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## COMMENT

Brexit is only just a few short weeks away and with Parliament in suspension (at time of going to Press) still no one knows for sure how it is all going to end; we may even have a snap General Election to add to the growing uncertainty, but not perhaps before a 'no deal' exit. You just couldn't make it up!

In the meantime, the Road Haulage Association is continuing to push Westminster and Whitehall for the answers the industry urgently needs, and the Freight Transport Association says the time has come for government to put the politics of Brexit to one side, come clean with industry, and share its full impact assessment for a No Deal departure from the EU. Time, says the FTA, is running out to protect the UK's supply chain, both at home and overseas, which could have dire consequences for the economy.

Close to home is the controversy over the so-called Irish backstop. With over 13,500 vehicles crossing the border every day, there is an urgent need for clarity over how goods and services will be moved after the Prime Minister's October 31st deadline. But whatever the final outcome, the day to day business of the transport and logistics sectors has to be carried on, and we have no doubt that the industry will be up for the challenges ahead because that's how resilient it has always been when confronted with a crisis.

So, what have we got for you in this issue? We've been to Madrid in Spain to see the launch of IVECO's new S-WAY which focuses on the driver, on sustainability and on an advanced level of connectivity. We've also been to Sweden to compare the performance of a Volvo FH with its new state-of-the-art engine featuring a fuel efficient I-Save package against a similar truck without it. And we have managed to get behind the wheel of what has been described as the toughest and most high-performing version ever of Europe's best-selling pick-up, the new Ford Ranger Raptor, which has finally reached these shores.

Meanwhile, a big welcome is due to John Martin who has penned his first regular article for Export & Freight after recently taking up a post with the Road Haulage Association as their Policy Manager for Northern Ireland. Given his background and breadth of experience in the transport industry he is well placed to take the RHA forward within NI and strongly represent the views of its members to government departments and other agencies.

Our annual Export & Freight Transport & Logistics Awards ceremony has just taken place; if you weren't among the 600 plus guests there you probably don't know who won what, but rest assured all will be revealed in our next issue, so don't miss it!

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

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



# FTA Keeps Northern Ireland's Logistics Businesses Front of Mind for Government

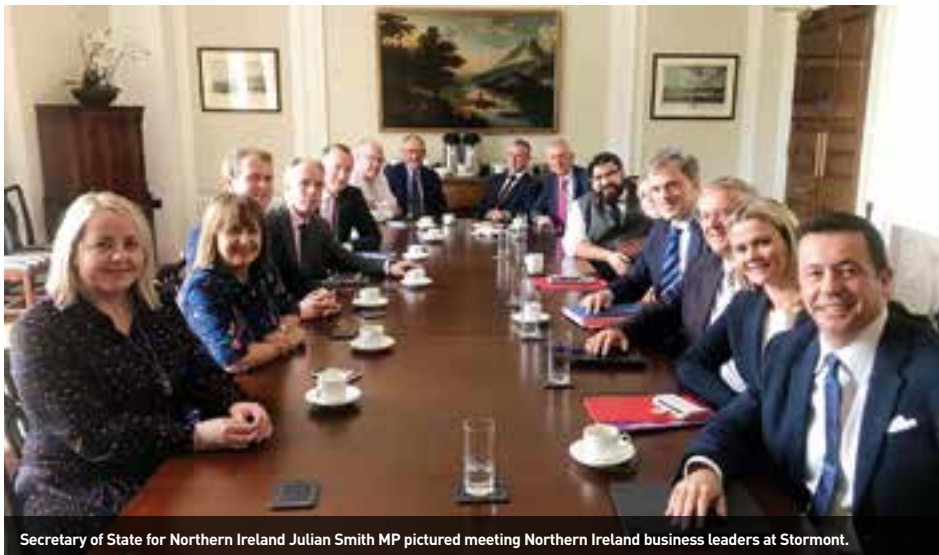
The FTA has outlined the importance of the industry at an exclusive meeting with Secretary of State for Northern Ireland, Julian Smith, at Stormont.

With over 13,500 vehicles crossing the border every day, Seamus Leheny, FTA's Policy Manager for Northern Ireland, stressed the need for clarity over how goods and services will be moved after the UK's departure from the EU and whether permits will be required.

"Northern Ireland's economy is dependent on a seamless supply chain," says Mr Leheny, "and has many complex and interdependent relationships with businesses on both sides of the border. This meeting provided a great opportunity to outline the intricacies of the system to the Secretary of State and highlight those areas which still cause concern for logistics businesses.

"70% of freight crossing the Northern Ireland border is classed as intermediate – ingredients, components and the like. As such it may require additional journeys in order to render finished products for sale, and it is vital that, at this late stage in the Brexit process, logistics businesses are provided with answers on how these vehicle movements are to be organised, the duties payable and collection methods to be used. Mr Smith listened closely to the concerns of industry and has promised to provide the answers industry needs in a timely fashion.

"A No Deal Brexit would pose problems for



Secretary of State for Northern Ireland Julian Smith MP pictured meeting Northern Ireland business leaders at Stormont.

our sector, as well as for others involved in today's meeting, and we were all encouraged by Mr Smith's willingness to engage with and understand our concerns. It is critical to the future success of Northern Ireland's supply

chain that FTA is involved in meetings like this, and we will be maintaining our dialogue with Mr Smith and his team to ensure that the country's logistics industry is protected as far as possible as the UK leaves the EU."

## We Need To Take 'No Deal' Risk Seriously, FTA Tells Logistics Sector

Logistics businesses and international supply chain managers are being urged by the FTA to recognise the change of Government policy and accelerate their preparations for a No Deal Brexit.

**The advice comes** after the appointment of Boris Johnson as Prime Minister, who has made clear his intention to leave the EU without a deal on 31 October 2019 if a new withdrawal agreement cannot be reached with Brussels.

"Logistics businesses need to take the prospect of a No Deal Brexit seriously," says James Hookham, FTA's Deputy CEO and head of Brexit readiness, "and speed up any preparations which can be made. While there are still areas of uncertainty for those tasked with moving goods and services between the UK and Europe, most of the requirements that

will kick in in the event of No Deal have now been published and are freely available.

"In the run up to the March 29 Brexit, FTA lobbied the UK and the EU to obtain important temporary easements and contingency measures which will assist the industry to keep our trading links open. However, many of these will expire, or are due to lapse shortly after the new 31 October Brexit deadline, and FTA is urging the new ministerial line ups to prioritise extending or re-establishing the necessary measures to ensure that trade can continue to flow freely to and from British industry."

FTA has now written to Michael Gove MP, the new Chancellor of the Duchy of Lancaster and responsible for co-ordinating No Deal preparations, to urge rapid completion of the outstanding procedures and extension of the concessions. FTA also urged high level co-ordination with the logistics sector to protect the economic health of the UK and the welfare of consumers.

"But," Mr Hookham continues, "while these discussions are ongoing with government, exporters, importers, freight forwarders and logistics operators in the UK and those working internationally should

be taking steps to understand what they may have to do, how it should be done and who they need to deal with to keep their operations flowing. "The UK's supply chains are highly interconnected and complex and need to be protected if Britain is to keep trading efficiently with its biggest export markets in Europe. We would still much rather the UK leaves the EU with an Agreement that assures the continuity of frictionless trade but if this is not possible, then as an industry we will need to be ready for the challenging and complicated task of navigating the requirements that will apply."



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# Cross Border Ties Strengthened Ahead of Brexit

Business groups Northern Ireland Chamber of Commerce and Industry (NI Chamber) and Dublin Chamber recently welcomed the Taoiseach Leo Varadkar at a joint meeting in Belfast.

The two Chambers arranged the meeting of their senior representatives to discuss the implications of Brexit for both

economies. Over a dozen business leaders from the two Chambers were joined at the private meeting by the Taoiseach.

Ann McGregor, Chief Executive of Northern Ireland Chamber of Commerce and Industry, said: "Businesses in Northern Ireland are rightly concerned about the future of north south relationships including all-island trade, integration of our labour markets, the all-island energy market and the damaging impact a no-deal exit could have on export sales.

"A messy and disorderly Brexit on 31 October would cause widespread damage to businesses and communities across the country."

Dublin Chamber CEO Mary Rose Burke said: "Regardless of Brexit, the business communities North and South of the border are fully committed to closer economic cooperation across the island of Ireland, and to furthering the high level of integration that already exists. The free movement of goods across the border has been part of the economic architecture of this island for generations. Cross border trade has been on an upward trajectory for decades now, with total trade standing at €7 billion as of 2017. The business communities on both sides of the border will work hard to maintain this positive momentum in the face of the challenges ahead."



Pictured L-R: Ann McGregor (Chief Executive, Northern Ireland Chamber of Commerce and Industry); Taoiseach Leo Varadkar, Niall Gibbons (President, Dublin Chamber) and Mary Rose Burke (Chief Executive, Dublin Chamber).

## Aquarius Expand into Ireland with New Company, New Office and New Director

Aquarius IT has opened a new office in Northern Ireland, coinciding with the FORS accredited supplier also launching a new company called Aquarius Compliance Limited which will be headed-up in Ireland by newly appointed Director Leona Morrow.

### The expansion follows

Aquarius IT's continued customer success in Ireland, which includes some of the largest names in Irish haulage, and by recognising the need to have an independently-led compliance and training company that can support the recent growth in Irish operators looking for guidance and help with managing their Operator Licence responsibilities.

Leona Morrow, who has extensive transport consultancy experience in Ireland, is the new Director of Aquarius Compliance, and she said: "Northern Ireland's transport industry is evolving rapidly with operators that have traditionally operated analogue only or analogue / digital tachograph fleets now looking to the future with digital. Several of the bigger Irish operators regularly collaborate with English companies, which has furthered the need for operational integration and support with O Licence compliance.

"It is a changing market here in

Ireland, and it is clear there is a growing realisation that good compliance and tachograph analysis can give a transport operator a real commercial advantage. In my new role with Aquarius Compliance I'm looking forward to sharing my expertise and helping hauliers, small and large, that may not have the internal resources, knowledge or capability to set-up or manage their on-going compliance and training needs."

Mark Johnston, Aquarius IT's Customer Service Director and Leona's fellow Director at Aquarius Compliance, added: "In recent years, we've had considerable success in the Irish market with our ClockWatcher Elite software and through this experience we recognised there was a specialist need for consultancy and training – and not just for Aquarius IT customers.

"With Leona, we have set up a separate company that can operate independently of our IT

services and give on-the-ground support to Irish hauliers, no matter what type of tachograph analysis software or fleet management system they use.

"Furthermore with Leona's experience of working within the Irish transport industry, she will bring a new level of expertise to the company - importantly an understanding of the 'local' needs of Irish operators, particularly around Drivers' Hours law with both road and sea transportation heavily involved there."

From the company's offices in Birmingham and Warrington, Leona will be supported day-to-day by Aquarius IT's team of experts who too have substantial experience and knowledge of O Licence compliance. Marc Caplin, Aquarius IT's National Account Manager who is a CPC holder with years of compliance and DHL knowledge, and a CPC trainer, will also be working closely with Leona - together they will share and combine



Newly appointed Director Leona Morrow.

skills to further bolster Aquarius Compliance's services in Ireland.

The services being provided by Aquarius Compliance Limited include: Operator Licence Applications, Full management of operator Licence, Public Inquiries, Court Summons, Tribunals, Auditing of Current Systems and Procedures, Implementation of compliance managements systems, Tachograph Analysis, Driver CPC Training, Induction Training packages and FORS Advice and Guidance.



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# WINNERS ALL AT THE ANNUAL EXPORT & FREIGHT TRANSPORT & LOGISTICS AWARDS 2019

There were winners aplenty at the 18th annual Export & Freight Transport & Logistics awards; a glittering ceremony was staged at the Crowne Plaza Hotel in South Belfast which was attended by around 600 guests from all sectors of the industry.

**Compered by BBC NI News presenter Sarah Travers and Actor and Comedian Tim McGarry,** the event once again lived up to its billing as Ireland's premier platform of recognition for those operating in the transport and logistics sector.

Celebrating and rewarding the very best in an industry that continues to meet its challenges head-on with resilience and perseverance, everyone was a winner, but some more so than others, according to our independent panel of judges!

Among the highlights of the evening was the naming of our 'Transport Personality of the Year', an award which deservedly went to Gray & Adams' Billy Dougan.

From a young age he was commended for his integrity, something that has served him well throughout his 40 year long career during which he has made life-long friends within the transport industry.

Other highlights, and there were many, included the award for 'Van of the Year', which went to the Mercedes Benz Sprinter for an unprecedented third year in a row, and the 'Pick Up of the Year', which was awarded to the new generation Isuzu D-Max Yukon for the second year in succession.

The Fleet Truck of the Year was voted as the Renault T High 520 6x2 TML; designed for driver comfort and safety, it offers a generous working, living and sleeping environment, scoring top marks for performance, reliability, fuel efficiency and equally important, aftersales support from the dealer network.

A new category this time around was Apprentice of the Year. There were six finalists who were judged on their ability, technical knowledge and communication skills – and it was a very close call, with David Dunlop, from TBF Thompson, Portadown, picking up the award.

*The full list of winners is as follows:*

Chilled Operator of Year - **McCulla Ireland**  
Driver of Year - **John McIlwaine, McKinstry Skip Hire**

Excellence in Customer Service - **Derry Refrigerated Transport (NI)**

Fleet Truck of the Year - **Renault T High**  
Pick Up of the Year - **Isuzu D-Max Yukon**

Van of the Year - **Mercedes Benz Sprinter**  
Haulier of the Year - **Allen Logistics NI Ltd**

Innovation Excellence - **SDC Trailers**  
Logistics & Warehousing Specialist of the Year - **Surefreight**

National & International Haulier of the Year - **McCulla Ireland**

Own Account Operator - **Musgrave NI**

Safety Award - **PRM Group**

Top Fleet of the Year - **Derry**

Refrigerated Transport (NI)

Top Team - **Blair International Ltd.**

Top Training Operator - **Blair International Ltd.**

Trailer Fleet of the Year - **Surefreight**

Transport Manager of the Year -

**Gary Barnes, Balloo Hire**

Apprentice of the Year - **David Dunlop,**

**TBF Thompson, Portadown**

Transport Personality of the Year - **Billy Dougan**


Our panel of 24 independent judges for the night included Gerry Fleming, SOE/IRTE; Seamus Leheny, Freight Transport Association; Martin Hutchinson, CEO, Transport Training Services; Robert Deignan, Andrew Baird, and James Brady, TTS; Jayne Currie, Freight Transport Association, and TTS Driving Instructors Colin Hamill and Colin Skelton.

The chosen charity of the night was the Alder Hey hospital in Liverpool who help 330,000 children every year, providing exceptional care and cutting edge medical procedures, among them a young Belfast boy who was recently treated for a brain tumour. The total raised on the night was an impressive £7,183.00.

We will have a comprehensive report in words and pictures on who won what and why in the next issue of Export & Freight, so don't miss it!



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# IVECO S-WAY: A FULLY CONNECTED, DRIVER-CENTRIC LONG-HAUL TRUCK



IVECO's new S-WAY is the first vehicle in the IVECO WAY heavy range which focuses on the driver, on sustainability and on an advanced level of connectivity-enabling new customised services, as Export & Freight's Phil Eaglestone discovered during a recent trip to a global event held in Madrid, Spain.



# VEHICLE LAUNCH: A FULLY CONNECTED, DRIVER-CENTRIC LONG-HAUL TRUCK

**At the event**, which was attended by representatives from IVECO's dealer network, its sales people, customers and members of the international press, Hubertus Mühlhäuser, Chief Executive Officer of CNH Industrial, spoke about this new flagship Heavy Duty truck as not only an achievement for the IVECO brand, but also an important milestone for CNH Industrial as a whole.

The launch was presided over by Gerrit Marx, President Commercial and Specialty Vehicles, with other speakers representing the brand's global leader partners Amazon, Shell and Microsoft, but back to the star of the show which, we heard, marks "a strong shift towards providing customers with an integrated transport solution, economically and environmentally sustainable, in which the services around the product become more important than the product itself."

Added Gerrit Marx: "We want to become the easiest-to-work-and-innovate-with Truck OEM for our suppliers and customers, while tailoring our vehicles around a driver's life, which today is more than just the route he travels. Sustainability also entails our responsibility to make this job, which is crucial for our society, a more attractive and enjoyable one... which goes beyond just adding leather and wood applications."

The IVECO S-WAY carries over all the advances introduced in the previous generations and adds a new cab entirely redesigned around the driver's and the owner's needs.

