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## COMMENT

Welcome to another bumper issue! Forget about Brexit. Forget about politics. We have work to do, and there is plenty of it around by all accounts.

With more than 20,000 visitors it was another record-breaking year for the Commercial Vehicle Show – the fifth in a row – with manufacturers taking larger stands than ever before, and more product launches, too, all of which served to underline the health of the UK commercial vehicle market.

Indeed, in the first quarter of 2019, there has been sustained growth in the market with rises in both demand and production, making it the industry's best ever monthly performance. So yes, there's plenty of optimism out there despite the challenges – and businesses are investing in the future.

DAF is spending €200 million in its cab plant in Westerlo, Belgium in preparation for future production volumes, and closer to home local hauliers are expanding their fleets to cope with increasing business, while others like McCulla Ireland are also planning for the future after marking 50 successful years on the road.

More work means more opportunities for our young people, so Transport Training Services (TTS) has launched its 2019 apprenticeship recruitment campaign with the aim of recruiting 100 new apprentices.

In this issue, we also get behind the wheel of the new Mercedes-Benz Actros which has been updated with all the very latest technology. We take a look at the New Iveco Daily which comes with a complete range of Advanced Driver Assistance Systems, and we come 'face to face' with product managers at Thermo King and Frigoblock to find out how their technology is being used to future-proof refrigerated truck, trailer and home delivery operations.

In shipping, we report on news that Belfast Harbour is investing £15m to re-develop Victoria Terminal 2 which services the Belfast-Liverpool route, and we hear from Warrenpoint Port where work has begun on the redevelopment of the landmark Town Dock House, the flagship project in the harbour's £4 million capital investment programme.

So, yes, there is lots to smile about; even the sun was shining as we went to print!

By the way, we are now taking entries for our annual Export & Freight Transport & Logistics Awards – and we have a new category: Apprentice of the Year; you'll find out all you need to know elsewhere in this issue.

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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MAY-JUNE 2019

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EFFICIENCY IN MOTION**

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**Export & Freight** is Published by: **4 SM (NI) Ltd**, The Old Coach House, 12 Main Street, Hillsborough BT26 6AE  
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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.



# Minister Of State Welcomes Schmitz Cargobull's Investment In Ireland

Trailer manufacturer Schmitz Cargobull has established a new company, Schmitz Cargobull Ireland, in support of the country's rapidly expanding haulage market, in a move welcomed by Minister of State Damien English TD.

**The new company** will give operators easier access to the latest trailer technology – vital when, according to the Central Statistics Office, the total tonnage transported by Irish hauliers has increased by more than 10 per cent in the last year. Operators will also be able to

handle all elements of their trailer acquisition, including invoicing and payment, in Ireland.

The company was launched at an official event attended by Schmitz Cargobull Chief Sales Officer Boris Billich.

Minister English says: "The open nature of the Irish economy, with

high levels of international trade combined with our geographical peripheral location, means that achieving excellence in freight transport continues to be vital for our competitiveness. It is very welcome therefore that Schmitz Cargobull is investing in Ireland to service the local

operators in this growing sector.

"The Irish government has worked hard to ensure that we have the best possible conditions in place to encourage investments like this and I am delighted to see Schmitz Cargobull recognising this through their expansion here."

The new country office will be run by experienced Schmitz Cargobull Sales Manager Paul Ó Ceallaigh, providing a direct contact point for sourcing advanced smart trailers equipped with the company's own refrigeration unit and telematics system, leading to lower lifetime operating costs.

Boris Billich, Chief Sales Officer, Schmitz Cargobull, says: "We have worked closely with Irish hauliers for many years, so we are delighted to now launch Schmitz Cargobull Ireland, and provide our customers with direct representation in their own market."

Bolstering the manufacturer's presence in Ireland are six Service Partners, located in Dublin, Wexford, Cork, Ashbourne, Belfast and Dungannon, providing dedicated parts distribution. While out on the road, operators will also be able to call on the support of Schmitz Cargobull's wider pan-European network of more than 1,700 Service Partners across 40 countries.

Alan Hunt, Managing Director, Schmitz Cargobull Ireland, says: "The Irish market is a crucial part of our business. By establishing a dedicated presence in Ireland for the very first time, we are making it easy for hauliers to source the latest equipment, reduce their operating costs and help their businesses to grow."



Pictured here (L-R) are Alan Hunt, MD, Schmitz Cargobull Ireland; Damien English TD, Minister of State; Boris Billich, Chief Sales Officer, Schmitz Cargobull AG; Gregor Rein, North-West Europe Director, Schmitz Cargobull AG; Paul Ó Ceallaigh, Sales Manager, Schmitz Cargobull Ireland.

## Passengers Make Ireland's First Journey On A Biogas Bus

Bus travellers in Cork were the first passengers to ride a 'green bus' in Ireland recently. With zero carbon emissions, the biomethane-powered bus is a viable alternative for Ireland's public bus fleet, and the biogas bus has been part of national trials looking at green bus performance, air quality impacts and CO2 emissions, among other criteria.

**Biomethane is a** clean, renewable gas that is 98% methane. Also known as green gas, it can be used interchangeably with conventional fossil-fuel natural gas, meaning it can be added to the existing gas grid. The majority of European capital cities now run their buses on gas, resulting in lower carbon emissions and better air quality in cities.

"Energy Cork has been advocating the

benefits of adopting compressed natural gas and biomethane for our public bus fleet in Cork for a number of years, so we are delighted to be making a journey on Ireland's first zero carbon emissions bus.

"Never has the demand for public transport been greater in Cork with the city centre expecting an additional 10,000 jobs in the next 5 years. We have the opportunity now to shape

how we grow and be proactive in adopting technologies that work for the City and which protect our environment and air quality. This technology is tried and tested with examples of biomethane bus fleets in Stockholm, Lille and Nottingham to name just a few cities.

We are very keen to see this technology supported by the National Transport Authority and hope to see these buses rolled out in Cork in the not too distant future," said Michelle O'Sullivan, Energy Cork spokesperson and Cork Chamber Public Affairs Senior Executive.

Faced with EU deadlines to reduce harmful greenhouse gases, and following Budget 2018, Ireland will no longer be able to purchase diesel buses for public transport as of 1st July 2019. The Department of Transport, Tourism & Sport has been carrying out technology trials of hybrid diesel, fully electric, electric hybrid, compressed natural gas (CNG) and biomethane powered buses in Cork and Dublin in recent months to review performance.



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# New Range C and T Rock Up At Loughran Rock Industries

Loughran Rock Industries (N.I.) Ltd, a leading provider of crushed stone, concrete blocks and ready-mix concrete in County Armagh, has added two Renault Trucks Range C430 8x4 tippers, fitted with Farlow Steel bodies, and one Range T480 6x2 tag tractor unit to its 30-strong fleet.



**The new vehicles** join the company's bulk aggregates operation, moving materials including stone within a 30-mile radius of Armagh.

A previously positive experience with Renault Trucks and the local dealership in Northern Ireland, Diamond Trucks, was central to their latest decision, as Director Gary Loughran explains: "We took a couple of Range C430 8x4 mixers complete with IMER Bottles

last year which have worked well in our operation, so we looked to Renault Trucks again when we wanted some new vehicles."

Gary is full of admiration for the Renault Trucks dealer: "We've found Diamond Trucks to be a great business partner and very straight forward to deal with. Their back-up service and aftersales packages on offer, including 5 year R+M with the work carried out at local service point Toal

Truck Services, is second to none and was one of the key reasons we selected the Range C and T. They just take any hassle away so that we can concentrate on getting the job done."

As well as top-notch vehicle performance, looking good on the road is also important to Loughran Rock as Gary explains: "We always take pride in our appearance and the trucks are hard-working ambassadors for our brand, reflecting our attention to detail that permeates right through the core of our business. The new Range Cs and T are part of our ongoing investment into the fleet, ensuring that we keep up-to-date with the latest technology but also look good in our distinctive red and cream livery."

The T480 6x2 tag comes with Night & Day cab and Renault Trucks' DT113 engine that produces a maximum torque of 2400Nm from 950rpm to 1404 rpm. It was the manoeuvrability of the tag axle that particularly appealed to Loughran Rock: "It's just what we require for our operation as some of the sites we go to can be tight for space and we need something with plenty of grip and power. The T480 copes with the challenging terrain and is good for tight corners and gives us the traction we need too," says Gary.

Both the T and Cs are equipped with a 12-speed Optidriver automated transmission system. The C430 tippers, giving an unladen weight of 9200kg, are some of the lightest 8x4 rigids on the market and offer an impressive body and payload allowance of up to 22.8t.

Achieving sizeable fuel economy was also a factor: "Fuel consumption is important to our business and we are getting around 6.5mpg from the Range T and Cs, which is pretty decent considering the type of stop-start and challenging work the trucks are doing. We had heard good things about Renault Trucks in this area and we've not been disappointed," says Gary.

## BIFA welcomes extension of deadline for Customs training funding applications

The British International Freight Association (BIFA), the trade association for UK freight forwarding and logistics companies, has welcomed the UK Government's decision to extend the deadline for businesses to apply for funding towards training courses that help them to complete customs declarations.

**The funding was** initially revealed in December 2018, and it was recently announced that the deadline for applications would be extended to May 31st 2019.

BIFA notes that grants are being made available for all customs intermediaries and traders completing customs declarations

with the aim of supporting training and the upgrade of IT systems.

Robert Keen, director general of BIFA said: "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.

"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 an extension to the deadline for this funding is very welcome, and we are encouraging our members who believe they might benefit to apply; if they have not done so already."



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# DAF Trucks launches technician recruitment drive

DAF Trucks has embarked upon an ambitious career awareness campaign to bring new technicians into the DAF Dealer Network, targeting those new to the industry as well as existing mechanics and technicians.

**'Join the Winning Team'** – the name of the campaign – is designed to highlight the diverse range of roles found in a modern commercial vehicle workshop and to showcase the role of a technician as a fulfilling, long-term career choice.

To help personalise the campaign, DAF has enlisted five 'Ambassadors' – both current and former technicians from the DAF Dealer Network – each describing their own successful career paths within the DAF family and individually placed to promote the positive aspects of a workshop career. The campaign also highlights the many other opportunities that can emanate from a technical background, including aftersales management opportunities in Service and Parts.

With DAF Trucks continuing its position as market leader, 'Join the Winning Team' is aptly named. The company's top-spot, held now for 24 consecutive years, is due in large part to the outstanding work provided by 1500 DAF Technicians throughout the DAF Dealer Network; a network regarded as the industry's best.



DAF Technicians take credit for this recognition thanks to a focus on customer care garnered from the exceptional training provided throughout their employment.

It is no surprise that the DAF Dealer Network boasts a high retention rate for its technicians, reflecting the agreeable working environment and the many opportunities it offers.

The DAF Apprenticeship Scheme receives regular praise and accolades from within the transport sector and from across wider

industry. Once qualified, DAF Technicians receive comprehensive and regular in-depth training at the new state-of-the-art training centre at DAF Trucks head office Haddenham.

Individuals looking to 'Join the Winning Team' with DAF Trucks should be looking to invest in a long-term career opportunity, whether they are just leaving school or currently employed in existing workshop roles. With the full commitment that a DAF Technician role requires, those same individuals can look forward to a range of

benefits – including excellent remuneration, a varied, highly regarded skillset, job security and opportunities to pursue careers with DAF Trucks outside of the workshop.

DAF Trucks has also produced a promotional video <https://youtu.be/h87Ye88a0a0> and launched a dedicated page on its DAF corporate and network websites [www.daf.co.uk/technicians](http://www.daf.co.uk/technicians) which also includes individual Technician profiles.

"'Join the Winning Team' has wider implications for the industry," said Adam Russell, Business Services Manager at DAF Trucks, "I believe there is wealth of talent in the UK which the truck industry can tap into, and our recruitment drive is just one way of shining a light on the wider issue of our industry's skills shortage. We've always delivered a successful recruitment effort at DAF Trucks," he said, "due in part to our popular DAF Apprentice programme, currently with nearly 400 delegates enrolled, and where there is a natural progression to full-time employment throughout the network."

## Businesses Need More Support To Cope With ULEZ Says FTA

Businesses need more support to cope with the financial burden of the compliance with the regulations surrounding London's Ultra Low Emission Zone (ULEZ), according to FTA.

**With the zone** recently launched, the FTA has renewed its calls for Sadiq Khan to recognise the potential flaws in the scheme, particularly the disproportionate costs it will place on London's business community.

According to Natalie Chapman, Head of Urban Policy at FTA, the zone is not the most effective way to improve air quality in the long-term and will impact on the livelihoods of many small businesses in London unless changes are made.

"FTA recognises and supports the need to improve air quality, but we question the effectiveness of the ULEZ in reducing

emissions and the lack of financial support available to businesses. Operators and vehicle manufacturers have already led the way with investment in cleaner technologies through developments in engine standards; this has helped to reduce levels of key pollutants more than 20-fold over recent years.

"The ULEZ is not a transformative measure, as marketed by Sadiq Khan: it simply brings forward the fleet replacement cycle at huge cost to many small businesses and operators of specialist vehicles."

In December 2018, the Mayor announced

a measure to help micro-businesses in London – those with fewer than 10 staff – prepare for the financial cost of updating their vans to those compliant with ULEZ standards. But as Ms Chapman continues, this support does not stretch to those operating HGVs in the capital, to support London's businesses and keep them trading.

"The Mayor's van scrappage scheme gives welcome support to the capital's smallest businesses, which will be hardest hit by the ULEZ. But the same level of assistance should be available to all responsible for delivering goods, raw materials and services to London's business community. It is encouraging that Transport for London is planning to review the uptake of the scrappage scheme in the short term; if funding remains available, FTA believes that businesses of all shapes and sizes should be able to access this support. For example, Leeds City Council is granting businesses up to £16,000 to replace HGVs that do not comply with its Clean Air Zone; FTA would like to see London follow these footsteps."

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# Cartwright Creates 'Game Changing' Trailer For Culina Logistics

Cartwright engineers have created another industry first, designing a new low height double deck fridge, in what major customer Culina Logistics has described as a 'game-changer'.

## Culina Logistics approached

Cartwright with a problem it faced distributing to a large supermarket customer in the Republic of Ireland, where there is a restricted access height of 4,650 mm in the Dublin Tunnel.

Because of this, mainland road access to the Ireland has been off limits to Double Deck Temperature-Controlled trailers coming into the country, ordinarily built to 4,880mm high.

In an industry first, Cartwright



managed to build a double deck temperature-controlled trailer at a height of 4,650mm, without compromising Culina's 1,830mm cage height

requirement on each deck.

As well as this being advantageous to trailers entering Ireland, this changes the landscape of temperature-controlled trailer

distribution by increasing fuel economy up to 4% (Culina are currently undertaking road tests for an exact measure) as well as other advantages that come with a reduced height.

Culina can expect to see less damage caused by trees and low bridges, especially prevalent on unpredictable motorway diversion routes. Furthermore, the weight of the trailer has been greatly reduced, increasing the payload that the trailer can deliver. With a more efficient trailer, Culina expects to roll the new design out to its entire fleet across the U.K.

Lionel Curtis, Technical Director of Cartwright, explained: "The task required different manufacturing and assembly techniques which we were already familiar with, but when we weight tested the deck there was no residual deflection whatsoever

"The deck was carefully designed and analysed to make it work with different materials and processes. This project needed some careful structural design but we are very pleased with the results," he added.

# Continental Tyres launches ContiAcademy

Continental Tyres has officially opened its brand-new ContiAcademy to help upskill commercial tyre technicians, with training courses to suit individual technician's needs, improve performance and raise standards across the industry.

The new ContiAcademy in Lutterworth has been set up as a centre of excellence to further support the fast-growing Conti360 Network commercial dealerships across the UK, hosting

advanced targeted training in a central UK location, to meeting the exact knowledge needs of each commercial tyre technician attending.

"The ContiAcademy seeks to recognise and

strengthen the significant contributions that our dealership network brings to Continental," said Steve Howat, General Manager – Technical Services at Continental. "The new training centre will help to improve the performance and efficiency of all partners across the network as they strive to meet the ever-changing needs of the industry and reflects our ongoing commitment to raise the profile of the tyre technician profession as we encourage tyre technicians and new drivers to the industry."

# DAF Connect Now Standard Across Range

DAF Connect, the online fleet management system from DAF Trucks, is now being provided as standard on all new DAF vehicles sold in the UK.

**Equipment includes factory-fitted** DAF Connect hardware, plus three years data access via the DAF Connect portal.

The web-based DAF Connect platform is designed to increase vehicle availability, reduce operational costs, improve logistics

and maximise efficiency, with a secure, online customer portal providing easy access to critical business and vehicle information.

At its centre the DAF Connect customer portal provides an easy-to-use dashboard affording a clear, unambiguous overview

of modules, all designed to help operators tailor online functionality to their specific requirements.

The DAF Connect fleet management system collects real-time information and presents it online via a clear, user-friendly and fully customisable

dashboard. Fleet KPIs, vehicle utilisation and alerts from the last 24 hours can all be viewed at a glance, saving the user time and assuring maximum visibility.

Driver Report and Vehicle Report modules provide a continuous overview of driving behaviour and vehicle fuel consumption. Reports can be fully configured to suit the user's needs.

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# REPAIR CENTRE STILL PLAYS VITAL ROLE AT SDC TRAILERS

SDC Trailer Repair Centre has been in operation from 1978, the year the SDC Group was first established. Their core business for those formative years was to repair trailers and it wasn't until 1985 that the first new semi-trailer was manufactured.

**With a State-of-the-Art** Trailer Repair Centre at their headquarters in Toomebridge, it is very much a vital part of the SDC Group business today.

Services they offer include Trailer Repair, Trailer Refurbishment, Trailer Modification, Brake Testing, MOT Inspection and Service Inspection. The vast range of services provided ensures that all operator requirements are accommodated, for example, accident damage, new bodywork, chassis modifications and new liveries amongst many other requirements.

One service that the Trailer Repair Centres offers which has seen a massive increase in demand in recent years is the service of transforming trailer types, for e.g. transforming a Curtainsider into a Boxvan. In today's ever-changing market, this option is an extremely cost-effective solution while providing the ultimate flexibility for the operator.

## Skilled Team

Arguably the greatest asset at the Trailer Repair Centre is the team. Spearheaded by John Quinn, Kieran McTaggart and Paul McGlade, the Repairs team boasts the finest skilled technicians with the perfect blend of experience and new apprentices learning the trade from the more experienced members of the team.

This blend guarantees the future and the great reputation of this fine Trailer Repair Centre. Testament to the skill of the Repairs team is that a large percentage of their work is repeat business from loyal customers.

John Quinn, Trailer Repair Centre Manager, comments: 'Many of our customers started with one requirement from our Repair Centre and now we carry out all their trailer fleet repair work including PSV checks.'

Regular refresher training days for the Repairs Team are conducted in SDC's dedicated Training Suites opened in 2017; these



training days are an important part of ongoing development for SDC employees and are compulsory. It not only guarantees that the repair work is conducted to the highest standard but that the team are skilled in using the latest trailer technology and complies with regulations.

The 20,000 sq. ft facility, which is home to 16 bays, state of the art trailer technology and the vastly experienced team, ensures that operational downtime is kept to a minimum, an important requisite from their customers.

If you would like to find out more information or to avail of any of SDC Trailer Repair Services you can contact John Quinn on +44(0)28 7965 1410.



# DAF UNVEILS EXPANDED RANGE FOR CONSTRUCTION SECTOR IN SUNNY SPAIN

The last year was certainly an historic one for DAF. It ended 2018 as the second largest truck brand in Europe with a market share of 16.6% in the heavy class and was market leader in no fewer than seven countries, producing a record number of 67,000 trucks. But as Export & Freight's Phil Eaglestone reports from a 'ride & drive' event in Malaga in Spain, the manufacturer is clearly not resting on its laurels.

According to Richard Zink, Director of Marketing and Sales and member of the Board of Management at DAF Trucks, the company has plans for further growth and in particular it aims to make itself an even more prominent contender in the rigids and construction vehicle segment where it sees considerable potential.

To underline that intention, DAF Trucks is expanding its range to include a number of new vehicle configurations, including an 8x4 'tridem' rigid with double-drive tandem and steered trailing rear axle. DAF is also introducing a 10-tonne front axle, and a completely new 7.5-tonne non-steered trailing axle.

In addition to the existing 7.5, 8 and 9-tonne front axles, the new 10-tonne version in the CF and XF will be offered from the second half of this year. This is of particular interest for applications in the construction segment, where high front axle loads are commonplace.

The new 10-tonne front axle features parabolic suspension with three-leaf springs, and minimises the risk of overloading with diminishing loads. The new 10-tonne front axle is available for configurations of the CF and XF which feature a single front axle and are powered by the PACCAR MX-11 or MX-13 engines.

DAF is also introducing a brand new 7.5-tonne trailing axle with single wheels, featuring a newly designed die cast axle housing, which boasts even greater rigidity and is even more robust than its predecessor, while its weight has been reduced by 10 kilograms. The static load capacity has been increased by no less than 25% to 26 tonnes — an important consideration if the load rests briefly on the



DAF CF 480 FAD 10x4 Construction.

rearmost axle during loading and unloading of, for instance, a roll-on-off container.

For construction applications, the new 7.5-tonne trailing axle is ideal for use on payload sensitive work and in less arduous applications, such as for container delivery systems and for transporting building materials, where the truck is equipped with a rear-mounted crane. In Germany, this type of trailing axle is also often specified on trucks featuring BDF swap body systems, which are prevalent in the country. The new trailing axle is

also used on FTR tractor unit variant of the CF and XF — a configuration ideally suited to, for example, low-loader work above 44 tonnes.

## Irish Appeal

For 6x4 and 8x4 CF and XF trucks that are regularly driven off-road or that require additional traction, DAF offers a choice of double-driven, low-maintenance tandems.

The first is the SR1132T, a 19-tonne tandem with single reduction, leaf spring suspension



DAF LF 210 FA 4x2 12t.



DAF XF 530 FTM 8x4.





DAF XF 450 FAS 6x2.



DAF LF 290 FA 4x2 Construction 19t.



DAF CF 450 FAD 8x4 Construction.

and disc or drum brakes. This tandem is ideally suited for payload sensitive applications such as lightweight 6x4 and 8x4 concrete mixers, and is particularly popular in the UK and Ireland.

For heavier applications, DAF offers 21 and 26 tonne variants of the SR1360T single reduction tandem which is equipped with disc brakes and air suspension. This is offered on in three and four-axle tractors and rigids.

