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AUG-SEPT 2019
COVER STORY
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COMMENT



It's a concern that won't go away: the continuing shortage of drivers and other skilled workers within the transport and logistic sectors. A new report just out says companies anticipate that 15 per cent of their current HGV driver vacancies will not be filled and for a further 36 per cent of current vacancies, they anticipate a long delay to find the right candidate.

It is not just HGV drivers: significant shortfalls of van drivers, warehouse staff, fitters, technicians and mechanics are also anticipated over the next 12 months. Such shortages are impacting on companies' plans for expansion. Of course, there are those who are urgently trying to address these issues, but finding an answer is proving to be a challenge.

It's a crisis that will not go unnoticed by two of our local industry experts who have been elected to FTA's national Freight Council as Chair and Vice Chair, namely Pamela Dennison of WS Dennison and Charlene Quayle, Group Transport Compliance Supervisor at RiverRidge. Congratulations to them both.

And congrats, too, to John Martin who has been appointed as the Road Haulage Association's first policy manager for Northern Ireland. Another man on the move is David Holmes who has been appointed new Chief Executive Officer for Warrenpoint Harbour to succeed Clare Guinness who is moving to a new post with a London property development company. David was Operations Director for Irwin's Bakery for the past six years.

Meanwhile, in this issue, we catch up with Göran Nyberg who joined MAN Truck & Bus towards the end of last year after a lengthy spell with Volvo; we hear about his goals for the future - and we have also been speaking to the team at Newry headquartered Surefreight which is celebrating three decades in the haulage, storage and distribution industry.

We can't sign off before thanking all those who ensured there was another record turn-out for the seventh annual Export & Freight Masters Golf Day at Lough Erne Resort in Fermanagh. It was a memorable day on the greens despite the weather.

Finally, if you haven't already done so, don't forget to submit your entries for our annual Export & Freight Transport & Logistics Awards; you'll find out all you need to know elsewhere in this issue.

And 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

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AVAILABLE FROM YOUR LOCAL NEWSAGENT

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



DAF UK Driver Challenge seeks 'best-of-the-best' from UK and Ireland

The DAF UK Driver Challenge is back – DAF Trucks' country-wide search to find the very best commercial vehicle driver from the UK and Ireland. The third edition of the Challenge will culminate in 2020 where the pre-eminent driver will emerge from an elite group of 20 individuals after competing at a two-day Final at the Millbrook Proving Ground.

Following an initial online registration process – including assessments on road knowledge and an understanding of the CV industry – selected drivers will be invited to a series of Regional Qualifiers around the UK and Ireland throughout 2019 and into next year.

A final 20 drivers will then go head-to-head in a series of challenging practical and knowledge-based appraisals centred around a two-day event at Millbrook next Spring, the winner to be crowned DAF UK Driver Champion. Under the direction of DAF Trucks Driver Training and Press Test Manager, Mandy Wannerton, on- and off-road driving challenges will be scored alongside theory and knowledge-based assessments.

To ensure a level playing field, and that the final contenders are a true reflection of the



Ron Smith and Mandy Wannerton will be judging the DAF Driver Challenge qualifiers.

nation's very best drivers, the DAF Driver Challenge is open to drivers of any vehicle marque.

The winning driver will follow in the footsteps of 2016's victor, Paul Barlow of Severn Trent Water, and last year's winner Scott Lewis of Best Connection.

Scott's victory also means he progresses to the inaugural Europe-wide International DAF Driver Challenge culminating on the 28th September 2019 at the Goodyear proving ground in Luxembourg.

The DAF UK Driver Challenge is open to any driver with a clean

C+E Licence, a Driver Card and a Driver CPC. To truly maximise the potential of identifying the nation's elite drivers, the Challenge is also open to non-DAF drivers. Candidates must enter by visiting <https://drivers.daf.com/en-GB>

"The DAF Driver Challenge really captures the imagination of the driving community," said Phil Moon, Marketing Manager at DAF Trucks, "the response was huge last time, and so we have expanded the scope of the preliminary rounds this time in anticipation of an even greater number of entrants.

"Make no mistake," he said, "this is a challenge in the true sense of the word. Our 20 finalists must display exemplary levels of driving skill, road awareness and a deep understanding of the transport business. The winner can rightly claim to be the best of the best – regardless of the make and model of their own vehicle."

How to Successfully Manage Your Fleet Amid Industry Turmoil

For many companies, the smooth operation of its commercial fleet of vehicles is crucial to business success. In recent years, managing a fleet has become more difficult within many markets as the export and freight industry faces a crisis within its employment market.

This crisis has put immense pressure on business owners within the industry as there has been a substantial decrease in the number of qualified HGV drivers over the last few years. This is a concern for not just the industry but the UK economy as a whole. Freightlink.co.uk reported in 2018 that on average fifty drivers leave the profession on a daily basis.

The introduction of the Drivers CPC, which requires experienced drivers to do additional training, may play a pivotal role in the increasing

rate of drivers calling it quits. For truck drivers with decades of experience, this can be off-putting and as a result many decided to retire rather than complete the extra training.

In addition to this, an aging workforce is the most common challenge faced by companies within the industry. Returnloads.net stated that the average age of HGV drivers is 53 and only 2% are under 25 years old. This research highlights the decline of interest among younger generations, as other markets grow and become increasingly more attractive.

With Brexit potentially around the corner, the situation is expected to get significantly worse. A report from freightlink.co.uk stated that there are approximately 60,000 Eastern European HGV drivers working for British companies. However, since Brexit was announced in 2016, BBC have reported an increase in the number of migrant drivers leaving the UK. Following this, there has also been an increase on restrictions for international workers coming to work in the UK.

So, what is being done about it? Autoline Insurance Group is working with commercial businesses to encourage and help inexperienced drivers to get behind the wheel. Autoline has established a relationship with a 3rd party organisation who deliver driver assessments for Autoline's clients in this sector. The assessments include evaluating inexperienced drivers which can provide reassurance and peace of mind for haulage companies and insurers.

For more information about driver training programmes and how you can streamline your risk management processes, visit autoline.co.uk/business.



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FTA Lead Business Delegation on Dublin Visit Over Brexit Concerns

FTA recently organised a delegation of Northern Ireland business leaders to meet with Irish Senator Ian Marshall in Leinster House, Dublin; all those involved in the delegation conduct high volumes of cross border trade.



Northern Ireland business leaders meeting Irish Senator Ian Marshall in Leinster House, Dublin.

Those represented included

Allen Logistics, Woodside Group, Surefreight, Manfreight, Derry Refrigerated Transport, WS Dennison, Lynas Foodservice and Henderson Group.

Commented Seamus Leheny, the FTA's Policy Manager for Northern Ireland: "The meeting gave these businesses the opportunity to outline industry concerns over the movement of goods across the border in the event of a 'No Deal' Brexit happening, with many of the concerns focusing on regulatory checks on agri-food goods, customs procedures and tariffs.

"All of the businesses agreed and outlined clearly that a 'no deal' outcome would be hugely damaging to the economy in Northern Ireland and would also affect consumers on both sides of the border."

He added: "Senator Marshall who hails from Co Armagh and is a past president of the Ulster Farmers Union understood our concerns and will be subsequently raising our concerns in the Seanad and with senior politicians in Dublin."

High Level of HGV Driver Vacancies Cannot Be Filled

Logistics businesses anticipate that 15 per cent of their current HGV driver vacancies will not be filled due to the nationwide skills shortage, according to a report launched this month.

The **2019 Logistics** Report, launched by FTA in partnership with Santander Corporate and Commercial, polled the opinions of more than 500 freight and logistics businesses operating in the UK and internationally, to provide industry insight into the latest political and economic developments.

Sally Gilson, Head of Skills Campaigns at FTA, commented: "The nationwide shortage of skilled logistics staff continues to blight the sector. Respondents to FTA's 2019 Logistics Report anticipate 15 per cent of current vacancies for HGV drivers will not be filled and for a further 36 per cent of current vacancies, they anticipate a long delay to find the right

candidate. And it is not just HGV drivers: significant shortfalls of van drivers, warehouse staff, fitters, technicians and mechanics are also anticipated over the next 12 months.

"The logistics sector is the lifeblood of the nation's economy, employing more than 2.7 million people and contributing £124 billion gross value added (GVA). From HGV drivers to warehouse staff, the UK economy simply cannot operate without the logistics workforce – businesses would come grinding to a halt and Britain would cease trading.

"An aging workforce, competition for skilled staff, and shifting migration patterns – in

part in response to Brexit – mean we are facing serious challenges in the recruitment and retention of labour for key logistics roles. After all, the average age of a HGV driver is 48 years, as found in the survey, and 13 per cent of HGV drivers working in the UK are EU nationals; their continued residency is not guaranteed post-Brexit."

She continued: "To tackle the skills shortage, FTA is campaigning for unused Apprenticeship Levy funds to be utilised for more flexible training programmes and for amendments to the Future Immigration White Paper, so non-UK logistics workers are welcomed in the UK, both before and after Brexit."

The report also found that UK's global competitiveness has dropped significantly and investment in the UK's transport and logistics infrastructure is urgently required to boost its attractiveness to international investors. Furthermore, the survey indicated that the uncertainties surrounding Brexit are taking their toll on the logistics industry; 61 per cent of respondents say this uncertainty is a barrier to the growth of their businesses internationally.

FORS announces funded training for drivers

FORS is offering funded places on a selection of its driver specific training courses, to help FORS members upskill their driving workforce.

The free-of-charge training places, exclusive to FORS members, will be available on a selection of FORS driver training courses. The spaces are being funded to help FORS members fulfil the training requirements set out in the FORS Standard, and to aid progression through

the FORS tiered accreditation. FORS is offering the free places on key FORS Professional training courses due to be held across the UK in the coming months. Funded places will be available on FORS Professional Safe Urban Driving, in which commercial HGV drivers experience urban

driving from the point of view of vulnerable road users such as cyclists, with each participant completing a practical cycling module. For light commercial vehicle drivers, places are available on Van Smart which also offers practical vulnerable road user training.

FORS Professional LoCITY Driving, winner of the prestigious Education in Transport award at the 2017 National Courier Awards, also has funded places available. The course focuses on minimising the environmental impact of vans and HGVs by reducing emissions through the use of pre-journey planning and vehicle checks, fuel-efficient driving, and alternative fuels.



Martin Mahon, Service Manager.



Sean Clarke, Truck Sales Manager.

New Appointments at MBNI Truck & Van

MBNI Truck & Van has recently made two new appointments to their management team.

Sean Clarke has joined the company as Truck Sales Manager. He previously worked with Gaffer Group Truck Division (NI Trucks / Emerald Truck and Van) and Iveco and comes with a wealth of experience in the commercial vehicle industry.

Sean will head up the Truck Sales team and is looking forward to this new opportunity with Mercedes-Benz. "I am delighted to return to MBNI Truck & Van having previously worked with the group for 10+ years. These are exciting

times for Mercedes-Benz Trucks with the launch of the new Actros 5 featuring major improvements in fuel efficiency and safety."

Martin Mahon, meanwhile, is the recently appointed Service Manager based at the company's Mallusk dealership.

Martin has many years of aftersales experience, most recently with Prentice BMW MINI in Portadown and will head the team of aftersales technicians looking after both Trucks and Vans.

"I'm delighted to join the very successful team here at MBNI Truck & Van. I look forward to playing an active role in the future success of the business through my commitment to

ensure we continue to deliver exceptional levels of service to our customers."

MBNI Truck & Van is a one stop shop for all things Mercedes-Benz Commercial Vehicles. From sales of the award-winning Sprinter - Export & Freight Van of the Year - to the amazing Actros Truck, they have something for any company's transport needs. Plus, a full team of Mercedes-Benz trained technicians who work extended hours to help keep vehicles off the road for as little time as possible to keep your business moving.

Mercedes-Benz will be launching several new products in later this year, the first being New Actros in Q3.



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Philip White Tyres and Surefreight Make a Winning Team

Philip White Tyres and Surefreight have had a successful business relationship for over 30 years, during which time Philip White Tyres has been looking after Surefreight's entire tyre programme. PWT provide constant monitoring and recording of all aspects of tyre performance, pressures and wear.

Philip White Tyres Ltd is an independently owned family run company, established in 1982 by Philip White. Philip's journey began in his hometown of Armagh. It was here that he opened one of the city's first ever tyre retail and wholesale depots.

The business was a quick success and it wasn't long until Philip expanded the firm across Northern Ireland and the Republic of Ireland, even branching into UK mainland. In 2010 Philip White Tyres began exporting and now has significant presence within the Commercial Truck, Agricultural and OTR Tyre Market.

To highlight the success of the business

Philip White Tyres has been presented with numerous awards over the years. Such awards as Retailer of the Year 2019 (Irish Auto Trade Awards) and Wholesaler of the Year 2013 (NTDA).

With depots in Armagh, Dungannon, Mallusk, Belfast, L/derry, Castleblayney, Dublin and Heysham, PWT has a wealth of experience in the tyre industry, as a main supplier to many leading haulage companies offering only the best tyre brands at competitive prices.

The company also offers a 24 hour 365 day per year breakdown service to commercial customers, aiming to keep downtime to a minimum.



Brian McManus, Johnny Elliott & Philip White Jnr.



Marathon Runners Raise over £7,500

Well done SCRUMS for Mums! Midwives Janine Stockdale, Jacob Stockdale & Esther Reid along with some of the four marathon teams who entered this year's Belfast Marathon and raised in excess of £7,500.00

S4Ms works to raise funds for maternity services in Africa; last year money raised was used to buy an emergency vehicle for the Amani Health Centre (Uganda) and to send

a team of healthcare professionals to South Sudan.

Many thanks to all the participants in this year's fund raising (pictured here) and to sponsors K Mackin Transport NI and Hireco NI.

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McCulla Ireland 50 Year Anniversary Donation to Cancer Fund for Children

McCulla Ireland Ltd has raised £4,500 for Cancer Fund for Children as part of its 50th anniversary celebrations.

The company held a gala ball at the iconic Titanic Hotel in Belfast to mark its milestone anniversary. The event was attended by McCulla's customers, suppliers, staff, family and friends, who all gave generously to support the children's charity. McCulla Ireland matched the funds raised on the night, before making the donation.

Cancer Fund for Children is Northern Ireland's leading children's cancer charity, supporting young people diagnosed with cancer or living with a parent diagnosed with cancer, both during and after treatment so that no family has to face cancer alone.

Being established in 1969 by David McCulla, the company is now under the ownership and direction of the second generation of the McCulla family. Brother and sister, Ashley McCulla and Carol Thompson, jointly took control of the business in 1992 and have developed it from a company turning over £700,000 to one turning over almost £26m. The company frequently supports a number of charities and has been a long-time sponsor of two local sports teams, Banbridge RFC and St Galls GAA.



Peter Summerton, Managing Director (left) and Ashley McCulla, Chairman (right) of McCulla Ireland presenting a cheque for £4,500 to Sarah Clements of Cancer Fund for Children.

Gordon Lawlor appointed new Managing Director of Circle K Ireland

Circle K Ireland has appointed Gordon Lawlor as its new Managing Director. He will take over from existing Managing Director Niall Anderton who has been promoted to Senior Vice President for Circle K Central & Eastern Europe and Ireland.

Gordon Lawlor will assume his new position on August 1st and will be responsible for leading the business in Ireland with the Circle K rebrand process close to completion and several exciting opportunities on the near horizon for the fuel and convenience retail space. He currently serves as Fuels Director in the company.

He has significant industry expertise having held several management and leadership roles in the fuel and convenience retail sector over the last 21 years. He worked for ExxonMobil for 17 years – in

Ireland with Esso Ireland, and internationally with ExxonMobil in both Brussels and London. He also led the Esso business in Ireland as its Chairman and Director from 2012 until its acquisition by Topaz Energy in 2015.

Commented Gordon Lawlor: "I am honoured to be appointed as the new Managing Director of Circle K which is an outstanding company with an excellent team and unrivalled service offering. I am really looking forward to building on the legacy of my predecessor Niall Anderton, and would like to take this opportunity to thank him for his support over the past few years."



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MANAGEMENT TRAINING TO FUTURE-PROOF ROAD TRANSPORT



Today's transport professionals understand the importance of operational efficiency as they navigate business in an ever-more competitive and legislative-heavy marketplace.

A targeted and focused business plan and investment in company infrastructure, policies and working practices play a huge part in future-proofing during tough economic climates. As FORS members are well aware, efficient vehicles, good knowledge of fuel use, effective tyre management and robust route planning all play a part in managing costs while keeping customers happy.

However, arguably one of the most valuable assets to any transport operation is its staff. Operators not only compete for experienced drivers amidst a national driver shortage but they must also ensure their transport managers are able to implement legal and compliance requirements.

Through its dedicated FORS Professional programme, FORS is able to offer members classroom and online training for both drivers and managers, empowering and engaging staff to actively promote safety, efficiency and the environment.

Along with the essential FORS driver training courses, fleet managers can fulfil management training requirements via the FORS Practitioner programme.

FORS Practitioner training is a series of workshops for managers at any level, delivered in ten half-day units. Each workshop provides a complete package of fleet management learning, including managing work related road risk, safe and efficient fleet utilisation, reducing

fuel use and minimising fines and charges.

Supporting a member of staff to become a FORS Practitioner will result in gaining an in-house FORS specialist, who knows what your business needs to meet FORS requirements, and how to embed such best practice across your organisation to deliver tangible safety and commercial benefits. With FORS Practitioners now numbering some 1,500, FORS members are truly seeing the benefit of this training.

Delegates may complete the ten workshops in any order and at a pace that suits them, with each session counting as 2.5 Continuing Professional Development (CPD) hours – taking part in all ten workshops equates to three complete days of CPD training.

Completion of the workshops leaves attendees fully equipped to face the challenges of managing a busy commercial vehicle operation, regardless of its size and make-up. Indeed, Newry-based Dumfries Freight, which recently supported two employees through the programme to become the 1,499th and 1,500th FORS Practitioners, believes having two qualified FORS Practitioners on site has strengthened its customer base, for whom FORS accreditation is understood to be a sign of competence and dedication to excellence.

FORS Practitioner workshops are divided into key subjects. Company-wide measurement policies for fuel and environmental impact assessments are discussed, along with how

to develop procedures to help members manage driver fitness levels, as well as driver training and development. Fleet safety is also covered, with guidance on the correct collision procedures to put in place, and how to manage work related road risk (WRRR).

Since the FORS Practitioner programme launched in 2011, over 23,200 FORS Practitioner training sessions have been completed by members. The programme, which also includes recertification to encourage continuous development, continues to grow in popularity, meeting a distinct training need for fleet operators and ensuring an upskilled and engaged workforce for years to come.

FORS Practitioner workshops

- Developing fleet management policy
- Managing work related road risk
- Managing driver fitness and health
- Managing driver training and development
- Collision procedures and analysis
- Safe and efficient fleet management
- Reducing fuel use and minimising environmental impacts
- Minimising transport fines and charges
- Measuring and monitoring road fleet performance
- Managing noise in logistics



Giti Fleet SMART tyre pressure monitoring system is launched

Giti Tire has launched its first ever tyre pressure monitoring system (TPMS) – the Giti Fleet SMART, created in partnership with TyreWatch.com.

With the acronym standing for Smart, Monitoring, Air pressure, Real time, Technology, the equipment delivers continuous monitoring and analysis of a fleets' tyres, further informing maintenance requirements and predicting and preventing potential tyre failures.

Should tyre loss be detected the system immediately notifies the driver and the workshop, and a decision can be made on whether to continue operations while closely monitoring the condition, to go to the nearest Giti dealer partner or to organise roadside assistance through GitiAssist.

