affected by neuroblastoma.

## How you can help

There are many ways you can help Katie Rose: by making a personal donation; holding a fundraising event; getting sponsored to take on a challenge. Visit Katie Rose's page on the Solving Kids' Cancer website to find more information - <https://solvingkidscancer.org.uk/campaigns/katie-rose> or alternatively, [www.justgiving.com/campaign/katierose](http://www.justgiving.com/campaign/katierose). Or if you'd prefer to text donate, text KRMC99 and your amount £1 to £10 to 70070.

If you'd like to support Katie Rose's campaign, please get in touch with the fundraising team on 0207 284 0800 and [fundraising@solvingkidscancer.org.uk](mailto:fundraising@solvingkidscancer.org.uk)

# Katie Rose is fighting a life-threatening cancer



Katie Rose is fun-loving and quick-witted. She loves playing Minecraft and football, and making slime! But this brave young girl was diagnosed with high-risk neuroblastoma in March 2018.

She's been through 10 rounds of chemotherapy, surgery, high-dose chemotherapy and a stem cell transplant. She faces more gruelling treatment ahead. Her battle is far from over.

This cancer will come back almost 50% of the time, so her family is fundraising in case she needs to access treatment not available on the NHS for her best chance of life.

This could cost hundreds of thousands of pounds.

**You can give Katie Rose hope**

To make a donation:

[www.solvingkidscancer.org.uk/katie-rose](http://www.solvingkidscancer.org.uk/katie-rose)  
or [www.justgiving.com/campaign/katierose](http://www.justgiving.com/campaign/katierose)

Text '**KRMC99**' and your amount **£1-10** to 70070

To fundraise for Katie Rose, contact Emma for support via [fundraising@solvingkidscancer.org.uk](mailto:fundraising@solvingkidscancer.org.uk) or 020 7284 0800.

Funds raised will go towards helping Katie Rose and her family. If Katie Rose no longer needs the funds or is in remission 5 years post the end of successful treatment, the funds will be used to support other children and families affected by neuroblastoma through our activities.

follow us on   Katie Rose's Journey



For children with high-risk neuroblastoma, like Katie Rose, the survival rate is much lower than other childhood cancers, and this drops to less than 10% after relapse. Katie Rose is currently going through standard frontline treatment in the UK. When the treatment ends, it is hoped she'll be free of disease.

Solving Kids' Cancer Europe is a registered charity in England and Wales (1139601) and in Scotland (SC045094).



# BIFA welcomes HM Treasury funding for customs training

The British International Freight Association (BIFA), the trade association for UK freight forwarding and logistics companies, has welcomed the recent news of an £8 million government funding scheme for customs intermediaries and traders.

**Grants have been** made available for all customs intermediaries and traders completing customs declarations. The aim of the grants is to support training and the upgrade of IT systems.

According to BIFA, the government has actively engaged with freight forwarders, independent customs brokers, and fast parcel operators in order to understand the needs and challenges industry bodies face in supporting current and future clients. This scheme is intended to help support the extra demand for customs brokerage services associated with the UK's departure from the EU, as well as issues

associated with the replacement of the current system used to process customs entries.

Robert Keen, director general of BIFA said: "During our meetings with both HM Treasury and HMRC, BIFA highlighted the concerns of our members regarding the capability of the Customs brokerage sector to increase capacity, at a time when that sector already faces a shortage of staff of suitable quality.

"We emphasised that it could take up to a year to train staff to be fully conversant to prepare a range of basic Customs declarations, even if there was a sufficient number of

trainers to train those staff, as well as relevant courses for them to attend. So, the news of this funding is very welcome."

The grant includes HMRC providing an investment of £3 million to fund increasing training capacity.

BIFA also notes that the grants include £2 million to fund training for intermediaries and traders completing customs declarations (or intending to complete customs declarations in the future). The grant will provide funding for up to 50% of the cost of training staff.

There is also £3 million available in IT improvement funding, available to small and medium sized employers in the customs intermediaries sector currently completing customs declarations on behalf of importers and exporters. The grant will fund investment in packaged software that increases the automation and productivity of completing customs declarations. In alerting its members to the funding, BIFA is encouraging those who believe they might benefit to apply early. Applications will close on 5 April 2019, or earlier once all the funding is allocated.

# Transitional Simplified Procedures should be for all

Robert Keen, Director General of the British International Freight Association, has been commenting on the recent announcement by HMRC on Transitional Simplified Procedures (TSP) for Customs in the case of no deal on March 29th.

"As the trade association for freight forwarders, which are responsible for managing the supply chains that underpin the UK's visible international trade, we have long campaigned for frictionless borders post Brexit," he says.

"We note the publication of these Transitional Simplified Procedures by HMRC in the event of a non-deal Brexit, and are led to believe that they are aimed at making importing easier by simplifying the declarations at the border and postponing the payment of import duties that would otherwise be due.

"However, having reviewed the documentation that has been released, BIFA believes that they are aimed solely at those traders, which have not been previously engaged

in international trade, giving an overview of the procedures available to those traders.

"Whilst some of the easements that they contain regarding simplifications and special procedures may make it easier for new applicants to obtain these authorisations, there does not appear to be equivalent liberalisation of the regimes for existing holders, such as freight forwarders.

"In many ways the documentation appears skewed in favour of new applicants for authorisations and actually discriminates against existing holders, particularly relating to special procedures.

"It appears to us that TSP allows traders without any customs

expertise, and tried and tested systems, to by-pass the strict authorisation requirements which otherwise apply to freight forwarders and customs agents.

"If the above are the case this will be highly unpopular amongst freight forwarders and customs agents as they appear to be excluded from them and no-one seems willing to say why this is so. That is something on which we will be seeking clarification from HMRC."

BIFA says that the TSP appear to confirm that if the UK leaves without a deal, the country will revert to trading with the EU on a third country basis, acceding to the CTC Convention, which may help goods move across frontiers.

It notes that some BIFA member companies are already basing their post-Brexit planning on this model.

"It is all very well to write down these procedures, but the unanswered question is will they work when systems are largely untried, communication links between the parties involved on the processes are not established, many will be unaware of their responsibilities, and the freight forwarding companies that are at the heart of international trade movements appear to be excluded from them.

"TSP should be for all involved in visible international trade movements, including freight forwarders."

# Renault Trucks Announces New R&D Centre In Lyon

Renault Trucks is building a brand new, eco-friendly Research & Development centre in St Priest, Lyon, France.

**The sustainable development,** designed and constructed to the highest environmental standards, will extend over 11,300 sqm and is scheduled to open in the first half of 2021.

This major project will further raise the reputation of the Lyon site, the Volvo Group's second largest R&D centre.

Part of an ambitious 5-year building programme launched by Renault Trucks and the Volvo Group to drive innovations, the new R&D centre will bring the company's expertise under one roof with departments working together in a purpose-designed space to develop projects for Renault Trucks and other brands in the Group.

In order to create synergies, boost innovation, and ensure the success of the next Renault Trucks and Volvo Group product ranges, the new R&D centre will house more than 1,000 experts.



# Record Apprentice Recruitment at Transport Training Services

Transport Training Services has more than exceeded its recruitment targets in 2018 by recruiting and job-matching 120 young apprentices over the past 12 months.

**This figure represents** a threefold increase since 2015 and brings the total number of apprentices training at TTS to over 250. All new recruits are employed apprentices under the ApprenticeshipsNI programme, working in a variety of exciting and challenging job roles within the transport and motor industries.

TTS offers applicants and local businesses a range of apprenticeships to meet their recruitment and training needs as well as offering exciting career paths for school leavers and young adults. The TTS portfolio includes Light Vehicle Repair, Heavy Vehicle Repair, Auto Electrical Repair, Motorcycle Repair, Fast Fit, Body Repair, Vehicle Refinishing, MET, Parts Advisor and Service Advisor. Conveniently and centrally located at Nutts Corner, all TTS apprentices work towards a Level 3 apprenticeship framework in their chosen area. The training at TTS is a blend of workshop, e-learning and classroom activities and is mainly delivered on a block-release basis, in line with all manufacturer apprenticeships.

Recruitment to the Heavy Vehicle Maintenance and Repair apprenticeship in 2018 has been particularly pleasing. A total of 56 new apprentices have signed up to 16 local

employers. This represents a significant investment of young talent into the trade.

TTS firmly believe that a similar intake in 2019 and 2020 will contribute significantly to addressing the challenge of skills shortage in that sector.

“Supported by Transport Training Board, the registered charity that own TTS, we’re

just about to invest over £100k in resources to help ensure we meet the skills needs of local motor businesses,” explained CEO of TTS Martin Hutchinson.

More than two-thirds of the new heavy vehicle apprentice technicians are with the main manufacturers in the sector – Volvo, Iveco, DAF, Scania and Renault – with the remainder employed by smaller independent operators.

Martin is optimistic about this year’s level of employer engagement with TTS adding: “I would encourage employers to visit TTS in Nutts Corner to see our professional training facilities and find out more about what we do, as well as discuss their recruitment needs and how we can help them recruit suitable apprentices. We can support employers in a variety of different ways including help with advertising vacancies, short-listing, work trials, interviewing and assessment.”



Successful Apprentices from the TTS 'Heavy Vehicle' course.



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**Seamus Leheny**

Policy & Membership Manager - Northern Ireland. Freight Transport Association



# CLEARING THE AIR IN NORTHERN IRELAND WILL TAKE TIME

Air quality in our towns and cities has improved significantly over the last four decades, but there is still much to be done to ensure air pollution reaches its lowest possible levels. With the government's target to halve the population's exposure to toxic air by 2025, many air quality schemes are due to be introduced in the coming years, including Clean Air Zones (CAZ), Zero Emission Zones (ZEZ) and Ultra Low Emission Vehicle (ULEV) streets. And there are now many emission-reduction technologies and techniques, such as telematics and electric vehicles, available to businesses to mitigate environmental impact.

The government recently published a clean air strategy that details the issues that Northern Ireland must address and concluded problems here come from three sources: road traffic emissions, particulate matter from the burning of coal and ammonia emissions from agriculture.

Air quality is a devolved matter and a separate strategy is being prepared for Northern Ireland. We may well see plans developed by local civil servants but without a devolved Assembly and a Minister it will be some time before we see tangible action.

Air in Northern Ireland has some of the lowest levels of pollution but levels of some pollutants are falling slower than elsewhere in the UK. Nitrogen oxide pollution from traffic is a "significant problem" with little change in the number of journeys being taken on public transport. Belfast at present is in breach of targets but the rest of Northern Ireland is compliant.

While FTA recognises and supports the industry's legal obligation to improve air quality, it believes charging zones, such as ZEZs to ULEZs, simply damage businesses while delivering limited air quality improvements. The fragmented nature of these schemes across the UK – different start dates, sizes and standards – makes it difficult for businesses to plan their journeys and fleet upgrades accordingly.

The logistics sector is committed to reducing its environmental impact, but this must be supported by government investment in appropriate infrastructure for this to become an affordable and realistic option for businesses of all sizes.

## Going Electric

Many businesses have started to review their operations to see which emission-reduction strategies could work for them. For any business operating a Light Commercial Vehicle (LCV) – such as a van or a pickup truck – electric motors are the natural evolution.

On average, these vehicles emit 50% less greenhouse gases than diesel, making them an essential tool in the fight to improve air quality and tackle climate change. These vehicles are becoming increasingly popular among consumers – one in every 12 new cars purchased in the UK is now electric – but there are still several barriers to overcome before we can expect to see widespread adoption.



A Tewa electric truck

Firstly, the UK's charging infrastructure is insufficient for commercial needs. In Northern Ireland the situation is even worse with no public fuelling infrastructure for gas (CNG) trucks and extremely limited electrical charging points. While many operators will leave their vans at the depot to charge overnight, public charge points are scarce and are not evenly spread across the country; currently, there are only 13,000 points available nationwide. For many businesses, this leads to 'range anxiety' – the concern that, with limited opportunities for recharging, a vehicle's battery will not be enough to carry out the required task.

The back to depot charging model is also dependent on grid capacity, and many operators have already found themselves paying a heavy bill to upgrade the grid. Another important consideration for businesses is cost: currently, electric vans are significantly more expensive to purchase than their standard fuel-based counterparts

and the second-hand market is negligible.

While dual-fuelled vehicles are available, the difficulty comes in proving which fuel is being used while operating within a low emission zone. To check whether a vehicle is compliant, local authorities will be using Automatic Number Plate Recognition (ANPR) to capture the Euro standard of the diesel or petrol engine – it will not take into consideration the use of alternative fuel.

For example, if a driver had a diesel and compressed natural gas (CNG) dual fuel vehicle, they would not be able to prove that the vehicle is being driven in the CNG mode. Therefore, a driver would be judged by the diesel standard of the engine, which, if it was euro V, would not be compliant.

Electrically powered HGVs are slowly coming onto the market, but this option for operators is still in its infancy. While FTA initially anticipated that methane gas could be a viable bridge technology – providing an option until electric was viable – it remains to be seen if this possible; the Low Carbon Vehicle Partnership (LowCVP) is currently testing this theory.

## Leading the Way

Operators and vehicle manufacturers have already led the way with investment in cleaner technologies through developments in engine standards – these Zones would simply bring forward the fleet replacement cycle at great expense and resource.

Nottingham and Southampton have proposed emission reducing measures which are believed to bring compliance without the need for a charging zone, limiting the impact to the local economy, and FTA hopes other cities will follow suit.

Certainly in the coming years we will see pressure being applied, especially in Belfast and Dublin, to introduce such zones and we will work hard to ensure our industry isn't left to pay the bill at the expense of private car users.

# Gerard Joins the Team at TBF Thompson DAF

There's a new team member at TBF Thompson DAF Trucks; Gerard O'Dea is settling into his new role as Area Sales Manager, based at the dealership's Mallusk, Newtownabbey premises.