Giuliano Giovannini, Head of Medium & Heavy Trucks Product Management IVECO, stated: "When designing the new cab for the IVECO S-WAY, we left no stone unturned to fulfil all the driver's needs. Our overarching aim was to meet their full satisfaction in terms of driving comfort and quality of life on board with excellent ergonomics and an appealing and welcoming environment for them to drive, work and rest – their home away from home."

## Innovative & Efficient

The ergonomic layout of the controls ensures all the key functions are within easy reach of the driver, making it easy for them to operate the vehicle comfortably and efficiently. The multi-functional steering wheel, with 22 switches, puts all the necessary functions, including the Assisted Driving Systems, at the driver's fingertips. This set-up eliminates distractions for the driver, who is able to operate without ever needing to move their hands from the steering wheel, increasing their safety and comfort.

The dashboard and central stack have been redesigned to improve operating comfort and efficiency with a new layout and greatly increased functionalities. The 7-inch capacitive touchscreen provides access to the new state-of-the-art infotainment system which enables the driver to bring their digital life on board with phone mirroring using Apple Car Play. It also offers Bluetooth for hands-free and audio streaming, DAB radio, voice recognition and a truck navigation system, as well as a host of hardware and software enhancements, including cybersecurity features. The driver can also access the Assistance Non-Stop and Remote Assistance Services, as well as the Driving Style Evaluation system.

The many push switches on the central stack increase the number of possible combinations, leaving extra switches free for controlling functions of the vehicle's body or trailer.



The new cab concept creates a spacious living environment with plenty of room to move around easily. The redesigned roof, lower tunnel and shaped upper shelf provide a comfortable standing height of 2.15 metres in the centre of the cabin, while the upper longitudinal usable space is 35 cm wider than in the previous model, providing easier access to the upper bed and compartments.

The central stack is rich in useful features for the comfort of driver and passenger: a handy shelf with bottle and cup holders, USB and 12V sockets, and a new drawer where they can store documents up to the size of an A4 folder – all lit with a console background light for night-time use. The folding table on the dashboard in front of the passenger seat can be used for eating a meal comfortably or as a convenient desk for working.

Capacious compartments are conveniently placed throughout the cab to provide all the storage the driver will need, with everything always within easy reach. The new open glove compartment on the side door also includes a 1.5-litre bottle holder. The redesigned upper shelf offers a 250-litre storage capacity. This is further complemented by the cavernous outer boxes, which can be specified both on the driver and passenger side for a

massive capacity of up to 375 litres.

Meals and refreshments are also taken care of with a choice of fridges and cool boxes to meet a variety of requirements. The lid on top of the fridge makes it easy for the driver to reach for a cool drink safely without opening the fridge door completely.

The new cab has been designed to maximise the driver's comfort when resting or sleeping overnight. The symmetrical layout of the night area with T-shaped lower bunk, pocket compartments, USB ports at both ends of the bunk, mean that the driver can choose which way to face when lying down. The bed module, positioned at the centre of the rear wall, puts within easy reach all the controls they may need – from heating and lighting to the radio and door lock.

## Connectivity

A Connectivity box inside the IVECO S-WAY is linked to the "Microsoft Azure" cloud-based infrastructure that enables a new range of services. It puts the vehicle in direct communication with IVECO's Control Room, providing real-time data. IVECO specialists then monitor the vehicle round-the-clock to maximise the vehicle's uptime and productivity through a proactive approach using alerts triggered by diagnostics trouble codes, the Remote Assistance Service tool for remote diagnostics, teleservices and over-the-air software updates, with the aim of minimising visits to the dealer's workshop.

They also take preventative actions triggered by fault code alerts and state-of-health monitoring of battery, brake pads, fuel filters and other consumables, so that customers are able to plan the necessary service stops more efficiently.

The connectivity of the IVECO S-WAY also offers multiple features to help fleet managers optimise their efficiency and reduce their TCO. They can be easily accessed on the MYIVECO portal and app, enabling customers to monitor their vehicle from their desktop computer or on the move from their mobile device. They can analyse its fuel consumption and the driver's driving style in real time in order to identify ways to optimise the fleet's performance.



# Ireland Gets its First High Speed EV Chargers

Circle K, Ireland's largest fuel and convenience retailer, has officially launched its new high-powered electric vehicle charging network in association with IONITY, Europe's leading high-power charging provider.

**The launch event** was held recently at Circle K Gorey on the M11 where the IONITY high-powered EV charge station was unveiled.

The IONITY high-powered charger has also been installed in Circle K Cashel in Tipperary with four more IONITY high powered charging stations set to be introduced over the next few months at key strategic motorway locations at Circle K Athlone on the M6, Circle K Kill South on the M7, Circle K Kill North on the N7, Circle K City North on the M1.

All charge stations will feature up to six high speed EV charge points, each with an exceptional 350kW of charging capacity.



From left to right: Paul Entwistle, PR Director for IONITY, Judy Glover, Senior Market Director for Circle K Europe, Brian Connolly, Senior Fuels Pricing Manager at Circle K Ireland and Dave Barry, Product Manager at Audi.

## Head of TRU to address FTA Transport Manager Northern Ireland conference

The new Head of Transport Regulation at the Transport Regulation Unit (TRU), David Mullan, will be the keynote speaker when FTA's Transport Manager conference series comes to Belfast this autumn.

**He will explain** Northern Ireland operator licensing, the TRU's current workload and his plans for improving efficiency and adapting to future changes.

The Transport Manager conference, sponsored by Bridgestone, comes to the Culloden Estate and Spa, Belfast, on Thursday 7 November. It is one of a series of 11 conferences taking place around the UK this autumn, highlighting the key issues for those involved with running vehicle fleets, providing professional advice and helping delegates remain compliant and up to

speed with the latest legislative developments.

Seamus Leheny, FTA's Policy Manager for Northern Ireland, said: "Compliance is vital in the logistics industry and we're delighted that David Mullan is able to join us at our popular Transport Manager Conference to provide his valuable insight into the key issues for the TRU. The conferences provide vehicle operators with peace of mind that they are equipped with all the information they need, as well as giving them the opportunity to hear from senior figures in the industry, have their questions answered

and network with others in the industry."

Also sponsored by Schmitz Cargobull and Brigade Electronics, the Belfast event will include sessions on tyres, technology and how to significantly reduce your fuel budget; demystifying brake testing; urban restrictions; trailer technology to boost profitability; drivers' employment status and much more.

For further information or to book a place go to <https://fta.co.uk/tm2019> or call FTA Customer Services on 03717 11 22 22.

## Political representatives urged to redouble efforts to restore Executive

Twenty-one business groups, including the Freight Transport Association, have issued a joint statement calling on politicians in Northern Ireland to redouble their efforts to restore the Assembly and Executive at Stormont.

**In the statement**, the group says: "Two and a half years on from the collapse of the Executive, and now approaching the likely conclusion of the Brexit process, the Northern Ireland business community is deeply concerned at the continued absence of a functioning administration and is calling on political representatives to redouble their efforts to reach

agreement to get the Assembly and Executive working again.

"There has seldom been a time when strong and effective leadership has been more necessary, both to deliver on the domestic agenda and also to speak up for Northern Ireland in the Brexit process.

"We need a fully functioning administration to agree and deliver

a Programme for Government that will build infrastructure, reform our health service and education system, ensure we have a strong economy, and create opportunities for our young people. We also need effective representation in the Brexit discussions, even at this late stage in the process, to ensure that the economy is protected through whatever changes arise

and that all necessary mitigations are sought and secured.

"The business community will give encouragement and support to those politicians who stretch themselves to reach a compromise. Without such a commitment and associated action from our elected representatives, we risk irreparable damage to our economy and our society for which future generations will judge us harshly."

Signatories to the statement include Freight Transport Association, Belfast Chamber, CBI NI, Construction Employers Federation NI, Londonderry Chamber of Commerce, Northern Ireland Chamber of Commerce and Industry, Manufacturing NI and the Mineral Products Association NI.



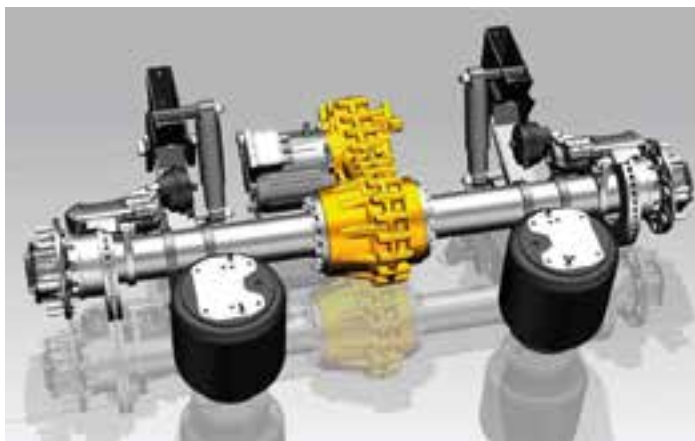
# SAF-HOLLAND IN STRATEGIC PARTNERSHIP FOR E-AXLES

In a strategic partnership, SAF-HOLLAND and French company LOHR Industrie, are working together on the development of advanced electric trailer axles with the first prototypes being delivered shortly.

**The electric trailer axle** works completely independently of the tractor unit's main drive, supporting it during acceleration and regenerative braking. By providing traction assistance, the tractor unit is able to operate at an optimised duty point, consuming up to 15 percent less fuel, and at the same time improving the driving experience.

The central mechanical system includes a differential, reduction gear and a power take-off which can be coupled, when stationary, to drive a peripheral system such as a hydraulic pump. When not in use, the electric motor can be disconnected from the transmission to drive peripheral systems.

SAF-HOLLAND's contribution to the overall system will be the electrically driven trailer axle



SAF TRAKE. Using this system enables operators to load and unload in urban areas, with the entire truck/trailer combination meeting all legal requirements for noise and exhaust emissions.

## Successful Testing

The first semi-trailers for the transport of cars were equipped with this new application for test purposes in Quarter One of 2019. The findings gathered

during actual operation will be directly incorporated into further development of the e-axles.

"This cooperation is an excellent example of a targeted exchange of know-how and it represents a milestone in the series application of our TRAKE electric trailer axle," said SAF-HOLLAND CEO Alexander Geis. "At the same time, we are committed to helping reduce the total cost of ownership and helping our customers comply with the increasingly stringent noise and exhaust gas emission restrictions."

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# BREXIT: FEARS GROW THAT CLOCK IS TICKING DOWN TO 'NO DEAL'

With the prospect of No Deal looking increasingly like a reality, the Road Haulage Association is continuing to push Westminster and Whitehall for the answers the industry needs, writes John Martin, RHA Policy Manager Northern Ireland.

**Anyone who has** followed the industry press for the last couple of years will know that the RHA, and in particular our CEO Richard Burnett, has been critical of the lack of information being provided by the government on Brexit.

He was recently quoted as saying: "In terms of hauliers, we still don't understand the process from end to end. There are handshakes that need to be undertaken to process paperwork. That clarity still hasn't come through from government."

This is not just about the UK exporting to the EU including Ireland but also the EU importing to GB and NI. Businesses in the EU want clarity about the processes around what they're bringing into the UK as well, and we still haven't got that from the UK government either. We know that there simply aren't enough customs agents available to be able to support, guide, train and help businesses through. So, the challenge to get industry ready in time is difficult if not impossible. It is inevitable that we're going to see queues, in Kent and probably in France too.

Imperial College, London, gave us the well quoted statistic that two minutes of additional stops at the Port of Dover will lead to a 17-mile tailback stretching away from the port and we have seen or heard nothing from Government or Whitehall that would lead us to think that lead us to think that this would be anything other than correct. We, along with a number of other organisations, have very real concerns about Operation Brock and its implementation. These concerns were regularly put before Chris Grayling and his team before the Cabinet reshuffle and it is fair to say we never got any comfort from them on the matter and many others beside.

This is not scaremongering. Our membership is made up of both Leavers and Remainers - what we are trying to achieve for them all is to ensure that we have clear



processes for them to follow regardless of how they voted. This is what is proving difficult.

Regarding Brock and the Port of Dover, RHA Chief Executive Richard Burnett has stated: "There's a lot of working going into that contingency planning at the moment, but I think if we have to switch that on then we've failed, fundamentally. Government has to work really hard between now and the Brexit deadline to ensure that we're as informed as prepared as we possibly can be."

85% of the haulage industry is made up of SME's who operate on incredibly tight margins, so, a situation where trucks are standing for 24 hours or 48 hours and not earning will have a catastrophic effect on margins. The bottom line is that we are going to see people going out of business.

All this being said, our recent meeting with the new Transport Secretary, Grant Schapps was very positive and marked a real sea change (no pun intended) in Government understanding of the issues our industry faces.

Richard Burnett said: "This has a totally different feel in terms of the Government listening to the haulage and logistics sector and I'm really looking forward to working with the new Secretary of State."

He continued: "It's good to see he understands the challenges we are facing over Brexit and it's encouraging that he promised greater clarity on the processes traders will have to go through in the event of a no-deal at the end of October. The RHA has been critical about the lack of clarity over new customs processes and the complexity of the tasks involved in customs form filling. "He sees the challenges ahead both in terms of the movement of goods on the island of Ireland and also at the ports, including the Short Straights, and has promised much more information. He told us he would be as helpful as he possibly can be to the sector. We look forward to seeing that in the coming days and weeks but his energy and understanding on the issue is very welcome."

Time will tell but with time

running out fast, it is good to know that the Government have someone in post who not only understands the industry's position but is also prepared to listen before making decisions.

The RHA have given Mr Schapps a list of 6 requirements that the industry need immediately in order to be ready for the 31st October. They are:

- Provide clear guidance on how the whole end-to-end journey will operate
- New and substantial customs facilities for transit to be opened or authorised
- A consolidated, simplified import safety and security declaration system
- Online customs training for traders
- Lorry holding facilities such as Operation Brock to be fit for purpose (in particular to support driver welfare)
- The planned 22 percent tariff on new trucks to be abolished.

## Customs Frontiers

So, what about Northern Ireland and Ireland Landbridge? Currently goods moving between the Irish Republic and Continental EU via Great Britain and goods moving between Northern Ireland and Great Britain via the Republic of Ireland do not cross any customs frontiers. That changes after Brexit - legally customs frontiers will be introduced.

The RHA understands that goods transiting Great Britain from the Irish Republic by road freight will have to do so using Common Transit Convention arrangements. In effect there will be a type of customs process to move goods by road between the Irish Republic and the rest of the EU.

We have no confirmation at this time, but it may be the case that goods moving between GB and NI will have to follow the same process if the lorry moves on a route via the Irish Republic. Let us hope that simpler processes can be found to avoid the imposition of customs controls of this sort.



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# NEW VOLVO FH WITH FUEL EFFICIENT I-SAVE



Fuel efficiency has always been a top priority for haulage companies and no more so than today when the bottom line is increasingly under pressure.

Any fuel savings, no matter how small, can have a big impact on profitability.

Enter Volvo's new D13TC engine featuring the innovative long haul fuel package, I-Save.



**Export & Freight's** Phil Eaglestone was recently invited by the manufacturer to Gothenburg in Sweden to compare the performance of a Volvo FH with the new state-of-the-art engine and I-Save against a similar truck without it.

Demand for transportation across Europe is growing and trucks are covering increasingly longer distances. At the same time, transport operators are faced with rising diesel prices putting pressure on profitability.

So it is not without significance that Volvo claim that by combining the new D13TC engine with updated fuel-saving features, this new solution can cut fuel costs by up to 7% in long-haul operations – without compromising drivability.

"Volvo FH with I-Save is our answer to this challenge. It is a complete solution that combines our latest technology to substantially bring down fuel consumption in long-haul operations. And this is without compromising drivability," says Roger Alm, President of Volvo Trucks.

During our visit we were given the choice of four separate test routes with journey times of just over an hour long. Trucks at our disposal included Volvo FH 460 4x2Ts and FH 500 4x2Ts, some with and others without the I-Save fuel package.

At the core of Volvo FH with I-Save is the new, state-of-the-art D13TC – Volvo Trucks' most fuel-efficient long-haul engine to date. It features pistons with a patented wave-shaped interior that improves combustion and increases efficiency by guiding heat and energy to the centre of the cylinders. Excess energy in the exhaust gases is then used to power the engine through an additional turbine in the exhaust flow, called the Turbo Compound unit.

The D13TC engine produces up to 300 Nm extra torque, which means less acceleration and fuel is needed to keep a

steady speed in highway traffic. It is the ideal solution for long-haul customers.

Other features of I-Save include new fuel-efficient rear axles, an updated map-based I-See system that analyses and adapts to gradients ahead and includes gear-shifting software optimised for long-haul applications.