The TPMS is part of the manufacturer's comprehensive value-added tyre programme for truck and bus fleets in the UK,



including the GitiAssist 24-hour roadside assistance service and the Giti Genesis retread range.

Tony McHugh, TBR Sales and Marketing Director UK at Giti Tire, said: "Our TPMS system is an essential component in minimising roadside breakdowns, immediately notifying both the driver and workshop of pressure loss which allows remedial action to be taken as required without disrupting services."

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RTITB offers End Point Assessments for apprenticeships

To help employers with their apprenticeship delivery, RTITB can now conduct End Point Assessments (EPA) for Supply Chain Warehouse Operatives and LGV Drivers.

"RTITB are an approved End Point Assessment Organisation for these important apprenticeship standards, helping to develop new talent for the transport and logistics industry," says Laura Nelson, Managing Director of RTITB, the preferred regulatory body for workplace transport training.

"We've worked with employers and training organisations for many years to ensure relevant, high quality assessment of workplace competence, so when our customers asked if we could conduct EPA for their apprentices, we were pleased to develop an EPA service for them."

The End Point Assessment (EPA) ensures that the apprentice can do the job they have been trained to do and typically comes at the end of a 12-month programme of training and experience in the job role. Crucially, the EPA must be carried out by an independent



organisation – the employer or training provider can't carry out EPAs of their own apprentices.

"We are ready to work with employers who require an EPA centre for their apprenticeship candidates, and training providers who have contracts for employer's apprenticeship programmes," says Laura.

Since 2017, employers with a payroll over £3 million each year have paid the apprenticeship levy at a rate of 0.5% of their total pay bill. Paid to HMRC, the money is held in a 'digital fund' which can then be used to pay for apprenticeship training and assessment.

"The problem is many businesses with transport and logistics

operations are yet to use their pot of money. If they don't use it, they lose it," asserts Laura.

The fund in a company's Apprenticeship Service Account can only be spent on costs associated with the training and assessment of apprentices – and the EPA is an eligible cost. Short courses do not qualify under the scheme and the funds remain available for just 24 months from the date of payment. "Companies can use the apprenticeship levy to positively develop their business, nurture new talent, retain good staff and improve operations," Laura continues. "Offering an EPA service carried out by our highly skilled and experienced assessors is one more way RTITB is able to support the industry's current skills shortage and help build the future of logistics and transport operations.

"We will start by offering EPAs for Supply Chain Warehouse Operatives (ST259) and LGV Drivers (ST0257). We plan to extend our EPA offer to cover other apprenticeship standards in the transport and logistics sector later in 2019. Employers who have apprentices working on other standards should contact us now so that we can be ready to conduct EPA as those apprentices complete their training."



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FTA Chosen to Advise on Northern Ireland Brexit Preparations

The Department for Exiting the European Union has announced that Seamus Leheny, Policy Manager for Northern Ireland at FTA, has been selected to become a member of the Business and Trade Union Alternative Arrangements Advisory Group.

Commented Seamus: "As the organisation representing the logistics sector, it is essential FTA's voice is included in any major discussion on the UK's departure from the EU.

So many businesses and individuals' jobs are dependent on the continued free movement of goods cross the border in both directions, but the lack of progress shown by politicians in sorting future arrangements in Ireland are at the heart of the stagnation of Brexit talks.

"On any given day, more than 13,500 goods vehicles cross just six of the 300 border crossings in Ireland, with the majority of freight being intermediate goods that are an integral part of all-island supply chains.

"My role in this group will be to work to preserve seamless business links between Northern Ireland and EU27 countries, especially the Republic of Ireland, in any Brexit negotiation and protect the interests of those organisations that we represent, as well as the wider Northern Irish economy."



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GORAN NYBERG

EXECUTIVE BOARD MEMBER FOR SALES & MARKETING AT MAN TRUCK & BUS



After a long period with Volvo, Göran Nyberg joined MAN Truck & Bus towards the end of last year as an Executive Board member responsible for all sales and marketing activities across the manufacturer's product portfolio of trucks, vans, buses and services.

Export & Freight's Helen Beggs recently caught up with him when he visited MAN's Swindon headquarters ahead of the Commercial Vehicle show in Birmingham.

Originally from Sweden, Göran was the President of Volvo Trucks North America, where he successfully developed the company's business activities. Prior to this, he held several leading management positions at the Swedish commercial vehicle manufacturer's national companies in Europe and Asia, as well as working for suppliers and dealerships.

He took over from Heinz-Jürgen Löw, who was appointed Board member for Sales and Marketing at Volkswagen Commercial Vehicles.

With MAN branching out from being purely a commercial vehicles manufacturer to become a provider of 'intelligent and sustainable transportation solutions', Göran was brought in to help shape this change and drive it further forward.

So, how has he been settling into his new environment?

With MAN being a truck manufacturer, I felt at home immediately and although all companies have a different culture I have been accustomed to that sort of change in my previous employments, I believe I have fitted in well here at MAN.

With my feet firmly on the ground now I have



a clear direction of where MAN wants to go, and I want to take advantage of the many opportunities that lie ahead. MAN has a very good business model; last year we delivered, combined, over 100,000 units. Indeed, 2018 was the best year in more than a decade for MAN.

What do you think you have brought to the role?

My long experience at Volvo has to be a huge asset. I have worked in different environments and have successfully driven change in a number



WE DON'T WANT TO BE SIMPLY A SUPPLIER OF TRUCKS, WE WANT TO BE PARTNERS WITH OUR CUSTOMERS AND PROVIDING INTEGRATED VALUE-ADDED SOLUTIONS IS A BIG PART OF THAT STRATEGY, WHICH MAKES ME EXCITED AND OPTIMISTIC.



of my past roles. I believe I can help to bring more efficiencies across every market that we are present in, making sure there is adequate support for the network and for our customers.

What is your immediate and long-term goal?

MAN is a German company with international sales, with our main market in Europe, but if we are going to be a truly global manufacturer, we need to expand into other important and relevant markets outside Europe. Only by doing that will we have a truly global footprint, as well as a better balance of our revenue streams from different parts of the world.

Of course, there are markets where we have a good solid structure, where we are already firmly established and where we are performing well, but there are other markets where we just need to work better, and I know we will get there; the opportunities to build brand recognition in those areas are great.

Coming from the dealer network, being involved in dealerships and the retail operation for 17 years means that customer support is part of my DNA and that is an area on which I am also focusing my attention here at MAN. Last year, MAN recorded its best ever UK and Europe customer satisfaction rate.

What are your targets regarding market share?

Our aim is to be a leader in both the UK and the rest of Europe, delivering a quality service with a quality product. We have a strong product portfolio that now includes vans, as well as medium- and heavy- duty

trucks, and, of course, buses, which will help us achieve our market share ambitions.



You want to branch out from being a purely commercial vehicle manufacturer to become a provider of intelligent and sustainable transportation solutions; tell us more about that.

Digitalisation, and connectivity are playing an increasingly important role and developing these areas can bring even more value to our customers. We generate a lot of data from our customers; data is good, but if it is not processed in a good way it can be quite useless.

MAN Digital Services, for example, helps customers to use their MAN products more

economically, safely and comfortably than ever before, because the digital solutions are tailor-made, covering areas such as maintenance management, services for optimising vehicle analysis and performance and services for improving driver performance, all of which helps operators become more efficient and productive.

We don't want to be simply a supplier of trucks, we want to be partners with our customers and providing integrated value-added solutions is a big part of that strategy, which makes me excited and optimistic.

What are your thoughts on Brexit?

Of course, we are nervous about Brexit. We have a good customer base here in the UK and we are preparing as best we can. Depending on the outcome of Brexit, it might have a negative impact on volumes, but no one can live without transport. There might be difficulties, for sure, in the future but there will always be a demand for trucks. I hope common-sense prevails.

MAN brought a number of new product updates to the recent CV show, including the stunning all electric CitE, a vehicle designed specifically for inner-city environment deliveries, the New D15 Euro6d engine, the highly specified Black Lion Edition, the new front wheel drive 3.5 tonne TGE Flatframe Chassis Cowl and a UK converted TGE 17 seat MiniBus.

Looking forward there is a new MAN truck generation in the pipeline. We know very little at this stage but are told MAN will be offering customers innovative and efficient solutions, especially when it comes to long-haul transportation. The first unveil will be in 2020!



STANDING AT THE BRINK

At present the UK is standing at the Brexit crossroads and faces some challenging decisions with the most far reaching one being should the UK leave the EU without a deal.

At the time of writing this we are down to the last two candidates to become the new Prime Minister and neither Jeremy Hunt nor Boris Johnston have a workable solution to the border here that would avoid a 'No Deal' Brexit, something that every single business group here including farming, retail, manufacturing and FTA agree would be disastrous for our local economy.

When recently asked by the BBC about the race to become Prime Minister, I said none of the candidates bar Rory Stewart could honestly outline how they could solve the border riddle here because to do so, would likely cost them their chance at becoming the Prime Minister.

In all likelihood, the new PM will face the same problems as Theresa May and an EU unwilling to reopen the Withdrawal Agreement therefore they're going to have to use imaginative words to get themselves out of the corner they have painted themselves into. The closer October 31st looms then the real threat of a No Deal intensifies.

The only way to avoid this is either for parliament to accept the backstop and realise that it should never be required as a successfully negotiated future trading relationship will make it redundant. Failing that then we may be going back to the ballot box.

Over the past 12 months one of the most important responsibilities I've had when engaging with civil servants and politicians both home and abroad has been to outline just how important the all-island supply chain is to our local economy.

To clearly illustrate this, 70% of freight transported from the South into the North is classed as Intermediate Goods which are ingredients and components we then use to complete making the goods we then export. If we end up with a fiscal and regulatory border, then we not only risk many of our exports becoming less financially competitive, but we risk their entire existence which was highlighted in a recent report by the Northern Ireland Affairs Committee that concluded in the event of a No Deal Brexit, there is a risk that local businesses will either fail or relocate to the Republic of Ireland.

No Deal Impact

This takes us to the impacts a No Deal would have on physically moving goods across the border. By examining figures collated by Transport Infrastructure Ireland who monitor vehicle traffic on roads across Ireland using under surface counters that can differentiate vehicles based on space between axles, we can analyse Goods Vehicle traffic flow on 6 of the 300 crossings.

On the 5th June 2019, a total number of 13,483 Goods Vehicles crossed the border on these 6 roads.

The A1/N1 between Belfast and Dublin is our busiest crossing that accounted for 8,390 of those vehicles and would be severely impacted if any friction was introduced. Southbound Goods Vehicle traffic volume for the 5th June on this road was 4,022 which is averaging a lorry every 21 seconds. The average delay time for a lorry on the Norway – Sweden border is 10 minutes. Considering Norway is in the EU Single Market, it's obvious this is a huge problem if we leave the EU without a deal.

Then we have to consider the impact of Sanitary and Phytosanitary controls (SPS) for goods of animal origin such as meat, poultry and dairy entering the EU if we leave without a deal.

Around 33% of NI sales to ROI is agri-food so if we take it that around 33% of the 4,022 Goods Vehicles travelling South on the A1 daily are carrying agri-food then we face over 1,300 vehicles being subject to SPS controls. This would require all such vehicles stopping for documentation and vehicle checks as well as many loads requiring physically inspections.

During the morning peak time between 06.00 and 09.00, around 347 Goods Vehicles would have to stop for SPS controls on the A1, that would be a lorry every 31 seconds.

These checks can last from 10 minutes to an hour or longer therefore if for whatever reason there were long delays for traffic for just an hour, we would see a queue of trucks stretching back for nearly 2km.

A No Deal threatens paralysis at the border, delays and costs that will harm our economy hence why we need calm heads and pragmatic decision making by the Government.

Northern Ireland stands to lose most in the event of leaving without a deal as our regional business model is so highly integrated with that of the Republic.

So back to that crossroads we're all standing at, many politicians say they don't want a return to the border from our past, but it's the potential border of the future and the local businesses that would subsequently suffer is that we need to be concerned about right now.



Bullet Express £5m warehouse expansion

Bullet Express have purchased over 180,000 sq ft of land behind their Baillieston storage centre to build a £5m multi temp storage warehouse.

This purchase has been driven by the phenomenal response to the company entering the storage market in the summer of 2016.

Having moved into their 21,000 pallet site at Baillieston it is now at client capacity with a further 5000 pallet site on the outskirts of Glasgow also nearing capacity. This growth and service offering to all the other department clients at Bullet has helped drive turnover up 20% in three years to over £12 million.

Bullet MD David McCutcheon commented: "We are all delighted with the growth of storage in such a short time in the market, the service has enhanced our other divisions and generated great revenue for overnight freight, sameday/ special services delivery and our worldwide freight departments, having the ability to short term store, de cant containers and pick pack has brought real interest from many current clients."

Bullet expect the project to be completed by Autumn 2020.

Women Take Helm of FTA's Northern Ireland Freight Council

Two women are leading the fight for the logistics industry in Northern Ireland, following their election to FTA's national Freight Council as Chair and Vice Chair.

Industry experts Pamela Dennison and Charlene Quayle will help determine the organisation's approach to pressing issues such as Brexit, climate change and air quality, by facilitating discussions with FTA's members at council meetings.

Seamus Leheny, FTA's Policy Manager for Northern Ireland, commented: "With the ongoing uncertainty surrounding Brexit – particularly the very real threat of leaving without a deal in place – it is very important FTA listens closely to the concerns of its members; it takes skilled and experienced Chairs to facilitate these conversations. With the direct ear of government, FTA is then able to communicate the needs of the industry to the corridors of power.

"Their deep understanding of the industry, combined with a history of campaigning, make Pamela and Charlene the perfect women to lead the Freight Council into 2019 and beyond. Women continue to be underrepresented in the logistics industry; male workers currently constitute 86.3 per cent of the workforce, but under the leadership and guidance of Pamela and Charlene, we hope to see real change."

Pamela Dennison of WS Dennison and National Officer for the Chartered Institute of Transport & Logistics, commented: "I am delighted to have been elected Chairwoman of FTA's NI Regional Council, a position which brings with it a healthy degree of expectation that I am keen to meet. It is an honour to be the Chairwoman of a council which represents some of the most successful logistics companies in UK and Ireland, but it is not without its challenges; Brexit being the most prominent, and the problem of the border and its complex integrated Irish supply chain.

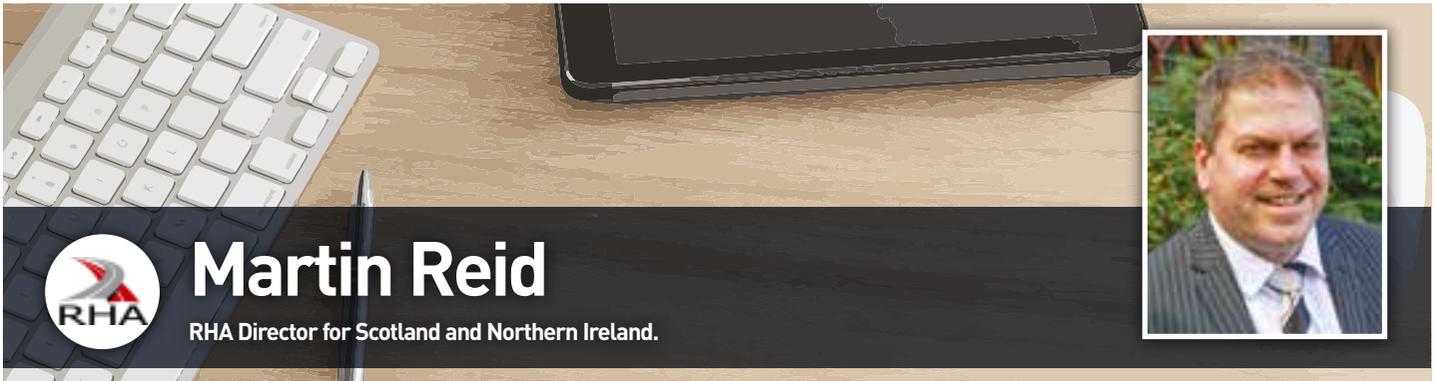
"FTA's freight council process is critical in ensuring that the association speaks and acts for the freight industry with well-informed views which reflect the experiences of operators in Northern Ireland." Charlene Quayle, Group Transport Compliance Supervisor at RiverRidge commented: "As a council member for 11 years, I have witnessed first-hand the great things FTA can do on behalf of NI freight companies and am very excited to be an integral part of this process. I feel it is a positive step forward for the industry that two women hold the position of chair and vice-chair and I believe that myself and Pamela Denison will do our utmost to represent the NI needs and concerns."

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LOW EMISSION ZONE - THINK OF BUSINESSES

The last month has seen another period of consultation begin regarding the introduction of another Low Emission Zone, this time for Edinburgh. This particular consultation looks at two stages of LEZ being introduced: a city centre LEZ by the end of 2021 (implementation for commercial vehicles) and a city-wide LEZ (again for commercial vehicles) by the end of 2023.

The Defra Clean Air Zone Framework (2017) requires local authorities to improve air quality in their areas and I don't think anyone can really complain at the thought of cleaner air for all.

I think the problem comes in when many of the approaches used can focus on certain vehicle types, ignoring many other factors.

For example, the consultation surrounding the Edinburgh city centre LEZ place restrictions on trucks, buses, taxis and (albeit with a longer lead in time), cars but there is a train station at either end of the zones.

Please don't take this as me tearing into rail transport, I am most definitely not, in fact I am constantly preaching to Govt that we need a fully integrated transport network. My point is this, if a business invests in an asset, such as a truck, train, bus, taxi or even car, they should be allowed to run that to the end of the change cycle.

There is no CVRAS accredited retrofit option for trucks, so legislation is forcing businesses to make the decision to replace vehicles prematurely, refuse to enter cities imposing fines, or pay the fines/charges levied, all of which have severe financial impacts on business.

Since 2013 the HGV sector has reduced its NOx figures by around 50% through the uptake of Euro VI and natural fleet changes. What happens to the haulier who invests in Euro VI today who finds out the goalposts may yet change again in a couple of years? It's not so long ago that Govt were telling hauliers to invest in Euro V, so it can definitely happen.

Data published by the National Atmospheric Emissions Inventory (NAEI) show that NOx emissions from lorries and buses (i.e.

heavy vehicles) is declining and accounted for 7.6% of total NOx emissions in 2015. The proportion of NOx emissions from other transport and passenger cars has increased (+3% and +1.5% respectively).

Everyone deserves clear air but if the emergent LEZ's took cognisance of the fact the industry is cleaning itself up at a rapid rate and respected the investment cycles of businesses then it would put less pressure on those trying to engage with the new legislation. Let's hope that when the time comes for the Irish cities to set up there equivalent to CAZ/LEZ (because there is little doubt they will come) then those making the decisions take this fully on board.

New Ferry Route

The RHA have recently been in dialogue with a company called Tec Offshore who are funding the set up of two ferries to run from Rosyth in East Scotland to Eemshaven in Northern Holland. The advent of Brexit has made all the Govt's re-examine their trade routes to and from Europe and there seems to be an appetite for this route to get up and running soon. In fact, the company states that they will be ready to start movements as soon as October of this year.

The ferries will carry 120 trucks, 300 vehicles and 2000 passengers as well as boasting 357 cabins (single berth for commercial drivers). They are keen to attract freight coming from NI so we will keep you posted as to the progress made but they plan daily sailings and they will run initially for a full 5-year period.