In addition, DAF also offers 21 and 26-tonne hub reduction tandems with the HR1670T, which can be equipped with air or leaf spring suspension and features drum brakes. This is not only ideal for heavy haulage, but also lends itself to off-road applications.

### Chassis Range

DAF is also adding a number of new axle configurations to its range. A new configuration within the already extensive range of four-axle trucks with single and double drive is the FAW, which will be available ex-factory later this year. This is a four-axle CF or XF rigid with a tridem, consisting of the SR1360T tandem with single reduction or the HR1670T tandem with hub reduction, and a steered rearmost axle.

The new 8x4 FAW chassis has a technical GVW of 37 tonnes and, thanks to the steered trailing axle, can be manoeuvred with great precision. A turning circle of just

7.8 metres makes the 8x4 FAW ideally suited for transporting large or heavy loads to construction sites where there is relatively little space. The new chassis lends itself perfectly as a tipper, concrete mixer, for bodywork with a rear loading crane or for a combination of a loading crane with a hook lift system.



DAF XF - Interior - Exclusive Line.

Also on show at the event was the latest generation of the XF FTM heavy-haulage tractor which has not previously been shown to the international trade press.

This FTM is an 8x4 tractor with double-drive SR1360T or HR1670T tandem and steered pusher axle, which together form a tridem. The impressive XF is ideal for heavy haulage and exceptional transport applications, where combination weights

can add up to 120 tonnes. The use of a single front axle and three rear axles means that the axle capacity can be fully exploited without exceeding legally permitted loads.

### Construction

Meanwhile, DAF will continue to offer Construction variants of the LF and CF, especially for trucks that are regularly driven off-road. They feature a specifically designed bumper and grille, a 25° approach angle and a generous ground clearance of 32 (LF) or 40 (CF) centimetres, to suit operation across uneven terrain.

The CF Construction is available as a 6x4 FTT tractor and 6x4 FAT and 8x4 FAD rigids, both with double-drive tandem and the latter with two steered front axles. The CF Construction versions are equipped with a special off-road mode of the TraXon transmission as standard, for optimum shifting performance on challenging terrain. Gear changes are extremely fast and made at high engine speeds to ensure maximum traction in heavy terrain.

The LF Construction is available with a 19-tonne chassis. It goes without saying that the LF Construction offers the same benefits as all LF models: for example, a high payload thanks to the low kerb weight, excellent manoeuvrability, excellent all round visibility, enhanced by the optional window in the co-driver's side door, a low entry, and high fuel efficiency.



DAF Expanded Construction Range.



# BREAKING IS BIG BUSINESS AT DENNISON

Dennison, Northern Ireland's Volvo Truck & Bus dealer, with dealerpoints located in Ballyclare, Newry, Coleraine and Dungannon, is now a fully licensed commercial vehicle breaker.





**The commercial breaking** facility is located at the head office in Ballyclare but breaking parts can be purchased from each of the four Dennison depots throughout the province.

It's the latest development in an established business that will soon be celebrating its golden anniversary.

With superior knowledge and understanding of the commercial vehicle industry, Dennison puts its longevity down to its reputation as a quality service provider that has a proven history of reliable and dependable customer support.

Although primarily a Volvo Dealership, Dennison's sub-brand, Denn-Part, provides more flexibility to customers, offering alternative brand parts, and with a new commercial vehicle breaking facility, customers are now also able to purchase quality tested, second hand truck parts.

As a fully licensed commercial vehicle breaker, Dennison dismantles a huge variety of trucks, allowing customers to source a full range of quality recycled parts. Dennison now specialises in spare parts from engines to gearboxes and front grilles to rear axles along with a great selection of used truck cabs available to purchase, whatever you are looking for, the Dennison team will endeavour to find the item you need.

One of the main benefits is the value for money that customers can take advantage of. The excellent quality, recycled parts are all tried and tested in Dennison's modern workshops and are offered at a fraction of the price of a new part, offering even greater savings to its valued customers.

If you are looking for a specific part or if you need help in identifying a part, the 25-strong dedicated parts team are on hand to offer the knowledge and support needed to meet your requirements.

With commercial vehicles coming in on a regular basis, the used parts stock is continually growing, offering customers unparalleled choice, with thousands of products now available to choose from.

In a world that is focused on recycling and reducing waste, Dennison prides itself on being a sustainable and environmentally friendly company.

The licensed commercial vehicle breaking facility



complements its efforts to reduce waste and increase the recycling of working parts.

At Dennison, every customer is treated as an individual, offering bespoke measures to ensure that they are getting the right solution for their business every time.

Comments John Jenkins, Dennison Managing Director: "We understand that every customer is different, that is why we like to give different choices on our aftermarket offering. Our recycled parts are all tried

and tested in one of our four workshops. Even though they are second hand parts, the quality and range of parts available is still there.

"Our recycled parts range is our most cost-effective choice. By choosing this range, our customers are able to get a top-quality product at a very reasonable price. The customer also has the opportunity to get the part fitted in one of our workshops."

To find out more, please contact Dennison by emailing [denn-part@dennisons.co.uk](mailto:denn-part@dennisons.co.uk) or call 07736 127221.





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

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

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

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

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

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

## All Types

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

"Whether you're a sole trader with one vehicle carrying your own

goods or a company with several vehicles and various needs, we can cater for every and any insurance requirement as we enjoy good working relationships throughout the marketplace.

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

## Cover for All

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

Some covers which you may not think of can include loss of income, business interruption, alternative accommodation, commercial property owner's liability and employer's liability, ensuring you get maximum return on your investment with minimal hassle, just ask one of advisors at BMG for details.

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

"Simply contact us and we will put you through to our professional and friendly claims team.

They will talk with you about your claim, guiding you through your next steps and taking you through the process."



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# Woodside Haulage hits the gas with Stralis NP

IVECO has secured a major conquest order with Woodside Haulage, delivering a Stralis NP 4x2 tractor unit into service with the Irish transport specialist.

**The vehicle stands** out for running on compressed natural gas (CNG) and marks the first new IVECO to be purchased by the company for more than 15 years. Its entry into service follows the opening of the new Circle K CNG refuelling station at Dublin Port – with the vehicle to be used for general haulage duties in and around Dublin, operating from Woodside Haulage's depot inside the port.

Supplied by local dealer Emerald Truck & Van, the Stralis NP offers significant sustainability advantages when compared to its diesel equivalent. As well as delivering the same performance in terms of payload, performance and versatility, the truck produces up to 99 per cent less particulate matter, 90 per cent less NO2 emissions and up to 15 per cent less CO2 emissions.

Woodside Haulage took delivery of the vehicle with support from Gas Networks Ireland, which at the time of ordering the vehicle had offered a Compressed Natural Gas Vehicle Fund, to promote natural gas as a transport fuel in Ireland.

Mark Woodside, Managing Director at Woodside Haulage, says: "We welcomed the initiative from IVECO and Gas Networks Ireland to promote CNG as an alternative fuel in Ireland. There is an expectation from



many customers that we adopt innovative technology to reduce our environmental impact when we are transporting their goods. The new vehicle also enables us to achieve an important objective within our ISO 14001 environmental management system of using alternative fuels to further reduce emissions."

Commenting on the route to acquiring the Stralis NP, he adds: "We met with IVECO and Emerald Truck & Van to discuss our options at an early stage as we were keen to understand the potential benefits of running a vehicle on natural gas. We view this as an important first step towards the further roll out of gas-powered vehicles within our fleet."

The Stralis NP – billed by IVECO as the 'TCO2 Champion' – is powered by an 8.7-litre IVECO

Cursor 9 Natural Gas engine which delivers the same output of 400 hp and 1,700 Nm torque as its diesel equivalent, resulting in an excellent power-to-weight ratio, power density and quietness of operation.

The Stralis NP features a 12-speed automated gearbox – guaranteeing lower fuel consumption and greater driving comfort. As the engine is compliant with Euro VI emission requirements and 50 per cent quieter than diesel, the truck is also ideal for night-time operations.

With the Stralis NP, Woodside Haulage drivers will also benefit from the premium Stralis Hi-Way cab, offering an internal height of close to 2m and more than 10m³ of space for maximum driver comfort.

## An introduction to Copacetic Business Solutions

Copacetic Business Solutions, who provide specialist employment law advice, personnel consultancy and tribunal legal representation, have been working with a number of our leading transport companies over the past number of years.

**As a firm** of specialised employment law advisors and Chartered Institute of Personnel and Development (CIPD) qualified professionals operating across the island of Ireland and throughout the UK, the company's aim is to minimise the impact on businesses when dealing with employment law and personnel issues.

"By actually sitting down and discussing issues with our clients face to face we have found that even the most complicated of scenarios can be resolved with both efficiency in time and minimal

distress to those involved."

The transport industry, of course, presents its own specific set of problems and challenges – for example, overtime payments for night-shift, where an employee can take a claim if they are 'on the road,' or do calculations of holiday pay include when an employee is resting or asleep in their cab?

Then there are accidents where the employee has not shown due care and attention, as well as the Working-Time Directive's stipulations on 48-hour opt outs

and even trade union activity.

Brexit, too, has also increased the uncertainty in the industry, as there are a higher number of foreign nationals, meaning that job security is a clear problem for current and prospective employees, as well as the EU Settlement Scheme and the implications for both employer and employee in respect of completing this form.

All of this means Copacetic Business Solutions' comprehensive range of services can be invaluable. "Being based in Belfast but with a network

of advisors located throughout Northern Ireland we are able to service your needs in person, on the phone or by email. Our clients know that our services to them are fixed at a monthly fee with no hidden extras or charges. We do not demand that our clients agree to multi-year contracts with us."

Services available from Copacetic Business Solutions include: Contracts of Employment, Company Handbooks, Face-to-Face contact, 24-hour advice line, Human Resource documents and guidelines, Best-practice Models, Employment Law updates and Representation.

**For more information, log on to: [www.copaceticbusinesssolutions.co.uk](http://www.copaceticbusinesssolutions.co.uk)**



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Billy Miskelly, Vice Chairman, IRTE Ireland North Region.



Billy Miskelly, Vice Chairman, IRTE Ireland North Region, Martin Hutchinson, CEO, Transport Training Services, Colin McKee, Policy & Compliance Manager, DVA, John Purdy, Group After Sales Director, TBF Thompson and John Eastman, Chairman of the IRTE Professional Sector.

## IRTE Breakfast Briefing on Workshop Accreditation

The Institute of Road Transport Engineers (IRTE) held a breakfast briefing at TTS's Nutts Corner premises on the benefits and advantages of its Workshop Accreditation and Technician Licensing schemes.

**Hosted by Billy** Miskelly, Vice Chairman, IRTE Ireland North Region, an introduction to IRTEC technician & IRTE workshop accreditation was presented by John Eastman, Chairman of the IRTE Professional Sector. IRTEC is an independent accreditation which

assesses the competence of technicians working to maintain the commercial vehicle, trailer and passenger carrying sectors; managed for the IRTE by the Institute of the Motor Industry, it assesses both the knowledge and skills of the individual and is valid for five years.

IRTE Workshop Accreditation is an independent audit which recognises and promotes best practice in workshop procedures. Successfully passing the audit demonstrates the workshop runs to the highest standard and best practice.

During the briefing, Martin Hutchinson, CEO, Transport Training Services, outlined the relevant training, assessment and accreditation procedures, while John Purdy, Group After Sales Director, TBF Thompson DAF Trucks, spoke about the benefits of the schemes.

Colin McKee, Policy & Compliance Manager, DVA Roadside Enforcement, also addressed the meeting on the subject of Policy, Compliance and Enforcement Developments and following a Q&A session, the closing remarks were given by Daniel Moir, Chief Operating Officer, Society of Operations Engineers.



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# THE SMART ALTERNATIVE

Shunters are integral to the daily operation of numerous Irish businesses from warehousing and logistics, to manufacturing and port terminals. Graham Alexander, Business Development Manager at DAWSON Materials Handling Equipment, explains why the Kalmar T2 is the shunter of choice for their customers.







**As a materials** handling equipment sales and service provider we frequently received customer requests for a reliable and competitively priced shunter, an area they felt was limited on choice. When we assessed the shunter products available on the market, we were immediately drawn to the Kalmar T2. Our product range consists exclusively of market leading manufacturers such as Caterpillar, Combilift and Aisle Master, and Kalmar fits this philosophy perfectly.

A global leader in cargo handling solutions, an estimated one-in-four container moves around the globe are handled by a Kalmar solution. With over 60,000 shunters delivered globally, their latest generation shunter, the Kalmar T2, is the

result of many years of product development.

Built to last, the Kalmar T2 is available with Cummins and Volvo engines, coupled to an Allison transmission, Kalmar front and rear axles and a Holland 36-ton capacity 5<sup>th</sup> wheel.

There are over 100 powertrain and lifting capacity combinations available along with numerous other options, ensuring the Kalmar T2 can be specified to match the customer's exact requirements. A market-leading 2 year comprehensive warranty provides complete peace of mind.

The Kalmar T2's unique cabin design results in the elimination of common blind spots

and gives operators excellent vision in all directions. In addition, the full height rear door provides safe and convenient access to both the cabin and trailer connection points.

Since 2012, our experience with Kalmar shunters has exceeded our expectations and proven them to be extremely reliable and cost effective to maintain.

DAWSON offer both new and used Kalmar shunters on a range of competitive finance options including short and long-term hire.

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# TRP All Makes Truck & Trailer Parts range celebrates Silver Anniversary

Its 25 years since UK market leaders DAF Trucks – the only truck manufacturer to assemble trucks in the UK – decided to create a comprehensive range of All Makes Truck and Trailer parts for the commercial vehicle market, to complement the DAF Genuine parts range, effectively creating a one-stop-shop for truck and trailer parts.

**Now, the TRP** range is the largest of its kind in the UK, offering over 80,000 parts, workshop consumables and lubricant products to operators and independent repairers all over the UK.

TRP product is available through the DAF dealer network, covering over 130 locations across the UK, and recently DAF implemented a rolling programme of opening TRP Shops to further enhance their stock and delivery offering to new and existing customers.

DAF believe their TRP range provides operators and independent

CV workshops an unbeatable parts and consumables proposition, which through constant development and additions to the range will continue to strengthen.

“Our parts teams have a wealth of experience when it comes to identifying parts and use specialist software that covers applications across all major manufacturers of trucks and trailers, including ancillary equipment like tail lifts” says Glen Crompton, Parts Marketing Manager at DAF Trucks UK. “So not only do we hold significant stock at all our dealer

locations, we can quickly identify the part you need, and then deliver it – often on the same day. All parts and consumables included in the TRP range are sourced from quality manufacturers, many of which supply the OE market, and we’re so confident that they are reliable over the longer term that we cover all parts supplied with a full DAF warranty.”

**Special Promotion:** To celebrate 25 years of TRP, DAF are inviting customers to apply to join their special anniversary promotion and earn reward points on



all purchases from the TRP range until the end of 2019. Customers can apply online at [www.trpparts25yrs.co.uk](http://www.trpparts25yrs.co.uk) where they can also find their nearest DAF Dealer or TRP Shop.

## Circle K to fuel Team Ireland on the road to Tokyo 2020

Forecourt retailer Circle K is supporting Team Ireland in a new agreement that will see the company become the Official Fuel and Convenience Partner to the Irish Olympic Team in their qualification journey and participation in the Tokyo 2020 Olympic Games.

**The two-year partnership**, which commences immediately, sees the leading fuel and convenience retailer back the efforts of Ireland’s elite athletes in their preparations to represent their country on the biggest stage in sport.

Irish Olympian and European and World Championship Bronze Medallist Shane Ryan (Swimming) and World Championship Bronze medallist Jenny Egan (Canoeing), joined Circle K MD, Niall Anderton, and Olympic

Federation of Ireland CEO, Peter Sherrard, to announce the partnership at the National Sports Campus in Abbotstown, Dublin.

With 420 service stations across the island of Ireland, the exciting new agreement underpins Circle K’s continued commitment to supporting local communities from which future Olympic heroes emerge.

Over the coming months the partnership will be integrated across Circle K’s expansive network nationwide, ensuring visibility of its support of

Team Ireland both in-store and on the forecourt. Niall Anderton, MD of Circle K, said: “Circle K is at the heart of communities across the country and we recognise the important role played by Team Ireland’s athletes within those communities as role models and ambassadors. We are therefore proud to be a part of each individual athlete’s journey and the collective ambition of Team Ireland ahead of the Tokyo 2020 games.

“Ireland, as a nation, constantly shows its commitment to its sportspeople across various disciplines and I have no doubt, with the support of a nation, the Tokyo 2020 games will be the making of many local heroes. We look forward to working with our partners in the Olympic Federation of Ireland and to fuelling Team Ireland’s athletes through qualifications and beyond.”

Peter Sherrard, CEO of the Olympic Federation of Ireland, said: “Our athletes work extremely hard to represent us on the world stage so the support of a partner like Circle K means a lot at this decisive time.”

## New Diesel HGV Ban Feasible with Government Support - Freight Transport Association

A ban on the sale of new diesel HGVs by 2040 is a feasible target for the logistics industry if appropriate support is given, according to the Freight Transport Association.

**Reacting to the** launch of a report by the National Infrastructure Commission (NIC), the FTA is calling for the government to ensure infrastructure is in place to support alternatively-fuelled vehicles before acting upon this recommendation. Christopher Snelling, Head of UK

Policy at FTA, commented: “The logistics sector is more than willing to make the permanent switch away from carbon-based fuels, but the government must first ensure the infrastructure and funding is in place to support this. FTA is calling for the government to make the necessary investments

into alternatively-fuelled vehicles before acting upon the NIC’s recommendation to ban the sale of new diesel HGVs by 2040.

“Similarly, FTA is calling on government to make the necessary investments in electrification or appropriate alternative fuel to enable rail services to move

to a zero-carbon-future. FTA is very concerned about how the recommendation to consider road-based alternatives to busy rail corridors will be taken-forward. Rail already delivers greener logistics while relieving congestion on Britain’s road network.”



# Hannon Transport Adds 80 Smart Schmitz Cargobull Reefers to Fleet

Hannon Transport has expanded its fleet with 80 new Schmitz Cargobull reefers, fitted with sophisticated telematics to provide a completely traceable cold chain for temperature-sensitive food and horticultural deliveries.



The **smart reefers** are equipped with Schmitz Cargobull's TrailerConnect software, which monitors and records their exact location and temperature data. Hannon Transport's fleet management team monitor this information in real time, and alert drivers of any action to be taken.

Jonny Boyle, Head of Operations at Hannon Transport, says: "TrailerConnect gives us a huge amount of information, which means we can provide a complete readout of the temperature of goods throughout an entire journey. We're accredited by the British Retail Consortium, and being able to demonstrate this cold chain visibility is crucial for our business."

He added: "The majority of our fleet is now Schmitz Cargobull because they are both well-built and are economic to maintain."

Half of the new trailers are already in use transporting flowers, meat, fruit and vegetables, both between Hannon Transport's Irish & Dutch depots and to customers in Ireland and across mainland Europe. The remaining 40 trailers will be delivered later this year.

The order comprises a 50/50 split of mono-temp and multi-temp fridge units, allowing the company to carry more payloads requiring different set points in one journey. The majority of trailers are specified with Dhollandia tail-lifts to aid driver safety during the loading and unloading process.

## "FORS puts us ahead of the game"

Seamus Deighan, Deighan Transport Owner



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# UPDATED MERCEDES-BENZ ACTROS HAS THE 'WOW' FACTOR



Mercedes-Benz has launched an updated Actros flagship that is packed with technology, vehicle safety and driver assistance features. Active Drive Assist, MirrorCam and Active Brake Assist 5 are all new, along with updates to Sideguard Assist and Predictive Powertrain Control, as Dan Gilkes reports from Germany for Export & Freight.



## TEST DRIVE: UPDATED MERCEDES-BENZ ACTROS HAS THE 'WOW' FACTOR



**Though familiar in** appearance, the new Actros boasts one distinctive feature, as the truck does away with conventional rear-view mirrors. In their place are streamlined MirrorCam cameras above each door, which relay a clear full colour image to large screens inside the cab's A-pillars. Indeed, screens make up the biggest changes inside the cab, as Actros adopts Mercedes' Multimedia Cockpit, with two tablet style screens to provide all information to the driver, along with access to the truck's safety and assistance features.

Active Drive Assist can provide partially automated driving across all speeds, assisting with steering the truck, accelerating and braking. Using cameras in the front windscreen and a radar mounted in the front grille, ADA provides active lane guidance, steering the truck back into its lane if it crosses a white line without the driver indicating and even steering through multiple curves without driver input. The driver can even take

their hands off the wheel for up to 15 seconds, before the system provides visual and audible warnings that the driver should resume control.

ADA allows the driver to set the distance to the vehicle in front and follow on cruise control, with the truck automatically slowing and accelerating to maintain the distance. This works right down to a halt, providing assistance in stop and go traffic.

Active Drive Assist also works in cooperation with Predictive Powertrain Control, to ensure that maximum economy is achieved, with Mercedes claiming up to a 3% fuel improvement in long distance haulage and 5% boost in interurban use.

As well as using GPS and mapping data to ensure that the truck remains in the correct gear on the motorway, Predictive Powertrain Control now comes with an intercity or rural road function. This allows the driver to

tackle twisting hilly rural roads without needing to use the pedals at all. The truck knows how severe upcoming corners are and reduces the vehicle's speed to a suitable rate, returning to the pre-set cruising speed when possible. As you get confident with the system, you can adjust the level of cornering speed reduction within the settings menu.

Of course, the biggest talking point is the MirrorCam system, which uses cameras and screens rather than door-mounted mirrors to show the view to the sides and rear of the truck. As with conventional mirrors, the screen has two views, with the lower one showing a wider angle. This lower screen also pans

with the truck as you turn, ensuring that the rear corner of the trailer always remains in the centre of the screen, even during tighter turns. As the view is two-dimensional, rather than the 3D view of a contemporary mirror, the system provides dotted lines in the screen that show the rear of the trailer and safe points at which you can move back into a lane after an overtake. It works really well, even offering a clear view in low-light conditions such as tunnels and at night and means that the driver has an excellent rear view to both sides without having turn their head nearly as much as with mirrors. MirrorCam can also work with the optional Sideguard Assist system that can warn the driver of cyclists and other obstructions that may have moved into the previous blind spot on the off-side of the truck. Using short-range radars on the sides of the truck, Sideguard



Assist monitors the whole length of the vehicle combination plus a further 2m to the front and 1m to the rear of the truck.