**Gerard, who lives** in Antrim, is no stranger to the world of commercial sales, having worked in the van sector for the past 16 years with another manufacturer. Prior to that, he spent several years promoting LDV vans, coincidentally with TBF Thompson who had the franchise back then! "Moving up into the truck sector has been a fresh challenge that I am enjoying," says Gerard, who is married with a young son. "I have always been customer focused; I know what they demand of a vehicle and DAF Trucks

have an industry leading resilient and robust range that is well respected wherever you go." He adds: "I am looking forward to meeting new and established customers, to building up strong working relationships with them, which will enable me to service and support their needs. "I am very impressed with the set up at TBF Thompson where everyone works together as a team to meet the requirements and demands of the transport sector, and hopefully I can be instrumental in further growing DAF's customer base in the months and years ahead.



Gerard O'Dea

# Kerr's Tyres Expands Its Presence in Dublin Area

Antrim based tyre management company Kerr's Tyres Group has acquired the Dublin based tyre businesses of the Maher family for an undisclosed sum.

**The Maher family** businesses have been trading for 45 years in the Greater Dublin area providing service for the construction, truck, car and van sectors trading as Auto Tyre Services, Rathoath Vulcanising and Tyre Services. Kerr's Tyres will be rebranding all the business as Auto Tyre Services and will open two additional centres in Donabate, North

Dublin and Ballymount, South Dublin in the coming weeks. The Maher family will continue as part of the management team. The acquisition complements Kerr's existing business model, which already operates in the Dublin area; it will now be operating from 10 centres and decreases reliance on using sub-contractors for commercial users. The integration

of the two businesses will bring additional expertise, bespoke services and resources to provide an even better customer experience. Norman Kerr, Kerr's Tyres Group MD, commented: "This is Kerr's Tyres second acquisition in the last six months demonstrating the growth ambitions of the business. "The Maher businesses had an excellent reputation and

very experienced staff and this will secure Kerr's geographical presence in the Leinster region. "With the uncertainty around Brexit still to be clarified we felt more than ever we had to put a solid foundation in the area to ensure our business and that of our customers kept flowing uninterrupted. We are excited with the opportunities that this will present to us bringing additional infrastructure, securing market share, and combining our expertise for further strategic growth."

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# Integrated Technology Playing Critical Part In Transport Planning

Logistics operations are increasingly turning to integrated technology solutions to overcome a host of transport planning pressures, while at the same time the driver and general skills shortage continues to weigh on the supply chain sector.

These were two of the key findings from Paragon Software Systems' annual UK customer survey, which was completed by more than 100 industry professionals. It found that almost all respondents (97%) are using some type of telematics solution and almost half (45%) are interfacing this technology with their routing and scheduling software.

Meanwhile, the lack of drivers and other skilled workers remains the biggest challenge facing the industry for the third year running according to over half of the survey's respondents (55%). This represents a 20% increase when compared to last year's results (46%) and a significant 62% rise from 2017 (34%), suggesting a growing concern amongst businesses within the marketplace. Other notable issues highlighted were rising transport costs (13%), Brexit (12%), and urban transport restrictions (7%). The 2019 survey results showed that technology is now playing a critical role within road transport



to gain added visibility and control. Most fleets are now using vehicle tracking (95%) with over half (52%) also utilising electronic proof of delivery. Other popular solutions include 3G/4G vehicle cameras (40%), live temperature monitoring (25%) and workforce management apps (20%). Transport operations integrating these systems with their routing and scheduling software

are doing so to take advantage of real-world data that supports real-time performance monitoring and continuous improvement.

Demand for more accurate time windows (44%) was again pinpointed as the biggest transport planning pressure followed by the ability to compare planned routes with what is actually happening on the road (39%) and the need to

maximise the utilisation of available drivers (34%). Meanwhile, almost three-quarters of the respondents said they have had to adapt their service in the past year to meet changing customer demand. In particular, the provision of tighter time windows (31%); ETA on the day of delivery (28%); more frequent communications (22%); and proof of delivery (20%) were the most cited changes.

With transport planning becoming increasingly complicated, almost half of respondents (49%) stated that their planning resource had changed in the past 12 months, with 22% becoming more centralised and 16% growing their team. A large proportion (78%) felt they would significantly or slightly benefit from having greater automation in the transport office, while a number (9%) had already taken steps to fully automate their operation.

William Salter, Managing Director of Paragon Software Systems, commented: "The results of our survey suggest the road transport sector faces another tough year with a number of continuing challenges that are compounded by the current economic and political uncertainty. As a result, logistics operations are looking to integrated technology solutions that deliver real benefits in terms of better resource utilisation, improved customer communications and real-time visibility of fleet performance."

## FORS launch Fleet Management System Mobile app

The FORS FMS Mobile app is now available for iOS and Android compatible devices, provided by one of the leading UK fleet management software specialists, FleetCheck.

The new FORS FMS Mobile app is designed to help streamline vehicle inspection processes and is free to all FORS FMS paying subscribers. The app allows drivers to directly submit a range of data, including fit-to-drive declarations, input fuel purchases, and report incidents.

The app has the same functionality both in iOS and Android systems, helping FORS members to demonstrate compliance with FORS Bronze, Silver and Gold requirements as set out in the FORS Standard.

Drivers can use the app to submit daily walk

around check information instantly to their fleet department, helping to eliminate paper-based checks, by providing fleets with a robust audit trail of the complete inspection process, including automated inspection scheduling, instant visibility of missed inspections, and bespoke inspection routines for specialist equipment.

The FORS FMS Mobile app includes a daily vehicle walk around checklist which helps members meet requirement the 'V2 Daily walk around checks' as set out in the FORS Standard version 5. The app also allows drivers to submit fit-to-drive declarations, upload photographic evidence

of any vehicle damage and defects, report incidents and record fuel purchases. Drivers can upload tyre tread and depth information, and collect mileage figures for accurate service, maintenance, and repair schedule management.

Both the FORS FMS Mobile app and FORS FMS are provided by FleetCheck, which was appointed a FORS Affinity Partner in 2018. FORS Affinity Partners can provide a FORS-branded product or service to assist FORS members with legal compliance and/or contractual requirements – all with a primary focus on improving safety, efficiency and environmental protection.

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## Tacho Calibration Had Expired

A County Tyrone haulage operator has been fined a total of £750 plus a £15 offender levy at East Tyrone magistrates' court.

**The conviction arose** when DVA Enforcement Officers examined a Mercedes rigid tipper goods vehicle at the DVA Test Centre in Cookstown. The vehicle tachograph data was analysed and it was noted that the vehicles tachograph calibration had expired.

In view of the findings, the Departments records were checked and it was noted that the vehicle did not hold a goods vehicle certificate and that the vehicle was specified on a different operator's licence and that there was therefore an intention to deceive by the operator.

## Failed to Take Daily Rests

A County Antrim driver was convicted at Antrim magistrates' court and fined a total of £500 plus a £15 offender levy.

**The conviction arose** when DVA Enforcement Officers stopped and examined a Scania articulated good vehicle in combination with a 4 axle Hino tipper lorry in the Toome area. Analysis of the driver's tachograph card identified infringements relating to failure to take daily breaks on multiple occasions.

## Multiple Infringements on EU Rules

A County Armagh haulage driver appearing at Ballymena Magistrates Court was fined a total of £700 plus a £15 offender levy.

**It was after** DVA Enforcement Officers stopped and examined a 3 axle Scania Articulated goods vehicle in combination with a 3 axle Montracon trailer in the Larne area. During the examination analysis of the driver's digital tachograph card identified multiple infringements in relation to EU rules on breaks including failure to take daily rest and also exceeding the daily driving period.

As the driver was unable to verify a UK address, three court financial deposits were taken at the roadside.

## Driver Exceeded Daily Driving Hours

A County Tyrone haulage driver was convicted at Ballymena Magistrates Court and fined a total of £500 plus a £15 offender levy.

**The conviction arose** when DVA Enforcement Officers stopped and examined a Scania 3 x 3 axle articulated goods vehicle in the Larne area.

During the examination an analysis of the driver's tachograph card identified infringements relating to failure to take daily breaks and exceeding the maximum permitted daily driving time.

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## Krone doubles its production capacity

Due to the very positive market demand for interchangeable systems and Dry Liners, Krone will significantly increase production capacity at its Herzlake site.

**Production output will** be doubled to over 25,000 units in the next one and a half years, coinciding with an investment offensive.

As part of the extensive automation implementation and the associated robot production systems, the entire product range is being revised to further increase quality and customer benefits.

## New generation Giti trailer tyre delivers around 30% increase in mileage

Giti has launched its new generation trailer tyre – the Giti GTR955 Combi Road - which delivers a mileage increase of around 30% against previous comparable products.

**The result, which** was concluded following a four-year design and test period on several different fleet types across various diverse sectors, has been achieved through enhancing the tyre profile, advanced belt construction and a newly developed tread compound. Other key developments see rolling resistance improve by approximately 10% and better wet braking, both of which result in B labelling.

The design and manufacturing developments also result in an important increase in retreadability properties.

The tyre is now available in 385/65R22.5 164K and 385/55R22.5 160K. Both sizes are three-peak mountain snowflake (3PMSF) marked to indicate excellent winter and all-season traction and braking properties.

Tony McHugh, TBR Sales and Marketing Director UK at Giti Tire, said: "Trailer tyres make up



35% of the European truck tyre market, and it is imperative we have a product which is comparable against the very best in the sector.

"We will actively be targeting original equipment trailer manufacturers as well as the aftermarket with this tyre, having

concluded the excellent price-per-mile (ppm) achievable.

"It is also worth noting the GTR955 is our very first trailer tyre to carry the 'Combi Road' designation, which means it will be used in both long distance and national usage which again widens its appeal."

## Tata Steel & SDC help cut 22% from weight of rigid body

A consortium including Tata Steel, Lawrence David, SDC Trailers and Cambridge University, have produced a prototype rigid-body trailer that reduces total unladen weight by 2.5 tonnes.

**The Lightweight Aerodynamic** Double-Deck Trailer Trial is the result of an Innovate UK-funded project, which aims to reduce the carbon footprint of trucks, both while out on the road and through the whole life cycle.

The vehicle's remarkable lightness has been achieved by comprehensive use of Tata Steel's Coretinium steel composite sheet, as well as chassis engineering by SDC Trailers, body design by Lawrence David and aerodynamics by Cambridge University.

The result is a vehicle weighing

just 8.6 tonnes – 22% lighter than a conventional vehicle – and the ability to carry a larger payload per journey. It also has a higher proportion of recyclable content than conventional rigid-body trailers.

Eight vehicles have been produced for the Lightweight Aerodynamic Double-Deck Trailer Trial, four of which will feature Tata Steel's Coretinium. The trial will see the rigid-bodied trucks join the fleet of a major British supermarket, where their benefits will be tested in real world conditions.



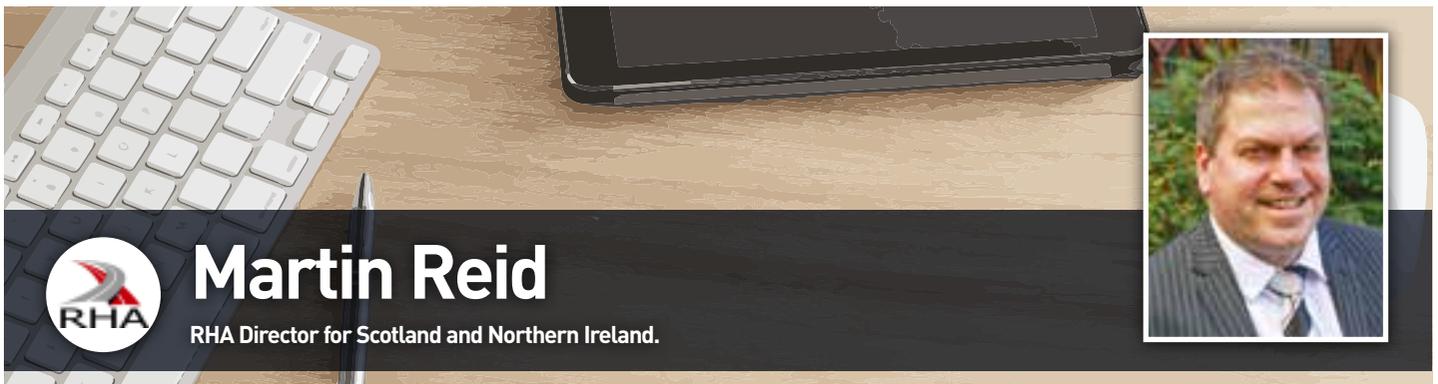


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## Martin Reid

RHA Director for Scotland and Northern Ireland.

# MOBILITY PACKAGE ON THE TRANSPORT AGENDA

With all the seemingly never ending “hoopla” surrounding Brexit it is sometimes easy to forget that there are plenty other issues out there affecting industry. One of the many proposals that have been pushed to the side since Brexit became the only show in town is the EU Commission’s Mobility Package.

**For anyone not** au fait, the Mobility Package is a collection of three initiatives concerning the governance of commercial road transport in the European Union and it is fair to say that it represents major changes to EU road transport rules.

Mobility Package 1, the first “Europe on the Move” document, was introduced in May 2017 and covered many topics such as driver and rest time rules, driver posting, cabotage and road infrastructure charging.

Package 2 followed in November the same year with Package 3 in May of 2018. Although they both usher in many changes in terms of things like CO2 emissions standards, digitalisation of freight transport documentation and other such big-ticket items it is arguably Package 1 that contains the fundamental of how road transport currently operates.

This proposed legislation has not been without its opponents and in June last year MEPs in Strasbourg rejected three pieces of draft legislation on provisional drivers, effectively derailing EU efforts to overhaul road transport regulations.

They were voting on a number of issues, including whether labour rules should apply to truck drivers on foreign trips; how many pick-ups and drop-offs a driver can do outside their home country; and driving and rest times. This has led to a delay in proceedings and there



is a likelihood that the amended dossiers will not go to vote before the European elections due in May this year. That does not mean that we should be sitting on our hands. The changes outlined in the EU Mobility Packages will affect how we move goods throughout Europe and the types of vehicle we use to move those goods.