John Joins RHA

We are delighted to announce that John Martin has taken up the newly created post



of Policy Manager (NI). John is well known in haulage circles across the country having had a long and distinguished career in career in the Department for Infrastructure, working his way up from a vehicle and driving examiner, to head of the Transport Regulation Unit.

Many readers will know that John was also Department's chief transport enforcement officer for 15 years, the deputy head of the Transport Regulation Unit for over four years, and the interim traffic regulator for 18 months. He brings with him considerable transport policy experience working with DVSA, DfT and the EC.

John's appointment heralds the start of an exciting period for the RHA in Northern Ireland and he will be the first point of contact for members, politicians, civil servants and media. John will be using his considerable experience and knowledge to support members, challenge politicians and promote the road haulage sector throughout these challenging times.



Best wishes & continued support to

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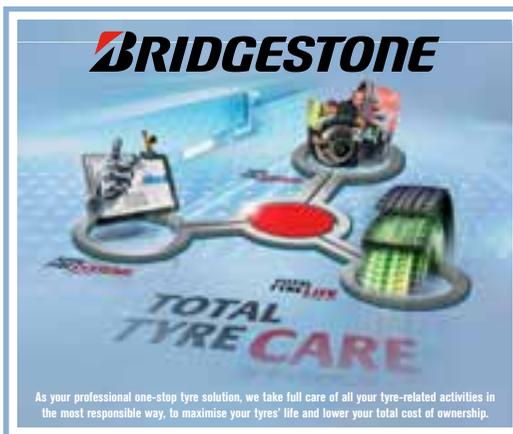
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Surefreight wouldn't be anything like it is today without continual investment in its drivers and vehicles. The 200 plus strong fleet is updated regularly with the very latest, environmentally-friendly models on the market in order to offer you the highest levels of dependability.

One of the flagships in the fleet is a limited-edition Scania Golden Griffin, equipped with an array of extras, and is like, all Surefreight vehicles, fitted with the latest communications equipment enabling drivers to be contacted throughout their journey, and all vehicles are protected by a 24/7 roadside emergency response service

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As Surefreight has expanded, mostly through organic growth, it has added



more and more vehicles in order to service client demand while also providing the ultimate in driver comfort for its team of directly employed, highly trained, proficient, professional and courteous drivers who are ambassadors for the company, striving to provide you with a friendly and personal service.

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Forgetful Driver Ends up in Court

A County Tyrone driver has been convicted at Ballymena Magistrates' Court and fined a total of £600 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers stopped a 2 axle Scania articulated lorry at the Harbour Highway, Larne. Analysis of the vehicle's tachograph charts identified infringements pertaining to driving whilst failing to use recording equipment (3 occasions) and failing to take daily rest (1 occasion).

The driver was interviewed and cautioned. When the driver was asked about the infringements of driving whilst failing to use recording equipment he replied: 'To be honest it's hard for me to remember what happened on these occasions as to why my card was not used.'

Van Driver Didn't Have Licence

A County Down haulage operator has been convicted at Banbridge Magistrates' Court and fined a total of £900 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers observed a Volkswagen Crafter van and directed the driver to take the vehicle to the Department's weighbridge facility at Sprucefield for the purposes of an inspection and weigh check.

The vehicle was found to be overweight by 89 kgs in excess of its maximum permitted gross train weight of 5,000 kgs and overweight on the 1st axle by 108kgs.

Further checks revealed that the driver did not have a Category 1 driving licence and was therefore uninsured.

Analysis of the tachograph recording equipment revealed that a driver card had not been inserted and the tachograph had not been calibrated.

The driver was interviewed and cautioned. At a later date the operator was also interviewed and cautioned.

Exceeded Fortnightly Driving Time

A Republic of Ireland haulage driver was convicted at Belfast Magistrates' Court and fined a total of £800 plus a £15 levy after DVA Enforcement Officers examined a 3 axle Scania Articulated goods vehicle in combination with a 3 axle Jost Taut liner trailer at the Department's weighbridge facility at Sprucefield.

Analysis of the driver's tachograph records identified infringements pertaining to exceeding fortnightly driving time (2 occasions) and failing to take daily rest (2 occasions). The driver was interviewed and cautioned.

As the driver was unable to provide a UK address, three court deposits totalling £900 were taken at the roadside and held pending the outcome of the prosecution case.

Goods Vehicle Found to be Overweight

A County Tyrone haulage driver was convicted at Ballymena Magistrates' Court and fined a total of £400 plus a £15 levy.

The conviction arose when DVA Enforcement Officers examined a 3 axle DAF goods vehicle at the Department's weighbridge facility at Larne harbour.

A weight check of the vehicle found that the vehicle was overweight by 790kgs in excess of its maximum permitted gross train weight of 26,000kgs and overweight on the maximum permissible for closely spaced axles 2 and 3 by 2,830kgs.

A prohibition notice was issued to the driver for the load to be adjusted and re-weighed before departure. The driver was interviewed and cautioned.

Fined Over Series of Tachograph Offences

A County Armagh operator was convicted at Ballymena magistrates' court and fined a total of £2,100 plus a £15 offender levy after DVA Enforcement Officers examined a 2 axle articulated Renault in combination with a Gray + Adams trailer in the vicinity of Larne harbour.

Analysis of the driver's digital smart card identified multiple infringements including failure to download relevant data from a tachograph (2 occasions), employer failing to use recording equipment (9 occasions), employer of driver contravening requirement of community rules (1 occasion) and employing driver where contravention of community rules (1 occasion).

The operator did not attend an interview despite numerous invites being submitted.



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CRICK'S SAF-EQUIPPED SLIDING BOGIE TIPPER RUNS RINGS AROUND RIGIDS

Crick Trailers' new sliding bogie tipper delivers significant additional operational benefits when compared directly to 8 x 4 rigid tippers.

With the push of a button in the tractor cab, the sliding bogie can rapidly move over one metre forwards or backwards. In the extended position, the trailer comfortably meets all the legal requirements to run on UK roads at 44 tonnes.

With the chassis shortened, the operator immediately enjoys far better manoeuvrability than is offered by a traditional 8 x 4 rigid, and importantly, this feature also makes the trailer far more stable when tipping.

Crick's trailer has been tested and certified at 8.5% tilt with 28.9 tonnes locked in the body.

This allows the operator to carry up to 50% more load every journey over the 8 x 4 rigid tipper, offering huge savings with regard to fuel costs, driver wages and fewer vehicle movements

resulting in reduced emissions.

Scott Pagano, Crick Trailers' Technical Sales Specialist says:

"The only issue that we sometimes encounter is the traction advantage of the 8 x 4 rigid, but we now have a solution for that in the form of the new SAF TRAK powered rear axle – it's ingenious.

"We already fit SAF-Holland axles to our tipping trailers because they're light, rugged and low maintenance, so with almost zero weight penalty, SAF TRAK adds all the extra trailer traction you need even when faced with the most adverse off-road conditions.

"Furthermore, SAF TRAK represents great value when compared to the alternative of using a double drive tractor unit with its inherent mpg disadvantage. A demonstration vehicle equipped with SAF TRAK will be available very shortly."



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RENAULT TRUCKS COMMITTS TO DIESEL – AND ELECTRIC

Renault Trucks is investing heavily to develop a future that combines both diesel power and electric drivelines, reports Dan Gilkes for Export & Freight.

The company is spending €33m on a new research and development site in Lyon, France, that will open in 2021. Once completed, the site will become the second largest R&D centre within the Volvo Group. "We strongly believe that diesel is and will stay the best solution for long distance trucks for years to come," said Jean-Claude Bailly, senior vice president of Renault Trucks Europe. "But, for us, the future will be electric."

Renault Trucks has already launched the Master Z.E. van and chassis cab, along with its own D Z.E. and D-Wide Z.E. truck lines, giving the firm an electric offering from 3.1-26 tonnes GVW. The first Master Z.E. has been delivered to a UK customer and the D Z.E. order book will open towards the end of the year for deliveries early in 2020.



Renault D-Wide Z.E.

"As society's environmental consciousness grows, so does the responsibility of the industry to harness new technologies

to bring about change," said managing director Carlos Rodrigues.

"Renault Trucks is doing this through the tailoring of vehicles to customers' applications, developments in automation and connectivity and increasing use of vehicle data to improve vehicle operation and customer service."

Closer to home, Renault Trucks is keen to build its presence in the market, where it currently captures around 5% of the medium and heavy truck sector in the UK and 9% in Ireland. The manufacturer and its dealers will invest £30m over the next five years in improvements to the UK and Ireland network. That will include recruiting more than 100 people during the next four years, a process that is being supported by the establishment this year of a sales academy. The company and the network also currently



Managing Director Carlos Rodrigues.

RENAULT TRUCKS IS KEEN TO BUILD ITS PRESENCE IN THE MARKET, WHERE IT CURRENTLY CAPTURES AROUND 5% OF THE MEDIUM AND HEAVY TRUCK SECTOR IN THE UK AND 9% IN IRELAND.

Jean-Claude Bailly, Senior Vice President of Renault Trucks Europe.

employ 120 apprentices, in preparation for growth to come, plus Renault Trucks has developed a scheme to convert car mechanics into truck technicians.

Sales Jump

The company sold 54,868 new trucks in the UK and Ireland in 2018, up 10% on 2017. It also posted a 23% increase in used truck sales, along with a 5% rise in aftersales turnover. So far in 2019, used truck sales are up a further 24% on last year.

"We have put a lot of energy into our used truck offer," said Bailly.

Indeed, the firm has recently launched Used Trucks by Renault Trucks as a brand within the company. It will also develop 10 dedicated used truck centres across the UK

over the next two years. All dealer outlets will continue to market used vehicles, but the 10 centres will be specifically used truck sites.

The company is extending its used truck warranties to suit, with all Range T trucks under five years old and with less than 600,000km now covered by a one year/160,000km warranty. In addition, Renault Trucks is to offer a new repair and maintenance contract, called Endurance, on trucks over five years.

"The quality of our Euro 6 product means that many more vehicles will have a second life in the UK," said James Charnock, commercial truck and service director.

So far this year, the policy seems to be working. In a market that has grown by 32% to the end of May, Renault's sales were up by 41%.

Equally positive, was the fact that sales are

improving in every sector, though the tipper market has been particularly strong. The company is doubling its right-hand drive T-High tractor production to meet demand, too particularly from Irish hauliers.

To help cut lead times for customers, Renault is also increasing the number of Ready for Business pre-bodied trucks that it has on offer, to 59 vehicles. That includes 25 tippers, 13 tipper grab trucks, three mixer chassis, four hook loaders, six skip loaders and eight sweeper trucks.

"We've recognised that our dealer network is very good at keeping customers," said.

"Now we need to get more new customers behind the wheel," said Charnock.

"We want to offer a more complete solution, not just the truck. By 2022 we want to be a leading provider of transport solutions," said Rodrigues.

First Master ZE goes to County Council

Renault Trucks has sold its first Master Z.E. to Kent County Council. True to its claim that electric drive is not just for last-mile deliveries, the first Master Z.E. has been built as a minibus, with conversion work carried out by Minibus Options.

The minibus will be used by Kent charity Compaid, which provides training services to disadvantaged and disabled people throughout the county.

Taken on a five-year lease, the L2H2 Master Z.E. minibus can be set up in a nine passenger plus driver layout, or in seven passenger/one wheelchair or three passenger/two wheelchair configurations. It is equipped with an electro-hydraulic tail lift which is charged on a separate battery. Compaid has added the minibus to its

fleet of 21 buses, to trial electromobility in typical use. Based in Paddock Wood, the minibus will transport adults to an education centre, from the surrounding area. All maintenance will be carried out by local dealer Renault Trucks Essex in Thurrock.

"In terms of public transport, our ambition is that everything will be electric," said Shane Hymers, network development manager at Kent County Council.

"Kent is looking at electric now, not in the future. We are really confident that we can move faster than national government."



Master Z.E. to Kent County Council.

STEP BY STEP ON THE ROAD TO LGV DRIVING

Before beginning his journey to become a fully qualified LGV driver, one of the biggest vehicles Phil had driven was high roof, long wheel transit van, so knowing that he would end up climbing into a 44 tonne truck was going to be a challenge, but one he says he was 'up for'.



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The very first step was passing a medical with his own GP, which he did without any problems, apart from having to part with a £50 fee!

After passing the medical you can then apply for a Category C provisional licence, which allows you to drive a rigid vehicle up to 32 tonnes.

"Once that was in place, I then applied to do a theory test at the DVA facility in Belfast; it is a two part process, the first being to answer 100 multiple-choice questions, much like you would expect ahead of doing your driving test for a car," explains Phil. "You must get at least 85 correct answers to be awarded a pass; I got 90."

He adds: "Then followed a Hazard Perception Test. This consisted of viewing a series of video clips from which you are required to identify potential hazards as and when they appear on the screen. You need to get at least 67 marks out of 100 to pass, which I also achieved."

If you fail the hazard perception test but have passed the theory test, then you only need to re-sit the hazard perception test, and vice versa.

"Monday morning saw me arrive at the TTS centre at Nutts Corner at 8.45 am where I was introduced to trainer Colin Hamill – and an 18 tonne Mercedes-Benz Axor rigid," says Phil. "The first thing I had to do was familiarise myself with the truck after which Colin demonstrated how to carry out a 'walk around' check that is designed to catch any potential problems before you hit the road."

A typical walk around check will cover things such as brakes, steering, windscreen wipers and washers, horn, engine exhaust (to ensure it isn't emitting an excessive amount of smoke), warning lamps, lights and indicators, wing mirrors, tyres and wheels, number plates and, of course, security of any load that may be carried on the truck.

On the Road

"After that, with me behind the wheel we headed out on to the open road, driving up to Larne and back to the TTS centre, a straight-forward journey just to get used to driving the truck. Tuesday was a little more daunting as we drove into the busy centre of Belfast where we covered some of the actual test routes, a procedure we followed for the next two days, with each day beginning with the 'walk around'."



Phil Eaglestone, Export & Freight & Colin Hamill, TTS Instructor.

In between times, Phil had to carry out some simple – and not so simple - driving manoeuvres, including reversing, at the TTS private manoeuvring area under the watchful eye of trainer Colin.

"Friday saw the actual test and I have to admit I was never more nervous in my life," says Phil. "Even lying in bed the night before all I could think of was the driving test, but I have to say Colin was an excellent teacher; he had a great way of instruction, really fantastic."

"The test, carried out at the DVA centre at Balmoral in Belfast, began with a brief interview with an examiner who asked a series of questions about the vehicle, minimum tyre depths and so forth. After that, I had to put the truck through a series of manoeuvres before going out on to the road – in rush hour, I might add. The whole test lasted 55 minutes after which we returned to the DVA centre where I was given the good news!"

Moving on Up

However, Phil's journey to becoming an LGV driver didn't end there. Next up was another week of driving to obtain his Category C+E licence to enable him to get behind the wheel of a 44 tonne truck, in

this case a fully loaded DAF CF artic.

"It was exactly the same format as before, although I didn't have to do the theory tests. Reversing was a lot more challenging in the bigger truck because of the trailer, but I got through it; in fact, I found it easier to manoeuvre than the smaller rigid. I wasn't as nervous because I now knew what the procedure was."

Having passed again with flying colours, including his Driver Certificate of Professional Competence (CPC) "show me, tell me" module 4, a one day course consisting of theory and practical tests which you must pass if you want to be a professional driver. Questions asked of him included those covering the vehicle and load, safety and security.

"I passed that on the Thursday and on the following Tuesday I flew out to Malaga in Spain to put some construction trucks through their paces for a 'test drive' article in Export & Freight; it was a bit of a baptism by fire, but thanks to the team at TTS, and Colin in particular, I was able to successfully carry out my assignment!"

So, will he be taking up driving as a new career? "Put it this way: if ever my boss here at Export & Freight give me the sack, I now know I have a Plan B!"

Driver Shortages Growing at Alarming Rate

Health problems, an ageing workforce and a failure to recruit younger people have all combined to create a severe shortage of drivers across the UK and Ireland.

The Unite union say that the average age of a transport driver is 48, but only one percent are under 25, and that a quarter of all drivers – perhaps as many as 50,000 – come from the European Union, a figure that may decline

rapidly once the UK leaves the EU.

On top of that the current driver shortage is estimated to top the 60,000 mark – a figure that is growing by 50 a day in the UK, according to the International Road Transport Union.

Attracting more young people into the profession is proving a

challenge, not least because of the financial costs, but a lack of awareness of what a driving career can offer long term is also cited as a reason, as is that old enemy of personal career progress, 'fear of the unknown.'

Getting an LGV licence is not as daunting or as difficult as many

may believe, as Export & Freight's Phil Eaglestone recently discovered when we sent him off to Transport Training Services at Nutts Corner in County Antrim, telling him not to return until he had passed both theory and practical tests.

Just over weeks later, he did! And this is his story...

SCANIA'S NEW UK SUPPORT CENTRE OFFICIALLY OPENED

The Ambassador of Sweden to the UK, His Excellency Torbjorn Sohlstrom, has officially opened Scania's new UK Support Centre in Milton Keynes, Bucks, as Dan Gilkes reports for Export & Freight.

Scania is calling the facility a Support Centre, rather than a UK headquarters, as the whole building has been built around providing dealers and customers with increased back-up and assistance.

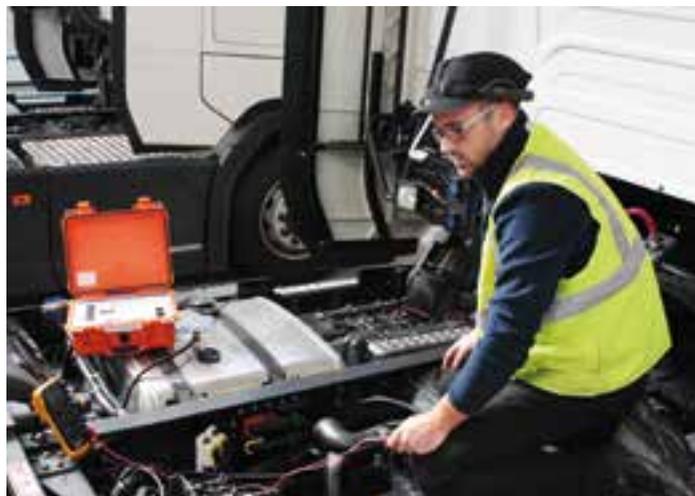
The 6,200m² building, which sits within a 3.2ha site, brings Scania's financial services division into the same facility as truck rental, connected services, driver training and development, improving communication and reducing decision making time.

Scania's technical centre however remains in Loughborough, while Scania Assistance continues to operate from a site in Bradford.

"We are in a good place, but there are challenges ahead," said managing director Martin Hay. "We have a massive journey ahead in digitalisation."

To support that journey, Scania's IT business, which provides systems back-up, hardware and software for the entire UK network, has also expanded within the site. The IT division supports both Scania-owned and independent dealers and it will play a much bigger role in the future.

"In the future, every technician will require a laptop," said Mark Grant, Scania (GB) aftersales director. "At Scania's recently opened dealer outlet near Gatwick, every technician now operates



with a tablet computer and the company will continue to invest in connected services going forward."

Scania is already moving well beyond simple computer access, however. The company is currently trialling a headset for technicians that incorporates a glass screen and communication hardware. This allows the technician to work on a truck that has been telematically linked with the Loughborough technical centre. Wiring diagrams and technical assistance can be displayed on a screen attached to the headset, providing faster diagnosis and reduced downtime for customers.

"We have three potential solutions on test and now we need to make a choice," said Martin Hay. "We will roll out the system to the network by the end of the year, with a set of glasses at every dealer across the UK."