The combined efficiency gains of all these products and services can result in fuel-cost savings by up to 7% compared to a D13 Euro 6 Step D engine. Volvo qualify this by stating: *Actual fuel economy will vary depending on many factors, such as use of cruise control, vehicle specification, vehicle load, actual topography, the driver's driving experience and weather conditions.*

"We have tailored every aspect of I-Save to suit long-haul operators, especially those that typically drive more than 120,000 km per year," says Mats Franzén, Powertrain Strategy Director at Volvo Trucks. "The longer they drive, the more they can potentially save."

Volvo FH with I-Save lets you drive at lower revs and higher gear for a longer time – contributing to a smoother, quieter drive. Drivers can also look forward to a faster torque response, making this truck even more inspiring.

## Package Features

I-See uses knowledge about the road ahead to utilise the truck's moving energy in the best possible way when driving in hilly terrain. It takes care of gear selection, acceleration and engine braking when I-Cruise is activated. I-See features a new high resolution map for more exact topography positioning.

Designed specifically for efficient highway driving, I-Shift with long haul optimised software will save you fuel. When driving in Economy mode, every gear change is timed precisely so that the engine can work at its most efficient rpm range.

I-Cruise helps keep speed steady, while adjusting the speed to keep fuel consumption down. It also helps maintain a high average speed for a productivity boost, while contributing to a safer, more comfortable ride. When driving downhill, I-Roll automatically disengages the engine to make use of the truck's momentum instead of fuel.

Meanwhile, a new rear axle delivers power from the engine to the truck's wheels with less friction. With the right ratio for long haul, it works in perfect harmony with the Volvo D13TC engine and I-Shift for improved fuel efficiency, while the engine idle shutdown feature automatically turns off the engine after 2.5 minutes of idling to save fuel and reduce emissions.





Cutting of the ribbon with Robert Grozdanovski, Managing Director, Volvo Trucks UK & Ireland and Wilson Dennison, Chairman, Dennison Commercials Ltd



Dennison Commercials Ltd Directors with Coleraine Depot Manager – (l-r) Michael Petticrew, Operations Director, Rob Ireland, Sales Director; Wilson Dennison, Chairman of Dennison Commercials; Alan Heron, Coleraine Depot Manager; John Jenkins, Managing Director and Iain McKinney, Finance Director.

## Dennison Commercials Open New State-Of-The-Art Dealership In Coleraine

Dennison Commercials, Northern Ireland's Volvo Truck and Bus Dealer, has officially opened its new Coleraine Depot; the facility at the Loguestown Industrial Estate will offer a full range of Volvo Truck and Bus services.

**Robert Grozdanovski, Managing Director** of Volvo Trucks UK & Ireland, officially opened the depot along with Wilson Dennison, Chairman of Dennisons.

The ultra-modern facility is equipped with five service bays, two pits and extensive special tooling and equipment including mobile column lifts, a roller brake tester and integrated oil dispensers.

The new Depot boasts a customer reception area with driver-waiting facilities, a substantial parts store to house a large stock of Genuine Volvo Parts and Denn-Part all makes truck and trailer parts and accessories.

In addition, the site also offers the ability to feature both new and



Coleraine Depot Team pictures with Katrina Mackie, Dennison Commercials Ltd Director.

used trucks for sale on site.

John Jenkins, Managing Director of Dennison Commercials said, "We are very

proud to open this new facility for all our customers in the Coleraine area who rightly expect a fast and efficient service.

"We have made a significant investment in Coleraine, which will support the local business community as well as bring a number of new jobs to the area. Our new depot has been designed to deliver maximum vehicle uptime and excellence in customer service. In addition to Volvo truck, bus and coach servicing and repair, Dennison Commercials' Coleraine Depot will also offer an all-makes repair, maintenance and diagnostics for trucks and trailers."

The new dealership also represents a significant investment in the North West of the province with the creation of a range of additional jobs including technicians and administration posts.

## Bridgestone Appoint New Commercial Sales Representative in Northern Ireland

Andrew Bushe has recently been appointed to the position of Commercial Sales Representative for Bridgestone in Northern Ireland.

**Andrew has previously** worked for a number of companies in the tyre industry and media in Northern Ireland and has a wealth of experience dealing with commercial vehicle fleets.

Andrew's key focus will be to develop and support Bridgestone's Northern Ireland commercial tyre dealer network and to support commercial vehicle fleets and operators with efficient tyre supply, service, monitoring and tyre management solutions.

"I was delighted to join Bridgestone Ireland and I am already enjoying the challenge of helping to strengthen its commercial vehicle tyre business with Northern Ireland tyre dealers and commercial fleets," said Andrew.

"Bridgestone provides a comprehensive tyre offering with its Bridgestone, Firestone, Dayton and Bandag tyre brands; and combined with its 'Total Tyre Management' fleet solution I am confident I can help Bridgestone build on its success in Northern Ireland."



Andrew Bushe, Commercial Sales Representative, Bridgestone, Northern Ireland



# EQUIPPING BUSINESSES TO DEAL WITH CUSTOMS CHALLENGES

Irish businesses who regularly trade with or through the UK may need to develop the capacity to deal with additional customs requirements due to the UK's departure from the EU. Skillnet Ireland outlines its recent response to develop customs skills capacity.

**Continued uncertainty around** Brexit has highlighted the importance of capacity-building in the customs intermediary sector and the necessity to boost 'in-house' customs capacity amongst businesses that are regularly trading with or through the UK. Delays at customs due to incorrect or inaccurate declarations can result in disruption to both business and customers. Taking steps now to train your key staff on how to effectively complete a customs declaration helps pre-empt Brexit related customs challenges.

To address this, the Irish Government has in association with key industry partners, launched a new support measure called Clear Customs, which delivers free training to help customs agents, intermediaries and

affected Irish businesses develop the capacity to deal with any new customs requirements.

## Preparing Irish businesses for minimal disruption

Planning with the uncertainty of Brexit has been understandably difficult for businesses. However, critical to minimising disruption is expanding customs capacity and expertise among the Irish businesses and intermediaries that regularly trade with or through the UK.

The Clear Customs initiative is led by Skillnet Ireland in partnership with industry bodies. Supported by the Irish Government's "Getting Ireland Brexit Ready" campaign, it is one of a number of complementary Government initiatives aimed at supporting and facilitating smooth and

efficient trade flows under all Brexit scenarios.

## Accessing Clear Customs training

The training programme has been designed in close collaboration with key industry associations and will be delivered by the Chartered Institute of Logistics and Transport (CILT) Skillnet, in conjunction with the Irish Exporters Association and Irish International Freight Association.

The programme content has been designed by industry for industry to prepare Irish custom intermediaries and businesses and will be delivered nationwide over a period of 6 weeks providing participants with the essential skills needed to make a compliant customs declaration. Clear Customs training is available

completely free of charge to customs agents, intermediaries, and eligible businesses that trade frequently with or through the UK.

Clear Customs programme participants can expect to learn the essential skills required to make a compliant customs declaration. They will also gain an understanding of the wider field of transit procedures and the specific protocols unique to individual sectors.

Visit [www.skillnetireland.ie/clear-customs](http://www.skillnetireland.ie/clear-customs) to learn more and register for the initiative.



»»» Does your business trade with or through the UK?



## Equip your business to deal with any new customs challenges.

Clear Customs provides **FREE** essential customs training to customs intermediaries, and businesses to boost in-house customs capacity.

Visit [skillnetireland.ie](http://skillnetireland.ie) to find out more about our new Clear Customs initiative.

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Skillnet Ireland is funded from the National Training Fund through the Department of Education and Skills.



An Roinn Oideachais agus Scileanna  
Department of Education and Skills



# MAN TGS IS AN EASY CHOICE FOR KELLYS POINT HIRE AND BUILDING SUPPLIES

Kellys Point Hire and Building Supplies of Warrenpoint near Newry in County Down has recently invested in two MAN Trucks and in doing so boosted both their fleet and their customer delivery service.

**Founded by Leonard** Kelly and his four brothers in 1967, some 53 years ago, the company was originally established as a building contractor. Today Kellys, still a family run business, operate a one-stop-shop for construction, consisting of both plant hire and building merchant operations.

Their new fleet additions, comprising of a new MAN TGS 26.360 6x2 rigid and a MAN TopUsed TGS 26.440 6x2 tractor, will deliver to builders merchants, and building and construction sites in and around the local area.

Gary Kelly, Director Kellys Point Hire and Building Supplies, said: "We have a longstanding relationship with both our local MAN dealer, RK Truck Centre in Carryduff and MAN Truck & Bus UK; the service we've received from them over the years is nothing but outstanding.

"We service and maintain our vehicles inhouse, however for parts and anything out of scope we use RK Trucks. The relationship is built on trust, value and reliability."

The rigid TGS 26.360 features MAN's compact M cab (day-cab) the optional manual 16-speed gearbox, a lifting rear tag axle, a strong steel flatbed body with an extendable load-bed and a 19-tonne Palfinger chassis mounted crane. The TopUsed TGS 6x2 tractor features the popular LX



cab (sleeper-cab) a mid-lift axle, the 16-speed manual gearbox and will be used to pull both low-loader and flat-bed trailers. Gary Kelly continued: "We have a 2006 MAN LE 18.280 6x2 rigid which we've owned from new, it's still working today and we've been so impressed with this vehicle that we're treating it to a refurbishment. Because of this and the service we've received when we started looking for fleet replacements the new MAN TGS was at the top of our list. Our journey for our new vehicles, from initial conversation to vehicle delivery, has been more of a partnering

experience than a sales procedure.

"Delivering to building and construction sites can be tricky at times so having a 6x2 26 tonne rigid with a shorter wheelbase and a lifting tag axle can be a huge benefit. We were also pleased to be able to specify the new 26 tonner with a manual gearbox too, a big plus when delivering on site and off-road. The TopUsed Tractor, a 2016 model, had only covered 98,000km and is in fantastic condition, quite literally like a new truck, it too has the manual gearbox which is ideal for our operation."

Wearing the instantly recognisable

Kellys blue and white livery with chevron lower bumpers, aluminium light bars, extra lights and flashing beacons, the new additions will move plant equipment, diggers, rollers, dumpers, tracked machines and access platforms through the Kellys Point Hire operation. The TGS rigid will primarily deliver building supplies, however it's already been fitted with a VBG coupling so a future three axle trailer and a 44-tonne GVW is a possibility.

"We put a lot of thought into the specification of the new TGS rigid and like the 2006 MAN LE it's a long term fleet addition and investment" added Gary. "Our vehicles work hard but we're sure the new TGS's, both of them, will wear the Kellys name with pride."

Kellys Point Hire holds an impressive portfolio of hire equipment for the building, construction, landscaping and home improvement sectors, while Kellys Building Supplies caters for the DIY home improver, the self-builder and larger building contractors.

In July 2019 Kellys supported the BBC's "DIY SOS: The Big Build" helping a struggling family in Bangor. Donating resources to the project, including excavators, heaters, dehumidifiers and a range of hire equipment Kellys reached out and helped transform the family home.





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# John Martin

RHA Policy Manager for Northern Ireland.

## A WELL-KNOWN FACE IN A VERY DIFFERENT ROLE

Some of you will know I've recently taken up post with the Road Haulage Association as their Policy Manager for Northern Ireland and I thought this would be a good way to introduce myself to the readers of Export and Freight! So, what do I bring to the table for RHA members within the province?

**I'm from Northern** Ireland and am based in Co Down. I've spent an entire career working in the transport sector serving my time and qualifying as a motor vehicle technician on fleet maintenance including HGVs and trailers.

For those of you old enough to remember Leyland being a key goods vehicle manufacturer I worked on models including Albion, AEC, Lynx, Marathon and Buffalo, Bedford TK and TM models and Seddon Atkinson 400 series. My father was a fleet maintenance manager and my grandfather and uncle operated a fleet of HGVs - so road transport is part of my DNA.

How have I earned the right to speak with credibility about the transport sector? I was placed 1st in the Institute of Motor Industry Management examinations within Northern Ireland and 1st in the UK in the City & Guilds legal aspects on transport. I hold a C + E (Class 1) drivers licence and have worked as a vehicle and driving examiner and test centre manager within the Driver & Vehicle Agency, the Department of Infrastructure's Chief Enforcement Officer for road transport, Enforcement & Compliance Policy/Strategy Manager, Director of Enforcement, Compliance and Operator Licensing and the Deputy Head and Head of the Transport Regulation Unit dealing with licensing and compliance issues, hearings and Public Inquiries.

I've also considerable experience in dealing with legislative and policy

issues within the Department and in liaison with the Department for Transport in London and with the European Commission.

Given my background and breadth of experience I'm confident I can take the RHA forward within NI and represent the views of its members across all government Departments and Agencies. However, enough about me...

### Essential Message

Why the sector must be heard: Given the critical role the transport sector plays in every aspect of everyday life it's essential this message is continually promoted, and I believe that the normal person on the street or the average policy maker doesn't appreciate that without trucks everything stops. Without food deliveries we starve. Without fuel deliveries we can't drive, fly, sail, heat ourselves in winter or move building materials.

That means no new houses, shops, factories, schools or hospitals. Trucks are the lifeblood of the country and we all have a responsibility to ensure this message is relayed to both the general public and the key policy makers within local, devolved (if it's sitting!) and central Government.

The RHA run the National Lorry Week 16 - 22 September 2019 to keep the importance of the sector in the public's eye and to ensure that politicians from all sides of the house understand the importance of the work you all do.

This is a critical period for the sector

with the uncertainty surrounding Brexit, the ever increasing shortage of drivers and unfair competition within many supply chains. We are now faced with the possibility of the use of GB Traffic Commissioners within NI to facilitate Hearings and Public Inquiries and we are entering the next phase of the Truck Cartel claim.

It's becoming more difficult to make the deliveries the clients need because our members face inadequate road maintenance and increased pressure from Government on environmental issues such as the proliferation of Low Emission Zones. It is therefore imperative local transport operators have effective and informed local representation to ensure their issues and concerns are dealt with effectively.

### Going forward

I'm currently getting up to speed on the issues that we need to focus on going forward and in particular Brexit. By the time this is published I hope to have met with the Department of Infrastructure's Freight Policy Unit and the Transport Regulation Unit to discuss Brexit proposals including ECMT permits provision and how NI Haulier's are losing out through the lottery of allocation. I will also be having difficult conversations in discussing delays within the TRU, and in particular how the delays in new applications and variation applications are impacting on operator's abilities to start trading or

expanding to meet market needs.

### Other Concerns

Our members have already raised a number of other concerns and been able to give their first-hand experience regarding the supply of drivers, driving licence issues, enforcement and also ADR/ Hazchem provisions. I've already taken steps to raise most of these issues with the relevant agencies and meetings are scheduled.

I've also written to all the main political parties within the province and arranged mtgs to discuss the role that they should play in order to support the sector better.

Truth be told I've actually written to every holder of a goods vehicle operator's licence within NI in order to introduce myself as the RHA policy manager and it is my intention to get around to seeing every RHA member in as soon as practically possible.

It is also on my "to do" list to hold a series of local briefings to discuss issues of concern and to advise members on solutions.

Although I will act for the good of the industry in general, I would emphasise I can only represent members of the Association. I would therefore encourage all holders of a goods vehicle operator's license or anyone associated with the sector who feel they would benefit from membership to contact me directly or visit the RHA website for more details.



# SDC launch new 40ft Tipping Skeletal Trailer

SDC Trailers has launched a new hydraulically powered tipping skeletal trailer for use with 40ft containers to transport and tip bulk materials such as plastic, waste and foodstuffs.

**The new trailer** offers a high-volume payload, providing the operator with efficient loading / off-loading and increased flexibility to maximise their deliveries. Designed for 44-ton operation, SDC's high quality finish is guaranteed with premium components including BPW axles, automatic twist locks, JOST landing legs, HYVA tipping gear and Aspock lighting.

SDC carried out extensive research during the design and development process and have incorporated advanced safety features, including rear stabilising legs to optimise stability and a warning lamp fitted as standard, to alert anyone nearby when the tipper is being raised.

The exact trailer specification can be tailored to the customer's requirement and SDC a host of options, the trailer tipping ram can be powered from the PTO on the truck, or an on-board electric / diesel power pack.

SDC's CEO Enda Cushnahan said: "Enhancing flexibility and efficiency,

the 40ft tipping skeletal is not only cost effective for the operator, it also delivers environmental savings through reduced carbon emissions. Our engineers have designed and manufactured 150,000 trailers over the last 40 years and this latest innovation is testament to our continued dedication, to provide safe and practical semi-trailer solutions."

SDC's range of tipping skeletal trailers provide a highly robust and durable option for use with various containers. The manufacturer offers four different design configurations across the range; a sliding skeletal used for tipping 20ft containers, a flexible sliding design for tipping both 20ft and 30ft containers and a rigid option for 30ft use only.