### Ambitious

In May of last year when Package 3 was first published the EU Commissioner for Transport, Violeta Bulc, said: “The EU has a unique opportunity to not only lead the modernisation of road transport at home, but also globally. Our reforms will set the foundation for standardised, digital road

solutions, fairer social conditions and enforceable market rules. They will help decrease the socio-economic costs of transport, like time lost in traffic, road fatalities and serious injuries, health risks from pollution and noise, whilst serving the needs of citizens, businesses and nature. Common standards and cross-border services will also help make multimodal travel a reality across Europe.”

At the same event Vice-President for Energy Union, Maroš Šefčovič, said: “This is our chance to re-invent the wheel”.

These are big ambitions, and will no doubt be difficult to deliver, but equally, these are not messages that should be swept into a corner while Brexit discussions

dominate. I can’t help thinking that if the Brexit debate was not going on that “Europe on the Move” would be right at the top of our collective to do lists.

### Post Brexit

So, I guess the question should be: Will we have to bother with legislation such as the EU Mobility Package post Brexit? The answer is quite simply yes.

In the event that we follow a current model, such as the Norwegian (add plus marks to taste) which is probably the closest in terms of the single market, then the UK will continue to abide by EU rules – without a say in how new rules are adopted.

There are numerous other options including negotiating a free trade deal but any access to a free market will be conditional on the fact that goods again comply with EU rules. Even if we leave without any formal relationship with the EU, UK companies wishing to sell goods to the EU market place will have to comply with EU product and safety standards.

The EU Mobility Package will be one of the topics of discussion at the RHA Spring Conference on the 4th April. Details can be found through the RHA website. In the meantime, if you want to find out more about the EU Mobility Package and what it would mean for you then the European Commission website can provide full details and helpful leaflets.

# **EXPORT & 2019** **FREIGHT** **TRANSPORT & LOGISTICS AWARDS**

**GALA DINNER**  
**THURSDAY 12th SEPTEMBER**  
**CROWNE PLAZA,**  
**SHAW'S BRIDGE, BELFAST**

## **The Export & Freight Transport & Logistics Awards 2019 returns home...**

.....

The Export & Freight Awards have enjoyed two years at the Waterfront Hall but due to popular demand, we are moving home to the Crowne Plaza.

Due to the difference in size of the two venues, tables will be limited and will be on a first come first served basis.

Guests will enjoy accommodation at the venue with no travelling distance; no car park closure problems and familiar hotel surroundings to meet and greet colleagues and network with customers.

.....

# EXPORT & 2019 FREIGHT

## TRANSPORT & LOGISTICS AWARDS

### Awards categories

**Safety Award**



**Top Team of the Year**



**Driver of the Year**



**Top Training Operator of the Year**



**Technician of the Year**



**Chilled Operator of the Year**



**Excellence in Customer Service Award**



**Van of the Year**

tbc

**PickUp of the Year**

tbc

**Transport Personality of the Year**



**Innovation Excellence Award**



**Own Account Operator of the Year**



**Transport Manager of the Year**



**Logistics & Warehousing Specialist of the Year**



**Trailer Fleet of the Year**



**Top Fleet of the Year**



**Fleet Truck of the Year**



**Haulier of the Year (Up to 50 vehicles)**



**Apprentice of the Year**

tbc

**National & International Haulier of the Year (over 50 vehicles)**



## NEW AWARD CATEGORY

# Apprentice of the Year

### How to Enter:

Entering the awards is not as complicated as you might think. Our advice is keep it simple.

The following awards require only a short CV, name and company name as either a telephone interview, site visit, practical test or panel presentation is carried out with all candidates:

- **Technician of the Year**
- **Apprentice of the Year**
- **Driver of the Year**
- **Transport Manager of the Year**
- **Pickup of the Year**
- **Van of the Year**
- **Truck of the Year**
- **Top Training Operator of the Year**

The rest of the awards require short entries stating why you believe your company should win. Any factual information such as operational services, financial or personal details expressed in your entry will be treated with the strictest confidence.

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

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

**Deadline 31st May 2019**

### Enter Now:

- Visit [www.exportandfreight.com](http://www.exportandfreight.com) and click on Awards Enter Now for online submissions
- OR email [helen@4squaremedia.net](mailto:helen@4squaremedia.net)
- OR post to **Export & Freight**,  
12 Main Street, Hillsborough, BT26 6AE.
- Select the category or categories you wish to enter and fill in the entry form
- You can also submit supporting material including customer testimonies, brochures etc
- You can enter any number of categories but the judges reserve the right to reallocate any entry which may be more suitable to another category or an additional category. The judges decision is final and no correspondence will be entered into.
- All entries are private and confidential.
- The winner will remain confidential until the event.

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# EXPORT & 2019 FREIGHT TRANSPORT & LOGISTICS AWARDS

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# HAVE YOUR SAY ON BUSINESS BEST PRACTICE AT THE FIRST IRTEC MEETING

Influential industry delegates are encouraged to sign-up for attendance to the irtec breakfast meeting in April organised by the Ireland North regional centre of Society of Operations Engineers (SOE).

**The special meeting** this spring, hosted at Transport Training Services (TTS) in Dundrod, will demonstrate how the independent accreditation scheme, irtec, and Workshop Accreditation, proves the competence of technicians working on HGVs, buses and coaches, and the workplace where they operate, supporting industry to professionalise the sector and raise standards.

SOE Chief Executive, Bruce McGill, said: "The centre supports the road transport sector in the region with technical presentations and lectures, student award ceremonies and networking events. Centre representatives here have great contacts with employers, training institutions and colleges, so it can be very beneficial to attend these events."

The meeting will welcome representatives from private and public sector organisations from across the road transport spectrum in Northern Ireland and will be an effective meeting point for truck dealers, independent truck repair and maintenance companies, and further education and training institutions that are eager to secure the long-term future of haulage in the region.

## Recognised Standards

Gus Commercials, specialists in commercial

vehicle hire, service, sales and parts, based in Newtownabbey, started accrediting its technicians to the irtec standard in January 2019 and is working towards Workshop Accreditation.

Company Director, Billy Miskelly, said: "I wanted the whole workshop working towards the same standard. We have 150 vehicles of our own, and we're looking after another 300 for customers, so putting our technicians through the irtec accreditation means that we're inspecting the vehicles to a recognised standard.

"TTS came to our premises to monitor our technicians and that worked very well for us. The technicians were very happy to work along with the assessor and demonstrate their level of competence in carrying out the safety inspections," he added.

Hosts TTS has auditors who can assess vehicle technicians on each four levels of the irtec vehicle licence, from Service Maintenance Technician to Master Technician.

CEO at TTS, Martin Hutchinson, said: "TTS is delighted to provide facilities to industry organisations providing informative events for local businesses. These are educational, often inspirational, and good networking opportunities.

"Workshop Accreditation helps workshops maintain a well-equipped and safer workplace which can then deliver efficient, effective vehicle maintenance and repair. It gives recognition to the best workshops and reassures customers that their vehicles are being maintained correctly."

## Ethical Code of Practice

Michael Hutchinson, TTS Technical Trainer and Assessor, said: "irtec licencing of technicians ensures they have the skills and are signed up to an ethical code of practice. It's reassuring to customers and enhances status and the self-esteem of skilled technicians.

"At TTS we continue to invest and maintain in modern facilities, which are absolutely vital to ensure learners can develop the skills necessary to be effective in the modern workplace.

As a social enterprise owned by a registered charity, TTS doesn't have shareholders or owners to pay, so any surpluses or profits made are reinvested in the training provision."

**To book your free place at the irtec breakfast meeting, contact Patrycja Plawna by email: [Patrycja.plawna@soe.org.uk](mailto:Patrycja.plawna@soe.org.uk) or call 020 7630 2174.**



## INDEPENDENT TECHNICIAN ACCREDITATION FOR THE ROAD TRANSPORT INDUSTRY

We are pleased to announce the next of our popular irtec breakfast briefings, taking place in Northern Ireland this spring.

Join us to network with your peers, enjoy a complimentary breakfast, and hear how having irtec accredited staff can improve client satisfaction and showcase the skills of your technicians.

**When:** 9 April, 8:00am – 10:30am

**Where:** Transport Training Services, 15 Dundrod Road, Nutts Corner BT49 4SS

To find out more and book a free place e: [events@irtec.org.uk](mailto:events@irtec.org.uk) or t: +44 (0)20 7630 2174

[irtec.org.uk](http://irtec.org.uk)





# FUEL EFFICIENCIES: EVERY PENNY COUNTS

Over the past decade, hauliers have continued to surpass expectations in their bid to improve efficiencies and safety practices in their businesses. The cumulative effect of such positive change from individual operators is higher operational standards for all, so that the logistics and road transport industry can rightly consider itself a champion of best practice and compliance excellence.

**Despite these industry-wide** changes, which have without a doubt contributed to far more efficient, environmentally responsible and safer road transport operations, most hauliers would agree that one issue which remains of huge concern to their businesses is fuel usage, and how they can manage ever rising fuel costs. Irrespective of fleet size, type of load carried, or length of journey, fuel bills account for around 30 per cent of all transport operation costs. This means that even the smallest of savings can have an extremely positive effect on an operator's bottom line, helping to secure profitability against the backdrop of increasingly competitive markets.

Statistics charting the increase in fuel prices over the past ten years show the fluctuation in bulk diesel prices, recorded at an average of 80 pence per litre (ppl) for UK hauliers in January 2009, compared to 99ppl in December 2018\*, an increase of 23 per cent.

None of this is news to hauliers, who feel the effects of such rising fuel costs all too keenly. Yet in an industry conscious of reducing these high fuel overheads, what can operators do?

Fleet managers are often bombarded with supplier products and technology, promising high fuel savings. Yet some calculations promise savings only possible in long-haul motorway journeys, which for many hauliers, who conduct much of their business on smaller rural roads, simply do not translate into every day operations.

Indeed, Department for Transport (DfT) statistics show 37 per cent of the 17 billion lorry miles travelled in the UK during 2017 took place on the Rural 'A' Road network. This is an increase of 10.2 per cent compared to five years earlier.\*\* In Ireland, 81.5 million tonnes of goods were carried 50km or less by lorries, during 2017. \*\*\* or 15.7 per cent of all miles travelled across the year. Therefore, if fuel saving plans and policies are really to be beneficial to bottom line costs,

they must be relevant to all types of journey.

These everyday fuel savings are a key principle of FORS. Encouraging hauliers to improve fleet efficiencies on every journey, whether long haul or on rural roads, in combination with improved operational practices, will without a doubt contribute to long-term overall reductions in fuel costs for fleets. More specifically this means getting to grips with where fuel wastage could and does occur, understanding how such wastage can be reduced, and implementing robust driver training to contribute to improved fleet MPG.

FORS members following these values have found improving MPG by just five per cent can save them over £2,200 (excluding VAT) per HGV per year, which for a fleet of 10, is a huge saving of £22,000 (excluding VAT) per year. What is more, FORS's continued emphasis on fuel management as a route to better fleet efficiency has resulted in a 14 per cent year on year improvement in reported MPG performance among FORS Gold members\*\*\*\*, lessening both fuel costs and the environmental impact of a fleet.

FORS helps members improve MPG and hit fuel reduction targets, whatever the fleet activity, on the basis that if you can measure it, you can control it. At FORS Bronze, operators are required to have a fuel management policy in place, backed up by procedures to monitor fuel consumption and vehicle emissions, and appoint a Fuel and Emissions Champion.

The role of the Fuel and Emissions Champion is to make sure this culture of 'fuel mindfulness' is enacted across operations; ensuring amongst other things, that all environmental regulations are met and that all vehicles are suitable for the task required, as well as working to minimise engine idling and reducing fuel wastage.

To assist, FORS members are now able to access



a new FORS Fuel Management Guide. The guide acts as a one stop shop to help members as they seek to reduce fuel consumption in their business and meet the aforementioned fuel efficiency criteria as set out in the FORS Standard. The guide highlights the necessity of developing a fuel management policy, with advice on efficient purchasing of fuel, monitoring fuel use through telematics, AdBlue usage and correct storage of fuel for operations and engine idling guidance for drivers.

Improving fuel efficiency to reduce operating costs and lessen environmental impact is an ongoing job for fleets and one which requires long-term investment in best practice. We cannot control the price of fuel, but with careful measurement and knowledge of how a fleet uses fuel, real savings can be made.

\* FTA / UK Haulier statistics: <http://www.donbur.co.uk/gb-en/info/dieselpriestrend.php>

\*\* Department for Transport Road Traffic Estimates 2017: [https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/741953/road-traffic-estimates-in-great-britain-2017.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/741953/road-traffic-estimates-in-great-britain-2017.pdf)

\*\*\* Central Statistics office Transport Omnibus 2107: <https://www.cso.ie/en/releasesandpublications/ep/ptranom/transportomnibus2017/roadfreighttransport/>

\*\*\*\* MPG improvements drawn from 138 Gold member case studies during 2018.

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# Vauxhall Reveals All-New British-Built Vivaro Van

Vauxhall's all-new Vivaro van has been unveiled, heralding a bright future for the company's Luton plant where the vehicle will be built.

**Available to order** and arriving in Vauxhall showrooms this summer, the third generation Vivaro medium van is based on a state-of-the-art platform and available in two lengths (L1H1 4.95m and L2H1 5.30m). Body styles include panel van, doublecab for up to six occupants and a platform chassis.

Priced from £21,240 excluding VAT, the Vivaro will be available in three trim levels: Edition, Sportive and Elite. Dual Side Sliding Door, Driver/Passenger Airbags and Cruise Control with speed-limiter are all available as standard on Vivaro for the first time.

Reflecting the demands of an evolving market, Sportive models are higher specification than the outgoing model with standard equipment including body coloured mirrors, handles and body side moulds, alarm, auto lights and wipers, acoustic windscreen and thickened side glazing.