Hi-Tech

The Support Centre itself is technologically advanced, with 10% of its energy use coming from renewable sources. There are 385m² of photovoltaic panels on the roof and, together with heat source pumps, they will reduce CO₂ emissions by a minimum of 10% compared to the previous building. Water use

is also expected to be cut by at least 25%, through more efficient sanitaryware and recycling of rainwater for the site's landscaping.

Looking ahead, the site also features a number of electric charging points, both for cars and for larger trucks and buses. Indeed, the entire site has been future-proofed, with room for the company to grow and develop in terms of technology.

Scania first arrived the UK in 1964, initially selling industrial engines. The company's first trucks arrived in 1965 and the firm moved to its Milton Keynes site in 1981. Scania now employs more than 3,000 staff across the UK, capturing 22% of the heavy truck market and 8% of the bus and coach business. Industrial engines still represent an important part of the business, with record sales of 1,460 engines last year.

"In addition to growing sales of our trucks, buses, coaches and engines, we have also developed a host of associated services, in truck rental, used sales, finance, connected services, driver training and development and so on," said Martin.

"All of this requires extensive dealer and customer support, which is why we are referring to our new premises as our UK Support centre, rather than our headquarters."



Scania's new UK Support Centre in Milton Keynes, Bucks

TRAILER DEMAND STAYS STEADY IN THE UK & IRELAND

CLEAR International's latest forecast for the West European Trailer Market is forecasting a slowdown in demand for trailers in the region during 2019; in the first five months trailer demand has fallen by an estimated 2% and a 10% fall is forecast for the year.

However, the UK is among several countries that have been experiencing some growth since the beginning of the year. Trailer demand reached a very high level in 2018, rivalled only by 2007 which had an unnaturally high level of trailer sales largely brought on by the number of countries that joined the EU in 2004-07. All these factors point to a fall in demand for new trailers in 2019, say Clear, but fortunately for the industry, the fall will be relatively modest and short-lived. From 2017-21 trailer registrations are forecast to be higher than any five year period in history, even though that will include 2019 when demand is forecast weaker. The previous record breaking five

year period was from 2004-08. Production of trailers was at the second highest level on record in 2018 (though well short of the 2007 figure). The industry is therefore achieving both high levels of output and relative stability in what is traditionally a volatile sector of the vehicle market. Among local companies optimistic about the future of the industry is MAW Engineering Limited, a new venture that is specialising in the manufacture of walking floor trailers, truck bodies and home delivery vans. The company has already made a significant investment in the Toome area, through building a 50,000 square foot factory on a six acre site in Creagh Industrial Estate, Toome.

SDC Truck & Trailer Parts has also been expanding its activities. As you will read, it now has a portfolio of 16,000 different parts, nine branches, and a fleet of 29 delivery vehicles. It is also exporting to 18 different countries around the world. Also investing is Staffordshire based Don-Bur which is spending £4 million in new plant, software and training to mass-produce a range of standard product types including curtainsider and box van trailers, together with a pallet-network design double deck. The strategic move from the 'custom' trailer and bodywork heavyweight supports a targeted increase in turnover of £10 million per annum and recognises a

growing demand for short-contract, standard design equipment at highly competitive rates. Krone Trailers, too, continues to make its mark, winning new orders across the UK and recently was presented with the Green Truck Trailer Innovation Award for Smart Capacity Management. Krone Smart Capacity Management is an information exchange platform connected to a freight exchange where digital data is received from the sender and then forwarded to the shipper and the consignee - and vice versa. Over the next number of pages, we report on these and other developments within the trailer sector...

Don-Bur is investing £4 million in new plant

Don-Bur is investing £4 million in new plant, software and training to mass-produce a range of standard product types including curtainsider and box van trailers, together with a pallet-network design double deck.

The strategic move from the 'custom' trailer and bodywork heavyweight supports a targeted increase in turnover of £10 million per annum and recognises a growing demand for short-contract, standard design equipment at highly competitive rates. Although Don-Bur already designs and manufactures the complete range of commercial vehicle bodywork, they are perhaps best known for their fuel-saving aerodynamic solutions and their Double Deck trailer range which now dominate the major fleets. The heavy investment in the latest cutting-edge equipment was focussed on standardisation, speed, efficiency and volume and the results are impressive. At the core of the new development is a cutting-edge £1m autonomous raw material and parts management hub; a large pallet

racking space with room to store 15,795 m2 (4 acres) of sheet steel. Measuring 25m long by 7m wide and 5m tall, the STOPA stock handling modules are tied in to a new ERP software suite which automatically dissolves 3D engineering models into full "bill of material" components. It recognises whether each individual component needs to be cut and pressed or, if not, exports the remainder as an internal order for miscellaneous parts. It also anticipates production schedule requirements for laser cut sheeting, pressings, drilling, and shotblast and issues orders for raw material when it believes stocks are running low. Ingeniously, it also manages 'scrap' material, cleverly storing away and re-using remnants of material wherever it can to maximise yield. The only manual intervention is to feed it with raw material and collect prepared job-specific assembly kits.

The processing workhorse of the new development is a top-of-the-range Trumpf 'Fibre' Laser cutter. 'Fibre' laser technology is a process of combining multiple laser beams into one lossless optic fibre beam which cuts standard 3mm steel sheet at the staggering rate of 1.38 metres per second. Speed however is not the only benefit. The new laser uses both Oxygen and Nitrogen gases; Oxygen to supplement the laser with an exothermic power boost and Nitrogen to shield the surface of the cut material from oxidation. An additional compressed jet of air blasts hot material away from the active site which maintains clean and precise cuts through previously problematic materials such as thin aluminium. The new investment allows Don-Bur to rapidly produce a range of "configured to order" standard product lines on short lead times which will be immediately attractive to many general hauliers, rental companies and pallet network operators alike; a relatively untapped market for Don-Bur.

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SDC Truck & Trailer Parts: Your One Stop Shop for Truck & Trailer Parts

In April 2019, SDC Truck & Trailer Parts recorded a parts delivery every 3 minutes within the home network, Monday to Friday. This is a very impressive feat and it is even more impressive considering at the start of the Millennium SDC Truck & Trailer Parts consisted of a small shed containing a minority of parts.

Today, there is a portfolio of 16,000 different Truck & Trailer Parts, 9 branches, 29 delivery vehicles and warehousing space totalling 50,000sq.ft, including a 20,000sq.ft Central Warehouse which is the very hub of the company's operations.

These resources ensures that customers of SDC Truck & Trailer Parts can avail of any part they require within a short timeframe, therefore minimizing operational costs for the customer as they no longer need to have a supply of parts on their premises. SDC Truck & Trailer Parts has been one of the success stories in the industry in recent times. In 2001 the SDC Group decided to focus resources on their Parts division and build that aspect of the business based on the success of SDC Trailers. Gavin Diamond who joined the company in 1999 as a Purchasing Graduate was appointed Manager of SDC Parts and he was tasked with recruiting a team dedicated to Truck & Trailer Parts.

This team was comprised of people who had experience within the industry and those with little experience but who would learn from the more experienced members of the team. By the end of 2002 there were 10 employees within the parts team and all are still in employment within the Group today.

According to Gavin, the company has a very low turnover of staff and this is testament to the structure of which the company is set up. Everyone has accountability for themselves and is encouraged to use their initiative.

Gavin places great emphasis on the importance of team and is proud of the team that is in place today. He attributes the team and their focus on the customer as being the two main reasons for the success of SDC Truck & Trailer Parts. Today there are 70 people in employment within Truck & Trailer Parts and with new branches forecast to be opened in the future that number is set to increase.

Large Network

SDC Truck & Trailer Parts has the largest parts network in Ireland with 8 branches centrally located, namely in Toomebridge, Belfast, Lurgan, Omagh, Newry, Dublin, New Ross and Cork. The most recent parts branch to open was in March of this year; that branch was the company's first branch in England and is located in Warrington.

This branch marks the beginning of SDC Truck & Trailer Parts now having a physical hub in England to serve their English customers with the same customer service they are synonymous for in Ireland.

Exporting Success

In another exciting period for the company,

they also exported a large number of parts to New Zealand for the first time in their history in April of this year. Exporting to other countries is an area of the business that is growing each year according to Gavin.

"We now export to 18 different countries, this business initially started growing through SDC Trailers and their export customers, we have built on this and developed relationships so that we are now in the position where we supply customers within Europe and further afield with large shipments of Parts on a regular basis."

Renowned as been 'The One Stop Shop for Truck & Trailer Parts', SDC Truck & Trailer Parts have members of their team dedicated to researching the market ensuring they have a selection of all truck and trailer parts that customers would require.

This research and communication from customers paved the way for another department within the SDC Group; that department is the SDC OEM Parts team. They have grown from supplying solely to the commercial vehicle industry to now supplying the Agricultural, Engineering and Mining industries with bespoke fabrications specific to the customers operations.

It is another department that is evolving rapidly and is focused on providing solutions to maximise customer operations.

SDC Truck & Trailer Parts mission statement from the early days has always been to "offer our customers the greatest variety of parts while remaining excellent value and providing exceptional customer service."

It is a mission that has served them well and will continue to do so as they plan to expand with additional branches over the next five years.



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Oakley Transport switch to Krone for light-weight flexibility

Hereford-based logistics operator, Arthur Oakley Transport Ltd is benefiting from increased payloads since adding a Krone Coil Liner curtainsider to its HGV fleet.

Weighing-in at more than 500kgs lighter than similar trailers, the Coil Liner comes with Krone's

Multi-Lock secure-loading system, adaptable floor wells and a sliding roof. Features which, according

to Transport Manager Steve Underwood, add a new level of loading flexibility and payload



efficiency to their operation.

"With this Coil Liner we can carry a variety of loads. For example, steel coils one way and with up to ¾ tonne payload advantage, 28 tonnes of seed spuds in another.

Add to that, the multi lock system with strapping points every 10cm along each side rive, plus loading through the roof and we get quicker turn-round, secure loading and a faster return on investment.

"Most importantly, the Krone Coil Liner enables Oakley Transport to provide maximum flexibility with competitive rates to a diverse customer base – from single traders to multinational businesses throughout the UK."

The Coil Liner is manufactured to European standard, Code XL and the powder-coat paint finish comes with Krone's 10-year guarantee against corrosion perforation.

Arthur Oakley Transport is a Platinum member of the UK Palletways network and part of returnloads.net - one of the UK's most active online freight-exchange services.

The company operates a mixed fleet, from 7.5 tonnes upwards and recently opened a 10,000sq. ft. high-bay warehousing facility at its Hereford site.

Thermo King Trailer Assist Connectivity and Data Driven Solutions

Thermo King is expanding its Connected Solutions portfolio with Trailer Assist.

This new technology collects and presents a range of insights related to a trailer's operational condition extending the user's ability to view fleet performance beyond refrigeration units.

Trailer Assist offers a comprehensive range of data points by which customers can monitor day-to-day trailer condition.

Commented Raluca Radu, Connected Solutions product manager at Thermo King: "With connectivity and telematics capabilities built into the Thermo King units, we've been providing more than just a refrigerated unit. With the Trailer Assist solutions we are taking a step forward, expanding the connectivity capabilities beyond the unit to the actual assets transporting them. This tool will provide fleet and service managers with increased visibility needed to operate smarter and more efficiently."

Trailer Assist offers a comprehensive range of operational and maintenance data points

by which fleet and service managers can monitor day-to-day trailer conditions.

Trailer Assist collects data from a trailer's various electronic sensors and processes them in real-time offering alarms and events logs (via email, text, or apps). This information can be accessed via a smartphone (utilising the TK Reefer App and TKNotify), or online via the Thermo King TracKing platform.

The new solution extends the value of the TracKing connectivity platform application allowing for:

- All trailer and reefer data in one system, computer or mobile app.
- All trailer and reefer alarms and events notifications available via one app, the TK Notify
- Reduction of processing fees by avoiding multiple invoices
- Sharing all Trailer Assist data to preferred 3rd party interfaces (starting July 2019)

TK BlueBox

Meanwhile, Thermo King has also introduced the TK BlueBox connectivity technology to its T-Series range of self-powered transport refrigeration units.

Part of the Thermo King TracKing telematics offering, the TK BlueBox communication device can be accessed through the TracKing web portal, or through the TK Reefer and TK Notify mobile apps on a smartphone or Bluetooth-enabled device. This allows fleet managers and drivers to remotely access vital unit data and get real-time notifications 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.

Says Colm O'Grady, product manager at Thermo King: "With this new solution on our T-Series range fleet managers and business owners will receive improved level of real time intelligence on the operation of their refrigerated vehicle. The TK BlueBox device gathers data from multiple sensors and transfers all data to the central TracKing platform over the air. This gives fleet managers the capability to see things like unit operating and temperature status or temperature set-point, all from one central location. If they see something out of the ordinary, they can instantly address the issue to avoid any negative impact to the load."



Close Brothers
Commercial Finance

Adrian Madden
Head of Asset Finance sales, Ireland



CONSTRUCTION SMES SHOWING CAUTIOUS CONFIDENCE

Despite the enduring ambiguity around Brexit, construction SMEs across Ireland and the UK are cautiously confident about the future according to recent research by Close Brothers.

The study, which asked SME decision makers for their view on several business topics, found that more than half of companies working in building and infrastructure believe that the economy is set to grow, and a further quarter believe that although the path to prosperity may be slow, the worst is behind us. Just 7% believe there will be a downturn in the economy.

It's heartening that firms are feeling positive about the economy. The buoyant construction sector has the most optimistic view of long-term prospects, suggesting they believe that the UK and Ireland will continue to be a strong place to trade and work.

Business sentiments are also encouraging. Considering the next 12 months, 90% of construction companies said they are feeling positive about their own futures. Of these, 45% said they believe they will expand and 45% expect to stay the same.

Construction firms are sending a strong message to the market that they are still open for business

and while our survey did not explore all of the reasons behind this progressive outlook, there are likely to be several factors involved.

Firstly, there has been significant investment here in Ireland, with new infrastructure being built in Cork, Belfast and many other areas between. The opportunities this has provided for construction firms has enhanced job prospects for many, enabling the sector to thrive.

Another is that SMEs working in construction and related industries are often asset rich. This means they can release funds against assets, such as equipment, plant and machinery, and property, giving them additional flexibility. Asset finance solutions can be reassuring when creating strategic plans and this goes some way to explaining why funding through these kinds of finance options are often used more during turbulent periods.

Either way, SMEs should reinforce this positivity by ensuring they are ready for any Brexit outcome. Putting sustainable finance, trade

and other critical measures in place can inform decisions and empower companies to thrive regardless of wider geopolitical changes.

Our Managing Director at Close Brothers Commercial Finance, Ciaran McAreavey, recently shared a similar message about working with small and medium sized firms in Ireland. "We're confident about the future and will adapt whatever the wider political and commercial outlook," he said. "It's important to remember that SMEs are the experts when it comes to their own work. These businesses underpin the Irish economy and deserve support and funding that matches their resilience."

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

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Dumfries Freight Becomes 1,500th FORS Practitioner

Newry based Dumfries Freight has become the 1,500th FORS Practitioner.

The first FORS Practitioner qualification was awarded in April 2012, and its popularity among FORS members in the last seven years has resulted in the 1,500th FORS Practitioner milestone.

FORS Practitioner training consists of a series of ten workshops for managers and support staff working in road transport.

A qualified FORS Practitioner is fully versed in what a business needs to meet the requirements of FORS and is best placed to embed this best practice within their organisation, to deliver tangible safety, environmental and commercial benefits.

Linda Lutton, Office Manager at Newry-based

Dumfries Freight Ltd, and Transport Assistant Orla Davidson, both completed the qualification together, meaning the 1,499th and 1,500th FORS Practitioners share the same office.

Family-owned haulage company Dumfries Freight has been in operation since 1990 and first gained FORS Bronze accreditation in 2018. The company is an industry leader in tipper transportation and operates across Northern Ireland and the Republic of Ireland as well as running a cross-channel service linking customers to Great Britain.

Linda Lutton has been working in the business since 2006 as office manager, where part of her role included implementing the FORS accreditation, with Orla Davidson joining in April 2018 to assist in the transport office.

Linda Lutton said, "The job has changed over the past number of years with more technology now available to measure performance across the business. These measurements have allowed us to now manage the business more effectively.

"Becoming FORS Practitioners offered us the opportunity to enhance our knowledge of FORS. Orla was new into the industry and it gave her a chance to gain further insight into how to develop and improve systems within the office environment."

The company says completing the FORS Practitioner workshops has expanded the number of partners they now work with, for whom FORS accreditation is deemed a sign of competence and dedication to excellence.

Northern Ireland FORS Manager, Peter Morrow, said, "Congratulations to Linda and Orla and the team at Dumfries. Reaching 1,500 FORS Practitioners is a huge milestone for the scheme, and really shows that FORS members see the benefit of supporting their staff to achieve this qualification."

RHA appoints its first Northern Ireland Policy Manager

The Road Haulage Association has appointed its first policy manager for Northern Ireland.

John Martin – a logistics professional with over 30 years' experience in the sector – who assumed the newly created role at the beginning of July as the RHA boosts the sector's profile in Northern Ireland.

John is well-known in the industry and has had a distinguished career in the Department for Infrastructure, working his way up from a vehicle and driving examiner, to head of the Transport Regulation Unit.

He was also the Department's chief transport enforcement officer for 15 years, the deputy head of the Transport Regulation Unit for over four years, and the interim traffic regulator for 18 months. He also has considerable transport policy experience working with DVSA, DfT and the EC.

John Martin said: "This is a fantastic opportunity for me to work for the Association and represent its members. My skills, knowledge and experience of working inside government will greatly enhance the RHA profile within the region and give greater local representation.

"I'm looking forward to joining the team and engaging with all parties at a very challenging time."

RHA chief executive, Richard Burnett said: "John is a very well-respected figure with incredible industry and regulatory knowledge – this will be a huge asset to our members. We're very pleased to welcome John to the RHA."



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

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

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

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

EXPORT & 2019 FREIGHT

TRANSPORT & LOGISTICS AWARDS

Awards categories

Safety Award



Top Team of the Year



Driver of the Year



Top Training Operator of the Year



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Chilled Operator of the Year



Excellence in Customer Service Award



Van of the Year

tbc

PickUp of the Year

tbc

Transport Personality of the Year



Innovation Excellence Award



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Apprentice of the Year

tbc

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- **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 26th July 2019

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Renault Trucks Unveils Its Exclusive Red Edition Master

Delivering a bold new look, new engines, new interior and new driver-assistance systems, the 2019 Renault Trucks Master arrives in the UK with an exclusive launch version, the Master Red EDITION, offered throughout the Renault Trucks Master diesel and electric range.



Featuring enhanced levels of standard specification, the new Renault Trucks Master is available to order through the Renault Trucks UK and Ireland dealer network.

A striking new frontage and completely revamped interior, redesigned dashboard and steering wheel, together with functional, ergonomic storage spaces will appeal to both drivers and operators alike. The new Renault Trucks Master also offers new driver-assistance systems, including active braking, side wind assist, permanent rear view, blind spot warning and front and rear parking assistance.

It features six new Euro 6d-temp and Euro VI diesel engines, from 130 hp to 180 hp/400 Nm, together with an electric 57kW engine. All diesel engines are fitted with Twin-Turbo technology, which combines low-end torque with high-power for optimal driving. Fuel consumption is therefore reduced up to 1L/100 km and CO₂ emissions remain under control.



Van Operators Flocking To Electric, According to FTA Report

The majority (71.4 per cent) of van operators intend to use electric vehicles in their fleets this year, according to the FTA's 2019 Logistics Report, launched in association with Santander Corporate and Commercial Banking.