A novel benefit of the MirrorCam system is that the driver can turn on the cameras from the bunk, if they hear a noise around the truck while parked at night, providing additional safety without having to exit the cab or open the curtains to investigate.

### Multimedia Cockpit

The Multimedia Cockpit uses the screens already in seen in Mercedes' passenger car and van ranges, though without the 'Hey Mercedes' MBUX voice activation system. The standard fit will include a 12" monitor in front of the driver, with a secondary 10" screen to the side. An optional Multimedia Cockpit Interactive will come with twin 12" screens, while those who prefer it can also down-spec the cab with a Classic conventional dash.

The main dash screen is controlled by buttons on one side of the steering wheel, while the secondary screen can be controlled by thumb buttons on the other side of the wheel. It can also be activated through touch and for some functions by physical buttons below the screen. The main screen can be customised, to show one large speedo dial and two sets of information to the sides, or twin dials for rpm and speed, or, when cruise control is activated,

the lane and speed recognition information and distance to the vehicle in front, along with predictive speeds for upcoming bends if using the interurban setting in Predictive Powertrain Control. The truck can remember the preferred settings of up to seven drivers, changing screens and settings as different driver cards are registered by the tachograph. This even works in multiple vehicles, with the tach card carrying the driver's preferred information.

It's all very effective and relatively easy to get the hang of, though there will be an element of driver training required to get the best out of the many systems on offer.

Talking of which, UK trucks will come with ABA5 as standard on all by off-road models. Active Drive Assist is also available to UK customers, but at present only on 4x2 tractors, Mercedes is working on a 6x2 installation. Likewise, Sideguard Assist will not be available on right-hand drive Actros until the middle of next year.

UK trucks will get the Multimedia Cockpit as standard, but Trailer Stability Assist will be an option. The order books are now open and the first trucks should arrive with dealers in June.

### Driving impressions

There is plenty of talk about autonomous driving and systems that will allow drivers to relax on the bunk while hauling between major cities, and most of it is just that, talk. But with the new Actros, Mercedes has taken a step in that direction. It should be noted however, that all of these systems are there to assist the driver, not to replace them.

From personal recognition as soon as you put your driver's card in the tach to literally driving with your fingertips and thumbs controlling almost every aspect of the truck, Actros takes the driving experience to a new level. There will of course be those who say they don't need any of this new technology, but take the time to set the truck up for your operation and then spend some time behind the wheel and it may change your mind.

Having a truck predicting a safe speed for a mountain curve that you haven't even seen yet and then activating the exhaust brake to slow to that speed automatically is without doubt a strange experience. When the truck drops a few gears for a hairpin and all you have to do is steer and look out for other traffic, the stress levels are reduced. It's not taking anything away from the driver, but giving them time and space to do their job better and hopefully saving money on fuel at the same time.

At the launch, head of product engineering Prof Uwe Baake said: "We do not innovate for the sake of innovation, but to benefit our customers."

The new Actros should do just that.

# INTRODUCING CAUSEWAY BUSINESS EXCHANGE...

Causeway Ireland Scotland Business Exchange is a not-for-profit membership organisation that provides a high-level forum for businesses to build relationships and expand their networks across both sides of the Irish Sea.

**With members spanning** Scotland, Ireland and Northern Ireland, Causeway offers a valuable and proven platform for member organisations to meet, cooperate and collaborate.

As well as enhancing the Scotland/Ireland business relationship, Causeway delivers a valuable forum for entrepreneurs and companies that either currently operate or seek to expand in Ireland, Northern Ireland and Scotland. The committees act as a facilitator to engage businesses with representatives from the Irish and Scottish governments.

Launched in 2016, Causeway was born out of an ambition to support businesses from Scotland and Ireland that wished to explore their respective neighbouring markets.

Scotland and Ireland have a unique, long-standing relationship and Causeway's vision is that the organisation nurtures this relationship for the benefit of businesses in each market through an insightful business networking group.

Expanding its network, Causeway launched in Ireland in 2018, followed by a launch in Northern Ireland later the same year. Receiving support from both the Scottish and Irish Governments, Causeway is now in a strong position to foster closer economic ties across Scotland, the Republic of Ireland and Northern Ireland.

Further strengthening its membership offer, Causeway signed a Memorandum of Understanding with the British and Irish Trading Alliance (BITA) that gives members of each organisation the option of joint membership benefits.

Speaking about the relationship with Causeway, BITA President Paul Whitnell said; "The addition of Causeway to the community of BITA further extends the scope of the organisation and completes the representation to the full extent of the UK.

"The synergies of the organisations can now be exercised as we connect individuals and companies in both UK and Ireland and across the globe. The dynamics of Causeway is the perfect collaboration which feeds into the ethos of our community, which is 'people that know people who help people'."

Causeway Chair David Greenlees added: "Our shared vision of providing additional benefits to our corporate members and facilitating business



Pictured here are (left) Paul Whitnell, BITA, and David Greenlees, Causeway.

growth through increased connections is exactly why this partnership with BITA is a positive step forward in our mission to strengthen business ties between Scotland, Ireland and Northern Ireland."

## Causeway Events

Core to Causeway's member benefit is the running of effective, relevant and thought-provoking events across industry sectors in each region.

The joint Causeway/BITA membership also offers attendance for members at over 50 yearly events in Edinburgh, Glasgow, Dublin, London, Belfast and Liverpool.

The programme include events that relate directly to the concerns and interests of members and the organisation is open to accommodate event suggestions from our members or associated corporate partners.

## Who Can Join?

The organisation welcomes senior level executives with an interest in nurturing or exploring good business relations between Ireland, Northern Ireland and Scotland.

*Those who fall under the following categories may have a particular interest in joining Causeway:*

- Business professionals from Ireland and Northern Ireland already established in Scotland;
- SMEs from Ireland or Northern Ireland with an interest in expanding their business into

## Scotland and the UK;

- Larger companies from Northern Ireland and Ireland with an interest in expanding their operations into Scotland and the UK;
- PhD-level researchers and recent graduates from Ireland, Northern Ireland and Scotland; and
- It also welcomes young professionals from Ireland and Northern Ireland, entrepreneurs and professionals employed with non-Irish companies who would like to play an active part in our organisation.

For further information on Causeway visit <https://www.causewayexchange.net/>

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# Dennison Trailers & IMS Limited partner up at the IRHA Conference

IMS Limited was invited by Irish trade partner, Dennison Trailers, to attend the 46th IRHA AGM and Conference, which this year was held at the Slieve Russell Hotel in Ballyconnell, County Cavan.



**IMS & Dennison's** combined supply chain works seamlessly throughout the UK & Ireland.

IMS, exclusive distributor for SAF-Holland in the UK & Ireland, brought its demonstration vehicle to display SAF's INTRA Drum and Disc axles.

These show axles slide out of the vehicle allowing IRHA members to get up close and personal with them to fully inspect the build and component quality without having to scabble about underneath a trailer.

Also on-board the IMS van is a comprehensive selection of components and tools which serve to illustrate the ease of maintaining SAF axles.

IMS Limited's Craig Lawton was on hand throughout the busy weekend to answer technical questions and to outline the class-leading warranties, customer service and aftermarket back up provided by IMS in support of SAF-Holland.

In addition to SAF, IMS Limited is a key distributor for a range of premium products aimed at the commercial vehicle market, including leading brands; VSE, SEM and Alex Rims.

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## IMS Limited—going places with SAF-Holland!



IMS is the exclusive distributor of SAF-Holland axles and suspension systems in the UK & Ireland, supporting this highly innovative brand with unrivalled sales advice, technical support, training and aftermarket back-up. The fully-equipped IMS marketing vehicle demonstrates how SAF-Holland products provide customers with meaningful cost savings, class-leading operational efficiency, low maintenance and outstanding service life.

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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# TO MANAGE EMISSIONS? THEN MANAGE YOUR TYRES

Both in Ireland and the UK, governments are working to meet tough national and European emission reduction targets, in a bid to tackle climate change. Improved energy efficiency in road transport and logistics is quite rightly part of this conversation and has long been an ongoing concern for all hauliers.

**Not only do** efficiency-improving measures across a fleet result in reduced operational costs, but such savings help operators lower emissions and reduce CO<sub>2</sub> and NO<sub>x</sub> output.

Ireland's National Mitigation Plan puts in place the framework on which the country hopes to meet the decarbonisation levels required to create a low carbon, climate resilient and environmentally sustainable economy by 2050.

The country's energy policy, mandated as part of Article 24 of the EU Energy Directive, aims to improve efficiency nationwide by 20% by 2020. Since the goal was set in 2009, Ireland has achieved a 12% reduction. The goal is for all new cars sold in Ireland to be zero carbon emission or zero emission-capable by 2030, along with many public transport buses and rail lines, and increase the use of alternative fuels in the freight sector.

Likewise, the UK government's Road to Zero strategy announced in 2018, puts in place a long-term strategy for reducing greenhouse gas emissions in road transport – both for passenger cars and commercial vehicles. The long-term goal is to reach zero emissions, and drastically reduce emissions incrementally during this transition, with the hefty target of a 15% reduction by 2025, compared to 2015 levels.

## Driver Training

FORS members are encouraged to improve energy efficiency by driver training to reduce engine idling,



understanding fuel usage and accurate measurement, to give a clear picture of potential savings. While fuel costs remain the biggest overhead for most hauliers, another area which has a huge knock-on effect on fuel usage and, therefore, efficiency, is tyres. Correctly and accurately managed and maintained tyres help make fleets safer and help reduce emissions.

Incorrect tyre pressure can cause excessive tyre wear, leading to irregular wear patterns which can in turn reduce fleet performance and fuel efficiency and decrease a tyre's 'life' creating additional operational expense.

An underinflated tyre creates more rolling-resistance and can increase overall fuel consumption. Conversely, under-inflated tyres also contribute towards increases in emissions of carbon dioxide (CO<sub>2</sub>) and nitrogen oxide (NO<sub>x</sub>).

FORS members 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.

Over-inflated tyres present a safety issue, as tread contact with the road is decreased, which can affect braking distances and overall handling.

Regular checks should take place to make sure tyres run at the correct pressure, and therefore do not cause excessive fuel consumption. Vehicle use should be considered, and tyre pressures adjusted specifically according to vehicle operating conditions, consulting the tyre manufacturer to ensure that this is optimised correctly. Tyre pressure monitors systems (TPMS) can help maintain correct tyre pressure and therefore improve efficiency.

## Management Guide

To help members understand the effect tyres can have on efficiency, FORS has released a new Tyre Management Guide to

advise on how best practice can help improve tyre wear, increase vehicle safety and reduce a vehicle's environmental impact.

The guide includes a range of practical advice to help the diverse FORS membership base of heavy goods vehicle, van, passenger carrying vehicle and car fleets meet the requirement at FORS Bronze which stipulates they must have a tyre management policy and supporting procedures in place to help ensure tyres are correctly managed.

The new FORS Tyre Management Guide is available to FORS members online and highlights the positive impact a robust tyre management policy can have not only on fleet safety but also on fuel efficiency whilst helping members manage and improve the environmental impact of each vehicle.

*Along with information on the importance of correct tyre inflation, the guide discusses:*

- The impact of wheel security
- Tyre selection
- Tyre markings
- Tyre retreading
- Tyre tread depths by vehicle type
- Possible fines incurred if vehicles are found to be using unroadworthy tyres

Tyre management presents FORS operators with a real opportunity to ensure fleet safety and take preventative steps improve efficiency to lessen the environmental impact of their vehicles and help cut emissions.



# Brigade's Quiet Vehicle Sounder A Life-Saving Game Changer For Electric Vehicles

A life-saving device that protects pedestrians and other vulnerable road users from "silent killer" electric and quiet vehicles is being launched by Brigade Electronics.

**The award-winning Quiet Vehicle Sounder** is probably the biggest breakthrough in road safety since Brigade introduced the reversing alarm to the UK back in 1976.

The brainchild of safety pioneer Chris Hanson-Abbott OBE, Brigade's Chairman, it is designed to counteract the growing menace of quiet vehicles on our roads.

Blind and partially-sighted people are particularly at risk from electric vehicles which are virtually silent at speeds of less than 20mph.

Children too, who are taught in school to "Stop, Look and Listen" before crossing the road, are put in greater danger.

Brigade's Quiet Vehicle Sounder is designed to save lives by producing a replacement sound when it is fitted to a quiet vehicle that is distinctive and can be heard clearly in the danger zone but less so elsewhere.

The sound is highly directional, enabling a pedestrian to tell where the vehicle is, and it varies in pitch and tone as the vehicle speeds up or slows down.

Brigade experimented with different sounds for nine years before deciding what was the best replacement for a combustion engine sound. It selected a blend of tones and frequencies generated by bbs-tek® White Sound® technology.

Indeed, the resulting Quiet Vehicle Sounder has already received recognition in both the UK and Europe by winning Innovation of the Year in the annual Noise Abatement Society's John Connell Awards, an Innovation Award in the SME category from CLEPA, the European Association of Automotive Suppliers, and an Environmental Award from the Dutch Congress for Sound, Vibrations & Air Quality.

Renowned for continuously pushing the boundaries, Brigade is bringing its Quiet Vehicle Sounder to market at a time when the UK is on the cusp of one of the biggest revolutions the automotive marketplace has seen for many years.

While there are around 200,000 electric vehicles on the road now, by 2030 the National Grid estimates that there will be between 2.7 million and 10.6 million. A ban on sales of new diesel and petrol cars is due to come in by 2040 in the UK.

Delivery companies too are switching to zero emission vehicles for city centre last mile deliveries, ahead of the creation of more 'clean air' zones in cities to combat air pollution.

New legislation which comes into force in July 2019 will require the mandatory fitment of Acoustic vehicle alerting systems (AVAS), for all new quiet (electric, hybrid and hydrogen fuel cell) vehicle models registered after 1st September 2019 and all new vehicle registrations after 1st September 2021.

Chris Hanson-Abbott OBE, Chairman, Brigade Electronics said: "Silent vehicles on our roads are dangerous – it's as simple as that. The evidence is stark that people are put at risk if vehicles move without making a sound.

"Brigade identified the risk of electric vehicles some years ago and set out to find a solution. That's why we are delighted to bring the Quiet Vehicle Sounder to market.

"It is a true game changer and one which will save lives and spare people from being injured in needless accidents."

The Quiet Vehicle Sounder is available worldwide and can be retrofitted to most commercial vehicles. Working from a 12V or 24V power source, it will not drain power from a hybrid/electric vehicle's battery. Equally suitable for vans, buses, HGVs, coaches, minibuses and cars, it is compatible with tachographs and CAM switches.

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## Dunlop Launches New Truck Tyre Range

Dunlop is launching a new range of light tonnage steer and drive truck tyres in 17.5 and 19.5 inch rim diameters. SP346 and SP446 lines have been specifically designed to offer high mileage, strong traction and durability in all applications.



**The new range** comprises 10 SP346 steer tyres and 10 SP446 drive tyres with suitability for developing drive modes, such as on electric and hybrid vehicles.

The new products feature latest design technology with robust casing construction, enabling operational versatility and economic operating costs.

High mileage performance is a key benefit, which along with a high level of durability both in tough service conditions and extreme climatic situations, means long service life. The 3PMSF (3-Peak-Mountain-Snowflake) design on both steer and drive tyres, ensures full winter compliance. Optimised rolling resistance further ensures

low energy consumption.

The new tyres are suitable for commercial vehicles with developing technologies such as electric and hybrid drive modes, where torque conditions differ from those traditionally found on light tonnage vehicles.

The SP346 and SP446 lines respectively replace the SP344 and SP444 range. The SP346 steer tyre and SP446 drive tyre lines each comprise six sizes for 17.5" rims and four for 19.5" making a total of 20 new tyres in all.

"The new Dunlop SP346 and SP446 17.5" and 19.5" lines complement the successful 22.5" range and offer high mileage, strong traction and durability in all applications

including long distance operations, regional distribution and in urban conditions." said Benjamin Willot, Director Marketing Commercial Tyres Europe. "These tyres not only offer peace of mind for fleets but also predict future changes including stricter winter tyre regulations and the increasing use of hybrid and electric vehicles. The SP346 and SP446 are ready for whatever's ahead."

To highlight the improvements; comparing the 245/70R17.5 new generation to the products it replaces; tread robustness is significantly improved with SP346 while fuel efficiency, wet grip and noise level labels go down respectively from E to D, D to C and from two waves to one with the SP446.

## DAF used trucks now with one year manufacturer's Warranty

First Choice, the quality-assured DAF used truck programme managed by PACCAR Financial, has boosted its aftersales offering by adding, as standard, a full one-year DAF Trucks warranty package on all Euro 6 CF and XF models.



**First Choice offers** supplemental and extended warranties across its range of late model / low-mileage used vehicles.

The First Choice used truck portfolio includes only selected models of no more than five years old and with less than 500,000km on the clock (for tractor units).

Each vehicle undergoes a thorough inspection process, including a 200-point checklist, before defects are made good and the vehicle is presented in showroom condition, ready for the road.

A range of DAF MultiSupport service and maintenance contracts are available for all First Choice used trucks, as well as competitive finance options funded through DAF Truck's in-house finance company, PACCAR Financial.

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# Amended EU Mobility Package A Concern To Hauliers, Says FTA

The European Parliament's position on the revision of road haulage rules is damaging to international road haulage, according to FTA which is urging EU Member States to amend critical elements of the package in the upcoming stage of negotiations.

**Sarah Laouadi, European** Policy Manager at FTA, commented: "FTA has long been calling for the European Parliament to adopt clear, reasonable, and enforceable road haulage rules. While its position does include attempts to streamline the administrative requirements hauliers are facing, the proposed rules leave too much room for interpretation as to who is eligible to these facilitations and are therefore likely to create enforcement issues. "FTA will be working closely with both the European Parliament and EU Member States to ensure the next phase – negotiations with EU Transport Ministers – addresses our areas of concern.

Ms Laouadi continues: "FTA does, however, welcome some positive signals within the

proposed package. It is encouraging to note that the European Parliament acknowledges that the current patchwork of admin requirements needed to demonstrate compliance with minimum wage rules in the various EU countries is not sustainable; it should be replaced with one single set of simplified rules. Besides, the European Parliament is in

favour of exempting some transport operations from minimum wage red tape altogether.

"Most importantly, we are disappointed that the European Parliament decided not to reverse the ban on drivers taking their regular weekly rests in the cabin even though the lack of appropriate facilities makes it virtually impossible to comply with the ban. EU Member States should push for flexibilities on this rule, to be applied when drivers park in safe and secure parking areas with reasonable levels of comfort and services. Most importantly they should invest and incentivise private investors to upgrade the network of truck parking areas across Europe. FTA is continuing to advocate for better facilities for drivers in the UK and abroad. "As the consultation reaches its next phase, FTA will continue calling for sensible and enforceable rules; whatever happens with Brexit, these rules will affect UK hauliers, at least in the short term."

## DAF invests €200 million in Westerlo cab plant

DAF is to invest €200 million in its cab plant in Westerlo, Belgium in order to be prepared for future production volumes as it further expands its success world-wide.

**DAF opened its** Westerlo plant in 1966, where - in addition to cabs - it has also manufactured its own axles since the early seventies. The current workforce of 2,800 employees produces axles and cabs for the heavy and medium duty trucks that come off the production lines in Eindhoven, The Netherlands and in Leyland, UK.

To further strengthen its leading position in Europe as well as in international markets beyond, DAF is creating completely new state of the art processes at the Westerlo plant to increase production capacity of the cab plant by some 45% percent to 300 cabs per day in a 2-shift operation. This number will be in line with capacity of the new Cab Paint Factory, which was officially opened at the end of 2017, following an investment of €100 million.

DAF president, Harry Wolters, commented: "The new state-of-the-art cab body and cab trimming factories are required for DAF to further grow both inside and outside Europe. Upon completion, the new facilities will be the most modern of their kind, setting the benchmark in quality, efficiency and ergonomics. Above all, the investment once again illustrates DAF's confidence in the future of its plant in Belgium."

"These Box Liner sliding-bogie container carriers from Krone are easier and faster to use than others on the market. We have installed a genset on two of the ten supplied this year. Like-for-like, a far superior trailer."

Mike Lewry, Managing Director, Solent Transport Services.



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# Seamus Leheny

Policy & Membership Manager - Northern Ireland. Freight Transport Association



## SKILLS NEEDS FOR OUR INDUSTRY CONTINUES TO GROW

At the time of writing this article, I attended a round-table discussion at Stormont House, Belfast with officials from the UK Home Office to discuss the proposed post Brexit immigration policies that may be introduced in 2021. The discussion also included representative from the construction and manufacturing sectors and it was clear we shared the same concerns around the ability to employ EU nationals. It's important to note Irish nationals will continue to have unrestricted settlement and employment rights in the UK.

**The number of** EU nationals employed in the logistics sector is 13% of goods vehicle drivers and 24% of warehouse workers. It's obvious we can't afford to lose these people due to the shortage of drivers right across the UK and Ireland but often overlooked is the vital role EU nationals play in warehousing and distribution.

Due to their strategic locations, distribution centres are often located in areas of low unemployment hence the reliance on getting workers from elsewhere. We also can't afford to lose access to seasonal workers as the proposed plan infers there could be an option until 2025 to employ EU workers for a maximum 12 months but then return home for a cooling off period before being able to reapply for employment in the UK. This is seriously flawed for our industry because whether you employ a LGV driver, forklift or warehouse operative, an employer spends considerable time and money in training and upskilling those workers, to then lose them at the end of 12 months makes no economic or practical sense.

The other issue under these plans is the proposed minimum salary level of £30k for employing EU nationals which for devolved regions is an even bigger problem as the average salary is lower. Some 88% of jobs in logistics have a salary below £30k (4 in every 5 jobs) and as I pointed out to Government officials, even if a Northern Ireland haulier was willing and able to employ an EU driver and pay them this salary, they will then have an issue with other drivers who may be earning less thereby hugely increasing operating costs for all businesses in Northern Ireland.

### Good News

The FTA Skills shortage report 2018 confirmed some good news in that the driver shortage figure fell to 35,000 from 52,000 in 2017. LGV driver numbers were up by around 20,000 year-on-year to 323,000 at the end of Q2 2018, a rise of 7% on the 302,000 low of the previous year. Analysis of the changes in the UK LGV driver



Sean McErlean, head of distribution from Sports Direct/Heaton's and Maureen McSwiggan, General manager at Surefreight.

age demography revealed that the increase in driver numbers was due to a rise of 21,000 in those aged 17-34. There was a modest increase of 3,000 in middle-aged drivers (35-59) which was offset by a decrease of the same amount in the 60+ age bracket.