The launch of their new 40ft tipping skeletal completes the range, with a solution for efficient, high volume deliveries. The trailer is now in full production at SDC's ISO accredited manufacturing facilities in the UK and Ireland.



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# Three Top Spec T Highs For McAteer Recycling

One of Northern Ireland's leading waste specialists, McAteer Recycling, has put into service three top specification Renault Trucks Range T520 High 6x2 twin wheel tag axle tractor units on a five year Start & Drive hire purchase contract with Renault Trucks Financial Services.

**Supplied by Diamond Trucks**, these are the first T520 Highs to join the company's mixed fleet of 25 tractors and rigids. Vehicle selection was based on reliability, economy and performance, as well as the strength of the Renault Trucks dealer network across the island of Ireland.

In McAteer Recycling's striking bold blue livery, with colour-coded cab components, the T520 Highs work on the company's scrap recycling operation, collecting semi-processed materials and transporting to the main recycling processors in Belfast, or onto the ports for treatment in the UK, Spain and beyond.

Comments Director Eamonn McAteer: "We always said we'd buy the T High when it came out in right hand drive. The drivers love them, even dedicated drivers of other trucks won't get out of them!"

The company opted for a five-year Renault Trucks Start & Drive hire purchase contract through Renault Trucks Financial Services (RTFS) that guarantees maximum uptime.

Providing an on balance sheet solution with all the benefits of economic ownership of the vehicle, the total peace of mind that all repair and maintenance costs are covered is a real plus, as Eamonn says: "We took advantage of a 0% finance offer with RTFS over five years that's fully warranted for the life of the contract, so for five



years all we have to worry about is fuel and tyres. It's real peace of mind for us. Now we're looking to order a further five T Highs, and although the 0% finance deal is no longer available, we'll still be going with the RTFS Start & Drive contract over four years for risk-free maintenance and repairs."

Renault Trucks' longer term 4 or 5 year low rate finance offers provide all the upsides of a contract hire repair and maintenance agreement without the worry of vehicle return condition or downtime during the defleet process at the end of the contract.

Pulling BMI 75 cu yd HardBox Scrap tipping trailers, the company selected the top powered Renault

Trucks DTi 13 litre Euro-6 engine, which produces 512hp and 2550 Nm of torque, as Eamonn explains: "The steel-bodied scrap trailers mean we're heavy even when running empty so we need the extra power. Coming out of Dublin, it's hilly enough terrain that we need to power up, and if this means more can be done in a day, we're earning more money."

Despite the heavy work, Eamonn is pleased with fuel performance. He notes: "Five months on the road and the trucks are getting better mileage as they run in, even on our work they're pushing 8.1mpg. When you're running as many trucks as we are, every drop of fuel you save counts."

Reliability is also a key factor for McAteer Recycling, and the support from the Renault Trucks dealer network is highly valued. Eamonn says: "Matthew Keys at Diamond Trucks is very easy to do business with and, as we're working all over Ireland, we also rely on the Renault Trucks network - Toal Truck Services in Armagh and Setanta in Dublin. We know we can get the support we need wherever we are."

McAteer has spec'd the trucks with all mod cons for a comfortable life on the road, including leather trimmed, air-suspended driver's and passenger seats, TV, 40litre fridge, and bunk area lighting. Outside, the trucks carry top light bars and air horns, to complement the vehicle's imposing on-road presence.

## FTA's essential Drivers' handbooks updated

The increasing number of vehicles on the road and constantly changing regulations that need to be observed could make life increasingly complicated for the professional driver.



**To help them** do their job safely and responsibly, FTA has updated its two popular drivers' handbooks – one for HGV drivers and one for van drivers – with the key up to the minute compliance information which must be provided to drivers of commercial vehicles by their employer.

The HGV Drivers' Handbook, sponsored by Mercedes-Benz Trucks, covers staying legal, driving best practice, looking after yourself, what to do when things go wrong and driving abroad. There is also an HGV driver's walk around check pull-out. Key updates include information on fines for drivers spending a weekly rest in the cab in 'inappropriate' parking places, changes to the way DVSA will collect fines at the roadside, the introduction of smart tachographs, and much more.

The Van Drivers' Handbook, sponsored by Van Excellence Platinum Partner Mercedes Benz Vans and Gold Partners Bott Ltd, Brigade Electronics, Hertz,

Lex Autolease and Quartix, is an essential guide to ensuring the safe, legal and efficient operation of vans and light commercial vehicles. It contains practical advice and information and covers topics such as legal requirements, defensive driving, safe use of vehicles, drivers' hours and records, driving licences and offences, speed limits and much more.

Key updates in this edition include the addition of information on alternatively fuelled vans and the ability for a category B driver to drive up to 4.25t, and additional contact information for the Northern Ireland Office, with contact numbers and opening times added for driver licensing purposes.

The price for either handbook is £6.95 for FTA members and £8.00 for non-members, with substantial discounts for multiple purchases. Further information can be found on the FTA Shop website at [www.shop.fta.co.uk](http://www.shop.fta.co.uk)





# DENN-PART CAN PROVIDE CUSTOMERS WITH AN EXTENSIVE ALL MAKES PRODUCT RANGE

John McShane, General Manager of Denn-Part chats about his new role and the future of Denn-Part.

**Denn-Part is a** leading commercial vehicle specialist that supplies parts for all makes and models of truck, trailer parts, consumables and accessories.

Denn-Part deliver parts daily throughout the UK and Ireland as well as exporting parts worldwide. From cab shocks to silencers and light bars to air bags, Denn-Part stocks a comprehensive range of non-standard and brand alternative truck and trailer parts.

John McShane, Denn-Part General Manager, has 35 years' experience in the automotive aftermarket starting in the workshop, going on to be a Parts adviser then into sales and eventually management. With his extensive experience John highlights more about Denn-Part and what they can offer.

Denn-Part can provide customers with an extensive all makes product range, we stock parts for Scania, DAF, MAN, Mercedes and more. We source components from manufacturers throughout the world including Germany, Italy, Turkey and the far east.

We go to great lengths to ensure that every part is manufactured to the highest standards, this includes visiting factories around the world to ensure professionalism and quality control.

As a subsidiary of Dennison Commercials, a company with 50 years' experience in truck and trailer repair, Denn-Part has a team with a wealth of knowledge and experience.

As a fully licensed commercial vehicle breaker, Dennisons dismantle a variety of trucks, which allows Denn-Part to offer customers a choice, new or used. Vehicles are dismantled by experienced technicians



The Denn-Part Sales team at Automechanika, Birmingham. Left to right Alan Green, John Brannigan, Jonny Blair and Keith Scott.

who test, check for wear and tear and ensure that all parts are fit for resale.

We have four Sales executives calling on customers throughout Ireland listening and responding to their needs. In addition, the team can deliver a part directly to the customer,

as well as provide a range of products from a variety of stock held in their vans.

Our sales team are supported by Parts staff who are available to take calls and assist customers at all four of our depots, Ballyclare, Newry Dungannon and Coleraine.



You can purchase a range of products from our online shop at <https://www.ebay.co.uk/str/dennpart0>.

Follow us on Face Book for all our latest news and offers at: <https://www.facebook.com/DennPart/>

## Europe's largest truck wash invests £2.3m in new site

Lymm Truckwash Ltd – the largest and oldest truck wash in Europe – is investing £2.3 million by relocating to a new, purpose-built site, 100 metres from its current location in Cheshire.



**The family-owned and** managed business is currently based at Lymm Services, just off Junction 20 of the M6 and Junction 9 of the M56, near Warrington. It will move to its new site on the opposite side of the A50 in autumn this year, when customers can expect a seamless transition.

The investment will offer an even better experience for drivers thanks to the installation of state-of-the-art equipment at a more convenient location. It will also secure the long-term future of its team of dedicated and long-serving staff.

Founded in 1967, Lymm Truckwash

washes more than 60,000 trucks a year for customers from the UK and across Europe, ranging from owner-drivers to major fleet operators such as BP, DHL and AW Jenkinson.

Started by John and Anne Cardwell, the 52-year-old company is now owned by their daughter, Laura. It has a dedicated team of staff who have been with the firm for many years, including operations manager Paul Maskall, who joined in 1987.

Commented Laura: "This is an exciting move for our company. We're investing £2.3 million into the development of the new site to make sure we continue to

provide the excellent service our customers are used to and expect.

"The new facility will feature state-of-the-art WashTec washes, alongside a bespoke pressure washer system and payment system with automatic number plate recognition (ANPR). The site will also be quicker and easier for our customers to access from the motorway because they'll no longer have to enter and exit Lymm Services."

The firm has recently undergone a rebrand and launched a new website, which features regular updates on the relocation.

## McCulla Ireland reaches finals of CILT Annual Awards

McCulla Ireland has reached the finals of the prestigious CILT Annual Awards for Excellence 2019, featuring in two of the top categories.

### In the 'Operations

Excellence' category, McCulla Ireland is up against NATO Joint Logistic Support Group and Wren Kitchens. In the 'Environmental Improvement' category it is competing against Bibby Distribution and Primark Stores Limited. The highlight of all logistics and transport professionals' calendars, the CILT awards ceremony celebrates those individuals and organisations who have delivered outstanding innovation, tangible societal benefits and proven commercial success within the UK logistics, transport and productions and operations management sectors over the last 12 months.

Comments Kevin Richardson, Chief Executive, CILT(UK): "The Institute's Annual Awards for Excellence celebrate the brightest talent and outstanding organisations, raising standards and sharing best practice throughout the profession. They are the ultimate seal of approval for all those involved in the movement of goods and people and their associated supply chains.

"This year, to celebrate CILT's centenary, we will come together to celebrate exceptional performance, commemorate achievements and recognise incredible innovation as we create a profession that is fit for the next 100 years."

CILT received a record-breaking number of entries for this year's Annual Awards for Excellence, and the expert judging panel had an extremely difficult task of selecting the finalists across all of the 11 award categories.

The winners will be announced on Thursday 17th October at the Royal Lancaster Hotel, London.

## Wearable AR Tech Drives Future For Renault Trucks Technicians

Renault Trucks is rolling out its innovative remote mentoring solution 'Optiview' in its workshops across the country. Equipping technicians with RealWear HMT-1 headsets will enable them to significantly speed up repairs and maintenance for its customers.

**The RealWear headset**, used in conjunction with LibreStream Onsite Connect software, allows technicians to connect hands-free with Renault Trucks' technical support for live assistance, as well as enabling them to capture images and videos, playback training videos and refer to manuals.



Derek Leech, Service Market & Retail Development Director, says: "Optiview is an exciting step for Renault Trucks, marking a new era where wearable AR and voice command technology becomes the norm in our workshops and out in the field. The headset is the ideal wearable choice for technicians, giving them the support of the technical team right when they need it to speed up diagnosis and repair on complex issues. This technology will improve the efficiency of our dealer network and our customer service, resolving issues more swiftly."

The HMT-1 has a completely hands-free voice-controlled user interface allowing technicians to operate the tools and equipment needed for the job, whilst maintaining full situational awareness and maximum productivity. It is designed to offer hands-on technicians the ability to access a virtual 7-inch tablet that sits just below their line of sight.

This technology used in Optiview, also offers future opportunities including remote warranty parts inspections, speeding up authorisation of warranty claims and payments.

Derek Leech adds: "The possibilities to transform the way we work with this technology are far-reaching, from hands-free inspections and voice activated report writing, to creating live step by step instructions. The future starts here."





Laurence Drake takes over as Managing Director of DAF Trucks Ltd.



Robin Easton is promoted to Assistant General Manager Operations for PACCAR Financial Corporation.



Russell Patmore takes over as Truck Sales Director.

## Laurence Drake to succeed Robin Easton as DAF Trucks MD

Laurence Drake has been appointed Managing Director of DAF Trucks Ltd, succeeding Robin Easton who is promoted to the role of Assistant General Manager Operations for PACCAR Financial Corporation.

**Meanwhile, Russell Patmore** succeeds Laurence Drake in his current position of Truck Sales Director. All appointments are effective from 1st September.

Laurence Drake, 44, has enjoyed a long and successful career-to-date with DAF Trucks and PACCAR Financial, undertaking a wide range

of management positions in Sales, Credit, Operations and Business Planning, with his most recent role as UK Sales Director.

Russell Patmore, 51, has been a 'DAF man' for 29 years, joining the company as a Graduate Management Trainee. He has progressed through various sales roles with increasing levels of

responsibility in both PACCAR Financial and DAF Trucks, culminating in his role as Business Planning Director over the last two years.

Robin Easton's tenure in the MD role at DAF Trucks in the UK, followed two-and-a-half years as Managing Director of PACCAR India. During his time in the UK Robin – together with his team and the professional UK DAF dealer network – has consolidated DAF Trucks market leading position, now secured for over 20 years.

Robin Easton returns to PACCAR from where he previously held a number of senior positions in Treasury & Investor Relations. His new role will see Robin assume responsibility for PACCAR Financial's Mexican and Australian finance companies, collections and used equipment.



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# HEAVY VEHICLE HORRORS REVEALED

DVSA is responsible for carrying out the annual tests on nearly one million heavy vehicles per year. Its 500 testers work from a range of private Authorised Testing Facilities (ATFs) around the UK.

**Like MOT testers**, they make sure vehicles are safe to drive and protect the public from dangerous or defective vehicles. And like them, they find more than their fair share of vehicle horror stories on unsafe lorries, buses and coaches.

DVSA Vehicle Standards Assessor Jim Bithell takes up the story on some vehicles that have failed as a result of lazy labour.

Anyone who's ever built flat pack furniture knows how to put a bolt in. But this Passenger

Service Vehicle (PSV) operator, decided – for a change – to use glue to fix the bolt holding the rear passenger side suspension leaf spring in place. Yes, that's right, glue. On a bus or coach used to carry passengers.

The glue didn't set, and the bolt fell out while it was being inspected! This would compromise the security of the suspension which may lead to a loss of control of the vehicle. Also, if the bolt had been ejected at speed it may have resulted in a serious/fatal injury to other road users or pedestrians.



## BRAKING BAD

The operator of this tri-axle semi-trailer, part of a 38 tonnes gross vehicle, obviously didn't want it stopping in a hurry. 38 tonnes takes a lot of stopping. So, your brakes need to be in top condition.

In this case, out of its 6 brake chambers, 4 of were extremely corroded and had started to break up in places. They were ready to fail completely, and the trailer could have instantly lost brakes to 4 out of 6 wheels with the obvious potential for a nasty outcome.



## AD AHHHH!

ADR is the European Treaty covering the transport of dangerous loads and this was in for a dangerous goods test.

Vehicles running to this standard probably should avoid driving around with a broken and exposed electric earth cable.

This could cause a spark and ignite any leaking fuel or cargo.

## TIRED TANK

Driver: "Strap must have broken on the way here."

DVSA: "Has the tank corroded to that extent on the way here too?"

Just to be clear, this is an air tank for brakes. At high pressure. It's held on by one strap and is rusting away.

None of us would like to imagine what would have happened if it had fallen off – even if the vehicle wasn't moving.



## EXHAUSTED

I failed this vehicle – from a main dealer – in the morning for a couple of defects, one being the holes in the exhaust. It came back for retest the same afternoon. The driver was a bit reluctant to put it over the inspection pit. "You can just bend down mate. You'll see the new bit, it's all shiny."

I asked him to put it over the inspection pit as I wasn't going to crawl all over the floor, and I needed a proper look. It turns out that, as a main dealer, they had the failed section of exhaust in stock. Unfortunately, they didn't have a replacement for the part that fell to bits when they replaced it! Unbelievably, they thought they'd try it on anyway...

I and my colleagues test heavy vehicles every day of the year to help keep our roads safe. Most pass their annual test. But we're able to pick up on the dangerous ones, fail them and prevent them from causing harm to other road users.







## Volvo Trucks Are Going Underground with Irish Salt Miners

Kilroot-based Irish Salt Mining & Exploration Co. Ltd has put two Volvo FMX 6x6 rigids into operation, where the trucks will operate almost exclusively 460 metres underground in the company's salt mine.

**Supplied by Damian** Kerin, Sales Executive at Dennison Commercials Ltd, the 3,900mm wheelbase FMX 6x6 rigids are powered by Volvo's D13K engine rated at 420hp. I-Shift automated gearboxes and rear hub reduction axles complete the powertrain assembly for the rigids, which both carry locally manufactured platform bodies by C-Tec (Commercial Vehicle Engineering) Ltd.

Alwyn McCreanor, Company Administrator at Irish Salt Mining & Exploration Co., Ltd, required maximum ground clearance with the FMXs, which were ordered with XX-High B-ride chassis giving approx. 1,150mm distance between the axles and road level. The all-steel suspended chassis design includes a ten-tonne front axle cushioned by uprated triple leaf parabolic springs. Day Cabs were supplied with the FMXs and these are proving ideal for reaching all height-restricted sections within the company's underground mining operations in Kilroot.