The FTA is calling on government to recognise this shift in intention and increase its investment into electric vehicle affordability, to ensure that the changes can happen quickly and efficiently.

Denise Beedell, Policy Manager for Vans and Urban at FTA, commented: "FTA and its members are fully committed to reducing their carbon emissions wherever possible; we are not surprised, therefore, that so many intend to use electric vehicles in their van fleets but they will need assistance from government to be able to do so. By providing clear guidance on how it plans to upgrade the grid infrastructure – without all the costs falling on individual businesses – legislators would make the shift

to electric an attractive option for companies of all sizes and shapes.

"But more must be done to ensure it is a fully viable low-emission solution. For example, electric vans are still significantly more expensive to purchase than their standard fuel-based counterparts; public charging points must be available for use by businesses as well as residents. FTA is calling on government to review its approach to the grid infrastructure upgrade – a costly project which should not be left to individual commercial operators to fund."

For the exclusive report, FTA polled the opinions of more than 500 freight and logistics businesses operating in the UK and

internationally to provide industry insight into the latest political and economic developments.

The survey found a further 24 per cent of van operators plan to use range-extended vehicles in their fleet, 41 per cent plug-in hybrid electric vehicles, and seven per cent vehicles fuelled by hydrogen (for use by Fuel Cell Electric Vehicles).

Mrs Beedell continued: "As testament to the value it provides to the UK economy, the vans market continues to grow consistently, with 13 per cent of survey respondents planning to increase their van fleet over the next 12 months. But the UK is facing a serious van driver shortage; these fears are exacerbated by the large

proportion of EU nationals currently working across the vans market in the UK. The survey found that 20 per cent of all professional van drivers are EU nationals, but as this does not include people for whom van driving not their primary role – plumbers and florists, for example – the figure is likely to be much higher. FTA is calling for government support to ensure non-UK logistics workers are welcomed in the UK, both before and after Brexit, to prevent the shortage reaching catastrophic levels."

John Simkins, Head of Transport and Logistics, Santander Corporate & Commercial, commented: "Uncertainty has been the inevitable reality for UK businesses over the last year, and vans businesses are no exception. In order that these UK businesses can continue their operations with as little disruption as possible, it is vital that we work closely with the transport & logistics industry. The importance of the sector and their drivers must not be undervalued, which is why we remain committed to continuing our work with the FTA and businesses in the sector in 2019 and beyond."

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Fiat Ducato Goes Electric With BEV 2020

A completely electric version, which implements Fiat Professional technologies will be available in 2020. The Ducato Electric is being developed through an innovative pilot project with no trade-off in terms of load and performance.

Fiat Professional will for the first time offer a full electric version of the Ducato, which will be available to pre-order later this year.

This version will start with a pilot scheme working with major clients to better grasp the specific need of customer requirements. The Ducato will be the first fully-electric Fiat Professional model, designed and developed by the FCA Group.

The Fiat Ducato has been the European market leader for the last five years, as well as the leading vehicle as a base for motorhomes in Europe, with approximately three in every four motorhomes sold are based on the Fiat Ducato.

VW Deliver 215,000 vehicles since beginning of year

Volkswagen Commercial Vehicles has delivered 215,000 vehicles from the Caddy, Transporter, Amarok and Crafter ranges to customers across the world from January to the end of May.

Compared to the same period last year, this corresponds to an increase of 2.4 per cent. The largest sales region was Western Europe with 151,800 vehicles (+4.7 per cent).

The delivery volume in Western Europe was highly influenced by the core markets:

- Germany: 57,400 vehicles (+1.8 per cent)
- UK: 20,900 vehicles (+3.1 per cent)
- Spain: 8,500 vehicles (+29.2 per cent)
- France: 7,900 vehicles (+0.0 per cent)
- Italy: 5,800 vehicles (+10.0 per cent)

In Eastern Europe 19,700 vehicles were delivered since the beginning of the year (+20.0 per cent), while the brand has delivered 3,600 vehicles (+22.8 per cent) to customers in Mexico (North American market) and 16,300 vehicles (-13.6 per cent) to customers in South America.

Brand deliveries according to model ranges (January – May 2019):

- T series: 85,100 vehicles
- Caddy: 68,800 vehicles
- Amarok: 31,000 vehicles
- Crafter: 29,900 vehicles



Safety Fears as More 'Silent Killer' Electric Vans Hit the Road

There's been a warning that with more and more of the environmentally-friendly vehicles hitting the road, the rise of deadly silent electric vans will lead to deaths unless drivers adopt vital noise safety tech.

A newly-released report by the Society of Motor Manufacturers & Traders (SMMT) revealed new registrations of electric vans rose nearly 21% in 2018, and with major UK logistics and retail companies adding electric vehicles to their fleet, the trend looks set to continue.

But dangerously quiet electric and hybrid vehicles put vulnerable pedestrians - particularly kids and the disabled - in danger.

From July all new models have to emit a noise when travelling at low speed, however the registration only covers new models registered after September 1 and then new

registrations after September 2021 - by which time there will be several million potentially lethal electric vehicles on the UK's roads

And as Europe's biggest adopter of online shopping, the number of final-mile deliveries to residential areas has jumped, putting more families at risk.

Manufacturers must not wait until the law forces them to make noiseless hybrid and electric vehicles emit life-saving sound, says Chris Hanson-Abbott OBE, of road safety device manufacturer Brigade Electronics.

He said: "There is no doubt the adoption of hybrid and electric vans is great news for the environment and UK air quality. But the average person struggles to hear electric and hybrid cars approach at speeds of up to 20kmh (12.5mph). Quite

simply, they are dangerous.

"Fortunately, there is an aftermarket solution, Brigade's Quiet Vehicle Sounder, that creates sound and therefore decreases the risk."

Brigade's Quiet Vehicle Sounder produces a distinctive replacement sound that can be heard clearly in danger zones 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.

New legislation which came into force in July 2019 requires 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.

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EAKIN BROTHERS CELEBRATE OFFICIAL OPENING OF NEW MAYDOWN SHOWROOMS

When you've been in business for 96 years, you make a lot of friendships and relationships, as was recently underlined when Eakin Bros officially opened their new state of the art showroom at Carakeel Drive in Maydown, Londonderry.

Since 1923, Eakin Bros, have been powering business from tractors to pickups, offering a level of service that has always been second to none.

More than 350 guests attended the official launch of the new site which specialises in Isuzu pick-ups, quality cars and Brian James Trailers. Guests included representatives from

International Motors (Isuzu UK) who travelled from England to join in the celebrations. Also there were members of Lowry Building & Civil Engineering, who were contractors for the new showrooms.

"Thank you to everyone who has supported us over the years and the friendships we have created. We would also like to thank all

our customers for coming along to support us at the opening of our new showroom."

Eakin Bros has come a long way since it began life in Claudy village 96 years ago, when its founder Samuel David Eakin opened his doors in 1923; his son Jack Eakin would later become chairman of the company.

Today, Jack's sons, John and Peter, are Dealer Principals of the two sites operated by the company, in Claudy and Maydown.

With loyal and long-serving staff members, Eakin Brothers have been able to put customer satisfaction as a priority and always try to offer the best service possible.

Testament to the company's continuing success is the fact that most of their loyal customers are on first name terms with members of staff and often just pop in for a chat!



The Eakin Family.



Brothers, Peter & John Eakin - Managing Directors.



Official Opening Speech - Peter Eakin.



International Motors with the Eakin Family.



Lowry Contractors with the Eakin Family.



Rosie McCrea & Anne Eakin.



New premises opening cake.



Joel & Jack Eakin.



VIVARO JUST GOT BIGGER AND MORE EFFICIENT

Vauxhall has launched a new Vivaro mid-weight van, offering big gains in carrying capacity and fuel economy, compared to the previous model, reports Dan Gilkes for Van & Pickup Ireland.



Of course, now that Vauxhall Opel is part of PSA Groupe, the new Vivaro is no longer built in cooperation with Renault, but is instead a reworking of the Citroen Dispatch and Peugeot Expert. The same van can also be purchased as a Toyota Proace.

The new Vivaro is, however, being built at Vauxhall's Luton plant in the UK, which has benefitted from a £100m upgrade, safeguarding more than 1,250 jobs.

The facility is gearing up to build more than 100,000 vans a year, including next year's electric Vivaro. This means that it will also be building right-hand drive models for Peugeot and Citroen as well as its own Vauxhall models.

The Vivaro offers 19% more payload than the previous model and a 25% rise in towing ability. It boasts up to a 28% improvement in economy across the range, resulting in an average 19% drop in CO2 emissions.

Vivaro comes in two lengths and one roof height, as a panel van, a crew cab, a platform cab and as a Vivaro Life people carrier.

There will be three trim levels on offer – an entry-level Edition, which Vauxhall expects to make up to 30% of UK sales, an increasingly popular Sportive specification that should account for 60% of buyers and a high-end Elite trim that will probably appeal to 10% of owner operators.

All models have twin sliding side doors that can be electrically powered if required, while driver and passenger airbags and cruise control with a speed limiter also come as standard.

Diesel Options

There are two diesel options under that short bonnet. The 1.5-litre diesel that is not fitted to the smaller Combo offers 100bhp or 120bhp power ratings. A larger 2.0-litre engine can be had with 120bhp, 150bhp or 180bhp. While there is an overlap at 120bhp, the 2.0-litre delivers 340Nm of torque, compared to the 1.5-litre's 300Nm. In addition, the 2.0-litre is offered in vans with the full 1,400kg payload, while the smaller engine can only be had with models capable of handling around 1,000kg.

There are six-speed manual gearboxes across the range, though the 180bhp engine can also be ordered with an



eight-speed automatic transmission. The 2.0-litre 120hp engine is expected to get the auto option later in the year as well, which should see it becoming a more popular option. All engines come with Start/Stop and, on average, the new Vivaro offers a 20-28% improvement in fuel consumption against the old model.

Fuel economy of up to 47mpg combined (WLTP) is said to be possible with the smaller engine, while CO2 is cut to 159-211g/km. Vauxhall will launch a full battery electric (BEV) version of the Vivaro van in 2020, though at present there are no further details on power or range.

Standard Equipment

Despite an overall drop in list prices, standard equipment is plentiful. The range-topping Elite model will have Lane Departure Warning, Speed Limit Recognition and Intelligent Speed Adaptation as standard, along with High Beam Assist and Side Blind Spot Alert. Options include a head-up display, electric side doors with foot-waving activation, forward-collision alert and Automatic Emergency Braking. However, even the base Edition model comes with Hill Start Assist and a full bulkhead.

Load volumes can be extended to 6.6m³, if you opt for a Flex Cargo load-through bulkhead, while the heaviest models can handle up to 1,458kg of payload. The vans also boast a 2.5-tonne towing capacity on some models, which is 500kg up on the old Vivaro.

The IntelliGrip electronically controlled differential, that is also available on Combo, can be provided for customers that require some off-road capability. This offers additional traction with snow, sand and mud settings.

In the cab, the Vauxhall comes with a range of infotainment systems, though the firm's ConnectBox system will be standard. This provides an e-call emergency call facility and a link in to telematic and fleet management systems, through the vehicle's CAN Bus wiring. Higher trim models will get Multimedia Navi infotainment with a 7" touchscreen and Apple and Android compatibility.

To make the most of the new van, Vauxhall has appointed 62 Van Business Centres since the beginning of the year. These dealers will offer an enhanced commercial vehicle service, with the recent addition of the PSA Groupe's Free2Move Lease finance and contract hire business providing additional backing.

Vauxhall has had a very strong start to 2019 under PSA ownership, with Combo sales up 310% in the first five months compared to 2018. Even the outgoing Vivaro saw an increase of 4.59%, while Movano, which will soon be upgraded to Euro 6d, was up by 28%.

The company is hoping that the new Vivaro, which boasts the Built in Britain logo on its flanks, will continue to build on this sales success.

Driving impressions

We tried both the 1.5-litre and the 2.0-litre models at 120bhp in half-laden vans. Though boasting slightly less torque than the larger engine, the 1.5-litre copes well with the size and weight of the Vivaro, offering commendable refinement and less noise than the bigger motor. However, if you are regularly running at higher weights or need longer distance use, the 2.0-litre will no doubt be the engine of choice for many.

The PSA interior is familiar now, but the none the worse for it and the van delivers a comfortable workspace for both driver and passengers. Handling and ride are both good and the van feels smaller than it actually is on the road, making it easy to thread through urban traffic. It is also stable and more than capable on the motorway.

Our test vans were in the higher trim levels, offering a number of options, with the head-up display in particular proving useful. Vauxhall is also offering a number of equipment packs, grouping together several popular options to create cost-saving selections.



THE DAF LF 210 DELIVERS EVERY WHICH WAY – AND THEN SOME!



When DAF launched its new LF it boasted that adding a large number of innovations took this already popular distribution truck to 'a new level of excellence.' So, we were delighted to get a recent opportunity to put those claims to the test in a 12 tonne LF 210 4x2 rigid around the roads on Liverpool and Manchester, reports Export & Freight's Phil Eaglestone.

TEST DRIVE: THE DAF LF 210 DELIVERS EVERY WHICH WAY - AND THEN SOME!

Having just recently acquired my HGV licence, this was a test of not just the DAF's performance, but my own as a truck driver too!

The latest DAF LF, which certainly looks the part on the road, features a luxurious interior, a comprehensive instrument panel and improved visibility, all of which helps to maintain its position as a highly regarded distribution truck for both operators and drivers.

Feeling at home behind the wheel was made easy for me thanks to the LF's high level of comfort, user friendly controls and various driving assist and safety features; equally as important for me was good visibility as I didn't want to cause any embarrassing accidents on my 'debut' in the DAF!

Particularly noteworthy was the 'vision door', a new feature in the LF. Especially in city distribution transport, it improves safety by giving drivers a better view of pedestrians and cyclists on the near-side, next to the cabin. The co-driver side window is controlled electronically from the driver's side and slides to open.

Cab Comforts

A comfortable driver, of course, is a better driver and the moment I climbed into the cab I felt at ease with my surroundings and with my working environment. The DAF LF has an extremely comfortable driver's seat, with a large range of adjustments of up to 210 mm longitudinal and 120 mm in height, while the adjustable, multifunctional steering wheel helped me to achieve an excellent driving position.

There are integrated switches for operating the cruise control, engine brake, radio and hands-free TruckPhone, while the climate control and the double DIN slot for an optional Truck Navigation Radio are all within easy reach.

The dashboard is both attractive and comprehensively equipped, offering maximum ease of use. All controls are within easy reach and arranged logically by function. The Driver Information Panel provides more information to increase driver comfort and efficiency. To enhance driver performance even further, settings are grouped on the instrument panel more logically and the Driver Performance Assistant (DPA) includes even more tips for economical driving.

An extra-large capacity of the heating and ventilation system means the interior can quickly be brought to the ideal temperature – which is clearly perfect for drivers who get in and



out of the cab, perhaps many times a day, on their delivery route, especially in the depths of winter or the heat of a good summer's day.

Driving in busy, built up areas, as well as on open roads that can be congested at the best of times, you want an assurance that you have systems to keep you safe and in control at all times, and I certainly did in the DAF LF 210, powered by a Euro 6 four-cylinder 4.5-litre PACCAR PX-5, matched to an AS Tronic 6 speed gearbox that gave us a smooth, quiet and assured driving experience.

Safety Features

Comfort and safety systems coming as standard include a fully Electronic Braking System and Adaptive Cruise Control, which automatically adjusts the truck's speed to maintain a safe distance from the vehicle ahead. A Forward Collision Warning and Advanced Emergency Braking System both integrated into the ACC system alerts you if there is a risk of collision and automatically slows the vehicle down in an emergency, while the Lane Departure Warning System will alert you if the truck begins to stray unintentionally from its lane.

Any working driver welcomes plenty of storage space around the cab to make life that little more comfortable and the DAF LF doesn't disappoint, offering extensive storage options: a spacious lockable compartment on the engine

tunnel, side pockets in the door panels and two large compartments above the windscreen.

It is also worth mentioning that DAF's special Silent version is unique in the market, opening up further distribution options in urban environments. Through a range of smart technologies including special engine software, the noise in 'Silent mode' is restricted to a maximum of only 70 dB(A). This makes the LF ideal for loading and unloading in city areas where evening, night-time or early morning noise restrictions apply.

Incidentally, the bodybuilder friendly LF has the largest load capacity in its class thanks to a wide range of chassis lengths and wheelbases that extend up to 6.90 metres. This results in possible load lengths of over 9 metres giving the truck even greater load capacity. Longer wheelbases also mean the vehicle can provide fuel capacity of up to 1,240 litres making it unique in its class; this gives the DAF LF a large operational range.

Verdict

I have to say I was pleasantly surprised by both my own and the truck's performance! The LF was a joy to drive, especially after I got used to the controls. This is a truck 'born' for the distribution sector, offering the driver a comfortable, practical and safe working environment. DAF call it 'pure excellence.' Put it to the test to find out if you agree.



New group to address hydrogen transport in Ireland

A number of leading companies including Belfast Met and Viridian have announced the formation of Hydrogen Mobility Ireland, a group formed to plan and deliver a coordinated approach to the deployment of hydrogen transport in Ireland.

Hydrogen Mobility Ireland (HMI) aims to oversee the implementation of a strategy to introduce the use of hydrogen for transport

in Ireland. The group's mission is to plan a path to the mass market introduction of Fuel Cell Electric Vehicles (FCEVs).



Pictured from left Paul Mc Cormack, Belfast Met and Mark Welsh, Energy Services Manager, Viridian

The group plan to present their findings to interested parties over the coming months, including a presentation to the Irish government's Low Emission Vehicle Taskforce later in June. The group will also publish a report in the Autumn on the potential role of hydrogen technology in the decarbonisation of the national transport fleet.

The use of hydrogen as a fuel for cars and heavy duty vehicles can enable zero emissions transport. A fuel cell consumes hydrogen fuel and air to produce electrical power for the vehicle with water vapour as the only by product.

Using sustainable hydrogen in transport will aid Ireland in achieving its transport decarbonisation targets in a cost effective manner. The transport sector is currently the second highest contributor to greenhouse emissions in Ireland.

HMI has three working groups: hydrogen production, refuelling stations and FCEV rollout and it will work closely with the Hydrogen Ireland Association, which is reviewing the use of hydrogen for other sectors such as the built environment, integration with renewables and energy supply chains as well as the skills and training that will be needed.

Paul Mc Cormack from Belfast Met is the Programme Manager on the Belfast Met led renewable hydrogen project, 'GenComm' and a key member of Hydrogen Mobility Ireland and Hydrogen Ireland. "It is a key issue that Hydrogen Mobility Ireland will address, namely that of how to decarbonise transport in Ireland. Hydrogen vehicles can help deliver zero emissions. All the members of HMI are working in the one direction both industrial members such as Viridian and the GenComm project here at Belfast Met which can help measure the ability to produce hydrogen through pilot plants in Germany, Northern Ireland and Scotland. Its an exciting time to be involved in delivering a hydrogen supply chain."

Platooning Researchers see great potential in real operations after tests

Operating electronically linked trucks on German motorways is safe, technically reliable and easily applicable in the routine of a logistics company. These are the key results of the world's first field test with truck platoons in real logistics operations, which the project partners presented in Berlin recently.

As part of a research project sponsored by the Federal Ministry of Transport and Digital Infrastructure, professional drivers drove two electronically linked vehicles on the Autobahn 9 between the Nuremberg and Munich branches of the logistics company DB Schenker over the course of seven months. Having covered some 35,000 test

kilometres, the truck drivers, who drove at a distance of only 15 to 21 metres, praised the driving comfort and the general sense of safety. The field test also demonstrated savings in fuel consumption.