The increase in new younger drivers entering the market is primarily down to apprenticeship starts in England although new apprenticeship starts for Driving Goods Vehicles in England fell by 31% in 2017/18 compared to a year earlier. Northern Ireland does not publish starts per year by framework, a request to the Northern Ireland Department for the Economy regarding starts data for logistics apprenticeships revealed that data for starts were available from 1st August 2017 onwards. The latest available data relate to 1st August 2017 to 30 April 2018 (Q1 - Q3).

The following are listed as starts for this period:

Framework	Number
Distribution & Warehousing	30
Driving Goods Vehicles	5
Vehicle Maintenance & Repair	276

The logistics industry continues to be dominated by male workers (86.3%) with a small increase in

the proportion of women in logistics professions (from 13.1% in Q2 2017 to 13.7% in Q2 2018). As an industry this simply isn't good enough. At a time when the transport industry is in need of more skilled workers and we face losing access to EU nationals, we are losing 50% of potential workforce candidates to other sectors. This is where employers and the industry as a whole has to ask itself some difficult questions and begin to compete with those other sectors to attract more women into the sector.

Going back to the potential new immigration policy for the UK in a post Brexit world, it's clear that logistics would be disadvantaged by such a policy and would therefore have to find ways to improve recruitment of UK nationals, however that may only enable our industry to remain static and to grow we will still need access to EU workers.

*FTA has made it clear to Government that we need:*

- A bespoke Northern Ireland shortage occupation list for Northern Ireland where logistics and driving jobs can be included as critical and therefore less barriers to employing EU nationals;
- A regional minimum salary threshold for employing non UK workers to account for cost of living;
- If or when the new immigration policy is confirmed, a digital system for checking eligibility to work in the UK needs to be fully operational before January 2021 some employers can see what they need to do, it needs to be as simple as checking a driving licence.

The Brexit debate continues to be at an impasse, but the skills need for our industry continues to grow, building barriers whether it new ill thought out immigration policies or lack of Government support in skills and apprenticeships will end up holding us all back.

My advice to Government so far is that resources are people, if those people go elsewhere, businesses and investment will follow.



# Camden Group's Investment In Fleet Reflects Positive Change

Camden Group has recently taken delivery of seven new Volvo trucks from Dennison Commercials; this significant and positive investment comes as welcome news after last year's loss of a key customer in England.

**The recent purchase** of seven new Volvo FH-500 4x2 tractor units reflects positive change for the company contributing, not

only to services for Camden's customer base, but will also contribute to company productivity, long-term cost savings and

driver appeal. The news further enhances Camden's profile and demonstrates its long-term commitment to the industry.

Each of the fully-equipped trucks come with Globetrotter XL cabs and are supplied with Dynafleet, Volvo's own telematic system, which allows the operator to track and improve the efficiency of each truck.

The new trucks are also supplied with many features to improve fuel efficiency and decrease CO2 emissions including long-haul optimised software, long haul fuel packages and air flow packages.

Seamus Lavery, Operations Manager of the Camden Group, said: "Dennison's represent the Volvo brand very well in Northern Ireland. The Volvo truck, benefits from exceptional driver appeal, in terms of reliability, comfort and safety. Dennison's are a personable and responsive organisation. Their aftermarket provision stands out against others we have tried, and at all levels their team are flexible and accessible."

John Jenkins, Managing Director of Dennison Commercials, stated "We have been working with Camden for almost a decade. They like a quality, reliable and efficient product and these seven new Volvo trucks certainly meet the requirements. Their consideration of their staff and drivers in relation to major company investments like this, shows Camden's dedication and commitment to its people."



Camden Group seven new Volvo trucks from Dennison Commercials.

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## Fined for Overweight & Tachograph Offences

A Republic of Ireland haulage operator/driver has been fined a total of £885 plus a £15 levy at Banbridge Magistrates Court.

**The conviction arose** when DVA Enforcement Officers examined a 3+3 axle Scania Articulated goods vehicle at the Department's weighbridge facility at Loughbrickland.

Analysis of the driver's digital tachograph card identified infringements pertaining to daily rest and an extension of his driving period.

A weight check of the vehicle found that the vehicle was overweight by 1,610 kgs in excess of its maximum permitted gross train weight of 44,000kgs.

As the driver was from outside the Northern Ireland jurisdiction court deposits totalling £900 were taken before the driver/operator was allowed to leave.

## Driver Didn't Hold CPC Qualification

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

**The conviction arose** when DVA Enforcement Officers stopped a MAN lorry in combination with a 3 axle logger trailer.

During an examination of the vehicle it was noted that the vehicles recording equipment calibration had expired and that the driver did not hold a CPC qualification to drive his vehicle.

## Multiple Offences Lead to £600 Fine

A County Down haulage driver was convicted at Banbridge magistrates' court and fined a total of £600 plus £15 offender levy on a series of offences.

**The conviction arose** when DVA Enforcement Officers stopped a 2 axle Scania articulated lorry in combination with a 3 axle trailer.

Analysis of the driver's digital smart card identified multiple infringements including failure to take breaks, daily rest issues and exceeding daily driving limits.

## Operator & Driver Fined For Tachograph Offences

A Belfast haulage operator has been fined a total of £1350 plus a £15 offender levy at Belfast magistrates' court.

**The conviction arose** when DVA Enforcement Officers examined a 2 axle skip lorry at the DVA weigh bridge at Garmoyle Street.

During an examination of the vehicle's tachograph it was noted that it had never been downloaded in accordance with the relevant EU Tachograph regulations. The operator then failed to appear for a subsequent interview.

In addition to the conviction for the operator the driver was issued with a £200 Graduated Fixed Penalty for not using a driver's card and a further £30 Graduated Fixed Penalty for failing to provide proof of his driver's CPC qualification.

## Driver Didn't Meet Daily Rest Requirements

A Republic of Ireland haulage driver has been convicted at Newry Magistrates Court and fined a total of £850 plus a £15 levy.

**The conviction arose** when DVA Enforcement Officers examined a 3+3 axle Volvo Articulated goods vehicle at the DVA Test Centre in Newry. Analysis of the driver's tachograph records identified infringements pertaining to daily rest requirements.

A weight check of the vehicle using the Department's mobile weigh pads found that the vehicle was overweight on its 4th, 5th and 6th closely spaced trailer axles by 1,820 kgs and by 2,760 kgs on its train weight.

As the driver was from outside the Northern Ireland jurisdiction court deposits totalling £900 were taken and a prohibition limiting the vehicle was issued, before the driver was allowed to leave.



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# SDC Trailers raise £70,000 for charity partner Age NI

SDC have raised over £70,000 during a two-year charity partnership with Age NI, the leading charity for older people in Northern Ireland.

**Employees of the** SDC Group, including MDF Engineering in Antrim, raised the funds through payroll giving and other fundraising activities, the group had three teams in the Belfast Marathon and two full marathon runners - Jimmy Cassidy (SDC) and Chris McPolin (MDF).

Nadine Campbell, Head of Fundraising at Age NI said: "The amount raised is absolutely phenomenal and is testament to the hard work, commitment and enthusiasm of all staff in supporting us through payroll giving, donations and a range of fundraising activities. Funds raised will help us to provide a range of advice, care

and support to older people across Northern Ireland, helping them to stay independent, connected and inspiring them to love later life."

In addition to fundraising activities, the partnership generated greater awareness of the charity's services and engagement with the local community during a health check and information day hosted by SDC.

Commenting on the collaboration, SDC's CEO Enda Cushnahan said: "The SDC group appoint a new charity partner every two years so that we can make an impact in different sectors

and use our reach to raise awareness where possible. I am delighted that the partnership with Age NI has been so successful; our employees have embraced the partnership and have made a highly positive contribution to the services for older people in Northern Ireland."

## New Partner

Meanwhile, SDC have nominated Action Mental Health as their new charity partner for 2019 - 2021. The Action Mental Health Group is a local charity which works to enhance the quality of life and the employability of people with mental health needs, or a learning disability in Northern Ireland.

Enda added: "As one of NI's largest employers, we have a responsibility to promote healthy well-being, both within the company and in the wider community, so we are looking forward to building a strong relationship with Action Mental Health over the next two years and highlighting the support and services that are available."

The partnership will encompass various fundraising activities as well as employee / community wellbeing initiatives and work with local schools to encourage uptake of the charity's 'Healthy Me' and 'Provoking Thought' programmes, which promote social and emotional wellbeing to children and young people in local schools.

Jonathan Smyth from Action Mental Health welcomed the new partnership saying: "For many years mental health faced great stigma and was rarely discussed in workplaces or elsewhere, so to see a large employer such as SDC take on the challenge of promoting positive mental health both in the workplace and in wider society is hugely encouraging."



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## DAF Trucks makes available factory-fit camera & sensor system

In response to customer demand, DAF Trucks has made available a new, factory-fitted camera and sensor system to help improve road safety, especially for vulnerable road users.

**Developed in partnership** with Brigade Electronics, the system is installed by DAF Trucks to the manufacturer's stringent engineering quality standards.

Equipment comprises a nearside-mounted camera with in-cab monitor, nearside proximity sensors and an audible left-turn warning signal for when the left-turn indicator is activated. An optional rear-mounted reversing camera is also offered.

Available on DAF CF and XF tractors and rigids, it is anticipated to comply with the Direct Vision Standard (DVS)'s HGV Safe System Permit requirements for camera and sensor systems timetabled for implementation in October 2020.



EXPORT & FREIGHT

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**Close Brothers**  
Commercial Finance

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



# MOVING FORWARD IN UNCERTAIN TIMES

As businesses move forward they require funding that will adapt with them, but many are not accessing the specialised finance they need. According to Close Brothers Business Barometer research, a third of SME owners admit to using credit cards to fund their work, and a further 35% say they rely on family or their own savings.

**Higher interest rates**, lending limits and time restrictions associated with short-term funding options can all influence critical decisions, impacting overall performance. In the worst cases, this prevents companies from succeeding, especially in periods of political and economic uncertainty.

In comparison, a key aim of commercial funding is to support growth, with this form of finance gaining traction across the UK and Ireland in recent years. According to trade body UK Finance, invoice finance and asset based lending advances have grown 43% to around £25 billion since 2012. This may well be because they are designed to be business-focused, flexible and sustainable.

Invoice finance gives B2B companies access to

cash tied up in unpaid customer invoices. The borrower receives up to 90% of the value as soon as they are raised, and once an invoice has been settled, they get the remaining balance less an agreed fee. This improves cash flow, and grows in line with turnover, so the same facility can sustain a firm for a significant period before they outgrow it.

For larger companies, asset based lending (ABL) takes the borrowing a step further. It combines invoice discounting with funds released against other business assets, such as vehicles, plant and machinery and stock, as well as cash flow loans. This gives companies an opportunity to raise higher levels of finance.

These solutions can enable businesses to progress by raising the funding they need

to facilitate an acquisition, management buyout (MBO) or simply improve cash flow. All borrowing is secured against existing assets, which can be reassuring when wider events encourage a cautious approach.

At Close Brothers Commercial Finance, our invoice finance and asset based lending finance solutions are designed to give businesses growth opportunities without the risk associated with investing working capital or traditional loans.

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

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# SIMPLY NORTHERN IRELAND BUILDS TEAM AND PLANS FOR FUTURE GROWTH

Simply, the non-bank lender that was set up in April 2017 in response to the need for disruption in the asset finance sector, has hired four new employees in Northern Ireland and has moved the whole team into a new office in Belfast.

**All four individuals** will report into Gary Coburn, head of sales for Northern Ireland, and are now located at the Clockwise offices in River House, Belfast, a flexible and professional shared office space.

Gary Coburn, head of sales for Simply Northern Ireland, commented: "It's a very exciting road ahead, building the Simply brand and presence in the region. As the first lender in a long time to properly commit to

Northern Ireland by establishing a local presence here, Simply is serious about supporting the local business economy and has ambitious plans for growth.

"Firms here in Northern Ireland – with their growing need to finance – have welcomed us with open arms, and my new team will be making sure that our customers get exactly what they need from the very beginning."

Mike Randall, CEO, Simply, added: "The team in Northern Ireland has

over 100 years' relevant experience between them and I am very happy to welcome our new members on board. As a locally-based asset finance provider we can actively support SMEs in the region with their funding requirements, and we believe that Simply's expansion is good news for brokers and small and medium-sized businesses alike."

**Gary Coburn Head of Sales for Northern Ireland**  
M: 07908 765551



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## MEET THE TEAM

*The four newest members  
of the Simply family are:*

**Mark Crothers**  
Area Sales Manager, Mid-Ulster  
M: 07944 414828



Mark has over 16 years' experience in the banking sector. For the last seven years, he was a client manager at Close Brothers Invoice Finance where he worked with businesses with turnover ranging from £500k up to £60m. Mark is a keen sportsman (martial arts, golf and rugby). He also enjoys travelling, cooking and spend time with family and friends.

**Cecil Doherty**  
Area Sales Manager,  
North West  
M: 07944 414806



Cecil is an experienced company director in the construction and leisure industries. Most recently, he worked at Close Brothers for seven years and before that spent 20 years as a teacher. Outside of work, Cecil is a keen golfer and an avid Liverpool fan.

**Tony Neill**  
Area Sales Manager,  
County Down  
M: 07944 414878



Tony has over 34 years' banking experience, spanning four different providers. In the summer of 2018, he decided to take early retirement but has now decided to join Simply on a flexible part-time basis. He spends his free time with his three grandchildren and playing golf.

**Patricia Carmichael**  
Business Manager,  
Belfast  
M: 07944 414833



Patricia has worked in the banking industry for 16 years, and specifically in the asset finance space for nine of them. She loves to spend time with her family and is a box set aficionado.





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# TTS MEETING INCREASING DEMAND FOR A SKILLED WORKFORCE

Transport Training Services (TTS) has launched its 2019 apprenticeship recruitment campaign and is aiming to exceed last year's figure by recruiting 100 new apprentices.

The **TTS 100** apprenticeships will start on or before September 2019 and will supply the industry with talented young people in a variety of apprentice job roles – light and heavy vehicle technicians, body repair and vehicle refinish technicians, motorcycle repair technicians, tyre technicians as well as aftersales and parts advisors.

TTS will also be further developing its driving goods vehicles apprenticeship, as well as offering a new traffic office apprenticeship for those who wish to embark on a career in traffic planning and logistics.

"These are exciting times for TTS as we aim to build upon last year's record recruitment of over 85 new apprentices who entered the motor vehicle and transport sectors in September 2018," says CEO Martin Hutchinson. "These recruits have quickly become productive in their new job roles. This can only be good news for employers who are faced with skills shortages in a number of areas."

TTS offers both employers and young people an efficient and robust assessment and job matching service so that 'job-ready' applicants can be quickly matched to 'live' vacancies.

Robert Deignan, Careers Development Officer at TTS, is actively building partnerships with schools and promoting motor vehicle careers at jobs fairs and other community outreach events. This activity has stimulated a significant number of apprentice applications from school leavers and young people interested in kick-starting their career.

Each applicant is assessed at TTS using a range of bespoke diagnostic tests. Suitable prospects are then connected directly to employers for further assessment, work trials and final interviews. As Robert explains, "The diagnostic assessment tool is a good indicator of an applicant's ability in literacy, numeracy, mechanical aptitude and cognitive reasoning. Individual assessment ensures that only suitable prospects are put forward to employers for consideration."

TTS has well-established business partnerships with the main employers in the transport and motor sectors in Northern Ireland. Current partners on the ApprenticeshipsNI programme include a variety of franchise brands such as BMW, Mercedes, Ford, VW, Toyota, Honda, Nissan, Renault, Kia, Hyundai and Fiat.

TTS train apprentices for Charles Hurst Group, The Agnew Group, Donnelly Group and TrustFord, and at the heavy vehicle end of the industry TTS partner employers include Dennison Commercials (Volvo), Road Trucks (Scania), TBF Thompson (DAF), NI Trucks (Iveco) and Diamond Trucks (Renault).

TTS also helps recruit and train motivated, job-ready young people who are keen to begin their journey in the industry for



Richard Armstrong, Aftersales Manager, Belfast Audi, with new Apprentice Automotive Technician, James Baird and Robert Deignan, Careers Development Officer, Transport Training Services (TTS).

smaller independent employers and family businesses throughout Northern Ireland.

## Positive Responses

Dominic Kelly, Training Manager for Charles Hurst Group, had this to say: "Last year TTS helped us to recruit six aftersales advisor apprentices and four technician apprentices for our franchise dealerships in Belfast and Newtownabbey. The aftersales role is new and is our way of providing an exciting career path for young people entering the motor industry."

Isobel Allison, Group HR Manager for NI Trucks, added: "TTS provide initial filtering and testing of applicants for our depots in Mallusk and Portadown and this ensures that we get the right young people into the company. TTS technical trainers also visit our workplace on a regular basis to assess apprentice competence on the job".

The Ballymena-based Wrights Group enjoys a close working relationship with TTS for the delivery of its vehicle body and paint apprenticeship. Commented John Lynham, Wrights Group Academy Manager: "As a global business we instinctively know that TTS will deliver highly skilled individuals at the end of the training programme who consistently add value and quality to our paint and finish process."

From its purpose-built, modern facility at Nutts Corner Business Park, TTS currently provides training on a 'block release' basis for more than 200 employed apprentices. Each apprentice

attends the training centre one week every two months for a blend of workshop practical tasks, classroom theory and e-learning. After three years they are fully qualified in their chosen vocational area with Institute of Motor Industry (IMI) Level 3 technical qualifications.

TTS has a strong pastoral element to its programmes to ensure young people are progressing well in their development and integrating well into their place of employment.

David Fullerton, Apprentice at AIR Commercial Services in Ballymena, commented: "I could have gone on to university after completing my A-Levels, but I decided on an apprenticeship and I'm really glad I chose this path. I'll be completing a Level 3 apprenticeship in heavy vehicle repair this summer and I'm looking forward to a successful career in the industry."

Apprentice Matthew Mount agreed: "I have just completed my apprenticeship in car body repair at Wrights Accident Repair Centre in Dromore. I've really enjoyed the experience and have now got IMI Level 2 and 3 qualifications through TTS which will serve me well in my future career."

TTS is interested in hearing from young people aged 16-25 who are keen to embark on a career in the motor or transport industries and take advantage of the opportunities being provided by employers throughout Northern Ireland. Equally the business is keen to speak to local employers who would be interested in helping young people to 'join the TTS 100' in 2019.



# **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**



**Driver of the Year**



**Technician of the Year**



**Excellence in Customer Service Award**



**PickUp of the Year**

tbc

**Innovation Excellence Award**



**Transport Manager of the Year**



**Trailer Fleet of the Year**



**Top Fleet of the Year**



**Fleet Truck of the Year**



**Apprentice of the Year**

tbc

**Top Team of the Year**



**Top Training Operator of the Year**



**Chilled Operator of the Year**



**Van of the Year**

tbc

**Transport Personality of the Year**



**Own Account Operator of the Year**



**Logistics & Warehousing Specialist of the Year**



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



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





## NEW AWARD CATEGORY

# Apprentice of the Year

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

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- **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 28th June 2019**

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- Select the category or categories you wish to enter and fill in the entry form
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- 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.
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# EXPORT & 2019 FREIGHT TRANSPORT & LOGISTICS AWARDS

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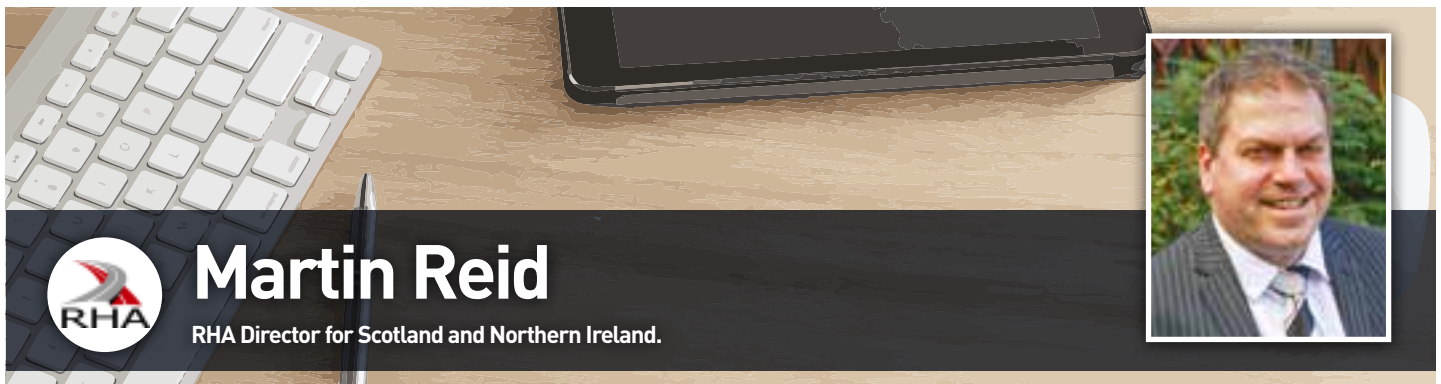
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# Martin Reid

RHA Director for Scotland and Northern Ireland.



# EVER DECREASING CIRCLES

Recently I, along with a number of industry bodies, took part in a round table discussion with the Home Office at Stormont House. The topic of the discussion was the Government's white paper which sets out the proposed skills-based immigration system. It was an interesting day on a number of fronts.

**Firstly it was** good that the Home Office are engaging with a number of industries to hear their concerns (I think our event was one of 4 or 5 they had held in NI over the space of a few days), and secondly it was also good to know that other sectors have the same concerns that we do over the plans.

I was also pleasantly surprised to see a couple of faces from my past there to speak on behalf of the NI construction sector, which made me think.

The new immigration system will go live in 2021 and will be based on the eponymous white paper. This means that unlike previous times when we admitted highly skilled Non-EU workers, but EU nationals of all skill levels were allowed in to work in the UK, now there will be only one scheme all migrant workers out-with the UK Shortage Occupation List (and we know that HGV Driver is not included on the list), must meet skills and salary criteria.

The recommended salary threshold at present is £30k but the representatives from the Home Office were at pains to say this point is open to discussion, and it was certainly discussed.

I have attended a similar event in Edinburgh with the Home Office and the Scottish Govt and the message was equally as clear. The £30k salary threshold is both unhelpful and very much skewed to levels set in the south of England, not NI, Scotland or Wales.

## Visas & Cashflow

There was also discussion on the length that a temporary work visa should last for (1 year with a 1-year cooling off period or 6 months with a 6-month cooling off period) but the message from both the haulage/logistics sector and the NI construction sector was clear. Both industries are underpinned by foreign, often migratory labour.