"Damien Kerin at Dennison Commercials Ltd provided excellent service and support during the ordering and delivery process for our new Volvo-FMX trucks. We have a comprehensive mine ventilation system in place, but

the Volvos' Euro 6 emissions also complement our air quality standards," reports Alwyn.

"The Volvos are being used to bring one tonne bags of ballast into the salt mine, as part of a permanent stability operation. Each FMX can carry 12 tonnes and the pair can empty a curtainside trailer at the surface in one run. Once underground, the Volvos are then unloaded and the material is used like large building blocks, in areas previously excavated, to guard against any future roof movement."

The FMXs will not accrue a high mileage and for extra safety levels, the pair are fitted with under cab fire suppression units, extra shielding around the turbochargers and a double pole insulator.

Added Alwyn: "We looked at several different truck marques before ordering the Volvos. I was impressed from the outset at Volvo's build quality, whilst the ground clearance figures seemed perfect for the hard surfaces and uneven terrain that characterise our mine operations. In the past we'd used ex-military vehicles that were converted for our operations, but it's safe to say that our drivers love the new Volvos."

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# Seamus Leheny

Policy & Membership Manager - Northern Ireland. Freight Transport Association



# RELIEF FOR DRIVERS AT LAST AS A6 UPGRADE PROGRESSES

On a Monday morning we all have our preferences for where we would prefer to be. However on Monday 5th August, I was pleased to be in Toome listening to the sound of free flowing traffic. Ok, so that sounds a little strange, so let me explain further.

**This was the** morning that the new seven kilometres of the A6 dual carriageway between Randalstown and Toome opened to traffic and finally meant that the long suffering drivers, especially goods vehicle drivers no longer had to endure the dreaded old Moneynick road.

I was there that morning to do some interviews for local BBC and UTV outlining the benefits of the new road and why it was needed and explained that our members in Northern Ireland were deeply affected by the congestion and delay issues along this vital stretch of highway and that at morning and evening peak times, this new carriageway will provide operators with the journey time certainty and reliability they need to operate effectively.

As many of you will be aware, the FTA has long campaigned for the upgrade of A6 for many years now and before our local Assembly stopped working, we continuously lobbied all the local political parties and MLA's to ensure the project progressed and received its allocated funding. Thankfully the last Assembly passed and approved the upgrade before it collapsed however we were then faced with legal delays based on environmental challenges. This led to a long drawn out legal battle in the Belfast High Court between those mounting the challenge and the Department for Infrastructure.

I was there representing FTA at the High Court hearings to support the A6 and continuously made the case for scheme via the media and other stakeholders, often a voice



constantly attacked by those against the scheme but welcomed by all motorists and the wider economy.

Despite a well-publicised and funded campaign by those against the upgrade, the legal challenge was thankfully dismissed.

## Time Savings

Many of you reading this will have travelled the old A6 Moneynick road between Randalstown and Toome in the past and will know that this particular stretch of road was unforgiving because with single lanes and no room to pull in, any accidents or breakdowns resulted in severe delays for all motorists.

The estimated time saving for the new road will be around five minutes. That doesn't sound like a great deal but the objective for this new section of road was to improve journey time reliability and with the cost of running a 44-tonne artic and trailer currently sitting at

just over £1 per minute, less time spent in traffic will help to reduce operating costs for businesses.

The seven kilometre stretch between Randalstown and Toome is just the first phase of three stages encompassing the A6. The other two sections involve upgrades to dual carriageway status between Toome and Castledawson due to open late 2020 then the longer 30km Dungiven to Drumahoe upgrade including a bypass of Dungiven due to open in 2022.

Although the Moneynick section that just opened is the shortest, it was without doubt the weakest link in the chain between Belfast and Derry/Londonderry hence why it was particularly pleasing to see it completed first.

## New Opportunities

The improved A6 will also unlock new opportunities for investment and economic growth in the North

West and Mid Ulster because it's the ability to get goods to market efficiently and inexpensively that is a key point in attracting new business. And as the vast majority of freight moving along the A6 transits via Belfast and Larne Ports, the resulting improved reliability of journey time will benefit North West and Mid Ulster businesses connectivity to Great Britain and the rest of Europe.

The benefits of this new road cannot be seen as only economic as there are significant road safety improvements with having a grade separated dual carriageway. The maximum speed limit for goods vehicles on the carriageway will increase from 40mph on the old road to 50mph, thus preventing the long tailbacks which have caused frustration for other road users along the previous single lane road, overtaking will therefore be easier and safer on a dual carriageway.

This new carriageway and eventually the entire A6 upgrade will help logistics operators provide the reliable service that your clients, who are manufacturers, retailers and distributors, require in order to keep their businesses trading efficiently and with reduced costs.

Efficient logistics is vital to keep the NI trading and we will keep pushing for other strategic road improvements that are long overdue such as the A5, Newry Southern Relief Road, York Street Interchange, Enniskillen bypass and the Cookstown bypass.

When we look at the current political situation we are experiencing, the road ahead looks unclear but when it comes to our roads here, the future is thankfully starting to look a little clearer.



# Schmitz Cargobull Reefers Provide Cool Savings For Dixon International Transport

Dublin-based Dixon International Transport has refreshed 10 per cent of its trailer fleet by investing in 30 new Schmitz Cargobull tri-axle reefers, for use on its hygiene-critical contracts.

**The new trailers** were selected for their low lifetime operating costs and build quality, and will deliver drinks, fresh food produce and pharmaceuticals to customers both in the UK and Ireland.

Glen Morgan, Fleet Manager at Dixon International Transport, says: "Schmitz Cargobull trailers offer real value for money, especially as we're able to tailor the specification at the point of build to perfectly suit our customers' needs.

"The trailer's overall build quality is fantastic too, so we know they will hold their residual value for many years. We've been using Schmitz Cargobull trailers for more than a decade and rarely, if ever, need to take them off the road for any kind of major repair work. The aftersales support we get is also excellent, so we benefit from dedicated assistance whenever we need it."

Each reefer is a like-for-like replacement of an older Schmitz Cargobull model and joins the customer's 300-strong trailer fleet.

They all incorporate Schmitz Cargobull's FERROPLAST® side panels for added durability and strength, which are stronger than standard glass-reinforced plastic (GRP) and less likely to suffer any cosmetic damage.



Dynamic Ramp Protection (DRP) rollers have been fitted to the bottom of the rear doors to help increase uptime, by absorbing any low-speed impacts when reversing into loading bays.

The latest additions also feature a new non-slip multi-function floor and longitudinal ribs, which allows the interior to be cleaned to pharmaceutical hygiene standards in less than 10 minutes. This makes them ideal for Dixon International Transport's

fleet, where a trailer can be carrying fresh produce in the morning and then loading with pharmaceuticals in the afternoon.

The company also benefits from the peace of mind in knowing it has access to Schmitz Cargobull's pan-European network of 1,700 authorised service workshops – perfect for supporting one of Ireland's largest continental hauliers.

## Keep your trucks clean with DAF Genuine NOx Sensors

With environmental issues and climate change very much in the news and central to governmental policy, the haulage industry is one of many industries that has been receiving focussed attention resulting in new regulations to reach ever tighter emission standards.

**For several years** now, DAF Trucks has made incredible strides forward in achieving the lower emission levels proscribed through new legislation to produce their cleanest truck models ever.



Trevor Mitchell, Parts Sales & Marketing Director for DAF Trucks UK commented, "Our DAF Calibrated NOx sensors include DAF specific software which is tuned to the complete after treatment system ensuring that all DAF Trucks meet emission regulations as well as delivering optimal fuel economy, AdBlue usage and ensuring maximum vehicle uptime. Therefore, in order for that system on the truck to work effectively, we recommend that DAF Genuine NOx sensors are fitted every time."

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## Tachograph And HGV Road User Levy Offences

A Republic of Ireland haulage driver was convicted at Omagh Magistrates' Court and fined a total of £585 plus a £15 levy.

**The conviction arose** when DVA Enforcement Officers stopped a 3 axle man rigid goods vehicle at Beltany Road, Omagh. Analysis of the driver's tachograph records identified an infringement pertaining to failing to take the required daily rest on one occasion.

Further checks revealed that there was no HGV Road User Levy in place for the vehicle to operate in Northern Ireland.

As the driver was unable to provide a UK address, two court deposits totalling £600 were taken at the roadside and held pending the outcome of the prosecution case. The driver was cautioned and interviewed.

## In Court On Multiple Offences

A County Down bus operator has been convicted at Newtownards Magistrates' Court and fined a total of £500 plus a £15 levy on multiple offences.

**The conviction arose** when DVA Enforcement Officers stopped a Ford Transit minibus for the purposes of a vehicle inspection in Holywood. The examination revealed a number of offences including no bus operators licence, no PSV licence, no driving licence, using a motor vehicle without insurance and failure to use recording equipment. The driver was cautioned and interviewed.

A follow up interview also confirmed that the driver did not complete his Certificate of Professional Competence qualification.

## Belgium Driver Fined at Belfast Court

A Belgium haulage driver has been convicted at Belfast Magistrates' Court and fined a total of £750 plus a £15 levy.

**The conviction arose** when DVA Enforcement Officers examined a 3 axle Scania goods vehicle in combination with a 3 axle trailer at the Department's weighbridge facility at Garmoyle Street, Belfast. Analysis of the driver's tachograph records identified infringements pertaining to failing to take the required daily rest on three occasions.

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. The driver was cautioned and interviewed.

## VW Crafter Was Overloaded

A County Down haulage operator has been convicted at Banbridge Magistrates' Court and fined a total of £750 plus a £15 levy after DVA Enforcement Officers examined a Volkswagen Crafter 2 axle light goods vehicle at the Department's weighbridge facility at Garmoyle Street, Belfast.

**A weight check** of the vehicle found that the vehicle was overweight on the 1st axle by 466 kgs, overweight on the 2nd axle by 470 kgs and in excess of its maximum permitted gross vehicle weight of 3,500 kgs by 1,336 kgs. The driver was cautioned and interviewed.

When the driver was asked to comment on whether he had been instructed to check weigh the vehicle after it was loaded he replied: "No, I have no means of that."

The operator was subsequently cautioned and interviewed at a later date.

## Fined Over Series of Tachograph Offences

A County Down operator was convicted at Belfast Magistrates' Court and fined a total of £500 plus a £15 offender levy after DVA Enforcement Officers inspected a 3 axle Volvo Tipper lorry at the Department's weighbridge facility at Garmoyle Street, Belfast.

**During an examination** of the driver's digital smart card it was noted that it had not been downloaded in 52 days, 24 days outside the 28 day requirement as per EU Tachograph Regulations.

It was also noted that the vehicle's tachograph data had not been downloaded in contravention of a requirement for a download every 90 days per EU Tachograph Regulations. The operator was subsequently cautioned and interviewed.



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# LOOK AT THE BIGGER PICTURE TO BOOST GREEN CREDENTIALS

Tough governmental and European Union targets on air quality and Clean Air Zones planned for UK cities, mean environmental efficiency is now even more important for fleets operating in urban areas.

**While there is** much to be done to safeguard the future of both transportation and the environment, huge strides have been made in recent years to make road transport more efficient.

Progressive compliance schemes give operators a clear pathway to achieve real emission reductions, focusing on driver training, performance monitoring and robust data analysis. Indeed, in 2018 a study of 138 FORS Gold members showed that each had considerable success in reducing emissions, reporting a remarkable 14 per cent average improvement in mpg performance.

Measuring fuel use and learning how to maintain an efficient fleet with fully-trained drivers will help operators reduce their carbon output and prove their ability to operate in an environmentally responsible way.

For commercial vehicle operators of all types seeking to secure contracts which stipulate proof of environmentally efficient operating standards, FORS is key. With a fleet's environmental impact encompassing far more than just emissions, there is a lot that can be done to make road transport smarter and greener:

## Data is king

Recording data is vital for operators to baseline performance and identify where efficiency improvements can be made across a fleet. FORS members can use the online FORS Fleet Tools portal to collate and record all data, measuring fuel consumption, emissions and fleet incidents to understand where efficiencies can be made.

## Fleet care

Ensuring a fleet is in peak condition is vital for an environmentally sound operation. The FORS Fleet Management System (FORS-FMS), can be used to track fuel purchases, tyre tread and depth

information and mileage figures. This data is then used to ensure fleets have an accurate service, maintenance and repair schedule in place to fix faults early, keep costs down and make sure vehicles are running as efficiently as possible.

## Drive smart

Any fleet which operates in urban areas faces considerable traffic and stop start congestion, and drivers need to understand how to drive as efficiently as possible.

Indeed, the 2015 National Centre for Sustainable Transportation report proposed that implementing eco-driving techniques can help HGV fleets save fuel and reduce emissions to the tune of between 5 and 15 per cent\*.

FORS Safe Urban Driving, Van Smart, TruckSmart and LoCITY Driving courses are designed to help commercial vehicle drivers understand the most efficient way to drive in cities and urban areas, combating engine idling and reducing fuel consumption to lower emissions.

Tyres shouldn't cost the earth

Correct tyre maintenance and pressure will make a fleet more environmentally sound, with well managed tyres boosting the efficiency of an entire fleet and driving down fuel consumption and emissions.

Over-inflated tyres mean tread contact with the road is decreased which in turn increases braking distances and reduces overall handling capabilities.

Conversely, under-inflated tyres contribute towards increases in emissions of carbon dioxide (CO<sub>2</sub>) and nitrogen oxide (NO<sub>x</sub>); for every 10 per cent of decreased tyre pressure, fuel consumption increases by two per cent.

At the entry level FORS Bronze audit, members are required to incorporate a tyre management policy across all vehicles. To help, a Tyre

Management Guide has been created, explaining how to develop a tyre management policy.

## Fuel consumption

Tracking fuel consumption helps businesses reduce fuel use, save money and reduce their environmental impact. The FORS Fuel Expert fuel card not only offers discounts on fuel but provides members with robust fuel consumption and MPG reports. This means considerable wastage can be identified and eliminated, and environmental impact reduced.

## Future proofing

While it is a given that more modern Euro VI vehicles help operators achieve lower levels of fuel consumption and emissions, it is also a huge cost outlay. This is against a backdrop of ever-changing emissions legislation.

FORS members are encouraged to have an eye on their vehicles' future value and are required to undertake reviews of their fleet as they seek FORS Gold accreditation. If members need to modernise their fleets they can set out a timetable to achieve this and add emission improving products to existing fleet vehicles during the transition.

## Noise awareness

Noise pollution is a commonly overlooked form of environmental impact. The FORS Professional 'Managing Noise in Logistics' workshop was created as part of the FORS Practitioner series of management development courses. The workshop seeks to help operators fulfil their noise assessment requirements, as required at FORS Silver, and understand appropriate delivery schedules to minimise noise in urban areas.

**For more information about becoming a FORS member, visit: [www.fors-online.org.uk](http://www.fors-online.org.uk)**

\*Reducing the Carbon Footprint of Freight Movement through Eco-Driving Programs for Heavy-Duty Trucks, National Center for Sustainable Transportation, 2015: <https://www.fors-online.org.uk/cms/wp-content/uploads/2017/02/Eco-driving-for-HGVs.pdf>

# BRIDGESTONE LEADING THE WAY IN MOBILITY SOLUTIONS



## **BRIDGESTONE**

In a business and world in rapid transformation, global mobility trends are presenting huge challenges to fleet operations. Now more than ever before, fleet owners and managers are under pressure to maximise their productivity and minimise their total cost of ownership.

**In the face** of these challenges, and to ensure that its fleet and OEM partners continue to benefit from maximum convenience, sustainability and efficiency, Bridgestone is transforming from a premium tyre manufacturer to a leader in mobility solutions.

Over the last few years, the company has invested heavily in its digital capabilities, and pioneered a range of digital solutions and applications, such as Total Tyre Care and FleetPulse, to support fleets with data-based insights, convenience and maximum efficiency.

Total Tyre Care is Bridgestone's comprehensive tyre management solution that applies advanced technology and systems to monitor, maintain and manage fleet tyres to ensure optimal safety and reduce tyre-related maintenance costs.

Customers can choose from packages that include Toolbox tyre monitoring, Fleetbridge tyre asset and contract management, Basys casing asset management, or Tirematics tyre pressure monitoring and pro-active maintenance.

And, as every fleet is unique, all Bridgestone's tyre management solutions

can be customised to individual needs.

FleetPulse is Bridgestone's three-in-one digital solution that gives fleet managers real-time insights into the health of their vehicles, to reduce maintenance costs, increase time on the road and simplify fleet operations.