The top-of-the range Elite model features the latest safety technology as standard including Lane Departure Warning, Speed Limit Information, Intelligent Speed Adaptation, Driver Attention Alert Level Three



and Blind Spot Detection.

The Vivaro will celebrate its world premiere at the CV Show in Birmingham on 30th April 2019.

With a maximum cargo capacity of 6.6m<sup>3</sup>, the new Vivaro has a payload of up to 1,400kg, 200kg more than its predecessor. The same applies to towing weights: the maximum trailer load is 2,500kg, 500kg more than the outgoing model.

Objects up to 4.02m long can be stowed securely in the 5.30m version thanks to Flex Cargo, an

optional load-through flap under the front passenger seat. Adding to its office on wheels credentials, the FlexCargo also allows the back of the middle seat to fold down to become a table for documents, a notebook or a tablet.

Automatic side sliding doors are also available for the first time on Vivaro. A foot movement towards the sensors on the vehicle is all that is needed to open the door.

Stability and safety on a variety of slippery surfaces – mud, sand or snow – is provided by the advanced IntelliGrip traction

control system (optional) including the work-site set-up comprising higher ground clearance and underbody protection.

Inside, the new Vivaro is bristling with all the latest technology, on a par with the driver assistance systems and connectivity that is usually only seen in passenger cars.

The Vivaro is available with a Head Up Display so that drivers can see all important information and keep their eyes on the road.

The Vivaro features ultrasonic sensors in the front and rear aprons. They warn the driver of obstacles when parking and monitor the side blind spot. Depending on the equipment level, the rear-view camera image is displayed either in the interior mirror or on the seven-inch display.

The Multimedia and Multimedia Navi infotainment systems come with a large seven-inch touchscreen. Both feature phone integration via Apple CarPlay and Android Auto. Multimedia Navi additionally features European navigation with 3D view.

A multitude of seating adjustments, some of them electric, including lumbar support and armrest, mean the driver-oriented cockpit is as comfortable as that of a passenger car.

## All-New Peugeot Partner Wins Top New Van Award

Peugeot's all-new Partner was named 'Van of the Year' at the very first Fleet World Great British Fleet Awards held in London recently.

**All-new Partner was** presented with the accolade during the awards ceremony at the Novotel London West. The all-new Peugeot Partner's award tally did not end there, as the stylish newcomer also won the 'Small Van of the Year'.

"The all-new Peugeot Partner is such a departure from its predecessor and such an improvement over it, that this was an easy choice for the judges", said Van Fleet World Editor Dan Gilkes. "The small van market is hugely competitive and incredibly diverse. Outgrowing its car-derived origins, this class of

van now has to cover everything from a 600kg, 3m<sup>3</sup> compact LCV, through to a 4.4m<sup>3</sup> long wheelbase model with a one-tonne payload.

"The all-new Partner has all the bases covered. Offering two wheelbases with two body lengths, the van delivers a load-hauling solution to suit all operations. A revised three-seat Multi-Flex cab, with fold-flat passenger seating and load-through bulkhead provide real versatility, while all-new Partner Crew Van models deliver a truly versatile combination of goods and people-carrying ability."

Even though it has only been on the market



for a matter of months, the all-new Peugeot Partner has already collected a string of awards. This started with the 2019 'International Van of the Year' award at the IAA Hanover Commercial Vehicle Show last September, then in December, it was awarded both the 2019 'Light Commercial Vehicle of the Year' and 'Light Van of the Year' at the 2019 What Van? awards. It has also been a strong start to the year winning the 'Small Van of the Year' award from Company Car and Van magazine.



**THURSDAY 6TH JUNE**  
*The Faldo Championship Golf Course at Lough Erne Resort*

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**EXPORT & FREIGHT**  
**GOLF MASTERS 2019**

# Local Dealer Triumphs on National Stage

Following hot on the heels of the Isuzu D-Max winning the inaugural "Export & Freight" Pick-Up of the Year trophy in Belfast last year, local dealer John Barr Cars of Crumlin has received the highest dealer honours at the National Awards Ceremonies for Isuzu in a glittering ceremony in London's West End.

**John Barr lifted** the two top national Isuzu trophies, Dealer Principal of the Year, and Dealer of the Year. It's the first time any NI dealer has collected double National Awards.

Isuzu UK National Sales Manager Alan Able commented: "John has consistently been a top performer since joining the brand. He's taken the brand's representation to new higher standards and has already outgrown the purpose built premises in Crumlin acquired just four years ago.

"Later this year he will relocate to a brand new facility in Antrim town - opposite Junction 1 Retail Park. It's already open for aftersales with the showroom due for completion by mid year.

"Despite the many added distractions John and his team have coped admirably with the pressures of moving premises, and been Isuzu's top performers, consistently. Constant high praise feedback from his customers, and huge numbers of repeat deals underlines

that our clients like quality pick-ups with good old fashioned local service at fair prices."

"To win one trophy is amazing," said John Barr, "but to collect two has been a dream come true. I must thank my wife, staff and my amazing customers for all their support and encouragement over the last exciting years - we have worked really hard to keep everyone a valued customer, nobody who buys here is just a number.

"Our philosophy is the customer is our only priority, and my team work hard to find what makes people smile, and go the wee bit extra to deliver top service. It makes working here very rewarding and for our staff there's the opportunity to constantly develop as we look to promote internally when opportunities arise.

"Isuzu also recognise the importance of investing to develop people and offer some of the most advanced online training in today's motor trade which we have wholeheartedly embraced."



Pictured here (L-R) are Alan Able, Isuzu UK and John Barr, John Barr Cars.

**ISUZU D-MAX ARCTIC TRUCKS AT35**  
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**EXPORT & FREIGHT AWARDS 2018 WINNER**




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MPG figures are official EU test figures for comparative purposes and may not reflect real driving results. Official fuel figures for the Isuzu D-Max range in MPG (l/100km): Urban 30.4 - 38.7 (9.3-7.3). Extra Urban 40.9 - 50.4 (6.9 - 5.6). Combined 36.2 - 45.6 (7.8 - 6.2). CO<sub>2</sub> emissions 163 - 205g/km. All fuel consumption and emission values are based on a standard Isuzu D-Max. These will differ on the Arctic Trucks version. For full details please contact your local Isuzu dealer or visit [isuzu.co.uk](http://isuzu.co.uk)

\*3.5 tonne towing applies to all 4x4 models. \*\*125,000 mile/5 year (whichever comes first) warranty applies to all new Isuzu D-Max models. Terms and conditions apply. Visit [isuzu.co.uk](http://isuzu.co.uk)

# INTRODUCING A HEAD TURNING AT35 FROM ISUZU AND ARCTIC TRUCKS...

A striking, comfortable and rugged pick-up with amazing off-road credentials, is how Isuzu have described their updated D-Max Arctic Trucks AT35, so we sent our Phil Eaglestone off to put it through its paces.



**Available here through** dealers Eakin Bros of Claudy and John Barr Cars of Crumlin, the AT35 has a host of innovative features that certainly make it stand out from the crowd, as we soon discovered when we climbed behind the wheel.

For those not familiar with this particular D-Max model, it is the result of a close collaboration between Isuzu and Arctic Trucks; Arctic Trucks have over 25 years of expertise in re-engineering vehicles to cope with the harshest conditions in some of the most remote places on earth, not least in Iceland and Scandinavia as a creator of 4x4 vehicles able to take on the most demanding terrains and conditions.

Already an exclusive standout pick-up, the Isuzu D-Max Arctic Trucks AT35 has a host of features, . 35" Nokian Rotiiva AT Tyres, 17" x 10" AT Black Alloy Wheels, Fox Performance Series Suspension, Flared Wheel Arch Extensions, Extended Profile Side Steps, Arctic Trucks Chrome Badge & Decal Set, 7" Multifunction Colour Touchscreen with Apple CarPlay & Android Auto, full leather as standard, the test vehicle had an optional "superior quilted leather" upgrade. Very powerful laser lights fitted into the front bumper!

This new updated version also benefits from a refined and enhanced interior, with a refreshed seat trim and updated soft pad designs to the arm rests, binnacle and utility box lid. Gloss black trim has been added to the window switches, air vents and glove box, which also incorporates a new Isuzu D-Max badge. Our test model benefited from a leather trim upgrade.

Now standard on the Isuzu D-Max Arctic Trucks AT35, Trailer Sway Control uses sensors to detect trailer swing and reduce vehicle speed if sway is identified. Speed is controlled by reducing engine torque and braking automatically (without driver operation). Vehicle brake lights will illuminate when automatic braking occurs.

In addition to these new features, the Isuzu D-Max Arctic Trucks AT35 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.

Powered by a 1.9 litre turbo diesel engine



producing 164PS and 360Nm of torque, it meets Euro 6 standards without AdBlue, making this truck more refined, quieter and economical than the previous model D-Max.

**Creature Comforts**

It may look like a rugged beast on the outside, but inside there are plenty of creature comforts to make any journey, on or off-road, a real pleasure. Apart from what we have already mentioned, it also features height adjustable driver's seat, heated front seats, satellite navigation, DAB radio, automatic air conditioning, keyless entry, push button start system, steering wheel mounted audio and cruise control, multi-information display and Bluetooth connectivity.

It doesn't disappoint from a safety perspective, either, coming with a reversing camera, rear parking sensors, hill start assist and hill descent control – and for those taking the

family on board, Isofix child seat anchors.

The award-winning D-Max has already had a successful 2018, being crowned 'Pick-Up of The Year' at both the 2018 Export & Freight and WhatVan? Awards, 'Most Reliable Pick-Up' for 2018 by Professional Pick-Up & 4X4 magazine, 'Best Workhorse Pick-Up' for 2018 by Trade Van Driver and 'Best Pick-Up 2018' by Scottish Field.

**Verdict**

Clearly, this is a pick-up truck engineered to shine in the most gruelling conditions - and does so equally on the open road. With a generous, spacious and comfortable cab, it would serve well as a week-end family 'getaway' vehicle or a Monday-Friday workhorse – but, as we found out, it does turn heads, so it is not a pick-up you would want if you are the sort of person who likes to keep a low profile! On the other hand, if you really want to get noticed...





## Vauxhall's All-New Combo Cargo Reaches 4,000 Orders

The all-new Vauxhall Combo Cargo is off to a flying start, with over 4,000 orders taken since the van's launch in September 2018.

**Across Europe, the** UK represents the leading market for Combo Cargo sales for both Vauxhall and sister brand Opel.

"Practical, comfortable, economical and packed with all latest driver assistance and connectivity technology, the new Combo Cargo is the small van that helps carry British business," said Derek Wilson, Vauxhall's Light Commercial Vehicle Director. "We're delighted that the Combo Cargo has been such a big commercial hit with our customers."

The Combo is designed around an all-new architecture and is available in a selection of variants, including short wheelbase, long wheelbase and spacious crew cab.

The van outshines most of its major rivals with a load volume of up to 4.4m<sup>3</sup>, a payload of up to 1,000kg and a loading length of up to 3,440mm.

Drivers can be sure that the vehicle is not overloaded by pressing the sensor-based overload indicator. A range of innovative technologies and driver assistance systems

make driving and manoeuvring easier, including the optional Rear View Camera and IntelliGrip traction control system. The new generation of infotainment system features an eight-inch colour touchscreen, Apple CarPlay and Android Auto to boast outstanding on-board connectivity.

The class-leading Combo Cargo recently starred in an exciting new advertising campaign under the slogan 'Carries British Business'. Led by a new TV commercial and promoted by extra activity across social media, the campaign celebrates the innovative, hard-working and entrepreneurial character shared by the van and its drivers.

The outstanding order figures for the Combo Cargo are indicative of the van's high praise picked up since its launch. The vehicle was voted International Van of the Year 2019 by journalists across 25 European countries, and awarded both Light Van of the Year 2019 and Light Commercial Vehicle of the Year 2019 at the What Van? Awards.

## VW research reveals braking safety concerns

Van drivers are risking accidents by failing to leave enough distance to stop, according to research by Volkswagen Commercial Vehicles, that shows over half of van drivers don't know how heavy loads impact braking distances.

**The majority of** van drivers carry up to half a tonne of equipment on a daily basis which can increase braking distances by up to 36% - equal to an extra five metres to stop at 60mph - as revealed in exclusive tests carried out by Volkswagen Commercial Vehicles.

The brand conducted a series of brake tests at the MIRA Proving Grounds in Nuneaton on its range of vans, with the Caddy, Transporter and Crafter carrying varying weights from empty to 500kg at both 30mph and 60mph.

The results revealed that 30mph braking distances increased by an average of 33% when vans had half a tonne of ballast on board - equal to an extra two metres travelled. At 60mph, braking distances increased by an average of 19%, or five metres.

But a survey revealed over half of



van drivers couldn't identify how much longer it would take to brake when driving a loaded van, while just 17% could correctly identify the Highway Code advised 30mph stopping distances.

Carl zu Dohna, Director of Volkswagen Commercial Vehicles, said: "Our Working With You

promise not only means building safe vans and supporting owners to keep them in good condition; we take our responsibilities to van drivers seriously and this research highlights a lack of knowledge that could prove lethal.

"Braking distances in the Highway Code are based on an advised

standard and don't take into account the loads that many van drivers carry. Our research highlights an important safety message that van drivers could really benefit from.

"Whether they're plumbers, landscape gardeners or construction workers, our customers regularly carry half a tonne of equipment and need to be aware they need to adjust their driving style to avoid having a costly, and potentially serious, accident."

Matthew Avery, Director of Research at Thatcham Research, said: "This is an important message from a brand which is really leading the way in commercial van safety. We would also encourage van drivers to ensure that loads are well-secured, as movement of heavy items in the rear can also effect stability and stopping distance.

"This message follows 2017's announcement that all of Volkswagen Commercial Vehicles' new vans will come with standard-fit Autonomous Emergency Braking (AEB), a first for a van maker."