Although there are geographical areas where they have full employment, overall, neither the construction or logistics sectors are bringing enough new workers in to sustain current levels and doing anything to block that labour will be detrimental as we move forward.

Another area where the two sectors share a common pain is in the area of payment practices. I have written about this before,



Stormont House, Belfast.

but cashflow is becoming even more of an issue in these times of uncertainty.

I am constantly explaining to politicians and civil servants how hauliers bear an unreasonable amount of risk within the supply chain, often waiting 90 days for payment when they only get 7 days credit for the fuel they use but in many cases these types of contract were "pioneered" in the construction sector.

The case of major contractor Carillion who went the wall having used withheld sub-contractor's money (by making subbies sign 120-day payment agreements and then using a pernicious retentions system too) effectively as their own cashflow was well documented, but they were by no means alone. This has been the model for many a "Tier 1" contractor who not only followed the Carillion model but also offered Tier 2 and Tier 3 contractors a chance to get paid quicker by accepting a reduced amount. You can effectively pay for the privilege of getting paid.

This practice still goes on and there are still companies who accept the terms just to get the

work. It is a total house of cards. But enough of my pet hate, we were talking about immigration.

This will always be a bit of a political hot potato, and let's face it, it is the issue that started the whole Brexit debate. There will always be a regional element to the problem with some areas having little requirement to look outside for labour and others crying out for it.

There is also the major issue of training up indigenous people to fill the gaps, but in many cases, this has been tried and the locals don't want the job on offer. This sets up a different debate entirely on wage rates, conditions and benefits none of which was in the remit of the group gathered that day.

I hope the Home Office took on board what was said around the table, particularly from the hauliers there present. The coming years are going to be difficult enough as we make the transition to leave the EU and no doubt industry models will change too, but whatever happens there will still be a logistics sector and we will still need the people to move the goods.

# Circle K Opens Its Largest Service Station in the World in Co. Wexford

Circle K, Ireland's largest fuel and convenience retailer, has opened the largest service station in its global network; Circle K Gorey on the M11 in Co Wexford, creating 40 new jobs in the locality.

## The official opening

celebration, attended by Circle K senior management and local political dignitaries, took place with a host of special offers available in store on the day.

The opening of Circle K Gorey is a hugely significant move for Circle K, with the new state of the art site being of significant strategic importance to the M11/N11 commuter belt, where Circle K expect to cater for up to 20,000 Irish commuters daily.

The newest opening is part of an overall investment of €35 million by Circle K, announced in 2018, into the development of four new sites. The first of these sites located at J7 Kill on the N7 opened just last December with further new site openings scheduled for this year in Kilcullen, Co. Kildare and Athlone, Co. Westmeath along with this newest addition at Gorey.



Circle K Gorey on the M11 boasts a range of superb offerings including Circle K's miles and milesPLUS advanced premium fuels, fast-charge points for electric vehicles and dedicated pumps for AdBlue

and Gasoil customers. Also available are Circle K's renowned and extensive deli food range, Mexican street food offer "Cantina", a fully serviced barista offering exciting new innovations in the

areas of frozen drinks and ice cream and Circle K's own specialty coffee Simply Great Coffee.

Topping off the extensive offering at the Gorey site which will be open on a 24/7 basis, there is a seated café area, an indoor and outdoor children's play area, a Fáilte Ireland tourist information point and extensive parking for customers including truck and coach spaces. The site will also have a McDonald's restaurant.

Niall Anderton, Managing Director of Circle K Ireland, commented, "This is a momentous day for Circle K, as we open the largest Circle K in the entire global Circle K network, on the M11 at Gorey and look forward to catering for the needs of some 20,000 motorists daily.

"With this newest addition to the Circle K network, we are also delighted to bring 40 new jobs to the local area which further reinforces Circle K's ongoing commitment to investment and job creation in the Irish market.

"2019 is another huge year for Circle K as we will open two further state of the art sites on the M9 at Kilcullen in Co. Kildare and the M6 at Athlone, Co. Westmeath which again will be significant additions to the Irish transport network."



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**The Gripmaster Big D** drive tyre is also designed for both on- and off-highway use, with an extra deep tread pattern to allow the tyre to handle well even on the toughest of terrains.

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# Special Volvo Delivery for Eglinton (Timber Products)

Eglinton (Timber Products) has taken delivery of four new Volvo FH500 tractor units, including a Volvo FH 25-Year Special Edition.



Eglinton (Timber Products) has taken delivery of four new Volvo FH500 tractor units - including a Volvo FH 25-Year Special Edition - from Dennison Commercials.

The new trucks were purchased from Volvo dealer, Dennison Commercials Ltd, who Eglinton have been doing business with for 30 years.

The latest arrivals make a 21 vehicle, Volvo presence in the company's 25-strong fleet of trucks located in Eglinton near Londonderry/Derry.

Designed for efficiency and driver comfort, the new trucks come with Volvo's award-winning I-Shift automated gearboxes and steel bumpers and inside the Globetrotter XL cabs, the spec' includes double bunks, leather seats and a fridge.

Eglinton's Volvo FH 25-Year Special Edition comes in Crimson Pearl Red, the red colour paying tribute to the original vehicle, which was launched in 1993. Eglinton's additional three come in Volvo Agra Red designed with Eglinton's eye-catching livery. Alcoa Dura-Bright alloy wheels provide the perfect finishing touch for the smartly presented group.

Eglinton's Director, Gavin Blair said: "We have been running Volvos for 30 years now and are very pleased with how the FHs perform, returning good fuel consumption figures."

He added, "We have a long association with Dennison, as we have been dealing with them from shortly after we were established in 1986. From then on we have dealt with Dennison's Sales Executive, Hugh Smyth and have been extremely happy with the continued support and aftercare that Dennison's has provided us with throughout the years."

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# MCCULLA: FIFTY YEARS ON AND STILL GROWING, STILL INNOVATING

When David McCulla first established his business back in 1969 he probably had no idea that half a century later it would be one of our most successful companies in the transport and logistics sector, still fully focused on the future, still innovating and still growing.

**Now in the** capable hands of the second generation of the family, McCulla has developed into a multi-million pound business, with brother and sister Ashley and Carol, together with fellow director Brian Beattie, and the support of a dedicated 220-strong team, taking annual turn-over from a respectable £600,000 in 2000 to almost £25 million today.

It is a success story that hasn't happened by accident; it has taken a lot of hard work, long hours, personal sacrifices, determination, and self-belief to accomplish so much – and there's a lot more to come in the years ahead from this award-winning company.

Both Ashley and Carol learned the business from the bottom up, gaining a good grounding under the watchful eye of their late father. "There's not any part of the business that I haven't worked in," says Ashley who came into the company when he was just 16; today his role is as Chairman of the McCulla Group.

His father David, a farmer and a born entrepreneur, initially sold spring lamb carcasses to markets in Northern Ireland, but he realised he could make more money by taking them to Smithfield Market in London, so he invested in a truck and did just that. It was a move that impressed his fellow farmers who asked him if he could also take their produce to the market, and so began a small refrigerated transport operation that has grown to become one of the industry's biggest success stories.

Since those early days, the business has been transformed into a full-service logistics provider of bespoke solutions for customers of all sizes, including delivery by the box, pallet, or full



load and has also diversified into additional niche sectors, including pharmaceuticals and tech goods logistics. Its fleet has also grown to around 100 trucks and 150 trailers as well as vans and dual temperature rigid up to 18 tonnes complete with tail lifts.

The company has two strategically placed cold storage warehouse facilities within Ireland: one based in Lisburn in County Antrim, and one in Dublin in Southern Ireland where it invested £2.8 million in 2014. Both sites include modern cold storage facilities, which are bespoke-designed,

flexible and fully EC-approved. The company also boasts the largest defrosting chambers in the UK.

According to Brian Beattie, Operations Director who has been instrumental in putting together a slick promotional video, continual investment in people, in the latest technology (to improve safety, efficiency and transparency), as well as in infrastructure, facilities and in the transport fleet, have all been key to the company's outstanding success over the past 50 years.

Both Carol and Ashley have always adopted a 'hands-on' approach to business. "I think people







like working for a family company and they like seeing the family being heavily involved. We have a number of staff who have been with us for over 25 years and together with fresh talent who bring new ideas and a new approach, it combines to make a very strong team who work very hard for the success we all enjoy," says Carol. "Our business is very much influenced by our family roots."

That is certainly well reflected on messages posted by employees on the company's Facebook page. "Great firm to work for decent people with an office staff who understand transport well," says one. "Great place to work, they really make you feel part of the team," says another. Clearly, success produces a 'feel good' factor that permeates throughout the workforce.

### Sustainable Growth

From the outset, the company's aim has been to create sustainable growth. Comments Operations Director Brian Beattie: "We never set out to be simply the biggest hauliers in the country, we wanted to be the best at what we do and the most profitable, but equally important, the most sustainable. Sustainability creates strength within the company and that's been reflected down through the years."

Accumulated over the last 50 years, the company's expertise in transporting chilled, ambient & frozen goods has put it in the forefront of refrigerated transport throughout Ireland, the UK and Europe, leading to a clutch of logistics & haulage awards; in 2017 alone it won no less than eight awards, achieved at six different events. Three recognised McCulla for its environmental commitment, three for its achievements in the company's specialist sector, and one was for innovation excellence. The final honour was being named as Northern Ireland's best mid-size family business of the year.

### Going 'Green'

Adding value to the company, which is virtually debt free – no mean feat in today's challenging operating climate – also contributes to success, which is one reason why McCulla installed an anaerobic digester plant in February 2017, representing an investment of over £3 million.

The plant, now integral to the company's recently established Alternity Biogas Energy division, runs on grass/rye/maize silage, chicken litter

and cow slurry, and McCulla has planted 500 acres of agricultural grass product for its supply. It generates biogas, enabling the company to make its own compressed natural gas.

"It wasn't a decision we took lightly. It was a big investment and we must have spent about a year considering the pros and cons. Electricity represents one of our largest overheads, but the anaerobic digester plant now produces 4.3 kilowatts annually and



supplies all our power needs in Lisburn; we no longer have to rely on grid electricity," says Ashley, who believes they are now the only transport company in the UK and Ireland to have a totally carbon-neutral coldstore.

Indeed, the plan is to take all food waste from major suppliers for whom McCulla already provides a distribution service to help 'fuel' the AD plant, turning that waste into compressed natural gas. "Our aim is to use that CNG to run a fleet consisting of at least 35% CNG powered gas trucks within the next five years," says Ashley.

As an added service, McCulla has established a specialist division operating under the company's

'Certa' brand. It was formed in early 2014, and today is a fast-growing part of the business, with a strong European distribution focus.

The company has always directly employed its team of drivers rather than relying on agencies or third parties; it was one of the very first transport companies to employ female drivers. All are trained inhouse to very high standards and are subject to the company's own Driver CPC courses.

The company also employs its own compliance officers, in addition to servicing and maintaining its vehicle fleet in workshops that are fully equipped and manned by a team of qualified mechanics.

### Moving Ahead

Looking to the future, both Carol and Ashley, who has recently been appointed National Chairman of the Road Haulage Association for a two year term, want to take a less prominent and active role in the day to day running of the business, which is why they have recruited several experienced key personnel to move the company to the next level, among them Peter Summerton Managing Director, and David Bradford Finance Director.

These 3 Directors Brian, Peter and David ,have the support of a dedicated frontline services team, as well as experienced traffic planners who ensure customers' products get to their destination as quickly and efficiently as possible, with 'behind the scenes' staff that includes, compliance and training staff, warehouse operatives, stock controllers, accounts and admin personnel, making up the rest of a truly terrific McCulla team – and all living up to the company's brand slogan "Be More. Deliver More. Expect More," which perfectly sums up their customer-centric ethos.



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# MCCULLA MARKS ITS 50th ANNIVERSARY IN SOME STYLE

McCulla Ireland recently celebrated its 50th anniversary in some style, with a special night out at the new Titanic Hotel in Belfast.

**The business was** established half a century ago by David McCulla and today it has grown to become one of Northern Ireland's most successful companies in the transport and logistics sector.

Although marking its successful past, the company remains fully focused on the future, being in the capable hands of the second generation of the family.

Ashley McCulla and his sister Carol, together with fellow director Brian Beattie, and the support of a dedicated 220-strong team, the company is well placed to grow further in the years ahead, as you can read elsewhere in this issue of Export & Freight.



New 50th Anniversary truck along with some of the vintage trucks on display on the evening.



L-R: Directors of McCulla Ireland with their partners, Mr & Mrs Peter Summerton, Mr & Mrs Brian Beattie, Mr & Mrs Ashley McCulla, Mr & Mrs Noel Thompson and Mr & Mrs David Bradford.



Guests enjoying Mentalist, Shane Black.



Guests having a great night.



Mrs Elsie McCulla - co-founder of McCulla Ireland with the McCulla family Ian, Carol, Ashley, Anne, Noel and Alan (in wheelchair).



Billy Dougan and Family.



# DAF Remains on Course for Another Record Breaking Year

Despite the challenges created by Brexit and the uncertain political landscape, DAF remains on course for yet another record breaking year.

**Indeed, DAF has** recorded the highest volume of first quarter new registrations in 20 years, giving the truck manufacturer a market share of over 31% in the +6 tonnes sector. Speaking at a pre-CV Show press briefing, DAF Trucks' UK Managing Director Robin Easton, commented: "In a record breaking 2016 DAF achieved a 30.1% market share above six tonnes, so we are very well placed to make 2019 another year of significant growth.

"We experienced a very strong order book in the last quarter of 2018 which has continued into the first quarter of this year and despite the uncertainties over Brexit we are still working towards an overall market size of around 42,000 registrations above 6 tonnes for the year, much in line with 2018.

"Maintaining our privileged position of market leader for the past 24 years in a row is not a result of standing still. It's only by listening, then adapting, developing and introducing products that our customers need."

He added: "At the 2017 CV Show when we launched the new CF and XF models we made some bold claims concerning product and fuel efficiency enhancements – these are now delivering some significant benefits for our customers."



Robin Easton, DAF Trucks' UK Managing Director.

DAF's theme for the CV Show was 'Leading Today, Ready for Tomorrow,' as the manufacturer showcased its broad range of products and services that cover a wide array of applications and roles.

"The trucks we introduced in 2017 are today proving our claims of delivering better fuel economy, higher payloads and better Up Time, resulting in better profitability for our customers and helping the environment through carbon savings and better productivity."

Speaking about 'the search for every last ounce of transport efficiency' he said that DAF Services addresses two key areas which can help operators - vehicle uptime and fuel

efficiency. A new web portal has also been added to bring all elements of DAF Fleet Services into one easy to access location for users.

The Fleet Insights portable provides a simple, 'tailorable' screen to enable quick-and-easy oversight of the fleet maintenance regime. (More information about these services, and the introduction of DAF Trucks' new DAF Driver Training Voucher scheme, can be found elsewhere in this issue of Export & Freight).

The CV show also saw DAF present one of its electric CF trucks which is currently being employed by a Dutch supermarket chain; it is one of a number of electric vehicles, developed in partnership with the VDL Group, in operation in the Netherlands, giving DAF valuable 'in field' experience in preparation for the introduction of zero emissions in city centres.

"Electric and hybrid vehicles clearly offer a future route to zero emission driving in cities; we need to look at every aspect of vehicle design to meet the challenging CO2 reduction target that has been set for 2025 and 2027, including electric and hybrid technologies and the enhanced aerodynamics enabled by the allowance for longer cabs, but there are no easy wins."

And he added: "It is all too easy to demonise trucks because the general public remain ignorant of the critical role commercial vehicles play in their daily lives which is why we see the CV show as an important opportunity to raise the profile of our sector in the eyes of politicians, councils and the public. That is one reason we support the CV Show, albeit every two years; the sector deserves a UK show that reflects the industry's scale and importance to UK businesses."

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# CV SHOW 2019 SOLD OUT FOR 5TH SUCCESSIVE YEAR

The Commercial Vehicle Show at the Birmingham NEC was sold out for the 5th successive year and with more than 20,000 delegates attending, it remains the largest truck and van show in the UK.

**It was another** record-breaking year with manufacturers expanding their presence by taking demonstrably larger stands than ever before. The success of the show underlines the health of the UK commercial vehicle market and highlights the confidence of both UK manufacturers and customers abroad.

The figures released at the CV Show media day revealed that in 2018, and in the first quarter of 2019, there has been sustained growth in the market with rises in both demand and production. The first quarter of 2019 showed a 10.6% year on year demand increase (UK LCV) according to latest figures from the SMMT, this being the sectors best ever monthly performance.

Rob Skelton, CV Show Director, said, "The sold-out 2019 CV Show was a

great indicator of the ongoing strength of the UK commercial vehicle industry.

"In times of potential uncertainty in other UK market sectors, the road transport industry and all that surrounds it continues to show clear signs of confidence. Road transport forms the backbone of the British economy; we continue to feature the cutting-edge developments taking place across the market that will keep interest high. The growth in exhibitors of eco-tech, pedestrian safety and fleet optimisation technology indicated that, while the UK market is strong, it continues to evolve and look ever-further to the future."

This year's show played host to no fewer than ten major product launches from global manufacturers, which highlight

industry knowledge and offer insight into the current and future trends.

These included the unveiling of the new British-built Vauxhall Vivaro, which has secured 1,250 jobs at the brand's Luton plant, two new variants of the award-winning Isuzu D-Max pick-up, the high performance Ford Ranger Raptor and a raft of new electric models such as MAN's CitE 15-tonne urban delivery truck and vans like the LDV EV30, Peugeot Boxer and Citroen Relay.

Rob Skelton added, "We have continued our commitment to ensure that the CV Show maintains its position as the UK's premier commercial vehicle event and one that reflects not just the current market position, but also continues to look towards the future market trends, not just for the UK, but globally."

Over the next number of pages, the team at Export & Freight look back at some of the show highlights...

## Impressive Range from MAN Truck & Bus UK

MAN Truck & Bus UK showcased a range of vehicles, from the 5 tonne TGE Minibus and the 3.5 tonne TGE flatframe chassis cowl, through to the 6x2 TGX XLION Flagship tractor and a TGX 41.640 8x4/4 BBS Heavy Haulage prime mover.

**The New XLION** equipment packages are available across the MAN truck range with versions for long-haul, construction and distribution vehicles.

With optional XLION livery the Commercial Vehicle show TGX 26.500 6x2/2 BLS XLION Tractor unit was powered by the MAN D26 12.4 litre, 6 cylinder engine capable of producing 500 hp (368 kW) and 2500 Nm. This powerful, tractable and efficient engine is married to the MAN Tipmatic® 12 speed automated Transmission. Sitting above the three axle chassis

is the MAN XLX High roof sleeper cab which affords drivers a true home from home, lap of luxury working and living environment. The Show also witnessed the unveiling of the new MAN TGE Flatframe chassis cowl chassis. Sitting a full 190 mm lower than the standard frame TGE chassis cab and specially designed with ease of use and bespoke body build in mind, the walk-through nature of the chassis cowl cab design makes this vehicle the ideal base for conversion into low height luton and box bodies, campervan or motorhome.

Powered by the efficient and reliable 140 hp (103 kW) 2.0 litre 4 cylinder turbo diesel engine, capable of producing 340 Nm, the Commercial Vehicle Show TGE flatframe chassis cowl was based on the 4490 mm wheelbase variant, it uses a 6-speed manual gearbox and is front wheel drive.

### Heavy Haulage

The Heavy Haulage tractor on show was a MAN 41.640 8x4/4 BBS, powered by the range topping MAN D38, 15.2 litre, 6 cylinder, 640 hp engine, capable of delivering 3000 Nm from 900 rpm.

Featuring the range topping XXL High Roof sleeper cab and the much acclaimed MAN Tipmatic® 12 speed with converter and retarder transmission, the 41.640 8x4/4 BBS featured Hub Reduction drive axles and a 3.5" pin fifth wheel.

Individually designed and built to suit both the heavy haulage and abnormal load sector, whilst meeting individual customer operational needs, MAN Heavy Haulage tractors receive a personalised touch from start of production to customer delivery. Once they arrive in the UK a dedicated team of experts both handover the vehicle and look after it throughout its life.

### Engine Debut

Meanwhile, the New MAN D15 engine, as a standalone exhibit, made its UK debut at the Show. The D15, newly added in 2018, offers many advantages, one of these being its weight saving attributes, it is an impressive 230 kg lighter than its predecessor the D20.

Using SCR only technology, the 6 cylinder 9 litre D15 offers three power variants: 325 hp (243 kW) 355 hp (265 kW) and 395 hp (294 kW) 1,600, 1,700 and 1,800 Nm respectively

The New D15 engine, found in the TGS and TGX ranges, is a direct replacement for the outgoing MAN D20 engine.





## Gray & Adams fields another trio of temperature-controlled show-stoppers

Gray & Adams, the UK's leading manufacturer of temperature-controlled semi-trailers and rigid vehicle bodywork, presented three very different pieces of equipment.

**Dominating the stand** in the COOL zone was a 44-pallet lifting-deck trailer in a special, eye-catching livery celebrating the 25th anniversary of high-profile customer, Culina Group.

Alongside, visitors were able to see an 18-tonner built for Creed Foodservice. This truck was fitted with an aerodynamic body, the roof of which is curved front and back, and a sliding side door.

Outside the NEC, meanwhile, Gray & Adams displayed a 13.6m single-deck trailer with innovative electric rear shutter door, in the colours of leading SPAR distributor, James Hall & Co.

All three operators are established customers of Gray & Adams, whose consultative design approach, coupled with the renowned build quality and durability of its products, have made it a preferred supplier to many of the biggest names on UK roads.



## DAF champions professional vehicle hand-over with Driver Training Vouchers

DAF Trucks' new DAF Driver Training Voucher scheme is already starting to deliver benefits for its customers, and their drivers, following its inclusion on new retail CF and XF orders placed from February. The CV Show provided a great opportunity to further promote the new scheme.

**The new initiative** from DAF Trucks encourages operators and their drivers to take advantage of a professional introduction to their new trucks by one of the team of regionally-based DAF Dealer Driver Trainers.

Importantly, the vouchers retain a three month 'shelf-life' allowing operators the flexibility to choose the best time for the training.

Upon acquiring their new CF and XF vehicles, all retail customers' drivers will be entitled to professional driver training courtesy of 25 dedicated DAF Dealer Driver Trainers located throughout the DAF Dealer Network. Approximately 2.5 hours in total, training includes in-cab and vehicle walk-round familiarisation, followed by on-road familiarisation and tutorial.