FleetPulse also comes with tyre-pressure monitoring system hardware embedded in the vehicle, ensuring that tyre pressure is optimised and therefore helping fleets to avoid unwanted tyre costs and CO2 emissions.

Bridgestone's recent acquisition of TomTom Telematics, the number one provider of digital fleet solutions in Europe and third globally, completes its offer to fleet owners and managers. WEBFLEET, TomTom Telematics' award-winning fleet management solution, supports businesses with real-time information



The new  
Ecopia range



## TOTAL TYRE CARE IS BRIDGESTONE'S COMPREHENSIVE TYRE MANAGEMENT SOLUTION THAT APPLIES ADVANCED TECHNOLOGY AND SYSTEMS TO MONITOR, MAINTAIN AND MANAGE FLEET TYRES TO ENSURE OPTIMAL SAFETY AND REDUCE TYRE-RELATED MAINTENANCE COSTS.



COACH-AP 001  
and Duravis R002

on vehicle locations, insight into driver behaviour, data on fuel usage and the ability to communicate with their team in the field.

### New Tyres

More than ever, Bridgestone is also investing in its growing portfolio of premium commercial tyres and has just launched two new tyres in the Truck & Bus segment: Duravis R002 and COACH-AP 001, in addition to the recently launched Ecopia H002. These tyres are engineered to lower the total cost of ownership while offering the highest levels of safety, efficiency and comfort.

The Duravis R002 offers an outstanding wear performance to significantly cut fleet's operational costs in the versatility segment. Bridgestone's first product fully dedicated to the coach segment, the COACH-AP 001 offers efficiency and comfort to coach fleets without any compromise on safety.

Meanwhile, applying an innovative pattern concept and newly developed compound technology, the new Ecopia H002 tyres enable long haul fleets to reduce their total cost of ownership through best-in-class fuel efficiency – with no compromise on mileage.

At 30 per cent of all expenses, fuel is by far the biggest operating cost for long haul fleets. And not just that, the industry today is also faced with increasingly challenging EU CO2 emission regulations and the recurrent concerns for road safety especially in bad weather conditions. The latest generation of Ecopia tyres have been designed to answer these everyday challenges.

The new Ecopia H002 achieve best in class fuel efficiency through an EU label A-A-A grade combination in steer, drive and trailer. By using new Ecopia tyres on steer, drive, trailer axles, an average long haul fleet would be able to make more than a €200,000 saving per year on fuel costs and reduce their CO2 emissions by 546 tonnes per year.



And alongside the benefits in fuel efficiency, the latest generation of Ecopia tyres are also designed to keep trucks going and drivers safe in highly challenging wet-weather conditions. The tyres offer best in class wet traction that outperforms all competitors – as tested and proven by TÜV SÜD. The new Ecopia also achieved outstanding ratings for wet grip, with a EU label B-B-B grade

combination in steer, drive and trailer.

### Winter Ready

And beyond just wet weather, the new Ecopia generation are fully winter ready as the only tyres for long haul fleets with 3PMSF and M+S markings available in all positions throughout the vehicle. This means that the range is compliant with all winter legislations across Europe and fleets can therefore enjoy convenience and peace of mind throughout the year.

The new generation of Ecopia tyres has also been certified by TÜV SÜD Tyre Test Mark for its quality and safety. This achievement applies to each individual tyre: steer, drive and trailer.

New Ecopia H002 is currently available in 315/70R22.5, 315/80R22.5, 385/55R22.5 and 385/65R22.5 sizes. The full line-up, including 60' series, will be completed in 2019 to cover all main long-haul sizes.

The new Ecopia range is the latest initiative in Bridgestone's holistic approach to maximising the fuel efficiency of its fleet customers. Combined with Bandag's fuel-smart retread line FuelTech, the tyre monitoring system Tirematics and the comprehensive tyre management service for commercial fleets, Total Tyre Care, Ecopia H002 can provide customers with peace of mind as they look to reduce operational costs.

All three newly launched tyres will be made traceable with electronic tagging system RFID (radio-frequency identification), adding value to customers looking to benefit from connectivity and predictive maintenance on the roads.



# FORS Members Conference 2019: Safer, Smarter, Greener

The FORS Members' Conference returns this autumn for its fourth year, with a packed schedule designed to show how FORS helps commercial vehicle operators become safer, smarter and greener.



John Hix, FORS Director

**The annual event** will take place on Tuesday 15 October 2019 at the National Conference Centre in Solihull and is free for FORS members. Now a key fixture in the road transport calendar more than 450 delegates are due to attend.

The FORS Safer, Smarter, Greener theme reflects the organisation's ongoing commitment to help its members reduce emissions, to lessen the environmental impact of road transport and offer a route to reducing costs.

A series of panel discussions and keynote presentations from major industry stakeholders will further explore these themes, including Highways England, Kier, Michelin and Rexel.

The conference will be hosted by Jo Godsmark, chair of the CILT (Chartered Institute of Logistics

and Transport) Outsourcing and Procurement Forum, and director of BigChange.

Jo is also a trustee of an international charity, Transaid, that seeks to provide safe, sustainable and affordable transport to communities in need across the world.

The event will be in support of Transaid with FORS matching each member's voluntary donation made at registration to a maximum of £10 per place booked.

Alongside the conference is an exhibition featuring FORS Associates and Affinity Partners, each showcasing products or services designed to help members meet the requirements of the FORS Standard and assist in driving-up industry best practice. As ever, delegates will be able to claim 3.5 Driver CPD hours for attending.

FORS Director, John Hix said, "FORS has now been active for over 10 years and our success in driving up industry standards is reflected in the impressive number of leading industry figures who will be at this year's conference.

"FORS is committed to raising standards to help our industry become safer, smarter and greener and we look forward to exploring this with members at this year's event."

## New HGV market almost doubles in Q2 with registrations up by 46.3%

The UK's new heavy goods vehicle (HGV) market rose 46.3% in the second quarter of 2019, with 15,605 units registered, according to figures released by the Society of Motor Manufacturers and Traders (SMMT).

**A number of** large orders ahead of the mandatory fitment of Smart Tachographs gave a further boost to registrations and following a strong first quarter of the year. Registrations of rigid trucks grew by 51.9%, with both the >6-16T and >16T segments experiencing growth. Meanwhile, demand for articulated vehicles also rose, up a significant 38.1% to 6,031 units. The majority of body types saw a rise in registrations, including

Tractors, the most popular segment, with demand growing 34.0%. Tanker truck and tower wagon registrations have more than doubled since Q2 2018, up by 109.3% and 111.1% respectively. Year-to-date figures painted a similar picture, with the market growing by 34.3% to 27,464 units registered so far this year. Both rigid truck and articulated vehicle registrations saw significant growth, with 33.5% and 35.3% respectively,

while tractors and tippers remained the most popular HGV. Mike Hawes, SMMT Chief Executive, said, "A second strong quarter for truck registrations is certainly welcome news, however the swell in market size is undoubtedly due to operators choosing to expand their fleet ahead of the introduction of additional regulation. This significant performance means we may see the market level

out throughout the second half of the year, especially given the role ongoing political and economic uncertainty could play in deterring further commitments to big fleet purchases."

### At a Glance

- UK new heavy goods vehicle registrations rise by 46.3% in Q2 as operators pull forward purchases ahead of new regulation.
- Growing demand for Rigid and Artic trucks, up 51.9% and 38.1% respectively.
- Tractors remain most popular body type, growing 34.0%, while tanker truck and tower wagon registrations double.
- Year-to-date registrations rise 34.3% with total 27,464 units registered so far in 2019.

## Four-year warranty on MAN tipper trucks

Coined the '8x4x4' warranty, MAN offers a four-year warranty on rigid tipping bodies from Thompsons Group in its Trucks2Go programme.

**The warranty will** include Edbro CX15 hydraulic tipping gear and is being supported by Thompsons Group's Service capabilities.

Lee Wilson, Regional Sales Manager at JOST UK, comments on the MAN warranty: "We've always stated that Edbro cylinders are delivered with a 'fit and forget' promise. Our cylinders are designed to last for the life of the vehicle and in many cases have remained operational for in excess of 20 years.

"As standard we offer all our end users a three warranty, so I have no doubt that our cylinders will perform flawlessly throughout MAN's four-year warranty period.

"Of course, it's extremely gratifying that a leading OEM has recognised the quality of our product to such an extent. We are confident that the CX range will offer MAN's customers reliable tipping and improved productivity."





# INNOVATION TECHNOLOGY IN TRANSPORT

**13-14 MAY 2020, FARNBOROUGH  
INTERNATIONAL EXHIBITION  
& CONFERENCE CENTRE.**

## JOIN US. YOU'LL BE IN GOOD COMPANY.

ITT Hub 2020 has already attracted many leading names\* drawn from right across the transport and related energy, data and finance sectors.

All share the desire to be an active participant in a new and dynamic exhibition and conference that will take place at Farnborough in May 2020. An event that will bring fresh thinking and collaboration, as freight and passenger transport continues to make important strides long the road to net zero.

So, if you are in the business of moving goods or people on roads, utilising the innovation and technology that is reshaping the industry right now, you'll want to find out more.

Visit the ITT Hub 2020 event website [www.itthub.co.uk](http://www.itthub.co.uk) and our newly launched content channel [www.itthub.net](http://www.itthub.net) to see how you can be part of something rather different.

You'll be in good company.

### \*CONFIRMED EXHIBITORS AND EVENT PARTNERS AS AT 22ND AUGUST

Arrival, Blue Marble Associates, Bridgestone, Brigade Electronics, BYD, Centrica, Checkpro, Chartered Institute of Logistics & Transport, DAF Trucks, Davis, Dawson Group Bus & Coach, EVM Direct, Evobus, Farnborough International, Freight Transport Association, FleetCheck, Highways UK, Interel Consulting, Iveco, Jamma, Licence Bureau, Lloyds Banking Group, LowCVP, Mercedes Benz, Midlands Connect, National Grid Electricity Transmission, Omnibus Solutions, Passenger, Pelican Yutong, Portland Fuels, PTV Group, Renewable Energy Association, Renault Trucks, SmartDrive Systems, Tachosys, TotalKare HDWS, Trilar, Transport for South East, Transport for the North, TRL, TruTac, Volvo Group UK, Webasto, Williams Advanced Engineering, Wrights Group, Xiamen Fengtai Bus & Coach and Zenobe.

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# FUELLING COMMERCIAL VEHICLES OF THE FUTURE

**LAUREN KRENO, EU FUEL PRODUCTS TECHNICAL ADVISOR AND DIRK PYATT, EAME COMMERCIAL FUELS MARKETING MANAGER**

With commercial vehicle operators under more pressure than ever, they are faced with the day-to-day task of maximising profits, while ensuring they comply with current and future emission regulations.

**As a result**, many operators are now looking at the pros and cons of the fuels they use to power their vehicles to help reduce costs while meeting emission requirements. This process includes assessing the possibility and timings of a switch from traditional diesel to alternative fuel options.

Moving forward, alternative fuels to traditional diesel are expected to be a growing part of the commercial vehicle energy mix. While numerous alternatives have been, or are in the process of being developed, the leading contenders likely to have a significant impact are biofuels, Liquefied Natural Gas (LNG), Compressed Natural Gas (CNG) and electricity. These alternative fuels can be renewable depending on the source of feedstock or energy used.

The two main biofuels for use in diesel vehicles are Hydro Treated Vegetable Oil (HVO) and Fatty Acid Methyl Esters (FAME).

HVO has better combustion qualities than diesel and produces lower PM (Particulate Matter) and NOx (Nitrogen Oxide) emissions. HVO also has the advantage that it can be used as a replacement or added to traditional diesel without engine modification. However, HVO availability is limited and may continue to be challenged as existing and future legislation requirements increase demand.

FAME can produce lower PM emissions than diesel. However, it may require additional processing in order to mitigate fuel system operational issues. For example, FAME has more impurities than HVO that can cause filter blocking at lower temperatures. FAME also has a higher potential to promote microbiological growth. FAME must be blended with diesel, as engine manufacturers typically specify a maximum concentration of FAME.

Natural gas is a fuel that is also gaining traction in the market. LNG and CNG both have very low PM and NOx emissions at the outlet of the engine and can reduce CO<sub>2</sub> (Carbon Dioxide) emissions by 10 – 15% compared with diesel. This means some LNG and CNG trucks may meet the current stringent European emission requirements with a simpler after-treatment system than diesel trucks, reducing or avoiding the need to use AdBlue, etc.

LNG requires cryogenic tanks and vehicles are



typically more expensive than diesel alternatives. However, LNG could prove a compelling choice for larger vehicles with a high annual mileage (typically, 100,000 km or more). Newer vehicles have good ranges of up to 1,000 km and once the infrastructure is in place, LNG is typically available at a lower cost than diesel.

CNG has approximately half of the energy density of LNG, making it more suitable for shorter distance / regular return-to-base fleets due to the trade-off between energy storage and vehicle payload. This fuel may have particular appeal for use in waste disposal vehicles and buses. It also has a lower cost of installation compared with LNG and refuelling is performed at lower pressure, so requires less stringent safety measures.

Electricity is also a fuel being used to power automotive vehicles. However, a very large battery would be required given the power requirements of large commercial vehicles, potentially impacting the maximum payload. At the moment, the primary applications for electric commercial vehicles are city buses and urban delivery vehicles operating in low emission zones, with short / medium return to base operations.

Before switching to alternative fuels, operators need to consider factors such as vehicle cost, fuel availability, total distance, typical routes and average mileage. Undertaking a Total Cost of Ownership (TCO) analysis will also help to determine

the best fuel and vehicle mix for a fleet.

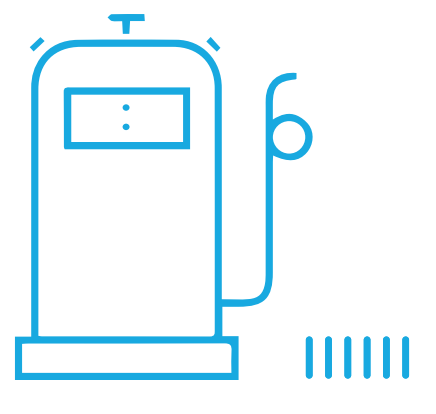
## Future of diesel

While trials and the use of alternative fuels are widely reported, diesel will continue to be a significant part of the fuels mix for large commercial vehicles, now and into the future. Engine manufacturers continue to develop diesel-fuelled vehicles to help achieve very low emissions of particulates and NOx.

At the same time, leading oil companies continue to invest in research and development to improve the performance of diesel. For example, ExxonMobil has developed Esso Diesel Efficient fuel. This fuel is designed to clean up deposits on fuel injectors, helping to improve engine performance.

Tests at Millbrook, one of the most comprehensive test facilities in the world for conducting independent fuels testing, found that Esso Diesel Efficient fuel helped to reduce emissions<sup>2</sup>; 10% NOx, 22% PM and 2.8% CO<sub>2</sub>, and improve fuel consumption by an average of 2.8%. Esso Diesel Efficient fuel is available in UK and in 5 other countries across Europe.

With regulations evolving rapidly, commercial operators focused on optimising TCO, and the infrastructure to supply some alternative fuels still in its infancy, change is one thing that is guaranteed in the commercial vehicle sector moving forward. It is for this reason that it is important for commercial vehicle operators to choose reputable fuel suppliers who they can work with to develop the optimum fuels solution for their business.







**Close Brothers**  
Commercial Finance

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



# SALE AND HIRE PURCHASE SOLUTION SUPPORTING AMBITIOUS BUSINESSES

Close Brothers Commercial Finance delivers effective financial solutions. With offices in Belfast, Dublin, Cork and Galway, their range of asset finance, invoice finance and asset based lending solutions support businesses across Ireland.

**A key funding** solution they offer is Sale and HP Back, which is a product that releases capital held in company assets such as equipment, machinery and vehicles. It is a straight-forward concept: your asset is purchased at an agreed value by the financier, and then you buy it back over a set term. You have continuous use of the asset you need, and by the end of the finance period, you own the asset outright again.

This type of finance provides a simple and effective way to release working capital to fund expansion or spread the cost of equipment. Used by businesses of all sizes, from sole traders to larger scale operations, it gives you access to working capital without limiting access to tools or interrupting workflow.

Emma Blair, Regional Sales Director at Close Brothers, commented on the popularity of the product: "In the current political climate, we are seeing businesses take a more cautious approach to commercial investment. Our asset finance products can provide a robust alternative to traditional loans, boosting confidence in sectors such as wholesale, haulage and export.