# New Trim Lines Introduced for Mercedes-Benz Vito

Mercedes-Benz Vans UK Ltd has introduced three distinct trim levels to the Vito van and crew range to ensure customers can clearly identify the right vehicle for their needs.

**All Vito models** will now benefit from a leather steering wheel (and gear selector on manual models), comfort driver's seat, automatic headlights, and parking sensors, and will have a choice of PURE, PROGRESSIVE and PREMIUM lines.

The PURE level offers Audio 10 infotainment system, Active Parking Assist, parking sensors, heated and electrically adjustable exterior mirrors, an overhead control panel, and heat-insulating glass, as standard. This is available for the 109 CDI, 111 CDI and 114 CDI.

In addition to this, the PROGRESSIVE level offers metallic paint, colour-coded front and rear bumpers, Audio 15 infotainment system, electrically folding exterior mirrors, front fog lamps, cruise control, full wheel trims, and driver's seat lumbar support. This trim level is available for all engines, except the top 119 CDI.

Then the top PREMIUM level offers air conditioning, 17-inch alloy wheels, a chrome radiator grille, reversing camera, anti-theft protection package and double lock, velour floor mats, and pre-installation for Becker Map Pilot navigation. This is available for the 114 CDI, 116 CDI and 119 CDI engines.

The 114 CDI is available for all trim levels to ensure that an automatic gearbox



and rear-wheel drive is an option for all Vito owners, should they so choose.

The Vito Tourer model will retain its two 'PRO' and 'SELECT' trim lines, with an additional 'Sport' trim to be added in Spring 2019.

In addition, Vito lengths will be identified as L1, L2 and L3, replacing the former Compact, Long and Extra Long nomenclature.

Steve Bridge, Managing Director, Mercedes-

Benz Vans UK Ltd, said: "We pride ourselves on keeping our customers' businesses moving, and part of that is ensuring that they find the right vehicle for their needs. By introducing three distinct trim levels to Vito, we hope to provide a clear and consistent offering to van owners and operators so that they can compare our products and services to the competition and choose the best solution for them and their business."



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Official fuel consumption figures for the Mercedes-Benz X-Class range in mpg (l/100km): urban 29.4 - 34.9 (8.1 - 9.6), extra urban 38.7 - 40.9 (6.9 - 7.3), combined 35.8 - 37.7 (7.5 - 9.0). Combined CO2 emissions: 197-237 g/km.

The indicated values were determined according to the prescribed measurement method. These are the "NEDC CO2 values" according to New European Driving Cycle (NEDC). For more information on these values and how they have been calculated please see <http://vanfueldata.dft.gov.uk/> Official EU regulated test data are provided for comparison purposes and actual performance will depend on driving style, road conditions, chosen optional extras and other non-technical factors. 48-hour test drive offer subject to status\*. Business users only (proof may be required) aged 25 or over with a valid driving license. Engines and trim models may vary. The offer is subject to availability and may be withdrawn at anytime. MBNI Truck & Van may hold a £250 damage deposit to be refunded within 5 working days of return of vehicle. Insurance provided by the local Dealer but excess may be applicable.

# MERCEDES-BENZ X350 IS IN A CLASS OF ITS OWN



The new top-of-the-range model of the Mercedes-Benz X-Class - the X 350 d V6 4MATIC – which made its world premiere at last year's Geneva International Motor Show, has finally arrived in this part of the world and Van Ireland's Phil Eaglestone has been getting up close and personal with it, courtesy of MBNI Truck and Van at Mallusk.



**It's not the** first time we have been behind the wheel of the X-Class, but it is our first drive in the big doublecab 350 d which takes the Mercedes-Benz venture into the pick-up market to a new level of comfort and driveability.

With 4MATIC selectable all-wheel drive and low-range, drive selection mode, double wishbone front suspension, and multi-link rear suspension, all as standard, it is not difficult to appreciate the difference to the earlier launched 220 d model.

The fastest pickup in its class, and the quietest, it is powered by a 190 kW (258 hp) strong 3.0-litre six-cylinder diesel engine with common-rail direct injection, offering even greater torque levels and more assertiveness; the V6 provides superior and efficient traction. Not that we put it to the test, but we are reliably informed that it's capable of 0-62mph in 7.2 seconds and has a top speed of 127mph.

As we quickly discovered, the standard 7G-TRONIC PLUS automatic transmission is so smooth, with no discernible interruption in tractive power during gearshifts, which, of course, leads to a better driving experience no matter the terrain; steering wheel gearshift paddles also allow the driver to change gear manually.

There are five drive programmes which, at the flick of a switch, allow you to adapt the vehicle's driving characteristics - from relaxed and comfort-oriented to sporty, dynamic driving. It does so by altering the characteristics of the engine and the shift points of the automatic transmission.

There's a 'comfort' mode which is activated automatically when the engine starts and provides comfort-emphasising, harmonious accelerator characteristics, as well as early shift points, while an 'eco' mode changes the gears at particularly low engine speeds to improve fuel economy.

If you are feeling a little sporty there is an appropriate 'sport' mode whereby the engine responds more immediately to throttle input. Sport mode makes use of the entire engine speed range to change gears, and shifts at higher engine speeds. The 'manual' mode uses the gearshift paddles on the steering wheel to manually change gears, leading to far shorter shift times than the Comfort and Eco programmes - and if you like to be more adventurous you can opt for the 'off-road' programme which is suitable for driving on challenging terrain. It offers higher shift points and a flatter, and therefore more precisely adjustable, accelerator characteristic curve.

### Luxury Equipment

The X 350 d 4MATIC comes with an exclusively high level of equipment as standard; its POWER Line package includes LED High Performance headlamps, KEYLESS GO, electrically adjustable front seats with lumbar support and THERMOTRONIC automatic climate control. It also features 18-inch 6-twin-spoke light-alloy wheels.

The refined first impression continues into the interior with ARTICO man-made leather / DINAMICA microfibre seats as well as the instrument panel and door bellines in ARTICO man-made leather with contrasting topstitching, and the trim element in pixel-look matt black.

There is also an optional Parking package to assist you when parking and manoeuvring thanks to its camera image with 360° view and PARKTRONIC. The 360° camera makes the area immediately surrounding the vehicle visible - both from a bird's-eye view and



below the window line. The system visually and audibly warns of obstacles in front of the vehicle and behind, and thus helps prevent damage when parking and manoeuvring.

From a practical, workhorse perspective, the X-Class boasts an impressive load capacity of over 1,000kg, with a 1587mm loading length and the ability to load a Euro pallet transversely between the wheel arches. It also has a towing capability of up to 3,500kg, the equivalent to a horsebox carrying three horses or an eight-metre yacht. All in, there's more than enough space for all your tools and work materials - or your sports and leisure gear. There's plenty of space, too, to store the driver's and passengers' bits and pieces, including a lockable glove compartment, stowage under the cover of the armrest with 12-V socket and USB interface, compartments in the door trims, with space for 1.5-litre drinks bottle, a stowage net in the front passenger footwell, ruffled pockets on the backrest of the driver and front passenger seats and stowage under the rear bench seat. There's even a spectacles compartment in the overhead control panel.



### Safety Features

With front and rear brake discs as standard, the X-Class also has a comprehensive list of safety features, over and above what one would expect from a traditional pick-up. It includes Active Lane Keeping Assist which not only warns you when you unintentionally leave your lane, but also uses one-sided braking intervention (via ESP) to help manoeuvre the vehicle back into its lane. Using radar sensors located all over the vehicle, which also monitor traffic around the pick-up, the technology steps in to correct your driving and keep you and your passengers safe.

Traffic Sign Assist utilises a camera situated on the windscreen to recognise traffic signs and displays them, along with the current speed limit, on the instrument cluster multifunction display - and in the navigation mode on the media display.

Active Brake Assist keeps you a safe distance from the vehicle in front and reduces the risk of a rear-end collision. The system warns of potential danger, and in the event of emergency braking, you will also be supported by the adaptive brake assistant.

Adaptive Brake Lights ensures that vehicles behind you are fully aware if you are emergency braking. All three brake lamps will start flashing in the event of a critical braking manoeuvre, or the activation of ESP or ABS. This provides a vital warning and can help shorten a driver's reaction time. If the vehicle is brought to a complete standstill from a speed greater than 40 mph, the hazard warning lamps are automatically activated to further assist in preventing a collision.

The X-Class's Electronic Stability Programme is an innovative handling dynamics control system that takes the vehicle load into account. In critical situations, for instance when there is an imminent risk of skidding, it can help stabilise the vehicle by applying brakes to individual wheels and adjusting the engine's torque.

Trailer Stability Assist also offers dynamic stability when carrying a load or towing a trailer. If weaving is detected it can be limited through the targeted braking of vehicle wheels. This stability programme also includes the ABS Anti-lock Braking System, ASR acceleration slip regulations, BAS Brake Assist, EBD Brakeforce Distribution and Hill Start Assist.

In addition, the X-Class is comprehensively equipped with 7 airbags and further restraint systems that offer the best possible protection in the event of an accident. A child seat recognition feature automatically switches off the front-passenger airbag if the seat is unoccupied or a child seat is recognised.

### Verdict

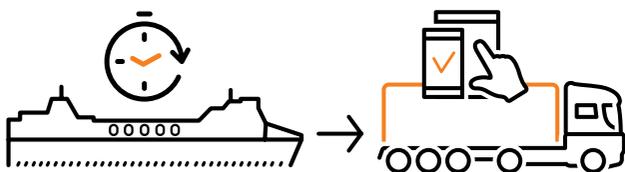
What more could you want from a pick-up? Yes, without doubt, this is no ordinary pick-up. It really does stand apart from the rest, being equally well suited for work or play. But it does come at a price that is far beyond my reach. Still, as they say, you really do get what you pay for, and if you can stretch your budget, you will get plenty for your money with the X-Class.



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## Record 151 Cruise Ships Due In Belfast This Year

Cruise Belfast, the partnership between Belfast Harbour and Visit Belfast, has announced that 285,000 visitors aboard 151 cruise ships are due to call at Belfast Harbour this year, an increase of 31% on the 115 visits during the 2018 cruise season.

**July will be** the busiest month with 32 ships calling, including SAGA's first ever new build vessel, the 'Spirit of Discovery'. Other first time callers to Belfast this year include 'Disney Magic' and Cruise & Maritime Voyage's new ship 'Vasco da Gama'.

In total 35 separate cruise lines will call at Belfast, the most frequent being Cruise & Maritime Voyages (15) and Princess Cruises (13).

The Italian-based Costa line will also call at Belfast for the first time while the number of calls from Celebrity will double to eight.

Norwegian Cruise Line is expanding its visits from one in 2018 to eleven calls as part of its strategic growth plans for the Northern European market.

Michael Robinson, Belfast Harbour's Commercial Director, said: "Every year Northern Ireland's tourism offer continues to grow, attracting new cruise lines and ensuring that long-established port customers continue to develop their presence in this market. The arrival of almost 300,000 visitors during this cruise season is a significant economic boost for the tourism sector, helping sustain and support further growth."

"Belfast is now the third most popular destination in the UK and Ireland for one-day cruise ship calls after Dublin and Orkney. This is a remarkable

achievement that reflects the ongoing marketing activities of our partnership with Visit Belfast under the Cruise Belfast brand.

"This year we're particularly pleased to welcome a number of standout new calls including Disney and the first visit to any Irish port by SAGA's newest vessel.

Belfast City Centre and day trip destinations such as the Giant's Causeway, the Glens of Antrim and Ards Peninsula continue to be a big draw for visiting passengers."

The first vessel is due on 12th March while the final visit of the season is scheduled for the end of October. The largest ship to berth will be the 319m long, 125,000 tonne Celebrity 'Reflection' which carries 4,300 passengers and crew.

Gerry Lennon, Chief Executive of Visit Belfast added: "Cruise tourism continues to be one of the strongest growth sectors of tourism worldwide, and Belfast is asserting itself as a destination of choice in the eyes of cruise lines and their passengers. In the last five years alone, cruise visitor numbers to Belfast have more than doubled to the 285,000 that we expect to welcome this year."

"Visit Belfast continues to work closely with Belfast Harbour and our partners in the tourism industry to ensure that our cruise visitors get a world-class welcome and experience during their time in the city."



# Record Breaking

Belfast Harbour would like to thank our customers and port users for helping to make 2018 another record breaking year to remember.





# WARRENPOINT PORT CONTINUES TO BREAK TRADING RECORDS

Warrenpoint Port continues to build on its record-breaking performances of the recent past, with another outstanding year which has seen significant increases in tonnage and turnover as it embarks on implementing its 25-year Masterplan.

**Firmly established as** Northern Ireland's second largest port, Warrenpoint handled around 3.6 million tonnes of cargo in 2018, valued at more than £6.5 billion.

In addition to serving the markets in Great Britain and the Republic of Ireland, the port deals with imports and exports from countries and regions across the world including to Spain, Italy, Sweden, Belgium, Germany, Ukraine and the Americas.

Some of the port's continuing increase in volumes can be attributed to Seatruck Ferries' deployment during the year of two larger freight ferries on the Warrenpoint to Heysham route. That was in direct response to growing demand for unaccompanied trailer space and will enable Seatruck to carry 30,000 additional trailers annually on the key crossing.

"We have also experienced very strong volumes of bulk cargo such as animal feed, steel and timber together with some large project cargoes, including a consignment of 30 wind turbines destined for south of the border; it was our largest ever number of turbines," says Chief Executive of Warrenpoint Port Clare Guinness.

"Exports of woodchip have also risen and construction is due to begin on a specialist

storage facility for CO<sub>2</sub>; it will enable the port to become the CO<sub>2</sub> distribution hub for the whole of Ireland," adds Clare. Big users here of liquid carbon dioxide include companies such as Coca Cola and Moypark. "Once operational, it will have a massive positive impact on the port."

## Ongoing Investment

Warrenpoint Port also commissioned a new crane and the refurbishment of two other older cranes is underway following a major £3 million capital investment.