All new DAF CF and XF vehicles ordered by retail customers from February this year are eligible for a voucher which can be exchanged for the 2.5-hour training session. Although most operators are expected to redeem the voucher at the selling dealer location and at the time of vehicle handover, the voucher can be used at other DAF sales dealers within a three month period from the vehicle's entry into service.

"Our nationwide team of Dealer Driver Trainers is already proving to be an invaluable asset, making sure drivers can get the best out of their new DAF," says DAF Trucks Marketing Manager, Phil Moon, "Many of our customers appreciate the value of a structured vehicle handover. The



Mandy Wannerton, DAF Driver Trainer.

new voucher scheme," he says, "is designed to encourage every one of our retail customers to take advantage of a professional introduction to their new vehicle, delivered by a knowledgeable trainer based at their local dealer – trainers who possess an in-depth understanding of all the vehicle's features and options."

DAF Trucks already supports many national and international fleet customers from its Haddenham head-quarters with training and 'train-the-trainer' support courtesy of Mandy Wannerton and Ron Smith, both of whom were at the CV Show and available for drivers and operators to discuss their training needs and to answer specific questions about the DAF range of vehicles.





## Impressive Line-Up from SDC

SDC's impressive line-up included six trailers from their range of Curtainsider, Boxvan, Platform, Skeletal, Machine Carrier and Drawbar trailers.



SDC's aftermarket subsidiary 'SDC Truck and Trailer Parts' was also making its debut at the CV show, following the recent launch of its first Parts branch in England.

SDC's main stand showcased a 10.6m Curtainsider trailer, designed for delivering products into urban environments. SDC have fitted a command steering rear axle for increased manoeuvrability where space is limited, with the added benefit of reduced tyre scrub, which in turn reduces tyre wear and fuel consumption.

Removing the need for rigid trucks, the Urban Curtainsider trailer offers a greater degree of flexibility, and greater utilisation of tractor units.

Two 13.7m Step-frame SDC Curtainsiders were also on display on the Trailer Resources Limited stand, featuring a  $\frac{3}{4}$  fixed second deck with maximum flexibility, an aerodynamic sloping roof for maximum fuel efficiency, wrap around curtains for ease of loading and EN 12642 XL certification.

Outside the NEC exhibition grounds SDC had two 13.6m rental / leasing spec curtainsiders manufactured for TIP and Hireco.



ProVision Stand.



Tracey Welford on the Mandata Stand.



Ford Transit 350 Ecoblue Hybrid.



Helen Beggs (Export & Freight) with Steve Turton (MD BPW) on the BPW stand.



The new MAN TGX X Lion MAN stand.



# New Mandata Solution For Simpler Workforce Control

A new HR desktop and mobile app solution from transport management software specialists Mandata will provide improved visibility and control of the driver workforce and costs, making life simpler for road hauliers and logistics operators.

**Previewed at this** year's CV Show, the HR app will allow drivers to update their shift hours, submit leave requests, easily report sickness and absence, and upload expenses and receipts - enabling employers to keep better track of driver availability and costs far easier and more effectively.

Approved holiday requests will feed directly into the Traffic Management Driver Calendar within Mandata TMS and TMS Go! so that Traffic Planners can quickly identify who is available to work a shift.

The app consists of three core features - timesheets, holiday and leave, and expenses - which can be activated optionally. The service can also be quickly accessed by authorised HR personnel and utilised through dedicated management screens, offering dashboard-style reporting and centralised management.



# Securing the Load With Hestel's Cargomaster Strap Lift System

A new Hestel cargo strap lift system was on show on the BPW Group stand; Hestel, a member of the BPW Group, manufactures innovative, high quality trailer body technology: sliding pillars, roof systems, aluminium flatbed platforms, doors and door furniture.

**Its more recent** offering is the user friendly CargoMaster, which can be retrofitted, and meets both pallet network and automotive delivery demands. A guided roller bearing carriage

runs the full length of the trailer roof maximising haulage capacity, with a side pulley trolley improving side loading. It significantly improves unloading times. Both easy to operate and cost-

effective to maintain, the system uses readily available industry standard ratchet straps and extremely robust bungee cords. By fully encasing loads and strapping them directly to the

vehicle chassis, this versatile system can secure loads of varying shapes and sizes. With a strong focus on safety, the CargoMaster reduces health and safety infringements and load securing incidents. The system also has many in-built safety features to protect drivers, such as strap retarders, which prevent the straps releasing too quickly and causing any harm.

Highly rated by both transport operators and drivers for its performance, safety features and versatility out on the road, CargoMaster reduces unloading times for faster deliveries and meets DVSA requirements.

# Isuzu Safir Described as a True Gem of a Pick-Up

Isuzu UK unveiled the awesome new Isuzu D-Max Arctic Trucks AT35 Safir; limited to just 10 vehicles, each Safir model is fitted with a unique numbered interior badge.

**Safir is an** exclusive D-Max based on the popular Isuzu D-Max Arctic Trucks AT35 Double Cab Automatic and will make a bold impression from its first reveal with a Sapphire Blue Mica paint finish.

The exterior features an eye-catching silver rear sports bar, silver Mountain Top roller cover and bespoke Safir branded aluminium under guard. Setting off these bright additions are two sets of Lazer Lights: a lower set positioned in the front bumper and a roof light bar which is brand-new for the D-Max range. Completing the exterior are 17" x 10" AT alloy wheels which have been updated with a new Hyper Dark diamond-cut finish.

Bespoke leather seats, designed specifically for the Isuzu D-Max Arctic Trucks interior, have been finished in sapphire blue overstitching and, for an extra touch of indulgence, this



luxurious pick-up comes equipped with a D-shaped sports steering wheel. Trimmed in leather and suede with sapphire blue overstitching, this contoured new steering

wheel has been moulded for comfort and grip.

Owners benefit from an already spacious interior and excellent specification from the award-winning Isuzu D-Max but they will also appreciate the upgraded audio equipment including a 9" Multifunction Colour Touchscreen (with Arctic Trucks logo), nine speakers, including subwoofer and HDMI Port. What's more, a wireless charger has been fitted in the top glove box and a front camera is located on the front bumper to monitor the area in front of the truck that would normally be in the driver's blind spot.

In addition to the new features mentioned above, the Isuzu D-Max Arctic Trucks Safir 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.

## Paneltex lights up the show with all-electric display

In a departure from its traditional diesel vehicle display at the CV Show, all four vehicles on the Paneltex stand were electric vehicles, confirming the company's commitment to alternative powered vehicles.

**Not only were** the four trucks electric powered, but two of the trucks also featured Paneltex refrigerated bodies specified with all-electric refrigeration systems.

There were three 7.5 tonne Paneltex electric vehicles based on the Isuzu N75 rigid chassis on the stand. One of these vehicles had a Paneltex refrigerated body with a GAH electric refrigeration system that is powered by the

traction batteries. This vehicle also featured triple rear doors with a nearside access door as well.

The second Paneltex 7.5 tonne electric truck is targeted at the municipal industry and featured a cage tipper body with the scissor tipper again being powered by the vehicle's batteries.

The third vehicle based on the Isuzu 7.5t chassis featured an insulated dry freight body with curved roof and a Dholandia



The fourth and final vehicle was a unique 4.25tonne BD Auto electric conversion, designed for the home delivery market, with a dual compartment refrigerated Paneltex body that features a chilled section at the front and ambient in the rear compartment.

## Vauxhall Celebrates World Premiere of All-New British-Built Vivaro Van

Vauxhall celebrated its return to the CV Show in style with the world premiere of the all-new British-built Vivaro van; it was shown in both panel van and doublecab body styles.

**"As the UK's** largest CV manufacturer celebrating its 90th year of van production, we're proud to present a new Vivaro model that not only has class-leading credentials, but also secures the future of our Luton workforce for many years to come," said Stephen Norman, Vauxhall's Group Managing Director.

Vauxhall's all-new Vivaro, which is based on Groupe PSA's EMP2 platform, will help secure 1,250 jobs at its manufacturing plant in Luton. Vauxhall is the UK's largest commercial vehicle manufacturer with over one million Vivaro-type vans built since production started in 2001. Investment in the new vehicle will help increase the plant's production capacity to 100,000 units per year.



Equipped with the 100PS 1.5-litre engine, the standard wheelbase Vivaro has, provisionally, 22 per cent-lower emissions and returns

16 per cent-higher miles per gallon than the market leader. The same engine with 120PS – again, provisionally – has 27 per cent

fewer emissions and achieves 57.6mpg – 14 per cent higher than the market leader. The Vivaro's payload of up to 1489kgs is also higher than the market leader's.

It's full of innovation, as well. In terms of cargo length, thanks to the new Vivaro's FlexCargo system, the maximum length it can take is a full 21 per cent longer than the market leader, and a staggering 43 per cent greater than the equivalent of the number two in the market.

Available to order now 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.

Also on the stand, the 2019 International Van of the Year, the Vauxhall Combo Cargo was making its UK show debut. And if that wasn't enough, Vauxhall also displayed a Movano L1H2 panel van mounted with a Hawk VZ135 reverse articulated telescopic device. This "cherry picker" vehicle enables a maximum working height of 13.7m.

## Innovative Display from VW Commercials

On its stand, Volkswagen Commercial Vehicles displayed a raft of new conversions alongside its full range of vehicles, offering more customer choice than ever before to suit the needs of every business.

**It also displayed** a range of left-hand drive electric models: the ABT e-Caddy, ABT e-Transporter and e-Crafter.

Highlights from the Volkswagen Commercial Vehicles stand included a wheelchair-accessible 'Engineered For You' converted Caddy Life compact van. The vehicle features an integrated TorSpring lightweight ramp and fully

automated rear entry system for wheelchairs.

Also on show was a new Volkswagen Crafter converted minibus. Built by Recognised Partner Taxi Bus Conversions, it features 16 passenger seats plus space for wheelchair users.

There was plenty of interest, too, in a new Volkswagen Crafter police riot van

which made its debut at the CV Show. The blue light conversion includes additional seating for seven people in the rear alongside a half width prison cell.

Volkswagen Commercial Vehicles' stand also featured a range of customer vans, from Severn Trent Water, Parcelforce, Homeserve and more, as well as the 'Working Out With You' mobile gym.







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Mitsubishi L200 Barbarian Black.



New Vauxhall Vivaro.



Press launch of the LDV EV30.



Cartwright's game charger double deck trailer for Morgan McLernon.



# Peugeot Unveils Boxer Electric

The Peugeot Boxer Electric was unveiled for the first time, adding a zero-emission model to the Boxer LCV range. This continues Peugeot's electrification strategy, which will see all vehicles offered with an electrified variant by 2023.

In addition to the Boxer Electric on display, the Peugeot stand also featured the most popular variant of the Boxer panel van, the 335 L3 H2 BlueHDi 130 Professional. Professional trim includes manual air conditioning for the cab, full steel bulkhead, cruise control, rear parking aid, DAB digital radio

with touchscreen navigation and Bluetooth connectivity. L3H2 Professional models offer a 1,525kg payload and 13m<sup>3</sup> of load space.

Also making its first appearance at the CV Show was the multi-award winning all-new Peugeot Partner, voted International Van of the Year

2019, when launched late last year.

Two models were on display: a Partner BlueHDi 100 manual 950 Professional Long, the largest variant of the Partner offering up to 4.4m<sup>3</sup> of load space with the Multi-Flex seat folded and a payload of 954kg. The second Partner model

was a Standard length Partner BlueHDi 100 Asphalt. The Partner is available in S, Grip, Professional and Asphalt specification.

The Professional model on display featured a long list of standard equipment including: air conditioning, rear parking sensors, cruise control with variable speed limiter, automatic electronic parking brake, one touch electric windows with heated and electrically folding door mirrors, Multi-Flex modular folding passenger bench seat with pivoting writing table and load-through bulkhead, DAB radio with remote controls, 8" colour touchscreen with Apple CarPlay™ Android Auto™ and Mirrorlink® and front fog lights with cornering function.

Asphalt specification is developed from Professional, bringing additional equipment including: further acoustic insulation to provide benchmark cabin refinement, automatic windscreen wipers, 16-inch alloy wheels, PEUGEOT Connected 3D Navigation and Surround Rear Vision with front and rear parking sensors, passenger side and rear cameras.



# Toyota debut two new models

The show saw the European unveiling of the Toyota Proace City, an entirely new commercial model for the brand, bringing added flexibility to Toyota's business-focused range.

The Proace City will be offered in two lengths: a 4.4m and a 4.7m frame, and will be available with a wide range of body styles and seating configurations to suit every conceivable need.

A range of Toyota's latest petrol and diesel

power plants will be offered and the Proace City will enjoy the latest Toyota safety features, such as autonomous emergency braking and blind spot monitoring systems.

The Proace City complements the ever-expanding

range of Toyota commercials, all of which were displayed on the company's stand.

This comprehensive range of models include the ever popular Proace medium-duty panel van, which is available as a Compact, Medium and Long wheelbase vehicle and is offered with a range of Toyota-approved conversion options.

Also revealed at the CV Show, was the latest version of the Hilux: the 2019 Special Edition. This new, limited edition of the Hilux range features a host of unique interior and exterior enhancements designed to appeal to commercial operators and private owners alike.



SDC Trailers stand.



The new VW e-Crafter.



Isuzu D-Max XTR.

# LDV makes competition green with envy as it unveils second pure-electric vehicle

LDV is proving that it's leading the charge in the electric vehicle sector, yet again, with the launch of its second pure-electric van, the EV30.

**The all-electric, light-duty** van went on display at the annual CV Show where it stirred up excitement from fleet buyers, business owners and van enthusiasts alike; the EV30 is the first vehicle in LDV's range that will only come as a zero-emission fully-electric vehicle.

Distributed by Harris Automotive Distributors UC, t/a as LDV U.K. & Ireland, who import and distribute in the UK and the rest of RHD Europe, the show marked the European launch of the EV30, which will allow LDV to tap into the smaller commercial van market, a sector that is known for its stiff competition – especially in the context of diesel and petrol fuelled vans.

The EV30 is a small, fully-electric commercial vehicle with zero emissions coupled with an industry-leading battery range, clocking up to 200 miles on a single charge (53kWh battery).

Every EV30 is fitted with a high-capacity lithium-iron battery manufactured by CATL, China's largest battery manufacturer and offering two battery packs, a 35kWh battery which offers a range of 127 miles and a 53kWh battery with a range of 200 miles.

Rapid battery charging time is 45 minutes



while also boasting a full AC charge in 5 hours, which can be done using off-peak, cheap rate electricity to maximise cost savings. The AC charging can be used on either a single phase or three phase charger.

SAIC Maxus, the company behind LDV, sees the EV30 as the answer for business owners looking for an economical van that is respectful of the environment and nippy enough for city commuting.

The standard EV30 boasts a carrying capacity of 5m³ due to its unique monocoque floor plan that offers the maximum payload in its category.

This latest LDV van is a versatile vehicle that comes in short wheelbase and long wheelbase form. The wheelbase of the larger version has been extended by 600mm for an overall length of 5.1m, while also boasting a carrying capacity of 6.3m³ and payload of 1000kg.

The EV30 also offers a silent, versatile driving experience with low running costs and, naturally, the satisfaction of motoring with zero tailpipe emissions in use.

Mark Barrett, General Manager of LDV U.K. & Ireland said, "With a driving range of 127 miles /35kWh battery and over 200 miles/53kWh battery on a single charge, it's easier than ever to embrace the power of electric driving."

The LDV EV30, which will be available to order from January 2020 at a guide price from £22,000,

will be part of the Go Ultra Low grant scheme, a government initiative to encourage drivers to switch to low emissions vehicles, and business owners can take advantage of the 'up to £8,000' grant towards their brand new EV van.

All of LDV's vehicles are covered by a five-year warranty or 200,000miles (60,000 miles EV Range) and include five years roadside assistance cover as standard.



The new all electric Citroen Relay.



The new MAN TGE Flat frame on show.



DAF Tucks CF all Electric.



Richard Burnett (RHA) Mike Penning (MP) Mike Hawes (SMMT) and Bruce McGill (IRTE).



# Smartest and most productive Ford Transit ever goes on sale

The new Ford Transit will help operators to be even more productive when the 2-tonne van goes on sale in mid-2019, with up to 80kg more load-carrying capability following a top-to-bottom programme of weight savings.

## Sophisticated engineering

**including** Ford's first aluminium bonnet for a commercial vehicle in Europe, a composite bulkhead and spin-formed wheels were optimised during the development process using advanced computer-aided design (CAD) systems typically employed in the aerospace industry.

These are among the innovations that have helped Ford engineers reduce the kerb weight of the new Transit to enable customers to carry larger loads for greater operating efficiency. The new Transit rear-wheel-drive 350GVM, long-wheelbase, medium-roof model, for example, is 80kg lighter than the comparable out-going model. The equivalent front-wheel-drive van is 48kg lighter.

"Payload is critical for businesses. Lighter weight also improves fuel efficiency and CO2 emissions, so every part of the Ford Transit



team worked to a weight-saving target, while maintaining strength and durability as a priority," said Michael McDonagh, Transit global chief programme engineer.

The new Transit is also said to be up to seven per cent more fuel efficient, thanks to an upgraded 2.0-litre EcoBlue diesel line-up

delivering CO2 emissions from 156g/km, a more powerful 185PS variant and a new 10 speed automatic transmission for rear-wheel-drive models. A segment-first EcoBlue Hybrid 48-volt mild-hybrid option further improves upon 2.0-litre EcoBlue fuel efficiency by up to an additional eight per cent in stop-

start urban applications, delivering CO2 emissions from 144g/km.

The Ford Transit's smart new exterior features a taller, more assertive three-bar grille and a redesigned lower fascia. Inside the cabin, an all-new interior design delivers enhanced style, practicality and driver comfort, with advanced technologies including Ford's SYNC 3 communications and entertainment system that can be operated using simple, voice commands, or via pinch and swipe gestures on an eight-inch touchscreen.

The Transit's refined and car-like driving character is enhanced with the introduction of EPAS technology that also helps reduce driver fatigue by adding more assistance while parking and manoeuvring, and enables driver assistance technologies including Active Park Assist and Lane-Keeping Aid.

For the first time, Transit drivers will be able to choose from Selectable Drive Modes to match driving performance to conditions: Eco Mode, Slippery Mode, Mud/Rut Mode for all-wheel-drive models and Tow/Haul Mode for smooth power delivery when towing large trailers or boats that weigh more than the vehicle kerb weight.

## Citroën Relay Electric Makes Global Debut

The CV Show was the chosen venue for the world premiere of New Relay Electric, a zero-emission addition to Citroën's large panel van; the model on display was an L1 H1 panel van.

**Elsewhere on the** Citroën stand, New Berlingo Van – the reigning International Van of the Year – made its CV Show debut, giving visitors an opportunity to see the new van up close for the very first time.

New Berlingo Van is available in four trim levels, X, Worker, Enterprise and Driver. As a continuation of the Citroën electrification strategy, an electrified version of New



Berlingo Van will be available by 2021.

Citroën Dispatch – which was launched at the CV Show three years ago – was also on the stand. Since its debut in 2016,

sales of Citroën Dispatch have grown at an impressive rate. Citroën Dispatch will form part of the electrified range from 2020.

## SmartWitness Launches New Telematics Solutions

SmartWitness showcased three new and upgraded video telematics software solutions – SmartGuard, SmartView and SmartAPI.

**The new upgraded** SmartGuard acts as a virtual fleet manager, using AI technology and a 24/7 call centre to check video footage, presenting it in easy-to-read league tables.

SmartView provides instant HD video from all cameras, with footage available to download from the past 90 days, and has a new map feature giving full visibility of fleet location and routes taken.

Meanwhile, SmartAPI enables traditional telematics providers to add video functionality to their offerings, improving safety for its clients and helping to mitigate insurance claims.



## THE CV SHOW 2019

Watch the highlights and interviews of the show on our youtube channel



# FTA'S NORTHERN IRELAND LOGISTICS LUNCH 2019



Merchant Hotel, Belfast on Friday 10th May 2019

**Recognising achievements, industry** highlights and a special Industry Recognition Award. With a drinks reception and special guest speaker John Hartson.



David Wells (FTA) and Bill Atkinson (USEL).



David Wells (FTA) and Ray Verschoye (KN Network Services N.I.)



David Mullan (Hireco) and John Harston (Guest Speaker).



Richard Stanley (SDC Trailers) and John Harston (Guest Speaker).



Joanne Scott (Musgrave Retail Partners NI) and John Harston (Guest Speaker).



Ricky Graham (Hireco), Gary Barnes (Balloo Hire), John Hartson (Guest Speaker) and Kerry Anderson (Air Ambulance N.I.)



John McShane (Denn-Part), Kerry Anderson (Air Ambulance N.I.) and Seamus Leheny (FTA).



Sam Frazer (Musgrave Retail Partners NI) and John Harston (Guest Speaker).



John Hartson (Guest Speaker) and Billy Miskelly (Gus Commercials).



John Davis (GTS Transport Services) and John Harston (Guest Speaker).





Aodhan Connelly (N.I. Retail Consortium).



John McShane (General Manager, Denn-Part).



Kerry Anderson (Air Ambulance N.I.).



Jayne Currie, David Wells and Seamus Leheny (FTA).



John Hartson (Guest Speaker), Rob Ireland (Dennison Commercial) and Kerry Anderson (Air Ambulance N.I.).



John Hartson (Guest Speaker) and John Purdy (TBF Thompson).



Joel Callaghan (Close Brothers) and John Harston (Guest Speaker).



Will Reeves & Seamus Leheny (FTA).



Ciaran McGurgan (BMG Insurance) and John Harston (Guest Speaker).



Seamus Leheny (FTA).

# TRANSPORT TRAINING SERVICES: INVESTING IN THE FUTURE WITH NEW COURSES AND NEW INITIATIVES



Transport Training Services has taken another leap forward with the expansion of its team of highly experienced managers, coupled with new courses, new initiatives and a new focus on enhancing and refining its already impressive and essential service to the transport industry.

When **Martin Hutchinson** took over as Chief Executive Officer in 2016 he immediately set about transforming the organisation by strengthening the team, and that transformation continues apace.

Today, the expanding team at TTS has never been stronger or more diverse in the training it is providing across all sectors of the industry, offering 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.

"With an enlarged team in place we are better equipped to fully engage with the industry to identify and address specific needs and requirements," says Martin.