"We work closely with clients to understand their requirements and aspirations. Our Sale and HP Back option is often a good fit for businesses who need an immediate cash



injection, but do not want to sell any vital working equipment. It improves cash flow by releasing cash against your existing assets.

"We recognise that SMEs remain ambitious and innovative in today's market. These companies underpin the economy, and deserve support

and funding which matches their resilience. As a team, we remain committed to providing that.

"Whether you need to invest in new equipment, refinance existing machinery, or free up cash to future proof your company, we can support you."

Close Brothers alternative finance options are designed to enable you to realise your commercial ambitions. Repayments can be arranged to match income patterns (for instance, seasonal peaks and troughs) and if you already have finance agreements in place, they can restructure existing debt to reduce monthly outgoings and ease cash flow.

## Close Brothers Limited

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

Our core purpose is to help the people and businesses of Britain and Ireland succeed over the long term. To achieve this, all of our diverse, specialist businesses have a deep industry knowledge, so they can understand the challenges and opportunities that our customers and clients face. We support the unique needs of our customers and clients to ensure that they thrive, rather than simply survive, whatever the market conditions.

Visit our website to find out more:  
<https://www.closecommercialfinance.ie/>

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# Renault Trucks To Double Range T High Production

Renault Trucks is ramping up production of its flagship Range T High model, doubling output to meet growing demand from UK and Ireland customers.

Following its UK launch in June 2017, the Range T High has been enthusiastically received by operators and drivers who appreciate its fully-flat floor and spacious, comfortable and well-appointed working and living areas. Exceptionally strong demand for the right hand drive model has prompted the increase in production at Renault Trucks Bourg-en-Bresse plant in Lyon.

James Charnock, Commercial Trucks and Services Director, Renault Trucks, comments: "We are delighted by the response to the Range T High since its launch. We have a very strong order booked filled to the end of the year so this increase in production capacity will enable us to offer more T Highs to more customers in a shorter time. "

He continues: "This truck offers the perfect work life balance, effortlessly meeting the needs of those who want a home-from-home working environment, a truck which offers a great image for their business yet still provides outstanding operational efficiency.

"Drivers love the generous working, living and sleeping environment, which helps to increase satisfaction and productivity. Enhanced residual values also underpin the T High's excellent total cost of ownership performance, so it makes real commercial sense for long-haul operators."



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### SEARCH

WORKSHOP SUPPLIES



# New essential information for UK hauliers driving to the EU after 31 October

UK hauliers and commercial drivers who operate in the EU will need new documents if the UK leaves the EU without a deal, says the Driver & Vehicle Standards Agency.

## Driver documents you'll

need include International Driving Permit(s) in some countries (France, Italy and Cyprus); a passport. You should have at least 6 months left on an adult or child passport to travel to most countries in Europe (not including Ireland).

If you renewed your current passport before the previous one expired, extra months may have been added to its expiry date. Any extra months on your passport over 10 years may not count towards the 6 months needed. Check your passport.

Also required will be:

- an ECMT permit for some journeys (99% of journeys between the UK and the EU will continue as they are now, and will not need a permit, until at least 31 December 2019.) Check if you need an ECMT permit.

- a Driver Certificate of Professional Competence
- a tachograph driver card
- vehicle documents, including motor insurance green card(s) for the vehicle and/or trailer and for separate policies e.g. insurance renewal; a GB Sticker on the vehicle; and a vehicle log book

## Shipping Documents

In addition to your driver and vehicle documents, you will also need to request separate cargo and customs documents from your shipping agent.

You will need more documents if you are transporting high risk goods or animal/plant/other controlled products.

It is the responsibility of the Exporter to provide these documents, but they will be needed to take goods across the border.

## Importing and exporting goods

EU countries may impose different requirements on their side of the border. Carrying goods that do not comply with EU requirements could result in delays or penalties; you should familiarise yourself with these new processes.

## Operation Brock

In a no deal Brexit scenario Operation Brock will play a vital role in ensuring that goods continue to flow in and out of the UK and disruption is kept to a minimum.

Operation Brock is designed to tackle disruption at the border by queuing lorries bound for Europe on the M20, while keeping all other traffic moving on both directions on the other side of the motorway. If the M20 capacity was not sufficient, Manston airport and, if necessary, the M26 could



also be used to queue lorries.

To help prepare for Brexit, before setting off drivers should familiarise themselves with how Brock could impact on their journeys.

Information on whether Brock has been activated and what it means can be found on Highways England's website.

More information on all of the above can be found at <https://www.gov.uk/brexit>

## "With FORS, we are ahead of the game"

Seamus Deighan, Deighan Transport Owner

FORS is now established as the go to best practice accreditation scheme for operators of any description. After a progressive training programme for managers and drivers, FORS members are able to demonstrate exemplary levels of best practice, consistently delivering high levels of efficiency, environmental protection and, above all, safety.

**For a safer, smarter, greener future, get on board with FORS**



**SAFER  
SMARTER  
GREENER**

[www.fors-online.org.uk](http://www.fors-online.org.uk) Call: 08448 09 09 44

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Sam Whittaker, National Sales Director

## Mercedes-Benz Trucks appoints Sam Whittaker to the position of National Sales Director

Sam Whittaker is the new National Sales Director at Mercedes-Benz Trucks UK. He joined Mercedes-Benz UK as a trainee in 1992, and since 1997 has worked for the Truck business unit in a succession of increasingly senior management positions covering all aspects of vehicle sales, marketing, key account management and aftersales.

**His most recent** role was that of Customer Service & Parts Director and as National Sales Director Sam will be responsible for all Mercedes-Benz and FUSO new truck sales and used truck remarketing activities.

He will also oversee the manufacturer's rapidly developing

Truck Connectivity business, as well as its TRUCKTraining and Product Demonstration operations, and the new Mercedes-Benz Truck Experience Centre at Wentworth Park, near Barnsley.

Sam said: "In my time at Mercedes-Benz it has been my

goal to have an extensive network of trusted relationships with customers, suppliers, our Dealers and colleagues. I'm passionate about delivering on our 'Trucks You Can Trust' brand promise, and looking forward to getting stuck into my new role."

## Thermo King Gensets and Solar Panels Increases Efficiency

Thermo King and its German dealer Transportkühlung THERMO KING GmbH, provided B&H Logistik with a unique solution combining generator sets (gensets) and solar panels for efficient and reliable power supply during the transport of refrigerated containers.

**B&H Logistik transports** refrigerated containers for the pharmaceutical, chemical and food industry customers, where maintaining the cold chain is vital for the integrity and quality of the transported goods. B&H Logistik was looking for a reliable solution that would enable them to keep their genset-equipped fleet always-ready to power the refrigerated containers during the road trips. Transportkühlung THERMO KING GmbH met the requirements offering B&H Logistik Thermo King SGCM300 gensets combined with ThermoLite solar panels for greater and

sustainable power management. Even in low light, Thermo King's solar panels collect energy to keep the battery fully charged.

This eliminates the risk of battery discharge and the need to use the genset engine to charge the battery, contributing to reduced fuel consumption and CO2 emissions.

"We're trying to think out-of-the-box when working with our customers. While the ThermoLite panels have been originally designed to work with the refrigeration units, we decided to install it on the trailer's chassis and connect with the genset's battery,"



said Marcus Kallmünzer, branch manager at Transportkühlung THERMO KING GmbH.

"Many emergency breakdowns result from discharged batteries when the gensets are not used every day. With ThermoLite solar panels we eliminated that risk and the customer can save both money and time carrying out transport operations instead of spending time in the workshop."

## Nearly-new First Choice DAF Trucks with full warranty

Every First Choice used vehicle from DAF Trucks under four years old is now supplied with a full manufacturer's warranty as standard, no mileage limit.

**DAF First Choice** is the quality label under which DAF offers nearly-new trucks that are under five years old, have no more than 600,000 kilometres on the clock, look like new, and also have a fully documented

service history.

In addition, these First Choice Trucks have passed more than 200 checks to ensure they are in top technical condition and can deliver maximum reliability. DAF First Choice Trucks that are under

four years old now come with a 12-month full manufacturer's warranty as standard, which, of course, also covers all factory options. First Choice Trucks between four and five years old are supplied with a 12-month warranty on the driveline.

"Supplying a full manufacturer's warranty as standard for a used truck is unique in the market," states Marty van den Dungen, Sales Director at DAF Used Trucks. "We are only able to provide a guarantee like this because DAF delivers unprecedented quality. A First Choice Truck really is as good as new. In addition to that, not only are DAF's Euro 6 trucks more efficient than ever before, but the new owners will also benefit from the lowest toll tariff and the fact that the trucks are welcome in the low-emission zones introduced in various European cities, industrial areas and ports."





transaid

# LAND'S END TO JOHN O' GROATS CYCLE CHALLENGE

**2-14 June 2020**

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E: [events@transaid.org](mailto:events@transaid.org) T: 020 7387 8136

[transaid.org](http://transaid.org)

# 100,000th New DAF CF and XF



The keys to the 100,000th vehicle were handed over by DAF Trucks President, Harry Wolters, to Luc Gheys, co-owner of Groep Gheys from Belgium.

DAF Trucks in Eindhoven recently saw the completion of the 100,000th new generation CF and XF truck to roll-off the production line.

**Never before** in the company's history has a 100,000 series-run been reached so quickly. The 100,000th vehicle, a DAF XF 450 4x2 FT Super Space Cab, was delivered in celebratory fashion to Groep Gheys in Mol, Belgium. The first vehicles of the current generation CF and XF have been in production since July 2017. Since then, no fewer than 100,000 units have been produced at DAF Trucks in Eindhoven and at Leyland Trucks in Great Britain.

"That we have reached this milestone so quickly is a testament to the quality and efficiency of this latest generation of trucks," said Harry Wolters, DAF Trucks President. "Our customers praise the reliability, the fuel efficiency, the low operating costs and, not to mention, the unsurpassed driver comfort. No wonder DAF is Europe's number 1 in tractors."

The 100,000th truck was delivered to the Belgian Gheys Group, specialising in bulk and container transport.

## Weightlifter Bodies and PPG Fabrications Under New Ownership

Leading tipper body and tipping trailer manufacturing businesses, Weightlifter Bodies and PPG Fabrications have been acquired by Grange Cross Ltd.

**Nigel Butler, Grange Cross** shareholder and formerly Commercial Director at Renault Trucks UK, takes over as Managing Director from industry stalwart, Paul Weightman, who after 27 years at the helm of the group, is retiring.

Founded in the 1930s and located in Scunthorpe and Wisbech, Weightlifter Bodies and PPG Fabrications designs and manufactures high quality tipping bodies and tipping trailers for the construction, agriculture and recycling markets that over the years have become

the benchmark for lightweight durability and reliability.

Nigel Butler said: "I am thrilled to be joining the Weightlifter and PPG teams. Paul Weightman, with his directors, has done a fantastic job to consistently be a leading and well-respected supplier of truck tipping products. The construction, agriculture and recycling markets are dynamic and growing, bringing lots of opportunities to develop Weightlifter and PPG."

"With these directors, I look forward to providing a secure

future to our 87 staff at our two manufacturing sites by continuing to develop innovative solutions for our customers that add real value to their operations."

Paul Weightman said: "I am very pleased to be able to secure the future for the business, the staff and customers. Through innovation and build quality, we have been leaders in tipping trailers and bodies for many decades. I am certain that under Nigel, the business will continue to grow and develop, maintaining its market leading position."

Nigel Butler  
takes over  
as Managing  
Director



## Circle K announces partnership with Paralympics Ireland

Circle K has become the Official Fuel and Convenience Partner to the Irish Paralympic Team as they continue their preparations for the Tokyo 2020 Paralympic Games next summer.

**Irish European Para** Athletic Championship bronze medallists, Jordan Lee and Orla Comerford, joined Circle K's Managing Director Niall Anderton and Paralympics Ireland President John Fulham at Citywest Hotel in Dublin

recently to make the announcement, as Circle K welcomed over 500 staff and independent dealer partners to its annual conference.

Over the coming months the partnership will

become integrated across Circle K's expansive network of 410 sites nationwide, ensuring visibility of its support of Irish Paralympians in-store, on the forecourt and on the road.

The partnership further demonstrates Circle K's commitment to supporting communities and the athletes who represent them, at all levels, following the recent announcement of Circle K's partnership with the Irish Olympic Team.

Niall Anderton, MD of Circle K, said:

"Communities are at the heart of everything we do as an organisation and the Paralympic Games bring communities across Ireland together in support of the extraordinary people who represent them."



# James Reaches Driver Challenge Final

Congratulations to Henderson Wholesale driver James McMordie who recently made the UK & Irish final in the Renault Trucks optifuel driver challenge.

**James was one** of just six UK & Irish finalists who went head to head in Bellshill, Scotland; the competition consisted of a challenging 4 -hour drive and a knowledge-based questionnaire.

However, he narrowly missed out on representing UK & Ireland at the European final held in Lyon later in the year - and the chance to bring home a brand new T HIGH tractor unit.



Pictured here (l-r) are Managing Director of Renault Trucks UK & Ireland, Carlos Rodrigues, and driver James McMordie from Henderson Wholesale.

# Volvo returns to Krone for high quality trailers

Volvo Trucks has once again chosen Krone to supply new trailers for their demonstration and support fleet.

**Two Krone Dry** Liners, both fully loaded to 44 tons GVW, will be used by Volvo's Head of Media and Product Demonstration, Martin Tomlinson and his team for events, customer test drives and PR/photography assignments.

"The reason we return to Krone is because of the high build quality and finish, which match our specific demands. Our relationship with the UK team also plays a big part as they are easy to deal with and manage my expectations every time. No need to look elsewhere."

In recent times Volvo took delivery of a tandem-axle Krone City Liner to test urban routes in London and before that, a Krone Profi Liner curtainsider which was successfully used to trial a limited-edition FH16-750 from Gothenburg to the tip of Scotland.

"It's an easy choice", adds Martin, "the Krone quality ethic is comparable to our own - uncompromisingly high standard of product with a premium service to match. As always, with Krone, in both respects we know where we stand."

Manufactured in Herzlake, Germany, the Dry Liner is designed for UK / European operational flexibility, with up to 2.800mm internal loading achievable with a 1250mm fifth wheel height in the UK and Ireland. The standard 10-year guarantee against perforation corrosion and suitability for export at the end of term, also contribute to the trailer's high residual value.

"Our reputation, spanning four decades, is built on providing the best equipment and the highest level of customer service. That's why the KRONE Box Liner is our first choice in container carriers. Our working partnership with KRONE speaks volumes, while the trailer quality speaks for itself!"

Oliver Brunt, Operations Director, HB Commercial Limited



l to r: Oliver Brunt, Jono Scott, HB Commercial Limited. Jason Chipchase, Sales Manager, Krone.



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# Environmental benefits of Continental tyres

With environmental consciousness front of mind across the transport industry and society as a whole, commercial fleet operators work hard to reduce fuel consumption, to meet strict legal requirements and help lower overall driving costs.

**When it comes** to tyres, one of the most effective ways operators can lessen environmental impact is by choosing retreads for their fleets. Tyre retreading extends the useful lifetime of a tyre and is a more economical alternative to buying completely new tyres. By reusing the casing, energy and raw materials are saved, and the number of old tyres in circulation is reduced.

As one of the world's leading tyre manufacturers, Continental has a wealth of experience in retreading and casing management. As part of its ContiLifeCycle programme, it offers high-quality retreads under the ContiRe name.

The positive stats which support tyre retreading speak for themselves. A retreaded ContiRe tyre saves 70-80% of the materials required to manufacture a new tyre, therefore significantly reducing the impact on the environment. For each ContiRe tyre produced, Continental saves 68 litres of oil and 44kg of rubber compound.

In addition, retreading reduces scrapping, exportation and incineration of worn-out tyres which, over the course of a year, can release over 160,000 tonnes of CO2 into



the air. The retreading process avoids this, with each retread using 70-80% of a worn-out tyre and preventing 182kg of CO2 being released into the atmosphere.

As well as being a more environmentally

conscious option, a correctly used retread is more cost-effective in the long term. A retread costs around 75% of the price of a brand-new tyre, offering excellent value for money and significantly reducing running costs in a competitive fleet market.

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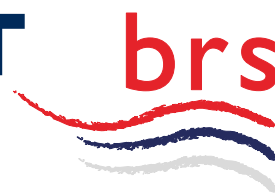
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# MORE MAJOR CONTRACT SUCCESSIONS FOR BRS IN NORTHERN IRELAND AMID BREXIT UNCERTAINTY



BRS Ltd continues to expand its commercial vehicle contract hire and rental business in Northern Ireland; its well established customer base now includes Henderson Group, who have been distributing food and grocery-related products to the convenience retail sector for over a century, as well as GCS Ltd, Lowe Rentals and Hamilton Road Freight.