The new crane significantly improves efficiency at the Port by reducing loading and unloading times, with the ability to lift 100 tonnes up to 42 metres above sea level. The crane investment will improve the Port's bulk business, which includes grain, timber, steel, wood chip, coal and cement.

Other plans include the purchase of a fleet of new forklift trucks which represents an investment of £800,000. "All of this investment marks the start of a considerable port-wide capital expenditure programme to improve efficiency, customer service and throughput. This will help us obtain our strategic objective which is to boost prosperity in the region given our position as a major catalyst for economic growth," says Clare.

Also, as part of the port's Masterplan, work has begun on revitalising, relocating and transforming older buildings on the 53-acre site, where some land is also earmarked for increase storage - and plans have just been approved to relocate the Harbour Offices to an extended gatehouse at the Town Dock, which will help to optimise the footprint of the port and create more space at the quayside.

## Better Accessibility

Future proofing the port, too, is the approval of funding and selection of a preferred route for the Newry Southern Relief Road which will provide a strategic transport link from the A1 Belfast-Dublin key transport corridor to the A2 Warrenpoint dual carriageway.

The route will improve journey times and accessibility to Warrenpoint Harbour, thereby supporting trade growth. A detailed design of the new route could be completed later this year or early 2020.

All of this reinforces Warrenpoint Port's vital contribution to the prosperity of the region where it is by far the area's major economic driver. While the port employs 70 staff directly, the vast majority of them living within close proximity to the town, more than 200 people work at the harbour every day.

"We are very excited about the future of the port. 2018 was another record year, and early indications are that 2019 will be even better as more elements of the Masterplan take shape," comments Clare.



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# Belfast Harbour Invests £3m to 'Grab' World's Largest Crane

Belfast Harbour has invested £3m in the world's largest hydraulic crane to enhance its cargo handling capacity.

The 370 tonne crane can manage individual lifts of up to 50 tonnes. Manufactured in Finland, the 'Mantsinen 300M' offers additional

flexibility and capacity for Belfast Harbour which handles over 23m tonnes of cargo annually. At almost 40m high, the crane will be the largest



of its kind operating in any British or Irish port, and can unload and load multiple types of cargo. It is designed to discharge up to 1,000 tonnes of bulk cargo such as grain or animal feed per hour.

Trevor Anderson, Operations Director, Belfast Harbour, said: "In the past 10 years Belfast Harbour has invested £30m in new cranes to enhance the efficiency and productivity of our quayside operations.

"The Harbour is the first business in the UK and Ireland to invest in what is the largest crane of its kind in the world. The extra capacity, longer reach and overall versatility will significantly enhance our cargo-handling portfolio. It will also improve vessel turnaround times for customers importing and exporting from the Harbour."

The order for the new crane, which is due to be delivered in spring 2019, is being managed by Cooper Specialised Handling. The firm's Director, David Cooper, added: "Belfast Harbour should be commended for investing in the latest handling technology. In the past, rope-styled cranes were the only option for handling bulk cargoes and larger vessels, but that has changed thanks to the new generation of hydraulic cranes now available.

"The faster productivity, precise control plus the ability to handle cargo directly without the need for stevedores to operate in person in ships' holds brings huge operational advantages."

# Stena Line's first new generation ferry 'floats' in China

Stena Line has achieved another important milestone in its major new fleet investment programme with the 'launching' ceremony of the first of its next generation of RoPax vessel taking place at the Avic Weihai Shipyard in China.

The first new vessel will be named Stena Estrid and she took to the water for the first time on Jan 16th and is on schedule to enter service on the Dublin to Holyhead route in early 2020, the first of three new E-Flexer vessels bound for the Irish Sea by 2021.

Stena Line CEO Niclas Mårtensson said: "The first of our new generation vessels achieved a very important milestone for Stena Line. The Stena Estrid successfully completed her 'float out' manoeuvre from dry dock at the Avic Shipyard and now enters a busy phase of works ahead of her Irish Sea launch early next year."

All three vessels that are being built for the Irish Sea will be larger than today's standard RoPax vessels at 215 meters long with a freight capacity of 3,100 lane meters and the space to carry 120



cars and 1,000 passengers. This represents a significant multi-million investment by Stena Line and underscores its commitment to its Irish Sea operations.

Stena Line has a strong belief

that Irish Sea ferry transportation will continue to grow and it remains a key strategic business region for the company.

"Stena Estrid will bring many benefits to ferry users including

speedy and efficient loading/unloading operations plus further development of our Scandinavian inspired facilities including our restful and bespoke Hygge Lounge and the latest upgrade of our premium product, the Stena Plus concept. The new ships will be spacious, light and make use of panoramic views. This is a very exciting time for our business and I'm proud that as Europe's largest ferry company, Stena Line continues help shape the industry for the next generation of freight and leisure customers," added Niclas Martensson.

\*Stena Estrid is connected to Stena Line's Scandinavian heritage and Estrid is an Old Norse eastern-nordic version of the name Astrid. Estrid is commonly found on old runestones and meaning divinely beautiful.

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# Sail direct year-round from Ireland to northern Spain



Brittany Ferries now operates a sailing between Cork and Santander in Spain. This is the first direct service of its kind and adds to the Company's comprehensive network of routes between the UK, France, Ireland and northern Spain.

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

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

Contact our freight team on **+44 (0)330 159 5001**  
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**Brittany Ferries**  
Freight



## Telestack Ship Loading System a 'Global First'

Leading the international mobile material handling market, Telestack, based in Omagh, is currently completing the installation of a £5 million pound system in Oman for the Port of Salalah.

**The equipment will** be another "global first" in terms of innovation, providing a unique ship loading system to handle the additional capacity needed by the Port.

The TB60 All Wheel Travel Shiploader fed by a Titan dual-feed All Wheel Travel 800-6 Bulk

Reception Feeder represents the new generation of mobile ship loading, offering all of the performance of traditional systems but with the added benefits of mobility, flexibility and ultimately a lower cost per tonne achieved by increased

production rates, reduced cycle times and reduced labour costs.

The equipment is designed to load limestone, gypsum and cement clinker at average rates up to 1,200tph to Handymax, Panamax / Post Panamax vessels. Telestack began discussions in

2013 with the Port of Salalah technical and operational teams to design a customised ship loading system as part of an ongoing \$15 billion infrastructure investment to cater for the export requirements of its local mining, quarrying and cement industries.

## B&M Increases Imports Through The Port of Liverpool

B&M, one of the UK's leading variety retailers, has announced it is increasing its cargo into the Port of Liverpool by 30 per cent following frustrations with delay-struck southern ports.

**After completing a** successful trial at the port, the company, which has 600 stores and employs over 28,000 staff across the UK, will now ship 80 per cent of its stock via Liverpool, increasing 30 per cent of the volume on a trial basis. The move comes amidst ongoing distress in

southern ports, with the bargain retailer increasingly frustrated with delays and ongoing inland logistic issues.

Over the coming months, B&M expects to shift all cargo to Liverpool in a permanent move, citing quicker lead-times and a reduction in road miles afforded by the port's central

location as among the key reasons why.

Jerome Wildsmith, B&M's Head of Supply Chain said: "Over the past few years, we have strengthened our relationship with the Port of Liverpool, importing increasingly larger volumes of cargo and taking advantage of strong partnerships with our shipping operator Maersk and our inland logistics supplier, JWT Commercial.

"We recently increased our imports into Liverpool from 50% to 80% of our total cargo, with a view to converting this into a permanent move. As we continue to grow the business, we'll be able to offer our customers a more efficient service as well as reduce our carbon footprint thanks to the fantastic connectivity provided by Peel Port's multimodal services."

## Stena Line launches smart chatbot

Stena Line is in the process of launching the smartest chatbot into the ferry market. Stina will help make the customer experience even better by providing assistance in booking a trip as well as answering questions 24/7. The chatbot is an important milestone for Stena Line in its quest to becoming the world's first cognitive ferry company.

**Stina can give** Stena Line's customers updates regarding information on departure times, prices and can answer the most frequently asked questions 24/7. For example, if customers are allowed to bring pets on board, how to change a booking and what time they need to check in. What makes Stina unique is that she can help Stena Line's

customers to book a trip as well as keeps track of potential delays. As Stina is still evolving, Stena Line has initially launched her into the UK market. At the moment all customers visiting the "Need help" section of stenaline.co.uk or using the Stena Line TravelMate app are greeted by English speaking Stina. Once Stena Line is satisfied with Stina's performance, she will

be introduced to other markets and become multilingual.

"Our goal is to have her speaking the native language for all of our regions, and next up is Swedish and German. We are also looking at voice command to see if would be possible for our customers to speak to Stina as you would talk to Siri or Google. Last but not least, we are working



hard to have Stina support our customers through the whole booking process, from start to payment," says Anders Hellberg, Head of Customer Acquisition & Conversion at Stena Line.

# The Port of Larne: The Gateway of Choice for Many Hauliers

Regarded as the gateway of choice for many hauliers operating between Ireland and the UK, the Port of Larne, owned by P&O Holdings Ltd, is targeting an increase in general freight in the months ahead, after what has been a year of steady progress.

With more than 2,000 sq feet of warehousing and generous storage areas within its 40 acres site, the port has seen an increase in the import and export of aggregates for the construction industry and exports of waste materials for use in 'waste to energy' plants in Europe.

The port recently was awarded a Waste Management License and has established

an area within the harbour to expand its activities in the handling and storage of bulk and break bulk cargoes.

"It's part of our strategy of diversification," explained Harbour Master Anthony Van Damme. "We want to further utilise our excellent facilities here to open up the port to a range of different cargo types."

Of course, ro-ro operations have been core to the port's business for many decades, and that will continue to be the case, with the objective to increase the volume of general freight and project cargoes moving through the port.

With its highly competitive rates and safe working environment, and with easy access to the rest of Northern Ireland and beyond, the Port of Larne, which is just 30 minutes from Belfast and two and a half hours from Dublin, has much to recommend it.

Benefiting from extensive parking space, the port handles around a quarter of a million commercial vehicles each year and is well established in handling driver accompanied traffic, with fast and efficient check-in facilities dedicated to serve freight drivers.

It is also fully equipped to accept unaccompanied traffic, which is a growing area of activity on the Irish Sea. Dockside staff are fully trained to load all types of trailers ensuring a safe and secure passage.

Offering seven daily sailings from Larne to Cairnryan, starting at 4 am, scheduling freight movements at times to suit hauliers is obviously not a problem. The fact that the port is nine miles closer than Belfast to Scotland, with a crossing of just two hours, means truck drivers spend less time on the ships and more time on the road.

With much improved infrastructure in recent years, the port has become even more easily accessible for local companies who may not have considered using the facilities in the past, and indeed, many of those are now doing so today, which also augers well for the future.



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T: +44(0)28 2887 2100 or  
email: [info@portoflarne.co.uk](mailto:info@portoflarne.co.uk), to discuss how we  
can help you.

# Madden Marine Charts 2019 Business Success

Madden Marine, one of Northern Ireland's leading specialist ship refit companies, has just completed work on the second of Stena Line's five Irish Sea ferry refit projects at Belfast's Harland and Wolff shipyard.

The 10-week upgrade schedule will see five Stena Line vessels dry docked consecutively to facilitate refurbishment and maintenance works as part of a £5m investment programme. Stena Superfast X is currently in dry dock with Belfast-Cairnryan vessels Stena Superfast VII and VII due in February and March.

Stephen Bryden, Stena Line Onboard Services Manager (Irish Sea North) said: "To be able to work with a local company such as Madden Marine with the experience and skills set they offer to our particular sector of the logistics industry is a real bonus for Stena Line and to carry out this important work close to our home port of Belfast is a real win-win for us. We are delighted to be able to offer Northern Ireland companies the opportunity to work with us and help retain and develop key



Pictured alongside the Stena Mersey in dry dock at Harland and Wolff are (L-R): Michael Madden, Director, Madden Marine; Mike Delisle Technical Superintendent, Stena Line; Stephen Bryden, Onboard Services Manager, Stena Line and Colin Madden, Director, Madden Marine.

maritime skills in Northern Ireland."

Michael Madden, Director of Madden Marine said: "We are

delighted to be working on such a prestigious project with Stena

Line. This contract provides a great

launch pad for Madden Marine in 2019 following a very successful 2018. The ferry and cruise ship refit sector is currently on a very strong upward trend and we are targeting a number of potential new business opportunities this year.

"One of the highlights will be our first attendance at the prestigious Cruise Ship Interiors Expo Show in Miami (June 2019) which will see over 150 specialist suppliers meeting with over 2 500 qualified cruise company buyers from around the world meeting to plan their refurbishment and up-grade projects for the next few years."

Formed nearly 30 years ago as a ship refit company specialising in the International cruise ship and European ferry industries, Belfast-based Madden Marine offers a diverse range of services to an increasingly international market.

## Trade Surpasses 24m Tonnes For First Time At Belfast Harbour

Cargo volumes through Belfast Harbour have surpassed 24m tonnes for the first time since records began. Trade increased by over 900,000 tonnes during 2018 to 24.6m tonnes, up 3.8% on the previous year.

**Growth was led** by a strong increase in freight vehicle carryings on Stena Line's services to Great Britain, rising by 3% to a record 532,000 freight vehicles and for the second consecutive year more than 1.5m passengers passed through the Port.

Stena Line's trading performance in 2018 was enhanced as a consequence of its introduction of a third larger vessel in 2018 to the Belfast – Liverpool route and market share gains on the Belfast – Cairnryan route.

Stena Line has also commissioned eight new 'E-Flexer' RoPax vessels, currently under construction in China, and during 2018 the Company confirmed that two of these vessels will operate on the Belfast – Liverpool route from 2020 and 2021 respectively reflecting Stena Line's continued commitment to Belfast and the NI market.

The 'E-Flexer' ships will be the most sustainable ships on the Irish Sea with Scandinavian inspired facilities and more efficient loading and unloading capabilities for freight customers.