The Federal Ministry of Transport and Digital Infrastructure contributed funding of approx. €1.86 million to the research

project. The project partners DB Schenker, MAN Truck & Bus and the Fresenius University of Applied Sciences presented the results at the Ministry. According to the project partners, the use of truck platoons could ensure more efficient use of space on motorways, less congestion and increased road safety.

The platooning system installed in the MAN trucks operated smoothly 98% of the time. Active interventions by the driver were necessary only once every 2,000 kilometres, which is much less than expected. In addition, the pilot project demonstrated a 3 to 4 percent reduction in fuel consumption.

"We were able to show that platooning has the potential to contribute to the reduction of fuel consumption and CO2 emissions. First and foremost, we are pleased that the system works reliably and can increase safety on the motorway. Accordingly, platooning is an important step for us on the way to automation," said Joachim Drees, Chairman of the Management Board of MAN Truck & Bus SE.



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ANOTHER RECORD BREAKING & MEMORABLE EXPORT & FREIGHT GOLF MASTERS 2019

There was another record turn-out for the seventh annual Export & Freight Masters Golf Day staged at the challenging and award winning 18-hole Faldo Championship Golf Course at Lough Erne Resort in Fermanagh.

For those 160 golfers taking part in our highly competitive four-balls it was clearly a memorable day on the greens despite the weather, as our accompanying photographs well illustrate; and there were plenty of prizes being won along the way, among them Steven Webster, guest of TSS, who took home the Peter Ray Memorial Trophy.

Away from the greens, there was lots to keep guests entertained with a range of activities, including a whirlwind day on Lough Erne in Racing Ribs, Cruisers, and a fascinating tour of the Boatyard Gin Distillery followed by a Hog Roast on the Jetty.

Without exception, everyone at the event had nothing but good to report. Commented Gordon Best, Regional Director of the Mineral Products Association NI: "This is probably the very best organised corporate event that I would attend over the course of a year."

Added Paul Tyrell from Motis, past team

winners: "It was a tremendously enjoyable day." And said Nicola Walker from Cronus Logistics: "You have to be here at this event; you cannot miss it. We are here every year; it is great fun, and it just gets better and better." Similar sentiments have been expressed by Harry Girvan from the Simplicity Group: "A brilliant day, a great event. Teeing off at ten past eight in the morning was a little bit daunting, but we had the best of the weather."

Previous champion of the Export & Freight Masters Brian McManus from Surefreight was equally impressed. "I look forward to this event every year. It is a brilliant day out, one of the best." And Neil McKibben from Mercedes-Benz Truck and Van NI remarked: "Really enjoyable being here, with good company and good friendships made on what is a fantastic day. Well done to everyone who took part. My guests and customers had a great time, so well done, too, to Export & Freight; a job well done."

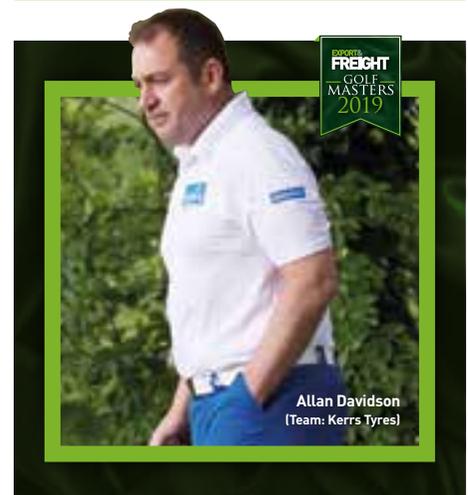
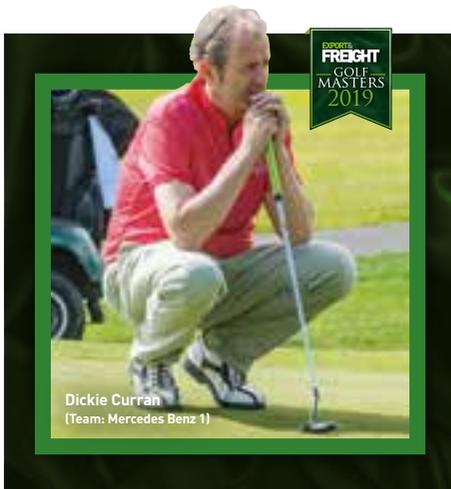
During the event, £9,000 was raised through a raffle, an auction and a 'Beat the Pro' competition all in aid of the Katie Rose Charity. Little Katie Rose, the eight year old daughter of Morgan McLarnon's Transport Manager Kevin McKeown, was diagnosed in March 2018 as having stage four high-risk neuroblastoma with metastasis, a highly aggressive form of the childhood cancer. The money raised will go towards helping the family to reach its £400,000 target to take her to New York for highly specialised surgery.

To see all the action from the event including the Sponsors Night, Golf Academy Longest Drive, Pre-Tournament Individuals Competition winners, The Golf Masters and the Thriller on the Lough, log on to on <https://exportandfreight.com/golf/>

The day was rounded off by a four-course evening meal, including wine - and the all-important prize giving ceremony - all of which we managed to capture on camera.

EXPORT &
FREIGHT
GOLF
MASTERS
2019





Mercedes Benz Team 1 EXPORT FREIGHT

GOLF MASTERS 2019

Dickie Curran (Curran Transport), Neil Mckibben, Chris Fillis (Mercedes Benz Truck & Van) and Paul McGimpsey (McGimpsey Removals).

Mercedes Benz Team 2 EXPORT FREIGHT

GOLF MASTERS 2019

Johnny Mayne (Rentamerc), Paul Gill, Marc Booth (McGinleys), and Kim Brand (K2).

EXPORT FREIGHT GOLF MASTERS 2019

Tommy Maxwell (Team: NI Trucks 2)

Kerrs Tyres Team EXPORT FREIGHT

GOLF MASTERS 2019

Andrew Hutchinson (CP Hire), Paul Davidson (NK Fencing), Norman Kerr (Kerrs Tyres) and Allan Davidson (NK Coatings).

SDC Trailers Team EXPORT FREIGHT

GOLF MASTERS 2019

Enda Cushnahan, Oliver Benton, Matt Kerrison and Steve Benton (SDC).

Hireco Team EXPORT FREIGHT

GOLF MASTERS 2019

Brian Haveron, Nick McClay, Sean McErlean and Richard Todd (Hireco).

SDC Truck & Trailer Parts Team EXPORT FREIGHT

GOLF MASTERS 2019

Sean Mitchell, Gavin Diamond, Scott Cowie and Brian Robertson (SDC Truck & Trailer Parts).

EXPORT FREIGHT GOLF MASTERS 2019

Aaron Clydesdale (Team: Michelin/A1)

TSS Team EXPORT FREIGHT

GOLF MASTERS 2019

Steven Webster, Stanley Hutchinson, Kevin Lacey and Noel Lacey (TSS).

BRS Team 1 EXPORT FREIGHT

GOLF MASTERS 2019

Will Ironfield, Ian McDowell, Dave Dobson and Kieran Sheen (BRS).

BRS Team 2 EXPORT FREIGHT

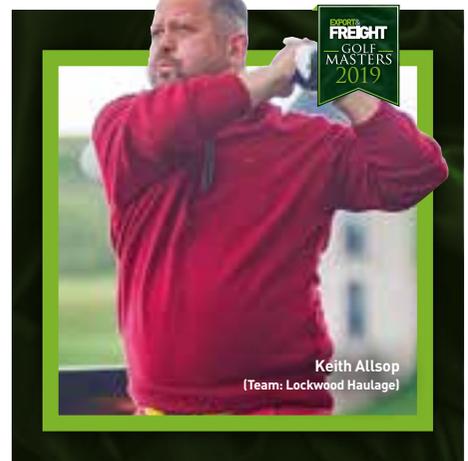
GOLF MASTERS 2019

Graham Scholes, Doug Shawcross, Chris Beeby and Mark Pitcher (BRS).

NI Trucks Team 1 EXPORT FREIGHT

GOLF MASTERS 2019

David Wilson, Andrew Irvine, Philip Davidson (NI Trucks) and Pat McGarry (Hendersons).



Bullet Express Team EXPORT FREIGHT

GOLF MASTERS 2019

Nigel Wright, John McKinstry, David McCutcheon and Phillip Tracey (Bullet Express).

EXPORT FREIGHT GOLF MASTERS 2019

Iain Latimer
(Team: Diamond Trucks)

Scania/Roadtrucks Team EXPORT FREIGHT

GOLF MASTERS 2019

Mark Adamson, Elaine Marks, Gary Barnes and John Marks, (Roadtrucks).

EXPORT FREIGHT GOLF MASTERS 2019

Gerard O'Callaghan
(Team: Close Brothers Finance)

TBF Thompson Team EXPORT FREIGHT

GOLF MASTERS 2019

Michael Donnelly (KDM Hire), Liam O'Neill (TBF Thompson), Daniel McLroy (RTU) and John Chambers (W&J Chambers).

Gray & Adams Team EXPORT FREIGHT

GOLF MASTERS 2019

John Delaney, Glenn Baxter, Jordan Willis and Wayne Boylan (Gray & Adams).

Bluetree Team EXPORT FREIGHT

GOLF MASTERS 2019

Trevor Durnin (Orbcomm), Aidan Hand (Sam Dennigan & Company) Brian Crinion, and Fergal McLoughlin (Strandvaus).

Belfast Port Team EXPORT FREIGHT

GOLF MASTERS 2019

Gary Stewart, Colin McClements, (Belfast Port), Paul Sullivan (Eucon) and Michael Robinson (Belfast Port).

EXPORT FREIGHT GOLF MASTERS 2019

Harry Girvan
(Team: Export & Freight)

Raymond Doody Truckparts Team EXPORT FREIGHT

GOLF MASTERS 2019

Declan Devine, Raymond Doody, Alastair Little and Ciaran Teague (Raymond Doody Truckparts).

Close Brothers Finance Team EXPORT FREIGHT

GOLF MASTERS 2019

Sean Darcy, Garvan McCauley (Close Brothers), Gerard O'Callaghan (Lagan Specialist Fuels) and Nick Keaney.

Fitzroy Group Team EXPORT FREIGHT

GOLF MASTERS 2019

Wilson Collins, Martin McCooe, Alex Denver and Alan Harrison (Fitzroy Group).



Bosco McGonigle (Seatruck).



Trevor Durnin (Orbcomm), Brian Crinion, and Fergal McLoughlin (Strandvaus).



Michael Goode (A One).



Paul McGimpsey (McGimpsey Removals).



Scruttons Team.



Briggs Equipment Team.



Ronan O'Hara (Agro), Chris Corr (McConaghy Refrigerated) and Robert Heavin (Carna Transport).



Nicola Walker (Cronus).



Andrew Hutchinson (CP Hire).



Aidan Hand (Sam Dennigan & Company).



Shane Fitzpatrick, (Circle K).



Victoria Hannon (Hannon Transport).



Pat Magee (NI Trucks).



Doug Shawcross (BRS).



Will Ironfield, Ian McDowell and Dave Dobson (BRS).



Wayne Evans (Lockwood Haulage).



Scruttons Team on the hunt for a missing ball.



SDC Truck & Trailer Parts Team.



Killian Morgan (Circle K).



Ciaran Teague, Alastair Little, Declan Devine and Raymond Doody (Raymond Doody Truckparts).



Chris Fillis (Mercedes Benz Truck & Van).



Mark Smith (NI Trucks).



Brian McManus (Surefreight) and Steve Turton (BPW).



Aodh Hannon (Hannon Transport) and Sean McAnenly (McAnenly Transport & Logistics).



Graham Boyd (Man Truck & Bus).



Nigel Boyd (Hannon Transport).



Brian Haveron (Hireco).



John Lawell (BOC).



John Chambers (W&J Chambers) and Liam O'Neill (TBF Thompson).



Daniel McIlroy (RTU).



David Watts (Diamond Trucks).



Justin Muldoon (IMS).



Michael Loughran (Lissan Group).



Paul Simpson (Lockwood Haulage).



Sean Darcy (Close Brothers).



Hole 6, Provison.



Hole 16, NI Trucks.



Hole 16.



SDC hospitality Trailer and Diamond Trucks display.



Sponsors Truck Displays.



The 9th Hole Experience.



Mercedes Benz Truck on display.



Nick Keaney.



Kieran Campbell (Campbell Bulk).



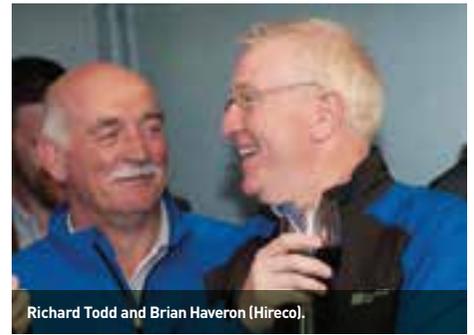
James Allen (Allen Logistics).



Garfield Harrison (Export & Freight).



Clive Horn, Steve Turton, Dickie Curran, Alf Gooding and Neil Groves.



Richard Todd and Brian Haveron (Hireco).



Glynn Davis (BPW).



Donal Rice and Graham Scholes.



Garfield Harrison, Mark Pitcher and Donal Rice.



Lough Erne Pro's Michael Stanford, Alf Gooding and Neil Groves (BPW).



Gordon Best, MPANI, Mark Cuskeran, Brian McManus (Surefreight) and Clive Horn (BPW).



Marc Booth (McGinleys).



Nicola Walker (Cronus).



Mark Cuskeran.



Elaine Marks (Roadtrucks).



Brian McManus (Surefreight), Colin McNeely (Briggs Equipment) and Steve Turton.



David McCutcheon and Nigel Wright (Bullett Express).



Sean Lynch and Paul Tyrell (Motis).



Doug Shawcross, Graham Scholes, Christopher Derby, Mark Pitcher, Kieran Sheene and Iain Latimer.



Helen Beggs (Export & Freight), Brian Haveron (Hireco), Anthony Rooney (Briggs Equipment), Neil Mckibben (Mercedes Benz Truck & Van) and Garfield Harrison (Export & Freight).



Adrian Logan and Kieran Campbell (Campbell Bulk).



Adrian Logan and Nick McClay (Hireco).



Adrian Logan and Brian Haveron (Hireco).



Marc Booth, Paul Gill (McGinleys) and Johnny Mayne (Rentamerc).



Keith Allsop, Paul Simpson, Rob Lockwood, Wayne Evans and Andy Taylor (Lockwood Haulage).



Kieran Campbell (Campbell Bulk), Mrs Purdy and John Purdy (TBF Thompson).



Adrian Logan and Neil Mckibben (Mercedes Benz Truck & Van).



Adrian Logan and Anthony Rooney (Briggs Equipment).



Another great putt.



Rob Lockwood, Lockwood Haulage.



John Marks (Road Trucks).



Neil Mckibben (Mercedes Benz Truck & Van).



Nicola Walker (Cronus).



Keith Allsop (Lockwood Haulage).



Braving on through the damp conditions.



The Hireco Team in action.



Fishing for the Lost Ball.



Nick McClay and Brian Haveron (Hireco).



Marshall Boyd (DSV).



Richard Todd (Hireco).

THRILLER ON THE LOUGH



John Purdy (TPF Thompson) and Alan Espie (TPF Thompson) riding shotgun.



Tanya and Glen Alderdice (Woodside Haulage), Rachael McCandless and Michael Tohill (PRM), Jason and Arnold Beattie (M.Beattie & Son).



Heading to the Thriller on the Lough.



Kathryn Dickey (TTP).



Anna Sembhi & Lynda Hughes (Road Trucks Guests)



Vincent Taggart (Road Trucks).



Brian Beattie & John Donnelly (RK Trucks).



Eamon McGurran (BPW).





Lisa Bicket (A1 Tyres).



Graeme Emerson (Norman Emerson Group).



Fionnuala O'Donovan (Circle K).



Lynda Hughes & Anna Sembhi (Road Trucks Guests).



Gerard O'Dea (TBF Thompson).



Glen Alderdice (Woodside Haulage).



Sammy Hammill (McBurney Transport Group).



Tanya and Glen Alderdice (Woodside Haulage).



Joe McGirr, Managing Director, Boatyard, taking the tour at the Boatyard Distillery, Lough Erne.



Declan Rafferty (Starplan Furniture).



Linda and Paul Hutton (Drumfries Freight).



Rachael McCandless and Michael Tohill (PRM).



Vincent Waddell (Surefreight) and Declan Rafferty (Starplan Furniture).



Mark Girvan (Simplicity Group) Michael Donnelly (KDM Hire) and Neil Girvan (Simplicity Group).



John Delaney (Scania) and Noel Lacey (TSS).



Andrew Hutchinson (CP Hire), Aodh Hannon (Hannon Transport), Raymond Stockdale (MAN), Norman Kerr (Kerr's Tyres) and Paul Davidson (NK Fencing).



Jordan Willis (Gray & Adams), Wayne Boylan (Dan Ryan Truck Rental), Glenn Baxter (Musgrave NI) and Tracy Martin (TTP).



Mark Grundy (Balloo Hire), Jason Beattie and Arnold Beattie (M.Beattie & Son).



Paul Simpson (Lockwood Haulage), Steve Holbrook and Tim Wayne (Brooks Trailers).



Mark Prophet, David Williams and Chris Freeman (IMS).



Nigel Boyd (MAN), Drew McKee (TTP), James Allen, (Allen Logistics) and Aodh Hannon (Hannon Transport).



Steve Turton (BPW), Rob Lockwood (Lockwood Haulage), Glynn Davis and Clive Horn (BPW).



Mark Johnston (Aquarius IT), Stephen McAneney (Allied Fleet Services) and Richard O'Loughlin (Stena Line).



Tanya Alderdice, Nina Byrne and Rachael McCandless.



Killian Morgan (Morgan McClernon), Liz Hazelden and Guy Reynolds (Aquarius IT).



Brian McManus, Bronagh Curran and Neil McKibben.



Gordon Best (MPANI), Sean Mitchell (SDC Trailers), Scott Cowie and Brian Robertson (SDC Trailers).



Donal Rice (RK Trucks) and Graham Boyd (MAN).



BRS Group: Will Ironfield, Kieran Sheene, David Thompson, Doug Shawcross, Christopher Derby, Graham Scholes and Mark Pitcher.



Johnny Mayne, Kim Brand and Chris Fillis (Mercedes Benz Truck & Van).



Philip Mehaffey, Billy Moore and Pat McGarry (Henderson Food Services).



Michael Armstrong (McConaghy Refrigerated); Sheldon Murray (McBurney Transport) David McAllister and Drew McKee (TTP).



Damian McGrath and Damian Devlin (Seatruck), Peter Duncan (Mulgrew Haulage), and Adam Mason (Seatruck).



Liam O'Neill, Alan Espie, Gerard O'Dea and John Purdy (TBF Thompson DAF).



Alastair Hamilton, Nicola Walker (Cronus), and Christy Dooley (TTP).



Joe Loughran (LCC), Raymond Devlin (MAN) and Michael Loughran (LCC).



1ST INDIVIDUAL – GREEN JACKET

1st Overall - Prize: Galvin Green Jacket, Dinner, Bed & Breakfast in Lough Erne Resort - Steven Webster (Handicap 2) 39pts.



2ND INDIVIDUAL

2nd Overall - Prize: Oscar Jacobsen Rain Jacket - Declan Devine (Handicap 8) 38pts.