Supported by the Transport Training Board, the registered charity that own TTS, the organisation's portfolio currently includes Driver Training, Driver CPC, ADR Dangerous Goods, Light & Heavy Vehicle Repair, Auto Electrical Repair, Tyre Specialist, Air Con Training, Motorcycle Repair, Body Repair, Vehicle Refinishing, Parts Advisor and Service Advisor. Training provision is continually expanding and adjusting to industry needs.

Conveniently and centrally located at



TTS Light Vehicle Technician apprentices.

Nutts Corner in County Antrim, the TTS site presently includes easy parking, a fenced vehicle compound, reception / waiting area, apprentice locker facilities, a dining area, meeting and training rooms, a 180 seater conference room and three well equipped state of the art training workshops –and there is plenty of potential for further expansion as and when the need arises.

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; 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.

## Record Apprentices

Exceeding its recruitment targets in 2018, TTS recruited and job-matched 85 young technical apprentices, representing 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.

"More and more people are coming through our training facilities here and that trend looks set to continue into the future," says Martin, "which is why we are investing more than £100,000 to ensure we can meet those needs."

That investment includes a state-of-the-art Driver Training simulator, especially useful for those with limited commercial driving experience but who want to progress. An additional computer suite has also been installed as e-learning becomes more and more relevant, and more heavy vehicle workshop equipment has been acquired to further improve its HGV training facilities.



MEET SOME OF THE  
**TEAM**

## STAY INFORMED:

You can keep up with all the latest developments at TTS by logging on to their website at [www.transport-training.com](http://www.transport-training.com)



## Martin Hutchinson, Chief Executive Officer

Martin is no stranger to the industry, having four decades of experience in a variety of training roles in the retail motor industry and as a Retail Motor Industry Sector Skills representative. Within these roles Martin has gained a unique insight into the needs of transport, logistics and retail motor employers and managers in Northern Ireland – and he has followed in the footsteps of his late father Harold Hutchinson, a founder of the forerunner of TTS, the Road Transport Industry Training Board (RTITB).



## Stephen Wilkinson, Training Director

With 24 years' experience as an educator and trainer, Stephen is responsible for organising, coordinating and streamlining the daily activities of the 17-strong team of full time and part time trainers, covering commercial and private vehicles, and all things technical.





TTS Vehicle Refinish Technician apprentices.



TTS apprentices in computer suite.

### New Courses

TTS has developed new strands of training to meet the need for more skilled technicians, for example, to service and maintain both commercial and private hi-tech and sophisticated electric and hybrid vehicles which are becoming an increasingly familiar sight on our roads.

Another new course element recently introduced covers training for service and parts personnel – from counter staff to managerial positions. Up until now, there has been little or no formal training for such individuals.

“There’s an increasing demand for better trained and qualified staff in these areas of the industry,” says Martin, “and this new training course leading to recognised qualifications is being developed to meet those needs and open up a career path for those wanting to make advances in these sectors.”

TTS also trains trainers. “A lot of transport companies have their own driver trainers, but we have developed programmes that can help them take that training to an even more advanced level that includes, for example, fuel efficiency and hazard awareness, currently we have a number of leading companies making use of our services.”

A new Driver Training Apprenticeship course has also been added. “We need to attract more drivers into the industry and we hope this new course will encourage more young

people to consider a professional driving career, and help alleviate the continuing shortage of qualified drivers,” adds Martin.

TTS programmes cover not just Large Goods Vehicles, but all types of vehicles including Bus and Minibus PCVs.



TTS Technical Trainer Frank McNally with Vehicle Refinish Technician apprentice Kristian Smiley (The Wright Group).

The new Driver Training Apprenticeship course perfectly complements TTS’s training for the Driver Certificate of Professional Competence, its range of DCPC courses to improve driver knowledge and skills count towards the commercial driver’s requirement to complete 35 hours of Driver CPC Periodic Training in every five-year period to retain commercial driving entitlements; the cost of DCPC courses is now less than £40 plus VAT & upload fee, so the uptake at TTS, not surprisingly, has increased significantly.

Another new avenue of training is for specialist tyre technicians as the need grows for more young people to enter that particular area of the industry.

TTS now has a Careers Development Officer who liaises between employers and schools in a bid to attract students to look more seriously at following a career in the transport and logistics industry. As part of that strategy, there are regular workshops and school visits to the TTS facilities to highlight the many opportunities available right across the industry.

TTS is also working closely with recognised industry bodies such as the Road Haulage Association, (RHA) the Chartered Institute of Logistics and Transport (CILT) and the Fleet Operator Recognition Scheme (FORS). It is also ‘home’ for the Institute of Road Transport Engineers (IRTE) and the National Tyre Distributors Association (NTDA).

### Advice & Support

Says Martin: “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.”



#### Robert Deignan, Careers Development Officer

Working closely alongside Stephen, Robert has been connecting young people with the world of work since 1993. He provides a vital link between the classroom, and the workplace, matching capable students with appropriate employers and spends a lot of his time attending schools and careers fairs trying to encourage more young people into the industry.



#### Andrew Baird, Senior Transport Compliance Trainer

Andrew has 30 years’ experience in transport and training across the world, clearly has the right background to speak the same language as transport operators in Northern Ireland. He specialises in providing training in all aspects of compliance and safe driving practices.



#### James Brady, Consultant Specialist Trainer

James has over 35 years of experience in technical and diagnostics specialist work. He is currently developing new strands of training covering areas such as electric and hybrid vehicles and diagnostics.

# THERMO KING AND FRIGOBLOCK FUTURE-PROOFING REFRIGERATED TRUCK, TRAILER AND HOME DELIVERY OPERATIONS



Thermo King and Frigoblock used the recent Commercial Vehicle Show at the NEC in Birmingham to launch a series of innovations and customer projects that 'demonstrate our commitment to the continuous advancement of transport climate control technologies and sustainable urban distribution.'

**They focused on** how transport and delivery companies can today future-proof their refrigerated truck, trailer and home delivery operations and investments with solutions powered by electricity, data and clean technology.

Thermo King Product Managers David O'Gorman and Colm O'Grady took time out of their busy schedules to speak to Export & Freight about the company's latest developments and successes.

More than 80 percent of Thermo King's year-over-year investments are focused on new product development and new technology innovations; they were the first to offer European customers a true hybrid and non-diesel truck and trailer refrigeration solution and currently have more than 25 electric products in their portfolio – some 20,000 trucks and trailers are on the road with the company's electrified transport refrigeration units and the number is growing daily.

"The CV show was very positive for us; we were extremely busy and could have done with more space," commented David O'Gorman.

The show saw the global premiere of a new Hybrid prototype developed for under-mount applications on trucks and trailers - the UT-Series. "This prototype demonstrates what we can accomplish when combining Frigoblock technology with the more traditional Thermo King product, and it attracted lots of interest from current and potential customers, as well as body builders and others," said David.

The UT-Series Hybrid unit builds on the proven track of the Thermo King SLXi Hybrid trailer systems. Frigoblock alternator and inverter-drive technology allow the Thermo King refrigeration unit to switch the power between diesel and electric mode as required or necessary, allowing the truck to operate in inner cities, residential areas and low emission zones.

Thermo King and Frigoblock collaborated with Castell Howell Foods, one of the UK's leading independent food wholesalers, to test a prototype of the hybrid refrigeration unit, designed for undermount applications



on trucks, drawbar trailers and highloaders. Frigoblock alternator and inverter-drive technology allow the Thermo King refrigeration unit to switch the power between diesel and electric mode as required or necessary, allowing the truck to operate in inner cities, residential areas and low emission zones.

Commented Colm O'Grady: "A crucial part of our product development process involves 'hands on' engagement with our customers; getting that direct feedback is really critical for us. A good example of this is how we have been working along with one of our customers – Castell Howell Foods - to develop the UT hybrid."

Castell Howell Foods has been using Frigoblock electric units in its fleet for over 15 years and says it has been waiting for a solution that would combine both the Frigoblock and Thermo King

technologies in a rigid truck refrigeration system, so this has been a welcome development.

"The versatility and fuel efficiency of a unit running on the power of the truck where it can, with backup of a conventional diesel on certain routes with long stops or intense drop counts will definitely increase the flexibility of our operations," said Martin Jones, director of transport operations at Castell Howell Foods.

Another customer with whom Thermo King and Frigoblock have been working is Electra Commercial Vehicles, which has converted an Iveco 18 tonne truck into a fully electric refrigerated vehicle, a project made possible thanks to Frigoblock technology.

The conversion of the vehicle and the use of electric Frigoblock refrigeration unit and inverter filter are expected to contribute to an average





fuel savings of 10 miles per gallon for the truck and up to 2.5 litres per hour for the refrigeration unit, depending on the operation and when compared to standard diesel engine solutions.

Commented David O’Gorman: “Currently we are working with a number of different electric chassis manufacturers including Iveco, Mercedes-Benz and MAN, and with all of those we have been able to integrate the Frigoblock technology into the power source and the chassis to run the Frigoblock refrigeration system. It’s another piece of the bigger puzzle around electrification, enabling us to offer customers, for want of a better word, a modular approach.”

### Low Emission Zones

Turning our attention to the emergence of Low Emission Zones – and London’s Ultra LEZ in particular – we asked if it was having any impact yet on businesses.

“Not yet on the refrigeration systems, but it is having an impact on the transport industry’s choices around the chassis that they have,” replied David. “There will be strict regulations and levies on the type of engines that you can take into London, and companies are now considering how they will carry out distribution in London in the future. They are looking at a shift from truck and trailer operations to more rigid and even to potentially all-electric three and a half tonne vehicles.

“That is some way off, however, and for the time being the business case for investing

in all electric chassis doesn’t really stack up, but the LEZ will force change and we are working with several large companies in the UK on solutions for the London area.”

The show also saw the launch of the new, intelligent E-200 all-electric units for vans and trucks below 3.5 tonnes.

“This product has immense potential,” said David, “both from companies going into low emission zones and for those who seek to be more fuel efficient.”

The E-200 with performance independent from the vehicle and plug-and-play installation uses a new controller that allows the refrigeration unit to adapt the capacity based on the actual need and available power. With the unit fitted with the optional TK battery, the controller manages different power sources at the same time, to get hold over capacity during stops for deliveries or breaks.

“We have already picked up quite a number of orders for the E-200, so it is going to be a good year for the product,” added David.

### Connectivity

Turning to connectivity, we asked how this was being received in the marketplace. “We first introduced connectivity on our trailer range in 2017 and since then we have seen an unprecedented growth in the number of connected trailer units there are in the market. We have quadrupled the number of customers that now have connected fleets

and we have almost quadrupled the number of trailers that are connected to our system.

“This is allowing us to go back to our customers and work with them based on the data that we have to make recommendations on how they can be even more cost effective and efficient.”

The company’s TrackKing, for example, allows easy monitoring and analysing of refrigerated operations to ensure temperature control, compliance and maximum uptime, without taking assets off the road.

Part of the TrackKing telematics system, the TK BlueBox communication device, collects and stores unit data, which can be accessed through a free Thermo King Reefer mobile app on a smartphone or Bluetooth-enabled device. This allows fleet managers and drivers to remotely access vital unit data to ensure that the load is protected at all times and the unit is running at its most efficient. Drivers can monitor cargo temperatures and the reefer even when they are away from the vehicle during deliveries or on a break.

### Dealer Network

Turning to the dealer network, and Ballymena based TTP in particular, we asked how this family run dealership was performing.

“Having won our Connectivity Dealer of the Year award for the past two years, I can safely say it is performing exceptionally well, as always,” said David. “This is a tightly run family business offers excellent service to customers not only operating in Northern Ireland, but also those coming into the province from mainland UK or from the Republic.

“The award was based on the percentage of new trailer units sold with connectivity contracts; basically, every trailer TTP now sell in Northern Ireland comes with a communications package, thus they are setting the standard for other European dealers.”

Another feather, so to speak, in the Thermo King cap we touched on during our interview was the fact it was the first industry player to fully adopt the requirements of new emission legislation for its transport refrigeration units. Thanks to fuel-efficient design modifications, all its truck and trailer products are now fully compliant – without compromising on cooling capacity or performance – and well ahead of the legislation that came into force in January to regulate the emissions of Non-Road Mobile Machinery.



# New VW Transporter Makes Its International Debut

Following the world premiere of VW's Multivan 6.1 in February, Volkswagen Commercial Vehicles was showing off its the new Transporter 6.1 for the first time at Bauma in Germany, regarded as the world's largest trade fair for construction machinery and appliances of every kind.

**The new Transporter 6.1** is available with an unparalleled variety of vehicle body variants: as a panel van, a Kombi and as a single or double cab pick-up.

VW consciously chose the suffix 6.1 for this far-reaching update of the sixth Transporter generation. That's because the technical changes made go way beyond any normal model update. An example of this is seen in the switch from hydraulic to electro-mechanical power steering – a system replacement so complex that it normally happens within a product line only when moving completely to the next generation.

As a result of the electromechanical steering, a fully new spectrum of driver assistance systems and thus a significant increase in safety and ease of use are introduced to the product line. The new assistance systems include technologies such as Lane Assist (actively keeps the vehicle in its lane), Park Assist (enables parking with automatic steering), side protection (warns if getting dangerously close to obstacles or pedestrians), Rear Traffic Alert (provides protection when reversing out of a parking space) and Trailer Assist (thanks to automatic steering makes manoeuvring with a trailer child's play).

The range of new systems is supplemented by a dynamic Road Sign Display function (available in combination with navigation system).

Another standard feature of the panel van and Kombi is the new Cross Wind Assist system. It stabilises the Transporter 6.1 if it gets caught by a strong gust of wind, for example on a bridge. Also fitted as standard are the Post-Collision Braking System and Hill Start Assist.

## New Features

Over and above this, everyday work with Transporter 6.1 has been greatly enhanced



by new features in the redesigned cab. These include a 230-volt electric socket by the driver's seat and a lockable compartment under the double bench seat on the passenger side. In addition, a new way of loading long items of cargo has been devised; they can now be pushed under the double bench seat on the passenger side (under-seat loading function). This increases the maximum cargo compartment length from 2,450 mm to 2,800 mm and with the extended wheelbase from 2,900 mm to 3,300 mm. The Transporter 6.1 is also equipped with a separate cargo space locking system as standard (panel van and Kombi with bulkhead). This allows the cargo compartment to be locked up separately from the cab.

The standard specification of the Transporter 6.1 has also been significantly enhanced. Added as new features on all versions are electric windows, central locking, electrically adjustable heated

wing mirrors, new H7 headlights, bright, energy-efficient interior lights using energy-efficient LED technology and the Composition Audio radio system with Bluetooth hands-free function.

The Transporter 6.1 is being launched with efficient 2.0-litre turbo diesel engines. The 2.0 TDI engines deliver 66 kW / 90 PS, 81 kW / 110 PS, 110 kW / 150 PS and 146 kW / 199 PS respectively. They all fulfil the Euro-6d-TEMP emissions standard. The 150 and 199 PS versions will optionally be available with all-wheel drive (4MOTION).

Based on a partnership with ABT, the Transporter 6.1 will also be offered as a zero-emission vehicle (82 kW / 112 PS) with a payload of almost 1.2 tonnes. Battery capacities of up to 77.6 kWh enable driving ranges of more than 400 km (NEDC) – making the electric versions ideal for commercial use in the urban world.

## Stop/Start Becomes Standard On WLTP-Compliant Sprinter Range

Mercedes-Benz Vans UK Ltd has enhanced the ever-popular Sprinter by adding stop/start as standard.

**Steve Bridge, Managing Director, Mercedes-Benz Vans UK Ltd,** said: "Our mighty Sprinter is already WLTP compliant, and has been since it launched in the UK in 2018, so we can

offer continuous supply without interruption. We have taken the opportunity that WLTP emissions testing gives us to further benefit customers by adding in the fuel-efficient Stop/Start technology

across the Sprinter range.

"I'm aware of the often confusing message given by manufacturers as to product availability of WLTP compliant vehicles, so

with this in mind we wanted to make it easier for people to choose Mercedes-Benz.

"We are actively engaged in the introduction of WLTP as our customers will benefit from a more realistic, comparative benchmark for consumption and emission figures. By taking this opportunity to add Stop/Start technology to our Sprinter range, we once again put ourselves in the most supportive position to help keep our customers' businesses moving."

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GARFIELD ON  
028 9268 8888

# THRILLER

ON THE LOUGH

LOUGH ERNE RESORT ENNISKILLEN ON THURSDAY 6th JUNE 2019





# FORS launches new Car and Van Fleet Management Essentials training

FORS has developed a new one-day fleet management training course, specifically for managers responsible for fleets that do not require an Operator Licence, such as car and van fleets.

**The FORS Professional** Car and Van Fleet Management Essentials course has been developed to assist fleet managers and supervisory staff with their professional development.

The course, offered to members at a discounted rate, aims to equip delegates with the knowledge and skills they need to meet the mandatory training requirement at FORS Bronze, the first level of the FORS progressive accreditation programme, which stipulates a nominated person must receive training on maintaining continuous and effective fleet management activities.

FORS Professional Car and Van Fleet Management Essentials, which provides an overview of good fleet management principles and the FORS Standard for non-Operator Licence FORS operators, is offered alongside the existing Fleet Management Essentials



training for members who do hold an Operator Licence.

Course attendees will learn how to effectively manage their

fleet operations, including how to manage driver proficiency, competence, conduct and behaviour, as well as how to organise driver time in order to

comply with working time laws.

Delegates will understand which requirements are needed to meet construction and use regulations, including the correct load or passenger limit, and develop their knowledge of traffic enforcement bodies and legal compliance system.

Sonia Hayward, FORS Manager said, "This is the first standalone fleet management course for car and van fleets to fully align the full spectrum of fleet management good practice with the requirements of the FORS Standard.

"Professional development is key to best practice whether you run a fleet of vans or cars, or a more regulated vocational fleet such as HGVs and PCVs, so I am confident that our members will welcome the addition of this course to help them meet the requirements of the FORS Standard."

## Mercedes-Benz Vans Achieves Most Successful Start To A Year In The UK Ever

Mercedes-Benz Vans UK Ltd has achieved the most successful start to a year in the UK ever, 10,813 registrations in Q1 2019 - 32% ahead of this time last year, which is also 23% more than the previous best ever Q1 result.

**The Brand also** achieved its best ever March result (+14% on the previous best ever March), with 7,052 registrations last month alone.

It was also the second best ever sales month at just 260 registrations behind September 2017.

There were new registrations records set in March for Citan and Vito, which also set a new record Q1 result too. The same is true for Sprinter Chassis and for X-Class, which both set new record month and quarter registrations.

Steve Bridge, Managing Director, Mercedes-Benz Vans UK Ltd, said: "We continue to regularly speak to and listen to our customers big and small to understand how we can best support them, and this has helped us create a range of packages and solutions to suit their demands and needs.

"We're very proud to remain focused on and committed to keeping our customers' businesses moving, and clearly it's a formula that works; thanks to our hard-working colleagues from across our Milton Keynes and Leeds offices, and our nationwide Dealer network, we're supporting more customers than ever before."





# Iveco's Latest Daily Bristles with New Innovations

IVECO recently launched the New Daily to the international press in a two-day event held at the CNH Industrial Village in Turin, Italy.

**The New Daily** comes with a complete range of Advanced Driver Assistance Systems that enable the driver to focus on the job, which requires an increasing degree of multitasking, and improve their safety. In developing these features, IVECO has focused on functionalities specifically aimed at helping drivers in urban missions.

The Advanced Emergency Braking System and City Brake PRO prevent collisions at speeds below 50 km/h, and mitigates the impact at higher speeds. It autonomously detects the potential for a collision ahead and brakes accordingly if the driver doesn't intervene, ensuring their safety.

The New Daily goes even further with the City Brake PRO, which operates to prevent accidents when driving as slowly as 5 km/h.

The New Daily also uses technology to reduce the driver's stress levels. In urban missions, where customers often drive in heavy traffic, Queue Assist will make a big difference by following the vehicle ahead in slow-moving queues up to a standstill, eliminating the stress of stop-start traffic. It is the first 7.2-tonne vehicle to offer the Queue Assist and City Brake PRO functionalities.

Moreover, Adaptive Cruise Control, in combination with the Queue Assist, maintains the set speed and safety distance from the vehicle ahead, while ProActive Lane Keeping Assist prevents the car from involuntarily drifting out of the lane with an active steering support. In case of lateral wind gusts, Crosswind Assist helps the driver to maintain the vehicle's stability in the lane.

The New Daily reduces fatigue and improves productivity with the Electric Parking Brake, which automatically engages when the vehicle is parked and disengages when the driver is ready to drive away. In urban multi-stop missions such as parcel delivery, this feature lessens arm discomfort from repetitive movements and is estimated to save up to 5 hours a month, improving the driver's productivity. This feature has the added



advantage of resulting in more free space for the driver to move across the cab comfortably, as hand brake lever has been eliminated.

The New Daily also helps the driver in challenging driving conditions with features such as Hill Descent Control, which helps them drive downhill slowly and safely on long, steep slopes, and Traction Plus, which keeps a firm grip on slippery surfaces, such as sand, mud or snow. The New Daily is the first vehicle in its class to offer these two features on Rear Wheel Drive models.

## Connectivity

The New Daily once again breaks new ground in connectivity as part of a broad digital transformation path started in 2016 with the Daily Business UP App, which introduced a smart connectivity option on LCVs for the first time, and was further enriched in the following years thanks to the longstanding collaboration between Microsoft and IVECO.

The partnership with Microsoft aims to redefine the world of industrial vehicles through a platform powered by Microsoft Azure cloud, enabling added value services to offer greater efficiency, easier predictive maintenance and overall productivity benefits.

As part of this strategy, the new Daily is now taking connectivity to an entirely new level as

the enabler of a whole range of new services. Its connectivity puts the vehicle in direct contact with IVECO's Control Room, providing real-time data. This enables IVECO specialists to maximise the vehicle's uptime by conducting proactive diagnostics and taking preventative actions, planning maintenance and service interventions efficiently in order to optimise the number of visits to the workshop, minimising stoppages.

For fleet managers, the New Daily offers IVECO fleet management by Verizon Connect, a solution that will help them reduce fleet expenses through better navigation, fleet visibility, advanced engine diagnostics and near real-time mileage reporting. Its wide-ranging functionalities can help them manage delays, accommodate changing delivery schedules and respond faster to their customers, improve maintenance scheduling and fleet safety, monitor driving hours, and much more.

## Engine Choices

The New Daily is the only vehicle in its segment to offer two engines. The 2.3-litre F1A engine is now available in both light- and heavy-duty homologation, with rated power ranging from 116 to 156 hp. The 3.0-litre heavy-duty F1C engine offers three power ratings with increased performance ranging from 160 to 210 hp, as well as a Natural Power compressed natural gas version.