Imports and exports of industrial coal by local company LCC, grew by more than 37% to more than 1mT as it scaled up production at its a high-tech coal processing plant. Industrial coal is imported to Belfast for processing and adding value at the facility and is subsequently exported around the world to countries

including Australia, Saudi Arabia and Russia for use in the steel and alloy industries.

Following last year's cold spring and the dry summer, the animal grains and feeds sector also performed very well with tonnages rising to 2.35m tonnes (up 7.5%) which is a record for the Port.

### Investment

Joe O'Neill, CEO, Belfast Harbour, said: "2018 was a strong year of growth with virtually every trade sector reporting an increase in traffic and with many reaching record levels.

"Growth has been supported by Belfast Harbour's long-term investment programme to improve its competitiveness and efficiency. During 2018, for instance, we invested in the purchase of the largest hydraulic crane in any UK or Irish port, and took significant investment decisions to improve and increase ferry and container handling capacity and will continue to work with our partners to utilise new technology to make Belfast both the greenest and most digitally enhanced regional port in the world.

"We were delighted with Stena Line's decision to increase capacity on the Belfast – Liverpool route during 2018 and are working in partnership with them to accommodate the new 'E-Flexer' ships next year through substantial investment in our port facilities

LoLo container traffic increased by 1.5%

to almost 128k containers which is the highest volume since 2011 representing a degree of resilience amongst consumers."

### Challenges Ahead

Michael Robinson, Belfast Harbour's Commercial Director, added: "This year's trade performance is very positive with a number of record performances across our trade sectors, but we have some challenges ahead not least following the completion of Orsted's portfolio of Irish Sea windfarm projects which has been a source of very significant tonnage and revenue for the port in recent years. However, we were pleased to note the Crown Estate announcement in late 2018 of a new round of seabed leasing which could see the return of this trade in the early 2020s.

"We also recognise the long term expected declines ahead in some of our more traditional trade sectors particularly in the importation of fossil fuels as the economy transitions to renewable energy sources and the general consumer trend away from consumption in favour of experience purchases. Accordingly we are making investments in facilities for our longer term sustainable trade sectors and repositioning our business to avail of the opportunities in the changing economy.

"During 2018 we commenced our £40m investment in upgrading our container terminal to both modernise and increase handling capacity with works underway to deploy some of the most modern container handling equipment anywhere in the world."

He added: "2018 was also another record year for our cruise business with 115 cruise ship visits and 185,000 visitors and it is very pleasing to look forward to an even busier summer ahead of us in 2019 when we will welcome around 285k cruise visitors on board 151 cruise ships to Belfast."

# guide to 2019 **SHIPPING**

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



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

# WELCOME TO OUR ANNUAL COMPREHENSIVE GUIDE TO SHIPPING

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

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

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



## LOAD-ON/LOAD-OFF services

### CRONUS LOGISTICS

[www.cronus-logistics.com](http://www.cronus-logistics.com)

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

## ROLL-ON/ROLL-OFF services

### BRITTANY FERRIES

[www.brittanyferriesfreight.co.uk](http://www.brittanyferriesfreight.co.uk)

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAEN, FRANCE	Portsmouth	Brittany Ferries	Up to 3 daily returns	Portsmouth: Morning/ afternoon/night Caen: Morning /afternoon/night	Normandie Mont St Michel	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
LE HAVRE, FRANCE	Portsmouth	Brittany Ferries	Up to 12 x weekly returns	Le Havre: Afternoon/night	Baie de Seine Etretat	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
CHERBOURG, FRANCE	Portsmouth	Brittany Ferries	Daily April to September	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Normandie Express	Fast craft Small vans only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
CHERBOURG, FRANCE	Poole	Brittany Ferries	Up to 10 x weekly returns	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Barfleur	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
ROSCOFF, FRANCE	Plymouth	Brittany Ferries	Up to 10 x weekly returns	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Armorique Pont-Aven	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
ST MALO, FRANCE	Portsmouth	Brittany Ferries	Up to 7 x weekly	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Bretagne Pont-Aven	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
SANTANDER, SPAIN	Plymouth	Brittany Ferries	1 x weekly	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Pont-Aven	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
BILBAO, SPAIN	Portsmouth	Brittany Ferries	3 x weekly	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Cap Finistère Baie de Seine	Multi-purpose Multi-purpose Freight only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
	Poole		2 x weekly		Pelican			
SANTANDER, SPAIN	Portsmouth	Brittany Ferries	3 x weekly	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Pont-Aven Cap Finistère Baie de Seine	Multi-purpose Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
ROSCOFF, FRANCE	Cork	Brittany Ferries	Up to 2 x weekly	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Pont-Aven Connemara	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com
SANTANDER, SPAIN	Cork	Brittany Ferries	2 x weekly	See website <a href="http://www.brittanyferriesfreight.co.uk">www.brittanyferriesfreight.co.uk</a>	Connemara	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales@brittanyferries.com

## ROLL-ON/ROLL-OFF services

### IRISH FERRIES

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

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HOLYHEAD	Dublin	Irish Ferries	Up to 6 round trips per day	Dublin 02.00; 07.30; 08.05; 13.50; 14.30; 20.55 Holyhead 02.40; 08.15; 10.40; 14.10; 16.45; 20.15	Ulysses, WB Yeats, Epsilon, Dublin Swift (Mar-Sept)	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353 (0) 818221560 F: +353 (1) 6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
PEMBROKE	Rosslare	Irish Ferries	2 round trips per day	Rosslare: 08.45; 20.45 Pembroke: 14.45; 02.45	Isle of Inishmore	Ro/Ro Freight Passengers, Cars, Coaches	Dublin T: +353 (0) 818221560 F: +353 (1) 6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight
CHERBOURG	Dublin	Irish Ferries	Visit <a href="http://www.irishferriesfreight.com">www.irishferriesfreight.com</a>	Visit <a href="http://www.irishferriesfreight.com">www.irishferriesfreight.com</a>	W.B. Yeats Epsilon	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353 (0) 818221560 F: +353 (1) 6075680	Email: dublinfreight@irishferries.com Skype: Irishferriesfreight

### MOTIS

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

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
NOVARA, ITALY	Freiburg	Intermodal (Motis)	1 x every 3 hours each direction	Approx every 3 hours starting	Intermodal Truck Train	Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com <a href="http://www.motis.com">www.motis.com</a>
FOLKESTONE	Calais	Eurotunnel/ (MOTIS)	Up to 6 Departures Per Hour	Visit: <a href="http://www.motis.com">www.motis.com</a>	Multiple	Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com <a href="http://www.motis.com">www.motis.com</a>
MONT BLANC & FREJUS TUNNEL, FRANCE	Mont Blanc & Frejus Tunnel (Italy)	Mont Blanc & Frejus Tunnels	On arrival	On arrival	Multiple	All vehicles travelling with non-hazardous cargo	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Office MOTIS Email: sales@motis.com <a href="http://www.motis.com">www.motis.com</a>
HELSINGBORG (Sweden)	Puttgarden (Germany)	Scandlines (Motis)	1 x every 45 minutes	Visit: <a href="http://www.motis.com">www.motis.com</a>	Multiple	Passengers/ Passenger vehicles, Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com <a href="http://www.motis.com">www.motis.com</a>
IJMUIDEN (Holland)	Newcastle	DFDS (Motis)	1 x Daily Passenger	17:00	Multiple	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com <a href="http://www.motis.com">www.motis.com</a>
HELSINKI (Finland)	Rostock (Germany)	Finnlines (Motis)	1 x Daily Passenger	Visit: <a href="http://www.motis.com">www.motis.com</a>	Multiple	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com <a href="http://www.motis.com">www.motis.com</a>
PATRAS (Greece)	Ancona (Italy)	Minoan Lines/ Superfast/ Aneklines	Average 4 x Daily	Visit: <a href="http://www.motis.com">www.motis.com</a>	Multiple	Freight/ Passenger	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com <a href="http://www.motis.com">www.motis.com</a>

### P&O FERRIES

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

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAIRNRNRYAN	Larne	P&O Ferries	Up to 7 daily return sailings	Regular sailings 24 hours	European Causeway, European Highlander	RoRo Freight / Passengers, cars, caravans & coaches	Freight: T. +44 845 832 22 22 Passenger: 0800 130 0030	Email: freight.larne@poferries.com Freight sales & bookings poferriesfreight.com
LIVERPOOL	Dublin	P&O Ferries	Up to 3 daily return sailings	From Dublin 09.15, 15.00, 21.30. From Liverpool 03.00, 09.30, 21.00	Norbay, Norbank, European Endeavour	RoRo & LoLo Freight, cars & passengers	Freight: T. +44 845 832 22 22 / +353 1 876 2300/45 Passenger: 0871 66 44 777	Email: freight.dublin@poferries.com Freight sales & bookings poferriesfreight.com
EUROPOORT NL	Hull	P&O Ferries	1 x daily each direction	Hull 20:30 Europort 21:00	Pride of Hull, Pride of Rotterdam	ROPAX	T. 44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Hull	P&O Ferries	1 x daily each direction	Hull 18:30 Zeebrugge 19:00	Pride of York, Price of Bruges	ROPAX	T. 44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Hull	P&O Ferries	3 per week each way	Hull: Tue, Thu, Sun, Zee: Mon, Wed, Fri	mv Elizabeth	LOLO	T. 44 (0) 1482 708 288	freight.bookings.hull@poferries.com
EUROPOORT NL	Teesport	P&O Ferries	3 per week each way	Tees: Tue, Thu, Sun, Europort: Mon, Wed, Fri	mv Wilhelmine	RORO	T. 44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Teesport	P&O Ferries	Daily Mon-Sat	Tees: 2000, Zee 2100	Bore Song, Estraden	RORO	T. 44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Tilbury	P&O Ferries	2 per day each way	Tilbury: 1000, 2200, Zeebrugge 1100, 2300	Norsky, Norstream	RORO	T. 44 (0) 1304 862 537	freightops.tilbury@poferries.com
DOVER	Calais	P&O Ferries	3 x hourly each direction	Approx 3 departures every hour each direction	Sprit of France Spirit of Britain Pride of Kent Pride of Canterbury Pride of Burgundy European Seaway	Ro/Ro freight/ Passengers	T. 028 3025 2500 F. 028 3025 2552	Freightsales.dover@poferries.com T: +44 (0) 1304 863875

## ROLL-ON/ROLL-OFF services

## STENALINE GROUP

www.stenaline.co.uk

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HEYSHAM	Belfast	Stena Line	2 x Daily Tues-Fri 1 x Daily Sat, Sun, Mon each direction	Tues - Sat 09:00 Mon - Fri & Sun 21:00 both directions	Stena Hibernia Stena Scotia	Ro/Ro Freight Service	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
BIRKENHEAD (Liverpool)	Belfast	Stena Line	3 x Daily Tues - Fri 2 x Daily Sat, Sun, Mon each direction	10:30 & 22:30 both directions No Monday a.m. sailings From Belfast Mon 16.00, Tues-Fri 15.30 From Liverpool Mon 05.00, Tues-Fri 03.30	Stena Lagan Stena Mersey  Stena Forerunner	Ro/Ro Freight Passengers/ Cars/Coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
CAIRNRYAN	Belfast	Stena Line	6 x Return crossings per day	Regular sailings day & night	Superfast VII Superfast VIII	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
CHERBOURG	Rosslare	Stena Line	3 x Weekly each direction	From Rosslare: Tues 21:30, Thurs 20:30 & Sat 16:30 From Cherbourg: Wed 21:00, Fri 20:30 & Sun 15:00	Stena Horizon	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi @stenaline.com
HOLYHEAD	Dublin	Stena Line	4 x Return crossings per day	From Holyhead 02:30/ 08:55/14:00/20:30 From Dublin 02:15/ 08:10/14:50/20:40	Stena Adventurer  Superfast X	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
FISHGUARD	Rosslare	Stena Line	2 x Return crossings per day	From Rosslare: 08:00 / 18:10 From Fishguard: 13:10 / 23:45	Stena Europe	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi @stenaline.com
HARWICH	Rotterdam	Stena Line	2 x Daily Tues - Fri 1 x Daily Mon, Sun each direction	From Harwich: Tues - Fri 08:00 Mon - Fri 22:30 Sun 21:00 From Rotterdam: Tues - Fri 11:30 Mon - Fri 21:00 Sun 20:00	Somerset Bore Bay	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
HARWICH	Hoek Van Holland	Stena Line	2 x Return crossings per day	From Harwich: Mon-Sat 09:00 Sun 10:00, Daily 23:00 From Hoek: Mon-Sat 14:15 Sun 13:45 Mon - Sun 22:00	Stena Hollandica Stena Britannica	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
HOEK VAN HOLLAND	Killingholme	Stena Line	1 x Return crossing per day	From Killingholme: Mon-Fri 20:30 Sat-Sun 20:00 From Hoek: Mon-Fri 20:30 Sat-Sun 20:00	Stena Transporter Stena Transit	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
KILLINGHOLME	Rotterdam	Stena Line	1 x Daily Mon - Fri, Sun each direction	From Rotterdam: Mon-Fri 19:45 & Sun 19:00 From Killingholme: Mon-Fri 19:45 & Sun 19:00	Stena Scotia	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com

## SEATRUCK

www.seatruckferries.com

ROUTE	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
Warrenpoint - Heysham Route	Seatruck Ferries	11 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Performance & Precision	Ro/Ro Freight Trade Cars	Warrenpoint: T: 028 4175 4400 Heysham: T: 01524 853512	Email: warrenpoint.booking @seatruckgroup.co.uk  heysham.booking @seatruckgroup.co.uk
Dublin - Heysham Route	Seatruck Ferries	6 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Panorama	Ro/Ro Freight Trade Cars	Heysham: T: 01524 853512 Dublin: T: 00353 1 8230492	Email: heysham.booking @seatruckgroup.co.uk  dublin.booking @seatruckgroup.co.uk
Dublin - Liverpool Route	Seatruck Ferries	22 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Power, Seatruck Progress, Seatruck Pace & Clipper Point	Ro/Ro Freight Trade Cars	Liverpool: T: 0151 9333660 Dublin: T: 00353 1 8230492	Email: liverpool.booking @seatruckgroup.co.uk  dublin.booking @seatruckgroup.co.uk