3RD INDIVIDUAL

3rd Overall - Prize: Under Armour Rain Jacket - Mark Booth (Handicap 9) 37pts, Better Back nine.

EXPORT & FREIGHT GOLF MASTERS 2019
SCOREBOARD

TOP 3

1 STEVEN WEBSTER39PTS
(HANDICAP 2)	
2 DECLAN DEVINE38PTS
(HANDICAP 8)	
3 MARK BOOTH37PTS
(HANDICAP 9)	BETTER BACK NINE

TEAM

1 CRONUS LOGISTICS88PTS
2 RAYMOND DOODY TRUCK PARTS.....	87PTS
3 KERR'S TYRES85PTS
	BETTER BACK NINE



1ST OVERALL TEAM

1st Overall Team - Prize: Winner of the Peter Ray Memorial Claret Jug and Luxury Golf Shoes - Cronus Logistics Team, Nicola Walker, Christy Dooley, Paul Hutchinson and Alistair Hamilton = 88pts.



2ND OVERALL TEAM

2nd Overall Team - Prize: Glenmuir Hay Zip Jumper - Raymond Doody Truck Parts 87pts.



3RD OVERALL TEAM

3rd Overall Team - Prize: Under Armour Top - Kerr's Tyres 85pts, Better Back Nine.



Sponsored by RK Trucks Centres Ltd - MAN watch presented by Donal Rice - Winner: Nick McClay (Hireco).



Sponsored by Hireco - Golf shoes presented by Ricky Graham - Winner: Trevor Durnin (Bluetree).



Sponsored by Seatruck - Champagne presented by Damian McGrath - Winner: Michael Robinson (Belfast Port)



Sponsored by Circle K - Fit Bit presented by Paul Balfe - Winner: John McKinstry.



Sponsored by Mercedes Benz - Golf bag presented by Sean Clarke - Winner: Brian Robertson (SDC Truck & Trailer).



Sponsored by Provision - Half Day Rally Experience presented by Ciaran Murphy. Winner: Gary Barnes (Road Trucks).



Sponsored by TSS - Golf bag with Golf Goodies presented by Noel Lacey - Winner: Nick McClay (HireCo).



Sponsored by Scania - £200 Golf Voucher presented by John Marks, Road Trucks - Winner: Trevor Durnin (Bluetree).



Sponsored by Aquarius - Box of Wine from Direct Wine Shipments presented by Leona Morrow - Winner: David Wilson (NI Trucks).



Sponsored by Cronus Logistics - £150 from the Golf Shop presented by Nicola Walker - Winner: Elaine Marks (Road Trucks).



Sponsored by SDC Trailers - £250 voucher for the Golf Shop presented by Enda Cushnahan - Winner: Ciaran Teague (Raymond Doody Truck Parks).



Sponsored by Michelin Tyres/A1 Tyres - £250 voucher for the Golf Shop presented by Primoz Lakota - Winner: Mark Booth (Mercedes Benz NI).



16TH HOLE LONGEST DRIVE

Sponsored by NI Trucks - Golf shirt and £50 M&S Voucher Presented by Mark Smith - Winner: Glenn Baxter (Musgrave).



17TH BEST DRESSED GOLFER

Sponsored by Stena - Vouchers Presented by Richard O'Loughlin - Winner: Rob Lockwood (Lockwood Haulage).



18TH HOLE NEAREST THE PIN

Sponsored by BRS - £250 voucher for the Golf Shop Presented by Graham Scholes - Winner: David McCutcheon (Bullet Express).



FALDO CHALLENGE

Titlist Sports Bag Presented by Helen Beggs (Export & Freight) - Winner: John Marks (Road Trucks) 1 Gross Over Par.



BEAT THE PRO WINNERS

The Lough Erne Pro's Michael Stanford, Sean Donnelly and David Smith offered their services free of charge for the Katie Rose Charity at Hole 18 in the Beat the Pro Contest. Presenting the prizes is Graham Scholes from BRS.

INDIVIDUAL PRE-TOURNAMENT 2019



3RD PRIZE

Presented by Helen Beggs - Golf Shoes Winner: Brian Haveron (33Pts)



2ND PRIZE

Presented by Helen Beggs - Galvin Green Jacket Winner: Niel McKibben (33Pts Better Back 9)



OVERALL WINNER

Presented by Adrian Logan - Overnight Stay, Dinner & Spa Winner: Anthony Rooney (36Pts)

THRILLER ON THE LOUGH 2019



Three People who stood out on the Day for overall enthusiasm, enjoyment and dynamism - Arnold Beattie, Connor McAlonan and Rachael McCandless.

EXPORT & 2019 FREIGHT
 TRANSPORT & LOGISTICS AWARDS
 THURSDAY 12th SEPTEMBER
 CROWNE PLAZA, SHAW'S BRIDGE, BELFAST
 Export & Freight on 028 9268 8888
 www.exportandfreight.com

eHorizon cracks the one billion litre savings mark

Since 2012, trucks equipped with the static eHorizon from the technology company Continental have saved over one billion litres of diesel – or the equivalent of nearly three million tons of CO2. Since 2012, trucks equipped with the static eHorizon from the technology company Continental have saved over one billion litres of diesel – or the equivalent of nearly three million tons of CO2.

“The static eHorizon is proof that the right product conserves resources in the cost-driven truck industry. This investment not only pays off for truck manufacturers but is also helping the environment,” says Gilles Mabire, Head of Commercial Vehicles & Aftermarket at Continental.

Around 410,000 commercial vehicles are equipped with the static eHorizon today. Continental works with a total of ten truck manufacturers, including numerous well-known companies from Europe, Asia and the USA – and the company expects further growth in the near future, particularly in North America.

The static eHorizon delivers information about the condition of the route ahead to the ECUs in the vehicle, based on highly precise topographical route data from the location cloud developer HERE Technologies and GPS signal information. The ECUs then automatically adapt driving style and speed.

Adaptive cruise control or predictive transmission control to avoid unnecessary gear changes are not the only applications that commercial vehicle manufacturers can implement with the sensor system. “Customers can also use the information from the eHorizon to optimise other system functions like the exhaust gas aftertreatment and increase their potential savings even more,” explains Dr. Raimund Varnhagen, Head of Product Management eHorizon, Telematics and Automated Driving for Commercial Vehicles at Continental. This is usually done by simply updating the software of the relevant algorithms.



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New Slim Spectrum Evaporator for Multi-temperature Refrigeration Units

Thermo King has introduced the new Spectrum S4.2 Remote Evaporator for Thermo King SLXi multi-temperature trailer refrigeration units.

The new compact monobloc evaporator can replace two evaporators in one zone without compromise on refrigeration performance thanks to a lower profile and improved zone flexibility. Comments David O’Gorman, product manager at Thermo King: “The new evaporator is another example of our solutions that

provide incremental improvement in the trailer refrigeration. This new product adds up to greater efficiency for operators by maximising the volume available for the payload and facilitating access during loading and unloading operations.” Featuring Dual Air Discharge with additional heat exchanger area, the

new Spectrum delivers refrigeration and airflow performance of a standard evaporator within a very compact envelope. This gives customers more flexibility for the installation inside the rear compartment of the trailer and optimal temperature control of the transported goods.

Foxpak Flexibles Opens New Manufacturing Plant in Louth

Foxpak, the pioneers of digital flexible, sustainable, packaging based in Co. Louth close to the border, have officially opened their new manufacturing plant in Collon, which sees an investment of €3 million in new equipment and facilities by the innovative business.

Foxpak offers flexible packaging that complies with strict performance criteria required in various products such as cereals, seafood, baby food, pet food and confectionery. The company exports 65% of its product to Northern Ireland, the UK, Europe and the USA and employs 35 staff members.

Commented Minister for Business, Enterprise and Innovation, Heather Humphreys TD: “It’s great to see an Irish Company leading the development of sustainable packaging in the food sector. The investment in this new facility and equipment is encouraging and a very positive step in the transition from traditional plastics to the new era of compostable, recyclable and paper based alternative packaging.”

Innovative DAF CF Electric wins Green Truck Award

The DAF CF Electric has been awarded Green Truck Logistics Solution 2019 by two leading German trade magazines.

The ‘Green Truck Logistics Solution Award’ is a prestigious accolade for the deployment of promising upcoming technologies for innovative, sustainable logistics around Europe.

The magazines also honoured container hinterland logistics network Contargo for taking the first DAF CF Electrics into operation in Germany. These fully electric field test vehicles collect and deliver containers at the inland Port of Duisburg in Germany.

The DAF CF Electric is a 100% electric 4x2 tractor unit developed for operations of up to 37 tonnes in urban areas, where single-axle or dual-axle trailers are the norm.

The vehicle is based on the DAF CF, with a fully electric drive using VDL’s E-Power Technology. The core of its intelligent powertrain is a 210-kW electric motor powered by a lithium-ion battery pack with a current total capacity of 170 kWh.

The CF Electric has a range of up to 100 kilometres, depending on the weight of its cargo, making it suitable for zero emissions high-volume transport in urban areas. The batteries have a 30-minute quick-charge feature while a full charge takes just one-and-a-half hours.

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HOLD ANNUAL GOLF CLASSIC AT MALONE GOLF CLUB

Bridgestone Ireland had a turnout of over 70 golfers from the transport and fleet management business in Northern Ireland at their recent annual golf classic in Malone Golf Club.

The weather conditions were good, remaining dry for the duration of the event. Bridgestone displayed their latest truck and car tyres on a range of vehicles outside the Malone Club including a beautiful BMW i8 on Bridgestone Potenza tyres. The day concluded with a dinner, prize giving and entertainment in the Clubhouse.

The MC for the evening was the always funny Adrian (Loggie) Logan with special guest former Ulster, Ireland and Lions rugby player Stephen Ferris who outlined his predictions for the 2019 Rugby World Cup. The overall men's winner on the day was Tony McDermott and the women's winner was Elaine Marks.



Andrew Beattie, Deane Ferris, Shane Ruddy and Wesley Curry.



Ross McComish, Angus McComish, Bruce Lee and Colum McComish.



Davy McKeown, William McKeown, George Dundas and Pauric McArron.



Colin Nicholl, Richard Tweed, Neil McKibbin and Gavin McCoubrey.



Brian Harper, Alan McFarland, Philip Doyle and Norman Doyle.



Dorothy Stewart, Elaine Marks, Sylvia Armstrong and Beth Moore.





Chris Bramley, Stephen Nixon, Michael Callaghan and Noel Rogan.



Chris Lester, Paul Kelly, Lee Stewart and Adrian Logan.



Declan McGarvey, Kieran Campbell and John McGlade.



Ian Calderwood, Rob Ireland, James Morgan and Sean Hughes.



Jeremy McWilliams, Frank Egan, David McEwan and Paul Maguire.

WINNERS



Stephen Ferris, Tony McDermott and Conor Curran.



Stephen Ferris, Elaine Marks and Conor Curran.



Stephen Ferris, Chris Bramley and Conor Curran.



Stephen Ferris, Colin Anderson and Conor Curran.

BRITTANY FERRIES OFFERS IRISH HAULIERS DIRECT GATEWAY TO EUROPE



It is more than three decades since Brittany Ferries began operating in Ireland; today it serves a loyal, diverse and expanding customer base on its direct sailings from Cork to Roscoff in France and more recently to Santander in Northern Spain.

Since the Cork to Santander route was launched in the spring of last year, freight – and tourism – volumes have been steadily growing, with both Irish and Spanish hauliers recognising the many benefits of this direct sailing between the two countries.

Complementing the seasonal Cork to Roscoff route, there are two, year round, weekly return sailings using the RoPax 'Connemara' which has capacity for up to 95 freight units, and with the terms of Brexit still very much undetermined, hauliers will appreciate this guaranteed connection between Ireland and mainland Europe no matter what happens politically.

If there was to be a 'hard' Brexit, for example, which would mean Customs controls for ports serving the UK, this direct service between Ireland, Spain and France would undoubtedly offer a unique option for hauliers seeking to avoid non EU territory.

Speaking when the service was first launched in April last year, the Port of Cork's Commercial Manager

Cpt Michael McCarthy said: "The option for freight carriers to bypass the UK land bridge will be seen as very attractive, as Brexit uncertainty continues. We have no doubt that both exporters and importers will make this a viable service." And that has very much been the case over the past 15 months.

The Port of Cork hinterland is the key primary agriculture and Food & Drink output region in the country. The vast majority of the goods imported and exported through Cork are consumables in the perishables arena such as fish, wines, spirits, dairy, and a wide range of other supermarket produce.

Freight customers like this route because the Port of Cork can load and unload quickly thereby enabling customers to get their produce to market quicker, than if they travel through East Coast ports.

Big Savings

And commented Brittany Ferries' UK and Ireland Freight Sales Manager, Steve Aldred: "By using

this service from Cork to Northern Spain or France, hauliers can greatly reduce their road miles, up to a thousand miles in some cases, and that in turn saves on fuel, wear and tear of their trucks and also provides drivers with the opportunity to take rest periods during the crossing. They can, in effect, put their feet up while their truck is still on the move."

Adds Steve: "Spending more of the journey at sea rather than on the road also means drivers have the option to adhere to EU regulations whilst maximising the productivity of each vehicle within their fleet, as well as increasing the level of safety and security of both driver and load."

Not only that, hauliers are also making substantial carbon (CO2) cost savings, thus helping them to strengthen their 'green' credentials, an aspect of transport that is becoming increasingly relevant.

Both the ferryports of Santander and Cork (Ringaskiddy) are conveniently located, as is the port of Roscoff, enabling

drivers to quickly access the motorway networks.

But it is not only the Brittany Ferries routes that are designed with the driver in mind. The ferry operator also places drivers' personal comforts high on its list of priorities. That's why there are specially reserved areas in tranquil surroundings for them to dine in, with cuisine of the highest quality.

And when it comes to their all-important rest, every driver is allocated with comfortable en-suite and air-conditioned cabin accommodation, with linen, towels and toiletries provided.

Unaccompanied freight

Catering for a wide variety of freight - from wide, heavy or abnormal loads to hazardous or refrigerated cargoes - Brittany Ferries also handles a full range of unaccompanied freight, items such as trailers, mobile homes, and machinery. In addition, rubber tracked vehicles can be carried on some of its services.

"We are fully conscious of the security implications of unaccompanied traffic and have a range of systems in place to protect customers against damage or theft."



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LARNE PORT CONTINUES TO DIVERSIFY AND GROW

The award winning Larne Port, which is owned by P&O Holdings Ltd, has ambitious plans to continue to diversify and further grow its business operations.

With more freight traffic than ever using what is the gateway of choice for many operators exporting to and from Ireland, facilities at the port include more than 20,000 sq feet of warehousing and generous storage areas within its 40 acres site.

“While our ro-ro operations have been core to our business for many decades, we are currently opening up the port to a whole range of diverse cargoes,” commented Harbour Master Anthony Van Damme.

Project Cargoes

“For example, we are working to expand our project cargoes and are seeing good success in handling onshore windfarm components such as turbines, and we are now looking at the offshore energy market. In the past three years we have been the mobilisation port for the seasonal repair work at the interconnector cables running between Northern Ireland and Scotland.

“We are also building up our bulk imports and exports, such as aggregate imports for the construction industry and waste materials which are exported to Europe for use in ‘waste to energy’ plants.”

In recent times the port has attracted a number of bulk ships, general and project cargo ships new to the harbour. To support this growth the port holds a license for the storage of Solid Recovered Fuels and scrap steel.

With easy access to the rest of Northern Ireland and beyond, thanks in some measure to the



MV Maria discharging tower sections for wind turbines.

upgraded A8 dual carriageway, the Port of Larne, with its highly competitive rates, proactive attitude and safe working environment, clearly makes a great choice for project cargoes, bulk cargoes and, of course, passenger traffic.

The variety of heavy and outsized cargoes handled at Larne is already impressive and ranges from piling rigs and construction plants to excavators, wind turbines and even railway carriages.

“The Larne Port is fully geared to handle both

accompanied and unaccompanied freight”

With P&O Ferries’ extensive parking available, the port, which is just 30 minutes from Belfast and two and a half hours from Dublin, handles around a quarter of a million commercial vehicles each year – and it is also fully equipped to accept unaccompanied traffic, which is a growing area of activity on the Irish Sea. Dockside staff are fully trained to load all types of trailers ensuring a safe and secure passage.

The port, of course, is also well established



Connector and Olympic Artemis, mobilising for their campaign in the Irish Sea and Scot Navigator loading SRF.

PORT OF LARNE, WITH ITS HIGHLY COMPETITIVE RATES, PROACTIVE ATTITUDE AND SAFE WORKING ENVIRONMENT, CLEARLY MAKES A GREAT CHOICE FOR PROJECT CARGOES, BULK CARGOES AND, OF COURSE, PASSENGER TRAFFIC.



Mersey Spirit and European Highlander in the Port's approaches.

in handling driver accompanied traffic, with fast and efficient check-in facilities dedicated to serve freight drivers.

Short Crossing

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

With much improved infrastructure in recent years, including new freight drivers' facilities, the port has become even more easily

accessible for local companies who may not have considered using the facilities in the past and indeed that is proving to be the case.

Driver Facilities

P&O Ferries' sister ships, the 22,000 tonne European Causeway and European Highlander, sailing between Larne and Scotland, can each carry up to 107 trucks (as well as 410 passengers) and once on board, truck drivers can switch off, relax and enjoy the many amenities the vessels provide.

Whether they be the dedicated drivers' restaurants, showers, lounges or the myriad of passenger facilities on-board,

their journey will be an easy one.

All driver restaurants offer a modern and varied selection of foods - from snacks and light salads to vegetarian options and hearty classics; and drivers can be sure their needs will be catered for regardless of the time of day.

The Larne Port, too, continues to play a big part in promoting the tourist industry in Northern Ireland, handling as it does, cruise vessels up to 205m, and that is an area of business that the port – a gateway to the picturesque Antrim Coast - wants to grow in the years ahead. This year the port will welcome the Astor and Hebridean Princess.

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Warrenpoint Port To Become Major CO2 Hub In £9.5m Investment

Japanese industrial gas company Nippon Gases is to establish a major liquid carbon dioxide (CO2) import and distribution terminal at Warrenpoint Port.



Warrenpoint Port CEO Clare Guinness joins, from left, Colin Trundley, European Operation Director - Liquid CO2, Nippon Gases and Gerard Dore, Commercial and Logistics Manager - Ireland, Nippon Gases to announce a £9.5 million investment by the Japanese firm.

The £9.5million (€11m) project represents the first major investment in Ireland by the firm since it purchased Praxair Gases Europe in December '18. The facility which will store liquid CO2 for the food and drinks industry across Ireland, aims to significantly improve security of supply for the gas on both sides of the border, and also lead to a major reduction in carbon emissions by minimising the need for road tankers. Work is due to commence this summer on the construction of the facility, which is expected to become operational in Q2 2020.