The new Electronic-Controlled Variable Geometry Turbine is not only more responsive in transient conditions, but also more efficient. In addition, the exclusive Class A Super Eco Low Rolling tyres specifically designed for the Daily and the new 220A (12V) alternator further contribute to the Daily's fuel efficiency.

The entire steering system has been redesigned, so that the driver can make both axial and angular adjustments to the steering wheel and set up the perfect driving position. The smaller, leather multifunctional steering wheel puts a wide range of controls at their fingertips and leaves more leg room, adding to the overall comfort.

The Daily also features a new Electric Power Steering, which is very precise and reactive to the driver's inputs, damps vibration, and compensates for drift and wheel unbalances, providing a smooth driving experience and a feeling of stability and control.

The new instrument cluster features a TFT high-resolution colour display that provides a very user-friendly, intuitive interface with the all vehicle's key settings and functionalities.





## Most Powerful Ford Transit Sport Van Heads Up Distinctive Three Model Line-up

A new 185PS version of Ford's enhanced 2.0 litre EcoBlue diesel engine makes the Transit Custom Sport van the most powerful ever, heading up a range of three Transit Sport van models with their signature twin sports stripes.

**In addition to** a nine per cent power increase and 415Nm of torque for more responsive performance, Transit Custom Sport van customers benefit from a connectivity boost with the introduction of FordPass Connect on-board modem technology.

The new Transit Connect Sport van, revealed last year at the IAA Commercial Vehicle show in Hannover, Germany, is also now available, and features the upgraded 120 PS 1.5-litre EcoBlue diesel and six-speed manual transmission. The compact Transit Courier Sport van completes the line-up.

"Not everyone is satisfied with a standard white van: Ford's Sport

series vans appeal to customers who want to make a statement, while still delivering the tough, capable character that has made the Transit family best sellers," said Hans Schep, general manager, Commercial Vehicles, Ford of Europe. "As well offering eye-catching style, the upgraded Sport vans are responsive and well-equipped with advanced driver assistance technologies."

Transit Custom Sport sales rose by 58 per cent in 2018 compared with the previous year, with 4,402 vans sold, and sales of the Transit Courier Sport were up by 52 per cent, with 1,044 vans sold. Ford delivered its best commercial sales in 25 years in 2018, selling

380,900 commercial vehicles in its 20 European markets, equating to more than 1,000 commercial vehicle sales every single day of the year.

Priced from £32,270, the Transit Custom Sport van uses a new 185PS 2.0-litre EcoBlue engine featuring enhanced high-pressure fuel injection, low-friction architecture and a revised low-inertia turbocharger design that helps deliver a broader spread of power across a wider rpm range.

Customers can choose between a six-speed manual, with CO<sub>2</sub> emissions from 155g/km CO<sub>2</sub> and fuel efficiency up to 43.5mpg; or the six-speed SelectShift automatic transmission, with CO<sub>2</sub> emissions from 163g/km, and

fuel efficiency up to 41.5mpg.

Designed to turn heads, the van combines the bold twin sports stripes with a muscular body kit including body-side mouldings and wheel arch extensions and body-colour bumpers, side mirrors and door handles, alongside 17-inch or 18-inch alloy wheels. The sporting style also features partial leather interior trim in Ebony, including second or third seat rows where fitted.

Transit Custom Sport series customers are offered a wide choice of bodystyles including van, kombi and double-cab-in-van models in both short- and long-wheelbase versions. Driving dynamics are optimised with a unique chassis specification delivering enhanced steering, handling and ride, and a more responsive and agile feel.

## New Head of Van at MAN Truck & Bus UK Ltd

MAN Truck & Bus UK Ltd has appointed Daniel Holbein to the position UK Head of Van, effective 1 April 2019.

**In his new** role, Daniel will have overall responsibility for the MAN TGE product range, vehicle sales, volume planning and all van operations within the UK, reporting directly to Thomas Hemmerich.

Commenting on the appointment, Thomas Hemmerich said: "I am absolutely thrilled that Daniel will take on responsibility for the MAN TGE Van range here in the UK and in doing so join the Board of Directors.

"Daniel has been with MAN since 2011 in a number of senior sales roles and his knowledge of the brand, experience in sales, passion and drive will be invaluable. We all look forward to welcoming him."

Daniel started his career with MAN Truck & Bus AG in 2011 and until 2015 he held key management positions in sales and pricing strategy in Germany with global responsibilities. In 2016 he became Head of Price & Margin for the truck segment within Truck Sales based in Munich, a position he holds today.



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# Eakin Bros New State of the Art Showroom

Established as a family run business in 1923, and four generations later, Eakin Bros Ltd are still going strong in our 96th year.

In 1923, Samuel Eakin commenced business as a small Repair Workshop, behind his brother William's Grocery and Hardware Store on Main Street, Claudy. This area is now known as Eakin's Corner. A short time later, as business had grown, Samuel moved to the current Main Street site in Claudy.

The business started with vehicle repairs, and then grew to sell Ferguson and David Brown Tractors with related farm equipment. We acquired the Bedford Truck Dealership in 1936. Local businesses such as Robinsons, Chambers, O'Connells and Leckpatrick Dairies all used Bedfords in their business during this era. We were then awarded the Vauxhall Franchise in the early 1950's and also the Riley Franchise later in the 1950's. Samuel Eakin died in 1961 (aged 61). Premises had

been purchased on Foyle Road in the city to expand the business, but unfortunately he did not live to see the new premises opened. The Foyle Road garage was opened by Jack in 1962 where the Vauxhall franchise was held.

Jack was 29 when his father Samuel died but Jack had been working in the business since he was 15. He left school with no qualifications but that did not stop him! He has been the driving force that has developed the business into what it is today.

Jack took the decision in 1974 to purchase the site at Maydown. Due to increased business, we were restricted for space in Foyle Road and needed larger premises. Our Maydown site opened in 1976 and was the first motor vehicle business in the Maydown / Campsie area. Jack's two sons, Peter and John joined the family

business in the late 1970's with Peter in the Claudy site and John in the Maydown site.

Our business in Claudy continued during these years, mainly specialising in Commercial Vehicles. We were Bedford Dealers for 50 years up until they ceased production in 1986. We had the DAF Franchise for 9 year and we have been Iveco Truck aftersales dealers since 1995. Our first connection with International Motors came in the 1990's when we were awarded the Diahatsu Franchise followed by the Isuzu Franchise in 2002 with the specialist Arctic Truck added in January this year. We have also been Isuzu Truck dealers for the past 10 years. We have been agents for Brian James Trailers since 2017 and this is an ever increasing part of the business.

When our relationship with Vauxhall ended in December 2017, a decision was made to sell our current site in Maydown and build a brand new purpose built showroom. This "state of the art" facility is also located in Maydown, where we will look after our Isuzu Sales, used car business (Eakin Quality Car Centre), and Brian James Trailers.

*Our new facility provides the following:-*

- Isuzu Pick-ups - All Models New & Old
- Quality Car Centre – Sourcing any make, any model
- Servicing all vehicles, specialising in Vauxhall
- Brian James Trailers – Full range available

Our site in Claudy continues with Iveco, LDV Vans, Isuzu Trucks, Parts, Service, Brian James Trailers and our Tachograph Centre.

We are still very much a family run business, with Joel as the fourth generation, working in the business since 2015. Three generations are still involved today, with Jack in his 72nd year of the business and still taking an active interest.

We are delighted to be opening our new facility this month in Maydown. We welcome everyone to join us for our two Launch Days, Thursday 23rd and Friday 24th May 2019.

Our new site is located at 8 Carrakeel Drive, Maydown, BT47 6UQ, which is just behind our old site. We look forward to welcoming you all to our fabulous new premises. Many thanks for your continued custom.



(L-R) John Eakin, Peter Eakin, Jack Eakin and Joel Eakin.

## Ford ad features Sheffield Forgemasters

Car giant Ford has chosen Sheffield Forgemasters' electric arc furnace as a centrepiece location for its latest Ford commercial vehicles advert.

The advert was shot over the course of one day, following the engineering company's steel melting programme, as raw metal was converted into high-grade steel through its 90 tonne primary electric arc furnace and secondary vacuum arc degassing units.

Brendan Kendrick, sales and marketing director at Sheffield Forgemasters, said: "We receive numerous requests to film at our plant because there is simply no other facility like it within the UK, but the logistics of facilitating a film shoot mean

that we agree to relatively few.

"We could see the importance of an association with a company like Ford and put measures in place to help them secure some spectacular footage, which places the latest Transit right in the centre of fast-paced melt

shop activity with molten steel being created, something that has never been done before."

The advert is now being shown in the UK and shows the latest Transit and other commercial vehicles being used in a wide variety of situations, but with a major focus on the positioning at Sheffield Forgemasters, which included molten steel featuring in most of the shots.



# Peugeot Launches Revised Expert Range

PEUGEOT has launched a revised Expert van range, which will introduce Euro 6.2 (Euro 6d temp) engines that are compliant with the WLTP emissions and fuel consumption testing requirements several months in advance of the September implementation date and bring in a revised model line-up.

**Following the success** of the trim levels introduced with all-new Partner, Euro 6.2 compliant Expert will be available with four trim levels: S, Professional, GRIP and ASPHALT. Pricing for the new Expert range starts from £21,320 Basic M.R.R.P. for the Compact S Panel Van and up to £34,035 Basic M.R.R.P. for the ASPHALT Crew Van.

Expert GRIP has been designed for van operators needing to maximise payload, load volume and can carry up to three passengers to locations where surface quality may be variable. Expert GRIP benefits from a range of equipment designed for such arduous environments including: Moduwork® bulkhead with load-through flap, a dual passenger bench seat with fold-up outer seat and fold-down writing table, 20mm raised ground clearance, a 20mm thick sump guard and enhanced traction thanks to Grip Control. GRIP versions will offer payloads of up to 1,400kg and are equipped with 17-inch steel



wheels fitted with all-season Mud and Snow tyres.

Expert ASPHALT is aimed at van operators who make longer trips or numerous deliveries both inside and outside of urban areas. Models benefit from enhanced acoustic and thermal design to enhance comfort and refinement, while a range of driver assistance systems provides class-leading features and help to optimise safety. Equipment includes Connected 3D Navigation and DAB radio with voice recognition. Park

Assist 180° provides a significant manoeuvring aid, including front and rear sensors with blind spot monitoring as well as a rear camera providing a 180° view. These features can take stress off drivers, while also reducing the chance of accidents and vehicle damage.

Visual appeal is enhanced with 17-inch 'Phoenix' alloy wheels as well as body-coloured side rubbing strips, door handles and front and rear bumpers. In addition, standard safety equipment includes:

- Safety Pack: Combining Lane Departure Warning System, Speed Limit Recognition and Recommendation, Driver Attention Assist and Smartbeam Headlights.
- Drive Assist Pack: Including Adaptive Cruise Control, Distance Alert System and Active Safety Brake
- Head-up Display

Now fitted as standard across the 2019 Expert range, the system provides emergency geolocation call and assistance services, as well as in-built hardware for telematics solutions. PEUGEOT Connect SOS and Assistance would be triggered automatically in the event of an accident involving the vehicle, immediately sending an appropriate emergency call, while pinpointing the location of the vehicle.

On vehicles fitted with Connected 3D Navigation, the standard PEUGEOT Connect SOS and Assistance system removes the requirement for a tethered Smartphone to provide a data connection. Customers can sign up for a three-year free Connected 3D Navigation subscription which brings live traffic, weather, fuel and parking information.

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# Stena Line's second next generation ferry Stena Edda 'floats out' in China

Stena Line has achieved another major milestone in its fleet investment program with the 'float out' ceremony of the second vessel in its next generation E-Flexer series.

**The second vessel** will be named Stena Edda and follows the Scandinavian heritage decided for the five new vessels that are being constructed at the Avic Weihai Shipyard in China.

Stena Edda - an old Norse term that refers to a central medieval collection of poems and divine mythology - is scheduled to enter service on the Belfast-Liverpool route in spring 2020.

This is the second of three new E-Flexer vessels bound for the Irish Sea during 2020 and 2021 which represents a significant multi-million pound investment by Stena Line in the region.

Stena Line CEO Niclas Mårtensson said: "It's very exciting to follow the building process and this is another very important milestone in our rolling construction programme. This investment underscores our commitment to our operations on the Irish Sea and our determination to deliver the best possible freight and travel experience for our customers. 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 passengers."



At 215 metres, all three vessels being built for the Irish Sea will be larger than today's standard RoPax vessels and will provide freight capacity of 3,100 lane meters and the space to carry 120 cars and 1,000 passengers and crew. For the Belfast – Liverpool route capacity will increase by almost 20% compared to the current vessels in service. The next generation vessels have been designed

in line with the Stena Line strategic commitment to sustainability and will be highly fuel efficient to help reduce emissions. The vessels will also feature a digitally enhanced customer experience.

"Stena Edda will deliver many benefits to our freight and travel customers including faster and easier loading/unloading with drive through decks and new port infrastructures. Our latest design in cabins and further enhancement of our Scandinavian inspired interiors will make these new ships the largest, most spacious and most comfortable ever to sail between Belfast and Liverpool," said Paul Grant, Stena Line's Trade Director, Irish Sea North.

In addition to the three Irish Sea bound E-Flexer vessels, Stena Line has also ordered a further two E-Flexer RoPax vessels with a larger design, to be deployed within Stena Line's network in 2022. These larger ships will be 240 metres long with a total freight capacity of 3,600 lane meters, and passenger capacity of 1,200. Stena Lines sister company Stena RoRo is managing all the E-Flexer building projects that are ongoing on Avic Weihai Shipyard.

## Harbour Commits to £15m Investment to Redevelop Victoria Terminal

Belfast Harbour has committed to investing £15m to re-develop Victoria Terminal 2 (VT2) which services the Belfast-Liverpool route.

**The project will** enable the terminal to handle the next generation of modern RoRo (Roll-On / Roll-Off) ferry vessels.

The contract has been awarded to Co. Down based contractor GRAHAM. Overall the work will sustain c.100 jobs through the construction and installation of new ramp infrastructure that will accommodate the berthing of Stena Line's new E-Flexer ships.

The project is part of Belfast Harbour's long-term investment strategy in Port infrastructure.

It follows a recent £1.5m investment that increased VT2's landside capacity and improved its entrance and accessibility in preparation for the arrival of the new vessels in early 2020.

Michael Robinson, Port Director, Belfast Harbour said: "The upgrade of the VT2 ferry terminal represents another significant



investment by Belfast Harbour in Northern Ireland's transport infrastructure and will provide best-in-class facilities for Northern Ireland's importers and exporters.

"The project includes the design and construction of a new two-tier ramp that will make it faster to load and discharge traffic, improve

customers' experience and enhance connectivity to one of Northern Ireland's key markets. By supporting the introduction of larger vessels the investment also future-proofs Belfast Harbour's ferry facilities and strengthens our long-term partnership with Stena Line."

It is anticipated that work will

start in June 2019 and will be completed in early 2020.

Stephen Hand, Pre-construction Director, GRAHAM, said: "This major construction project will include new berthing infrastructure and the installation of a new double deck linkspan that will allow vehicles to drive simultaneously onto the ferry.

"The berthing facilities at VT2 need to be upgraded to accommodate new and bigger vessels. This project will create new berthing infrastructure and enable efficient vehicle access to ships."

VT2 currently handles more than 200,000 freight units annually on the Belfast-Liverpool route.

The new E-Flexer ships, which are currently under construction in China and are due to enter into service in the Irish Sea in 2020 and 2021 will be substantially bigger than the ships currently on the route and will enhance freight capacity by 40%.

At 215m long, the new ships will have a freight capacity of 3,100 lane metres and space to carry 120 cars and 1,000 passengers and crew. They will also utilise the most modern marine technology available and be the most sustainable vessels operating in the Irish Sea.



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# Stena Line leads the field at Irish Sport Industry Awards Ceremony

Stena Line has been awarded the Best Sports Sponsorship of the Year award at this year's Irish Sport Industry Awards for its sponsorship of the Dublin Horse Show.



**Stena Line took** over sponsorship of the iconic Irish sporting and social event in 2018 and is currently preparing for an even bigger event in 2019.

The awards ceremony was held recently at The K Club and as Stena Line's Travel Commercial Manager Diane Poole OBE said, it was a special night for all those associated with the Stena Line Dublin Horse Show.

"We are absolutely thrilled that the 2018 Stena Line Dublin Horse Show picked up this prestigious award. Sports sponsorship is an extremely competitive sector and for our event to be recognised in this way is a tremendous achievement not only for Stena Line, in our first year of sponsorship of this iconic event, but also for the team at the RDS who provided so much support and expertise. We all hope the 2019 Stena Line Dublin Horse Show will be an even bigger and better event and look forward to showcasing our brand and its value to an even greater audience."

This year's event takes place from 7–11 August at the RDS and in addition to world class international equestrian competitions it will also include a range of other activity, including over 300 shopping stalls, roving entertainment, food and drink outlets around the grounds and National Show Jumping finals for all ages. Over 1,500 horses and ponies will compete across 132 classes and competitions during the five-day event.

## New Hyster Top Lift Container Handlers

Hyster Europe has launched a new top lift Laden Container Handler that is expected to increase productivity in busy ports and terminals, in line with increasing demands.

"One of the key challenges for ports and terminals continues to be achieving efficiency in the face of growing demand," explains Chris van de Werdt, Product Strategy Manager EMEA Big Trucks of Hyster Europe. "This can be achieved through increased productivity and lowering operating costs, which the new Hyster Laden Container Handler is designed to deliver."

It stacks up to 6-high and makes first row handling faster in container block stacking applications and when shuttling containers.

With a small footprint and turning

radius, the new Hyster H40-52XM-16CH series of top lift Laden Container Handler trucks can be manoeuvred quickly and easily to keep the operation moving. The truck's straightforward operation, alongside excellent operating speeds and a user-friendly in-cabin digital operator display, also contributes to faster handling times.

There is a comfortable work environment for the operator with low noise and vibration levels. Visibility also plays an important role in ports and terminals. The new Hyster top lift Container Handlers feature a wide, heavy-

duty mast which provides stability and forward visibility. The operator cabin is also in an optimal position on the rear side of the truck, providing a prime vantage point of the area of operation.

Intermittent wipers, featured as standard on the front, top and rear windows, also support visibility when operating in inclement weather. An optional rear-facing camera is also available to support particular customer needs.

The Hyster H40-52XM-16CH



series is available with either a gantry style carriage or a dedicated carriage, both are equipped with full CANbus control and automatic locking twist locks.

## Lorries at sea - urgent safety advice

**Urgent safety advice** has been issued by the Marine Accident Investigation Branch (MAIB) to all lorry drivers who use ferries.

**This follows an** incident where lorries toppled over on a ferry vehicle deck while at sea, with drivers still in their cabs. One driver was trapped and had to be freed by emergency services.

International regulations prohibit passengers, including lorry drivers, from staying on the vehicle decks when at sea.

*The MAIB is warning that:*

- While a ferry is at sea, the roll on, roll off decks should be occupied by only trained professional seafarers who are required to undertake safety and security patrols
- Drivers who remain on the vehicle deck pose a danger to themselves and can cause delay in emergency response
- Drivers who remain in their vehicle cabs could be in danger of asphyxiation by fire, or as a result of the fire suppression systems that may be released by ship's staff.



# Project Marks Start of Warrenpoint Port £4m Investment Programme

Work has commenced on the redevelopment of the landmark Town Dock House at Warrenpoint Port, the flagship project in the harbour's £4 million capital investment programme.



**The building, which** fronts onto Warrenpoint Town Square, will be returned to its former use as the main harbour office, re-establishing a direct interface between the port and the town centre.

Clare Guinness, CEO, Warrenpoint Port, said: "As a key local employer, Warrenpoint Port has long-

established historic links with our town and the surrounding area.

"The redevelopment of Town Dock House, an iconic building at the heart of our town centre, will build on those links and provide a major regeneration boost that we can all enjoy.

"The relocation of the administrative offices is just the first phase of our plans for the Town Dock, however. We also look forward to progressing plans to open up the dock to the public by creating new openings in the wall and railings to allow access from the Town Square to the

water's edge at the marina."

The Town Dock House works will include a complete refurbishment of the existing building and an extension which will provide additional office space and board room facilities.

Eamon Larkin, Director of Newry-based architecture Milligan Reside Larkin which designed the scheme, added: "Our team worked with Warrenpoint Port to sensitively design an extension to the former office building without impinging on the status of the existing building.

"It is an exciting project to be involved in as it will add to the vitality of Warrenpoint Town centre and complement other recent developments in the area."

The project is part of a £4m capital investment programme that also includes the reconfiguration of internal port infrastructure, a new road layout, and additional plant and equipment.

Clare added: "Demand for our services is growing year-on-year. By continuing to invest in our facilities, we can ensure the Port is best placed to capitalise on that growing demand for the benefit of port users, our customers, our community and the wider economy."

Building work on Town Dock House will be carried out by Newry-based firm Killowen Contracts and is expected to take six months to complete.

## Stena Europe Undergoes Refit Upgrades in Turkey

The Stena Europe, which operates on the Fishguard – Rosslare ferry service, is currently undergoing a significant three-month refit visit to the Gemak Shipyard in Tuzla, Turkey.

**The vessel is** scheduled to return late June 2019 and during the visit a number of upgrade projects will be completed.

One of the most significant projects to be undertaken includes modifications to the deckhead levels on the main vehicle deck to allow for the carriage of full-height trailers across the whole of the main vehicle deck.

Prior to arrival at the Turkish shipyard, Stena Europe was restricted to carrying full-height trailers on its port side only.

Other works will include the renewal of the majority of the ship's windows, engine and hull overhauls including blasting the whole hull to remove all the existing old paint work to improve fuel efficiency and the ships appearance.

Internally, the passenger stairwells will be revamped, a redesign of the Barista Coffee outlet, as well as upgrades to the passenger Information Desk and other decor improvements. During the refit period, the Stena Europe has been replaced by the Stena Nordica on the Rosslare-Fishguard service.



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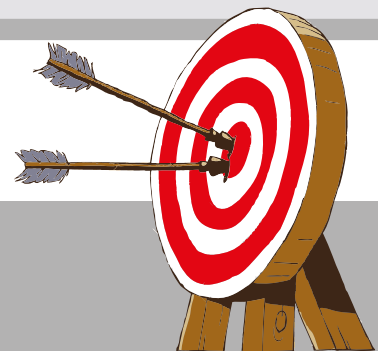
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