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INTERNATIONAL SHIPPING LINES REPRESENTED  
IN NORTHERN IRELAND AND REPUBLIC OF IRELAND



## SHIPPING AGENTS

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

### SPECIALIST SERVICES

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

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

### SPECIALIST SERVICES

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

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

### SPECIALIST SERVICES

- Customs Clearance
- Freight Forwarding
- Refrigerated
- Pharma

## INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA





**INTERNATIONAL SHIPPING DESTINATIONS**

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



INTERNATIONAL SHIPPING LINES REPRESENTED IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

**SHIPPING AGENTS**

AGENT	DESTINATION
 <p>61 Carrickfergus Road, Ballynure, Co Antrim BT39 9QJ Tel: 028 9334 4848 Email: freight@woodsides.com</p>	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>➤ NORTH AMERICA</li> <li>➤ SOUTH AMERICA</li> <li>➤ CENTRAL AMERICA</li> </ul>
	<ul style="list-style-type: none"> <li>➤ CARIBBEAN</li> <li>➤ AFRICA</li> <li>➤ MIDDLE EAST</li> <li>➤ INDIAN SUB-CONTINENT</li> <li>➤ SOUTH EAST ASIA</li> <li>➤ FAR EAST</li> <li>➤ AUSTRALASIA</li> </ul>
	<p><b>SPECIALIST SERVICES</b></p> <ul style="list-style-type: none"> <li style="margin-right: 10px;">➤ Customs Clearance</li> <li style="margin-right: 10px;">➤ Import &amp; Export container services</li> <li style="margin-right: 10px;">➤ Personal Effects</li> <li>➤ Freight Forwarding</li> </ul>

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

AGENT	DESTINATION
<p><b>Atlantic Container Agencies Ltd.</b></p> <p>The Malt House North, Grand Canal Quay, Dublin 2 Tel: + 353 1 6350005 Fax: + 353 1 1251065 Email: pwallace@aclcargo.com www.aclcargo.com</p>	<ul style="list-style-type: none"> <li>○ WESTERN EUROPE</li> <li>○ EASTERN EUROPE</li> <li>○ CIS</li> <li>○ SCANDINAVIA</li> <li>➤ NORTH AMERICA</li> <li>○ SOUTH AMERICA</li> <li>○ CENTRAL AMERICA</li> </ul>
	<ul style="list-style-type: none"> <li>○ CARIBBEAN</li> <li>○ AFRICA</li> <li>○ MIDDLE EAST</li> <li>○ INDIAN SUB-CONTINENT</li> <li>○ SOUTH EAST ASIA</li> <li>○ FAR EAST</li> <li>○ AUSTRALASIA</li> </ul>
	<p><b>SPECIALIST SERVICES</b></p> <ul style="list-style-type: none"> <li style="margin-right: 10px;">➤ Abnormal Load Experts</li> <li>➤ Import &amp; Export Container Services</li> </ul>

INTERNATIONAL SHIPPING LINES REPRESENTED  
IN NORTHERN IRELAND AND REPUBLIC OF IRELAND



## SHIPPING AGENTS

AGENT	DESTINATION
<b>Jenkinson Logistics</b>  5 Edgewater Road, Belfast BT3 9JQ Tel: +44-28-90781810 Fax: +44-28-90781812 www.jenkinson.ie	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>➤ NORTH AMERICA</li> <li>➤ SOUTH AMERICA</li> <li>➤ CENTRAL AMERICA</li> </ul>
	<ul style="list-style-type: none"> <li>➤ CARIBBEAN</li> <li>➤ AFRICA</li> <li>➤ MIDDLE EAST</li> <li>➤ INDIAN SUB-CONTINENT</li> <li>➤ SOUTH EAST ASIA</li> <li>➤ FAR EAST</li> <li>➤ AUSTRALASIA</li> </ul>
<b>SPECIALIST SERVICES</b> <ul style="list-style-type: none"> <li style="margin-right: 10px;">➤ Customs Clearance</li> <li style="margin-right: 10px;">➤ Export Documentation Services</li> <li style="margin-right: 10px;">➤ Import &amp; Export container services</li> <li>➤ Freight Forwarding</li> </ul>	

AGENT	DESTINATION
<b>Johnson Stevens NI Limited</b>  7 West Bank Road, Seaview House, Belfast Harbour Estate, Belfast BT3 9JL Tel: +44 (0) 28 90781762 E-mail: info@johnsonstevens.co.uk www.johnsonstevens.co.uk	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>➤ NORTH AMERICA</li> <li>➤ SOUTH AMERICA</li> <li>➤ CENTRAL AMERICA</li> </ul>
	<ul style="list-style-type: none"> <li>➤ CARIBBEAN</li> <li>➤ AFRICA</li> <li>➤ MIDDLE EAST</li> <li>➤ INDIAN SUB-CONTINENT</li> <li>➤ SOUTH EAST ASIA</li> <li>➤ FAR EAST</li> <li>➤ AUSTRALASIA</li> </ul>
<b>SPECIALIST SERVICES</b> <ul style="list-style-type: none"> <li style="margin-right: 10px;">➤ Customs Clearance</li> <li style="margin-right: 10px;">➤ Export Documentation Services</li> <li style="margin-right: 10px;">➤ Ships' Agency</li> <li>➤ Import &amp; Export Containers Services</li> </ul>	

AGENT	DESTINATION
<b>MSC Limited</b> (Mediterranean Shipping Company)  Prince's Dock, 14 Clarendon Road, Belfast BT1 3BG, Northern Ireland Tel: +44 2890 313700 Fax: +44 2890 313773 E-mail: hello@mscuk.com www.msc.com	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>➤ NORTH AMERICA</li> <li>➤ SOUTH AMERICA</li> <li>➤ CENTRAL AMERICA</li> </ul>
	<ul style="list-style-type: none"> <li>➤ CARIBBEAN</li> <li>➤ AFRICA</li> <li>➤ MIDDLE EAST</li> <li>➤ INDIAN SUB-CONTINENT</li> <li>➤ SOUTH EAST ASIA</li> <li>➤ FAR EAST</li> <li>➤ AUSTRALASIA</li> </ul>
<b>SPECIALIST SERVICES</b> <ul style="list-style-type: none"> <li style="margin-right: 10px;">➤ Import &amp; Export Container Services</li> <li style="margin-right: 10px;">➤ Project Cargo Management</li> <li style="margin-right: 10px;">➤ Pharma</li> <li>➤ Refrigerated</li> </ul>	

## INTERNATIONAL SHIPPING DESTINATIONS

- WESTERN EUROPE 
- EASTERN EUROPE 
- CIS 
- SCANDINAVIA 
- NORTH AMERICA 
- SOUTH AMERICA 
- CENTRAL AMERICA 
- INDIAN SUB-CONTINENT 
- CARIBBEAN 
- AFRICA 
- MIDDLE EAST 
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IN NORTHERN IRELAND AND REPUBLIC OF IRELAND



## SHIPPING AGENTS

AGENT	DESTINATION
<b>Transocean NI Limited</b>  7 West Bank Road, Seaview House, Belfast Harbour Estate, Belfast BT3 9JL Tel: +44 (0) 28 90781763 Email: info@transoceanbelfast.co.uk www.transoceanbelfast.co.uk	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>➤ NORTH AMERICA</li> <li>➤ SOUTH AMERICA</li> <li>➤ CENTRAL AMERICA</li> </ul> <ul style="list-style-type: none"> <li>➤ CARIBBEAN</li> <li>➤ AFRICA</li> <li>➤ MIDDLE EAST</li> <li>➤ INDIAN SUB-CONTINENT</li> <li>➤ SOUTH EAST ASIA</li> <li>➤ FAR EAST</li> <li>➤ AUSTRALASIA</li> </ul>
<b>SPECIALIST SERVICES</b> ➤ Customs Clearance   ➤ Logistics   ➤ Freight Forwarding   ➤ Import & Export Containers Services	

AGENT	DESTINATION
<b>Rhenus Logistics Limited</b>  Sketrick House, Jubilee Road, Newtownards BT23 4YH Tel: +44 (0) 28 9181 9849 E-mail: belfast@uk.rhenus.com www.ukportal.rhenus.com	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>➤ NORTH AMERICA</li> <li>➤ SOUTH AMERICA</li> <li>➤ CENTRAL AMERICA</li> </ul> <ul style="list-style-type: none"> <li>➤ CARIBBEAN</li> <li>➤ AFRICA</li> <li>➤ MIDDLE EAST</li> <li>➤ INDIAN SUB-CONTINENT</li> <li>➤ SOUTH EAST ASIA</li> <li>➤ FAR EAST</li> <li>➤ AUSTRALASIA</li> </ul>
<b>SPECIALIST SERVICES</b> ➤ Freight forwarding   ➤ Groupage   ➤ Import & export Containers Services   ➤ Road-International	

AGENT	DESTINATION
<b>Samskip</b>  Waalhaven O.Z. 81 - 3087 BM Rotterdam - The Netherlands Phone: +31 88 400 1000 Fax: +31 88 400 1900 E-mail: rotterdam@samskip.com www.samskipmultimodal.com	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>○ NORTH AMERICA</li> <li>○ SOUTH AMERICA</li> <li>○ CENTRAL AMERICA</li> </ul> <ul style="list-style-type: none"> <li>○ CARIBBEAN</li> <li>○ AFRICA</li> <li>○ MIDDLE EAST</li> <li>○ INDIAN SUB-CONTINENT</li> <li>○ SOUTH EAST ASIA</li> <li>○ FAR EAST</li> <li>○ AUSTRALASIA</li> </ul>
<b>SPECIALIST SERVICES</b> ➤ Dangerous Goods   ➤ Import & Export Container Services   ➤ Perishable   ➤ Refrigerated	

### INTERNATIONAL SHIPPING DESTINATIONS

- WESTERN EUROPE 
- EASTERN EUROPE 
- CIS 
- SCANDINAVIA 
- NORTH AMERICA 
- SOUTH AMERICA 
- CENTRAL AMERICA 
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- CARIBBEAN 
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- MIDDLE EAST 
- SOUTH EAST ASIA 
- FAR EAST 
- AUSTRALASIA 



**INTERNATIONAL SHIPPING DESTINATIONS**

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



INTERNATIONAL SHIPPING LINES REPRESENTED IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

**SHIPPING AGENTS**

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

AGENT	DESTINATION
<p><b>Trans Europe Express Limited</b></p> <p>Dromore Lodge, 29 Duke Street, Warrenpoint, Co Down, Northern Ireland BT 34 3JY Tel: 028 417 53740 Fax: 028 417 74309 Email: info@tee.co.uk</p>	<ul style="list-style-type: none"> <li>➤ WESTERN EUROPE</li> <li>➤ EASTERN EUROPE</li> <li>➤ CIS</li> <li>➤ SCANDINAVIA</li> <li>○ NORTH AMERICA</li> <li>○ SOUTH AMERICA</li> <li>○ CENTRAL AMERICA</li> <li>○ CARIBBEAN</li> <li>○ AFRICA</li> <li>○ MIDDLE EAST</li> <li>○ INDIAN SUB-CONTINENT</li> <li>○ SOUTH EAST ASIA</li> <li>○ FAR EAST</li> <li>○ AUSTRALASIA</li> </ul>
SPECIALIST SERVICES	
<ul style="list-style-type: none"> <li>➤ Abnormal Load Experts</li> <li>➤ Dangerous Goods</li> <li>➤ Freight Forwarding</li> <li>➤ Groupage</li> </ul>	

**TOWAGE SERVICES**

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

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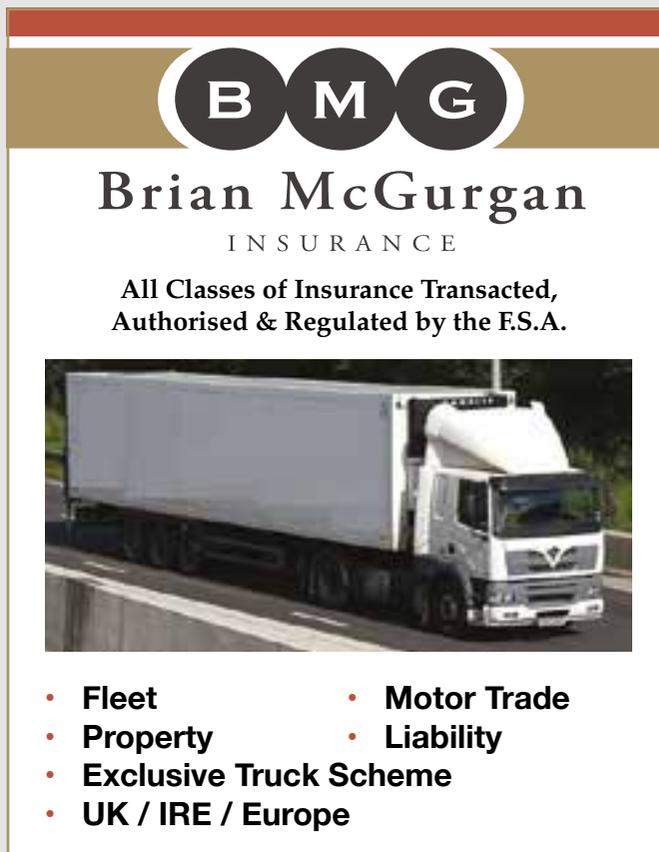
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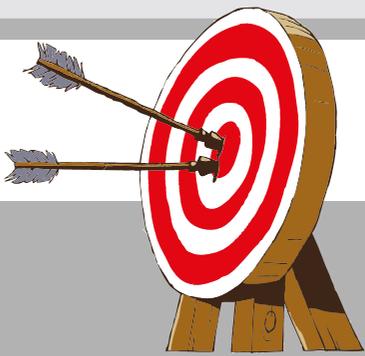
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