Clare Guinness, CEO, Warrenpoint Port, commented: "This investment by Nippon Gases is a major endorsement of Warrenpoint Port and recognises the benefits provided by our unique position equidistant between Belfast and Dublin that ideally places the harbour to facilitate the distribution of goods across the whole of Ireland. "The commencement of construction work on the terminal soon will signal the final stage of a scheme that we have been working on for some time. "The project represents another important element in our efforts

to enhance Warrenpoint Port's offering and cement our position as a catalyst for economic growth in the local region and further afield." The establishment of the liquid carbon dioxide import terminal, which will have the capacity to hold approximately 2,500 tonnes, follows a major shortage of the gas experienced in Ireland and United Kingdom during the summer of 2018. Gerard Dore, Commercial Manager, Nippon Gases, added: "CO2 is a key ingredient in the production of food and beverages. People know that it adds the fizz to drinks. Many are not aware

however that it is also used in the processing of meat and food products. Food applications include modified atmosphere packing, chilling and freezing of foods. It is also used in the production of dry ice which is used in airline catering, online food sales plus transport of pharmaceutical and clinical products. "However, with no significant native source of liquid Carbon Dioxide on the island of Ireland. All liquid carbon dioxide is currently imported by all the industrial gas companies daily into Ireland via road tankers coming across the Irish Sea. "Nippon Gases already own a number of CO2 terminals and ships in North West Europe. With this investment in Ireland, Nippon are changing the supply chain radically for their Irish customers by importing via ship rather than road tanker. It is worth noting that one ship will be the equivalent of 90 road tankers coming across the Irish Sea. The carbon footprint reduction is very large. In addition we are also linking in with the more abundant CO2 source region of continental Europe, namely Netherlands. This is important as the British Isles currently do not produce sufficient quantities of CO2 for their annual usage.

"This facility will ensure we can continue to guarantee into the future food grade, completely traceable liquid Carbon Dioxide that Irish industry both North and South of the border desires. "We are delighted to be working with Warrenpoint Port on this exciting venture and look forward to commissioning the terminal next year." The works are in addition to Warrenpoint Port's £4m capital investment programme that includes a reconfiguration of internal infrastructure and the regeneration of the landmark Town Dock House building that will re-establish an interface between the harbour and the town.

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POSITIVE RESULTS DRIVING INVESTMENT AT BELFAST HARBOUR

Belfast Harbour has reported that its capital investment spend during 2018 was up 24% to £52 million and that the Port is committed to a further £137 million of projects to help deliver on its aim to make Belfast Harbour a leading regional Port and to develop an iconic waterfront for Belfast.

The investments were funded by a strong financial performance in 2018, however, Belfast Harbour has predicted a challenging operating environment going forward. Turnover grew by 11% to £68.8 million and operating profits increased by 6% to £36 million. This performance was underpinned by an increase in trade handled through Belfast which rose by almost 4% to more than 24 million tonnes for the first time.

Belfast Harbour also benefited from income generated from regeneration projects in the Harbour Estate including the Belfast Harbour Film Studios and the City Quays development, which during 2018 saw the new AC Marriott Hotel added to two Grade 'A' office buildings already completed.

Also during 2018 work began on projects totalling £64 million to upgrade facilities at Victoria Terminals 2 and 3 which service ferry routes and container traffic. Belfast Harbour also purchased the world's largest hydraulic crane to enhance cargo handling capacity and invested £4 million on maintaining its deep-water berth at Stormont Wharf.

David Dobbin, Belfast Harbour's Chairman, said: "As a Trust Port we have to fund our own development. Every penny of our net earnings is reinvested into improving and developing our facilities for the benefit of Port users and the wider economy. Along with others our investment in Belfast's inner harbour is rapidly creating an iconic waterfront for the city making it an attractive and safe place

to live, work and visit. At a time when the port sector is facing considerable change it is encouraging that our financial performance is generating the funding we need to respond to new challenges and opportunities.

"Trends in shipping and freight handling technology mean that there is an ever greater need for investment in infrastructure to support larger, more hi-tech vessels and more automated and efficient cargo handling.

"The outlook for the current year is for a fall in Port trade with a weather related decline in animal feedstuffs after two record years, and for the continued decline in power station and domestic coal demand. We have also seen the completion of the current round of wind turbine contracts in the Irish Sea. We are responding to these challenges and to trends in the wider economy, such as the shift from spend on traded goods to tradeable services and leisure, and from fossil fuels to renewable energy. In this evolving market our vision is to provide best-in-class facilities to our current and future customers. We aim to become the most efficient, environmentally responsible and digitally enabled regional port in the world with an iconic waterfront."

Joe O'Neill, Belfast Harbour's CEO, said: "Despite our strong financial performance, Belfast Harbour is operating in a rapidly changing market environment. Diversification of trade has been a long-standing feature of the Belfast Harbour business model. This has helped protect the business from cyclical trends in specific sectors

and the long-term decline of others, such as liquid hydro carbon fuels and coal imports.

"We also face the prospect of an acceleration in technological changes. These require long-term investments to ensure that key port users such as Northern Ireland's ferry operators, importers and exporters, and international cruise line visitors all continue to access the best maritime facilities.

"The success of property projects such as City Quays and the Belfast Harbour Film Studios is creating new jobs and economic growth as well as generating additional income for the Port to fund further investment."

During 2018, 5,788 ships arrived at Belfast Harbour. Stena Line's commitment to provide additional capacity on its Great Britain routes helped freight vehicle traffic increase by 3% to a record 532,000 vehicles while passenger numbers exceeded 1.5 million for the second year running including some 200,000 cruise ship passengers.

Animal and grain feed tonnages rose by 7% to 2.3 million tonnes. Exports of aggregates increased by 100,000

tonnes to over 1.5 million tonnes as demand from GB construction projects continued to grow.

In 2018 Belfast Harbour completed the construction of a 900-space multi-storey car park and a four-star Marriott hotel in City Quays, and secured planning permission for a further 250,000 sq ft Grade 'A' office, City Quays 3. In addition, £15 million was committed to fund the development of 120,000 sq ft of new office space at Catalyst Inc, which is located within Belfast Harbour Estate.





Record Breaking

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



Voted Best Ferry Company by Irish media

TRAVEL writers, bloggers and influencers from all over Ireland have voted Stena Line Best Ferry Company for the seventh year in succession.



Stena Line's Diane Poole (second from left) and Jill Kelleher (second from right) receive the Best Ferry Company award at the 2019 Travel Media Awards from Fran Lambert, Atout France, and event hosts Alex Gibson and Ed Finn.

More than 200 guests gathered at the Shelbourne Hotel in Dublin for the 2019 Travel Media Awards, which are the only awards that call on members of the media to vote for their favourite travel companies.

Now in their ninth year, the awards comprise of 26 categories which are voted for by a wide cross section of media in Ireland, independently audited and managed by Technological University Dublin (TUD).

Diane Poole OBE, Stena Line's Travel Commercial Manager, Irish Sea South, was thrilled to pick up the award on behalf of Ireland's market leading ferry company. "This award is very special to us as it is voted for by travel media across Ireland, who play such an important role in communicating what the travel industry has to offer Irish holidaymakers," said Diane.

"To know that media have travelled with us, sampled our service and hold us in such high regard is very pleasing and this award is a fantastic independent endorsement of the Stena Line product, the quality of our service and our facilities on-board."

"I'd like to take this opportunity to thank all of the journalists, bloggers and influencers who voted for us – and also pay tribute to our amazing employees who go the extra mile every day to make sure that our customers have the best possible travel experience."

BG Freight Line begins additional Waterford-Rotterdam service

BG Freight Line, in partnership with Maersk, has begun a new weekly service on the Waterford-Rotterdam route that will act as a deep-sea feeder for businesses in Ireland who are exporting or importing goods globally through Europe's largest seaport.

The new service will support Maersk's customers in the southeast and in response to the needs of some of the region's largest industries.

BG Freight Line is a long-established European shipping line and part of the Peel Ports Group. It runs a fleet of 23 fully containerised vessels from its headquarters in Rotterdam and focuses on northern European, UK and Ireland connections.

Maersk is the largest container logistics organisation in the world. It has a presence in 130 countries, employing over 75,000 people. Maersk moves more than 12m containers a year worldwide and offers a wide variety of other logistics products to service customer needs.

Koert Luitwieler, CEO, BG Freight Line, said: "BG Freight Line is always looking for new



growth opportunities and adding Waterford will strengthen our excellent Irish Sea network even further. The call in Waterford will boost the shipping options for

local businesses enabling them to reach Rotterdam within days and connect to the rest of the world!" Simon Smith, Country Manager for Ireland & Scotland, Maersk,

said: "To be able to offer tailored solutions to our customers' needs is at the heart of what we do. We look forward to working with our existing and new customers on ensuring this service is sustainable and successful for all importers and exporters in the southeast."

Frank Ronan, Chief Executive, Port of Waterford, added: "This marks the culmination of a lot of work over a significant period of time and is due in no small part to the consistent support of the region's exporters, particularly from the agri-foods sector. The new service will be especially valuable to customers shipping containers to/from Africa, Asia and the Americas as it will feed into the global hub at Rotterdam and allow seamless movement of goods between Waterford and the rest of the world.

"Reflecting Ireland's economic growth, the Port continues to perform well and this additional service will allow us provide new capacity to the many businesses in the southeast who trade goods globally. For the Port, the additional weekly service increases our activity and throughput which is obviously important from a business perspective. We look forward to working with BG Freight Line and Maersk to ensure that this is a sustainable partnership."

Warrenpoint Port Makes £800,000 Plant Investment

Warrenpoint Port has made an investment of £800,000 in new plant that will significantly improve efficiency at Northern Ireland's second largest harbour.



Welcoming an £800,000 investment in new plant at Warrenpoint Port, from left, Tom Rodgers, Health and Safety Manager, an Taylor, Operations Manager, and, Eoin O'Mahony, Head of Engineering and Estates.

Authorities at the port have taken delivery of the first wave of the new fleet which will include seven forklift trucks.

Eoin O'Mahony, Head of Engineering and Estates, Warrenpoint Port said: "This investment in new plant is just the latest step in our drive to maximise efficiency across all our operations and it is a great pleasure to accept the first tranche of the new consignment that will be fully complete by September.

"The new forklifts will have a broad range of lifting capabilities allowing us to handle the full spectrum of commodities that pass through the port from timber, to steel and beyond."

The new forklifts, manufactured by Hyster, have lifting capacities ranging from 5 to 16 tonnes, while the harbour has also taken delivery of a new Bobcat loader.

The investment follows the purchase of a new crane in 2018 while two further cranes have also been refurbished in recent months.

Ian Taylor, Operations Manager, Warrenpoint Port, added: "The amount of goods passing through Warrenpoint is growing year-on-year and we expect that trend to continue.

"Continually reviewing our operational requirements and investing in new plant and equipment when needed ensures that we maintain the high quality of service that our customers expect, providing for a cost-effective and expeditious transit of goods through the harbour."

Warrenpoint Port handed a record 3.6 million tonnes of cargo in 2018, valued at £6.5 billion.

Last year, harbour authorities unveiled a 25-year Masterplan that forecast a significant increase in trade over the coming decades including a rise by up to 80% of core roll on, roll off freight by 2040.

New Chief Executive Appointed To Warrenpoint Port

Warrenpoint Port has appointed David Holmes as its new Chief Executive Officer. He joins the harbour, the second largest in Northern Ireland, from Irwin's Bakery where he has been Operations Director for the past six years.

Previously, David has held senior positions at Kerry Group, Unigate, and Premier Foods.

Stan McIlvenny, Chairman of Warrenpoint Harbour Authority, said: "With a background dealing with complex operations and supply chains in the food industry, David's wealth of experience will be a tremendous asset to the harbour.

"The board looks forward to working with David as he continues the transformative body

of work that has been taking place at the port over recent months and years as we continue to see tonnage and turnover increase annually.

"On behalf of the board of Warrenpoint Harbour Authority, I also wish to thank our outgoing CEO Clare Guinness for her great contribution to the port and the economic prosperity of the wider region during her tenure."

David will take up the post in late summer.



David Holmes, new Chief Executive Officer



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Stena Line sails towards leadership in sustainable shipping

AI assisted vessels to save fuel, Battery power propulsion, huge reduction of single use plastic on board, continued low level of crew and passenger accidents and an increased rate of female leaders. These are some of the highlights in Stena Lines' sustainability review for 2018.

This third sustainability review "A Sustainable Journey" describes initiatives, improvements and challenges in the operations from the sustainability perspective as well as results on their ambitious sustainability targets. The review also highlights the main initiatives the company has worked on during the past year. Stena Line CEO Niclas Mårtensson said: "With size comes responsibility

and our ambition is to improve our operations every year to become a leader in sustainable shipping. The past year we have had exciting developments pairing artificial intelligence with the know-how of our experienced employees on-board as well as increased focus on electrification. "We have continued our efforts within crew and passenger safety as well as launching a new initiative

for more diversity in our operations. This is a very exciting time for our company and I'm proud that Stena Line continues help shape the industry for European short-sea transportation." Stena Line's sustainability strategy is divided into five focus areas tied to the UN Global Goals for sustainable development with ambitious targets set in each focus area. They are Equality &

Inclusion, Good Health & Wellbeing, Clean Energy, Responsible Consumption, Life Below Water.

"We have more than 5,500 employees who all make big and small contributions towards our sustainability targets and it's great to see that we are making good progress in many areas while maintaining a safe and efficient operation. Our industry has a big challenge with our fossil dependence and our total carbon emissions increased in line with freight volumes so we have more to do in this area. The initiatives started within electrification are relatively new to our industry but extremely important going forward as we gradually move to low-carbon operations," said Erik Lewenhaupt, Head of Sustainability.

Stena Line temporarily relocates Belfast-Heysham Service

Stena Line has temporarily relocated its Belfast-Heysham Service in preparation for the arrival of its new generation E-Flexer ships to its Belfast-Liverpool service in 2020/21.

The company says it needs to make a number of important port infrastructure upgrade changes to Victoria Terminal 2 (VT2) ahead of the arrival of its first new vessel, Stena Edda, in Spring 2020.

To minimise customer disruption and inconvenience whilst this work is being carried out, Stena Line has made temporary arrangements to relocate its Belfast – Heysham Service to Albert Dock/Ballast Quay for approximately 6 months.

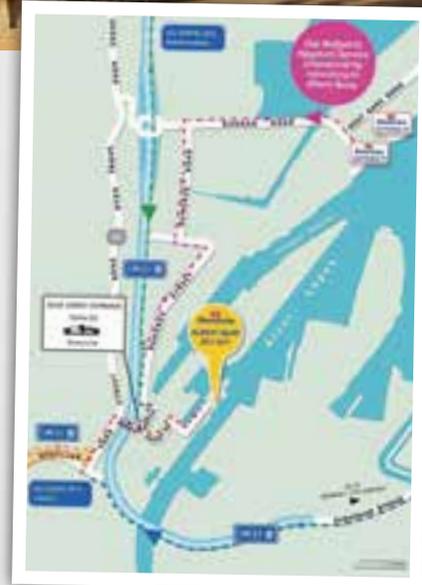
Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North) said: " Whilst we fully appreciate the slight inconvenience this may cause, Albert Dock/Ballast Quay is a facility we have used before and are very familiar with so we will do all we can to minimise any possible inconvenience to our customers.



"As we invest and grow our business on the Belfast -Liverpool service, the new E-Flexers will provide an additional 20% freight capacity, hopefully this will provide even greater business development opportunities for our customers in the years ahead. Stena Line has a proven track record of investing in its ships and ports and nowhere is this more evident than in our expanding Belfast Hub."

Stena Line has produced a map (see accompanying) outlining the most convenient way to access the new temporary facility at Albert Quay, Belfast Port.

Customer who require further information or clarification are advised to contact the Stena Line Customer Service Team on 0845 0704000.



Cartwright Group Named Manufacturer of Year

Leading trailer and commercial vehicle body manufacturer, Cartwright Group was the winner of the Manufacturer of the Year (over £25m) category in the recent Made in the UK Awards national finals held at the Ricoh Arena in Coventry.

The judges were impressed by the breadth of products and services offered by the Cartwright Group and the company's commitment to ongoing investment. The Made in the UK Awards recognise excellence from across the country celebrating all that is great about British manufacturing.

The win follows the company's recent success in the regional final Made in the North West Awards in which Cartwright had a double award win picking up both the Manufacturer of the Year category as well as the Manufacturing Apprenticeship and Training Award.

Now in its 67th year the Cartwright Group, which operates under the tagline Better. Built in Britain, is a shining example of British manufacturing. With its 39-acre head office site in Altrincham and multiple sites across the UK, the company is constantly pushing the boundaries to seek new ways to improve its production processes and further diversifying the business offering.

It is a strategy which has paid dividends playing an instrumental role in the company's rapid growth in recent years and reinforcing its position at the forefront of the

marketplace through its 'one stop shop' solution.

Mark Cartwright, Group Managing Director, said: "We are incredibly proud of our heritage and I am delighted that our achievements as a British manufacturer have been recognised on the national stage.

"It is a tremendous accolade for the business and testament to the dedication and hard work of our employees. I would like to extend my thanks to everyone who has made this possible and look forward to continued success for many years to come."



(L-R) Valerie Beresford Marketing Manager, Andy Jarvis, Regional Sales Director (Midlands), Sarah Forster, HR Manager and Suzanne Carty, HR Advisor.

MAN cuts its plants' CO2 emissions by over a quarter

Commercial vehicle manufacturer MAN Truck & Bus has reduced the CO2 emissions of its production sites by more than one quarter.

The sites emitted around 29% less CO2 in 2018 than in the base year of 2008, meaning that MAN has reached the goal it had set itself two years earlier than was originally planned: in fact, the MAN Climate Strategy, which was adopted back in 2011, provided for a 25% reduction by 2020 and not any earlier.

Over the past years, MAN Truck & Bus has invested around €40 million in reducing the CO2 generated by its production network, cutting the emissions of this greenhouse gas by over 100,000 tons a year – equivalent to those produced by a small town.

With a view to 2025 and 2030, MAN is currently working on new targets to lower its sites' CO2 emissions even further.

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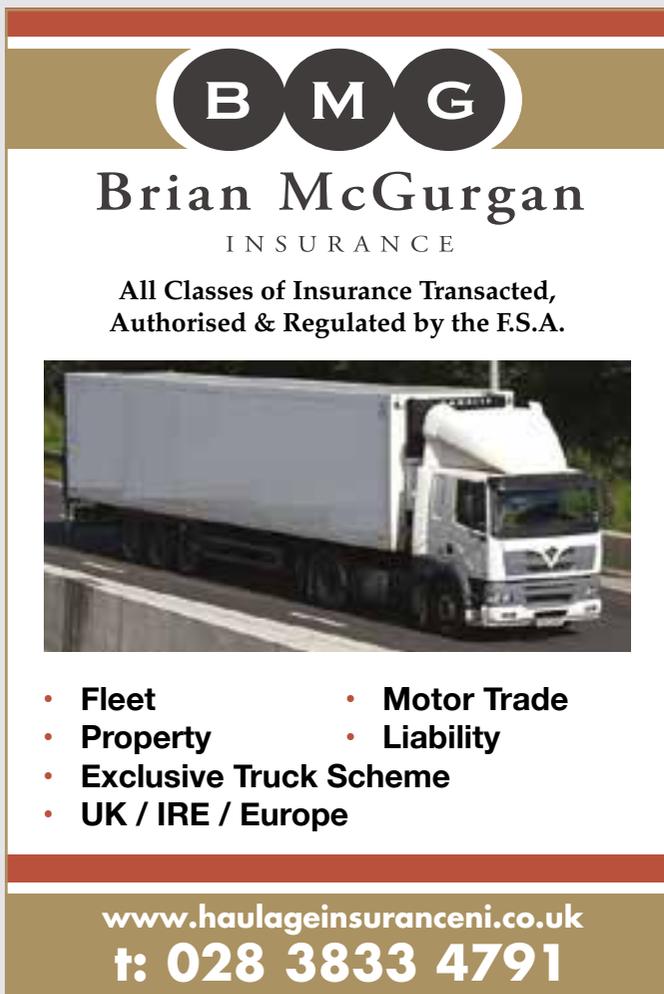
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