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

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

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

## Flexible Approach

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

With over 1,800 vehicles at its disposal throughout the UK, ranging from 3.5 tonne vans to 44 tonne tractor units, as well as boxes, curtainsiders, BRS is able to meet virtually every customer requirement.

"And, of course, we have the very significant and substantial backing and support from Renault Trucks which means we are able



to take advantage of a direct manufacturer relationship, backed up by a high level of customer care," says Kieran. "We take the time to listen to our customers and to understand their business requirements. Our partnership approach means we work with them to find the best possible solution and then tailor the contract accordingly."

Whether a customer wants a short-term rental to cover downtime or cannot commit to a longer period due to the ongoing Brexit uncertainty, BRS will work with you to supply the right vehicle with the right term for you, though the most cost effective and productive BRS solution is a full contract hire, what BRS want to achieve is a strong relationship and move forward together.

"What it all means is that these companies can enjoy maximum uptime and minimal downtime with a service that takes away all the day-to-day hassles of running a busy fleet," says Kieran, who adds that the recent contract wins are being managed by Renault dealers Diamond Trucks in Newtownabbey; BRS have another very active and supportive hire location at Middletown in County Armagh with Toal Truck Services, the official

Renault Trucks dealership serving a growing customer base along the border region.

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

## Tailored Packages

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

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

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

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

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# GUS COMMERCIALS OFFER QUALITY, TRUST AND VALUE FOR MONEY



Gus Commercials Ltd, one of Northern Ireland's most reputable independent providers of commercial vehicle hire, sales, servicing and parts, was established in 2006 by a team of transport industry professionals, with the aim to offer the market an alternative to the main commercial vehicle dealerships. With the backing of years of commercial vehicle industry experience, Gus Commercials wanted to offer quality, trust and, most importantly, value for money.

**From premises in** Mallusk, Newtownabbey, the company caters for all transport requirements, including new and used commercial vehicle sales, contract hire and short-term truck and van rentals, all supported by its IRTEC accredited technicians and IRTE accredited workshop.

Gus Commercials boasts one of the most diverse short-term commercial vehicle hire fleets in the country, from car-derived vans to 18 tonne trucks and everything in between. Trucks are available in a variety of sizes and body types, including box, curtain side, drop side and other tailored solutions. Luton vans and trucks of all sizes are available with or without tail lifts and can be supplied equipped with refrigeration and split compartments.

Because Gus Commercials has its own dedicated team of engineers looking after the fleet, customers can be assured of operational reliability, however, should any issues arise all rentals are backed by an unrivalled 24-hour roadside support service and come with a replacement vehicle guarantee.

Each rental vehicle is maintained to all compliance and safety standards, including PSV/MOT; fridge, F-Gas and tachograph calibrations; LOLER and tail lift weight test

certificates, offering peace of mind.

Short term hire can be provided on a daily, weekly or monthly basis or for something longer term, the company can supply all makes, models and specifications of truck and van on contract hire or 'flexi hire' too.

The company is currently offering an introductory 20% discounted hire rate to first-time business users.

## Contract Hire

Gus Commercials offers long term commercial vehicle hire via its contract hire division. The company prides itself on transparency, with all contract hire vehicles supplied ready to simply add fuel and driver.

Everything from a single vehicle to an entire fleet can be supplied at a fixed monthly cost for up to five years. Vehicles from car derived vans to 44 tonne trucks of any make or model can be specified on contract hire to each customer's unique requirements and can be branded in the customer's own livery.

As part of the contract hire package, Gus Commercials will schedule vehicle inspections in accordance with each customer's O-Licensing requirements, so they are safe in the knowledge that vehicles will be fully road legal and compliant at all times.

Paul Grant, Rental Manager at Gus Commercials said: "Having been with Gus Commercials from 2006, I have seen the key operational benefits and financial savings gained by our contract hire customers over the years. In a very challenging environment and with the uncertainty of Brexit, there is no better time to avail of our contract hire packages. We can provide you with quality vehicles at a competitive monthly cost, saving you capital outlay, repair bills and unpredictable residual values in the future".

The company will also consider 'flexi-hire' terms, whereby operators have many of the benefits of contract hire but without the fixed long-term commitment. Billy Miskelly, Director at Gus Commercials, said, "This concept of 'flexi-hire' that has become popular recently is something that we have always offered. We have always endeavored to be as flexible as possible for our customers because we understand that businesses evolve and vehicle requirements can change".

## New & Used Sales

Another string to Gus Commercials' bow is its commercial vehicle sales department, which caters for those looking for new or secondhand equipment. The company now displays a wide range of pre-owned vehicles for sale at its new sales yard in Central Park, Mallusk, and if it doesn't have a particular vehicle in stock, the sales team will endeavour to source it.

Potential customers can also rent vehicles for a period of up to five working days before buying as an extended test drive. If the vehicle is purchased at the end of the trial period, the hire cost will be deducted from the price of the truck or van.

Eric Magill, Sales Director, added: "With over 40 years' experience in the commercial vehicle industry I only source quality, low mileage vehicles from our recognised partners in the UK and we stock an extensive range of sales vehicles from our own rental fleet. All vehicles are fully inspected and prepared to a high standard in our own workshop and sold with a comprehensive Gus Commercials warranty. Buying from a trustworthy reputable dealer like us gives you peace of mind. Whatever your fleet requirement's we're here to help."







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# NEW ACTROS STAR OF THE SHOW AT MERCEDES BENZ TRUCK & VAN NI

The new Mercedes Benz Actros 5 was the star attraction at the recent summer BBQ at Mercedes-Benz Truck & Van NI at Mallusk where those in attendance were able to get up close and personal to what has been described as ‘a truck ahead of its time.’

**Much interest was** shown in the truck's innovative, aerodynamically designed MirrorCam which replaces conventional mirrors. Besides cutting fuel consumption by up to 1.3%, it provides an ideal view rearward and around the area of the A pillar. In addition, the MirrorCam improves safety, for example by automatically panning the camera image when manoeuvring, turning corners or changing lanes. Guests were also impressed by the new Actros cab which features the new Multimedia Cockpit. Two colour displays are at the heart of this completely newly

developed interface between driver and vehicle, each with a diagonal screen size of 10 inches, as part of the new Actros models' standard equipment. In place of the conventional instrument cluster with its speedometer, rev counter and fuel gauge, the Multimedia Cockpit has a primary, colour display installed behind the steering wheel featuring high-resolution, flat-screen technology. This screen provides the driver with all basic information relevant to driving and much more, such as Active Drive Assist displays. The central area of the display can be configured to suit individual requirements.







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# Undervalued professional LGV drivers jeopardise future logistics sector success

According to RTITB, failure to acknowledge the importance of those currently, or considering, working as LGV drivers is putting the future of the profession, and the UK logistics sector, at risk.

**"In our work** with the transport and logistics industry, we all too often hear from LGV drivers that they do not see their job as a professional vocation and that others do not see them as professionals either," says Laura Nelson, Managing Director of RTITB, the UK's largest Driver CPC Consortium. "This is worrying for our sector, as a lack of support from current LGV drivers will inevitably make it more difficult to attract new drivers to enter the profession."

Although a recent white paper from Talent in Logistics stated that there are currently 300,000 LGV drivers in the UK, the Freight Transport Association Logistics Report 2019 suggested that around 15% of HGV driver roles will remain unfilled this year. This is often attributed to the logistics skills shortage and the retirement of existing drivers whose roles are not filled by new talent. It is also expected to be affected



by drivers who are EU citizens potentially leaving the UK due to Brexit. However, RTITB suggests that there is little incentive to join a profession that feels unappreciated and unimportant. "LGV drivers have relatively few opportunities for direct interaction with their employer – they often

leave early and return late - and little attention is paid even to the very best drivers," says Laura. "If we fail to communicate with, recognise and reward the most exceptional performers, what incentive is there for new talent to join our sector?"

"Employers should remember the important role that LGV drivers play - they are the face of your business on the road, a direct link to customers and often the front line of customer service. They are also responsible for high value equipment and stock," says Laura. "What's more, it takes a lot of skill, commitment and time to become an LGV driver."

She adds: "LGV drivers have acquired a bad reputation, being blamed for incorrect or late deliveries and for driving 'slow, annoying lorries' which take up space on the roads. Many people are completely unaware of the lengths that LGV drivers must go to in order to become qualified – it is a 'forgotten profession' and rarely viewed as a career.

"However, LGV driving actually

offers some fantastic career progression routes into training, operations or management roles and is often far from being low-level, poorly paid work," she continues, explaining that the annual salary for an LGV driver is around £30k, more than the UK's national average, and around £10k more than people think it will be.

Despite this, the FTA Logistics Report 2019 highlighted that there was a 37% fall in the number of logistics apprenticeships, indicating that young people are being attracted to work in other sectors.

"Providing drivers with opportunities for career progression, as well as chances to develop and demonstrate their skills and knowledge via training, is absolutely key if we are going to give drivers the level of attention they deserve and keep them carrying out vital work within our sector," says Laura.

Joining a consortium such as the RTITB Master Driver CPC Consortium can give employers access to a wide range of training topics that help to meet business objectives, while providing drivers with professional skills. RTITB also offers bespoke course development to help employers tackle areas that are unique to their business or operation.

"Another very effective way that logistics employers can demonstrate their commitment to training is through apprenticeships," says Laura. "We encourage businesses to make the most of the apprenticeship levy! Although the apprenticeship system is far from perfect for our industry, we should still take advantage of the money that logistics companies are putting into the levy pot by taking on apprentice LGV drivers."



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# New A6 dual carriageway between M22 and Toome Now Open

The first phase of the A6 Randalstown to Castledawson Dualling Scheme has been opened, with traffic now using a seven kilometre stretch between Randalstown and Toome.

The entire £185 million Dualling Scheme will upgrade a total of 14.7 kilometres of the A6 North Western Transport Corridor between Randalstown and Castledawson.

This latest development has been welcomed by Seamus Leheny, Policy Manager for Northern Ireland at FTA.

"As the organisation representing the UK's logistics sector, FTA campaigned for the dualling of the A6 for several years; we are so pleased that a seven kilometre stretch of the new carriageway is opening to traffic.

"Our members in Northern Ireland are deeply affected by the congestion and delay issues along this vital stretch of highway; the new carriageway will provide businesses with the journey time



certainty and reliability they need to operate effectively. And with the cost of running a 44-tonne lorry and trailer sitting at just over

£1 per minute, less time spent in traffic will also help to reduce operating costs for businesses.

"The improved highway will unlock

new opportunities for investment and economic growth in the North West and Mid Ulster; after all, the ability to bring goods to market efficiently and inexpensively is a key criterion in attracting new business. And as the vast majority of freight moving along the A6 transits via Belfast and Larne Ports, the resulting improved reliability of journey time will benefit North West and Mid Ulster connectivity to Great Britain and the rest of Europe.

"The maximum speed limit for goods vehicles on the carriageway will increase from 40mph on the old road to 50mph, thus preventing the long tailbacks which have caused frustration for other road users along the previous single lane road; overtaking will also be easier and safer on a dual carriageway.

"The new carriageway will help logistics operators provide the reliable service that manufacturers, retailers, and other movers of freight require to keep their businesses trading with reduced costs, increased road safety, and improved prospects of inward investment for Northern Ireland; it is brilliant news for business across the North West and Mid Ulster."

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Liam Taggart, Transport Manager and William S. Dennison, Managing Director, WS Dennison Ltd.



WS Dennison family fun day.

## Family furniture logistics company celebrates 40 years

Furniture logistics company, W.S. Dennison, recently celebrated 40 years in business with a family fun day for friends, family and other business associates that “helped to build the business”.



The W.S. Dennison family, from left to right: James, Nikki, Maureen, William and Pamela showing off the new 40th anniversary logo that has been added to some of the fleet.

The event took place on Saturday 7th September at the company's premises in Antrim and was attended by around 150 guests.

As part of the anniversary celebrations, the company opted for a special 40th anniversary logo, which has been added to some of the 23 vehicle and 65 trailer fleet.

The company raffled an impressive range of prizes at the fun day, which were kindly donated by suppliers and customers. The proceeds of the raffle, which reached £2,000, will be split between Macmillan Cancer Support and Parkinson's UK.

William Dennison commented, “Although there have highs and lows over the last 40 years, we are extremely proud to have reached this milestone and we were delighted to be able to share our celebration with those that have helped us to build the business. As well as strong family support, both within the business and in home life, we have had the support of many local businesses over the years”.

W.S. Dennison was founded in 1979 by Managing Director, William Dennison, who was quickly joined by Transport Manager, Liam Taggart.

The company remains family owned and as well as being regarded as the leading furniture storage and logistics company in Ireland, now also provides domestic and commercial removals and storage.

## Aquarius IT to sponsor FORS Members' Conference 2019

Tachograph analysis software specialists Aquarius IT has been revealed as headline sponsor of the FORS Members' Conference 2019 this October. The company, a FORS Associate, developed its ClockWatcher software solution to help the road transport industry analyse and manage driver and vehicle data.

The company was one of the first to offer both digital and analogue tachograph analysis software as one package, helping road transport customers get a full picture of vehicle data, through comprehensive analysis. Its new generation ClockWatcher Elite software allows operators to work smartly and efficiently

across all areas of compliance and allows drivers and vehicles to be managed from one dashboard. Its eSign signature capture tool aids efficiency and compliance by enabling the digital capture of driver signatures on infringement reports via touch screen tablets and PCs.

“The team are pleased to launch

our new Document Management system at this conference, which has been developed on the back of conversations with FORS operators, trainers and auditors. Allowing a quick and efficient way of broadcasting policy updates, videos, training materials to drivers and employees” commented Mark Johnston, Director.

The company have been a FORS Associate since 2017 and are pleased to offer a 20% discount to FORS members taking on their new document and policy management solution.

The FORS Members' Conference – free to attend for FORS members – will take place on Tuesday 15 October 2019, with FORS again choosing the National Conference Centre in Solihull as its venue.

This year's conference theme is Safer, Smarter, Greener reflecting the ongoing commitment from FORS to help its members not only manage their work related road risk but also reduce emissions to lessen the environmental impact of road transport and offer a route to reducing costs.



# Freight Company Opens New Premises To Support Continued Growth



Pictured (l-r) are Michelle Wilson, Business Manager and Robert McCullough, Head of Belfast Business Centre at Danske Bank with Mark Adamson, Managing Director of Asap Cargo.

Asap Cargo has opened a new 65,000 sq. ft facility in Larne with plans to create 12 new jobs over the next year. The £1.75m investment was supported by Danske Bank.

The company was formed in 2007 and services SMEs and large businesses across the UK and Ireland. Asap Cargo has offices in Larne and Runcorn and offers clients air, sea and land logistic solutions.

Mark Adamson, Managing Director of Asap Cargo, said: "We started out as a small niche company focusing on European markets, but we've evolved in response to customer demand and that has made us one of the major players in the logistics sector.

"We were leasing our former headquarters in Mallusk and got to the stage where we were having to turn business away. With Danske Bank's support, our new Larne facility will enable us to fulfil larger contracts and support further growth in the years ahead."

He added: "Our plan is to continue to grow the business and develop our Integrated Logistics department. Brexit has had a limited impact on our business and whether or not there is a deal, we've invested our money in the Larne

Logistics Park. This is a commitment to the area and an exciting period of growth for the firm."

Michelle Wilson, Business Manager at Danske Bank, said: "Mark and his team have created a company that has gone from strength to strength over the past 12 years. In a crowded sector, Asap Cargo sets itself apart with its ability to go above and beyond for its customers.

"The firm's acquisitions of businesses in England over the last two years have proven to be key strategic decisions in growing the company overseas. This new facility signals the long-term plans for Asap Cargo and we look forward to supporting them further as the company expands."

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# BREXIT IMPLICATIONS ON IRISH SEA SHIPPING

It's feared a no deal Brexit will have severe implications on some shipping routes across the Irish Sea, not least on the Holyhead/Dublin crossing.

**While shipping through** ports in Northern Ireland like Belfast, Larne and Warrenpoint, should not be as badly impacted Irish Premier Leo Varadkar says his government would have to impose tariffs on goods entering Ireland from the UK. He added: "We would also have to put in place the necessary customs checks and controls, and we have the infrastructure in place at Dublin

Port and the staff to do that but we really don't want to do it."

According to the Central Statistics Office, Dublin Port accounted for 59.3% of all vessel arrivals in Irish ports and 47.8% of the total of all goods handled in 2018; the routes between Dublin and the UK ports of Holyhead, Liverpool and Milford Haven were the busiest routes for inward movement of goods.

Meanwhile it has also been reported that the Irish shipping industry has seen a significant rise in traffic as companies bypass British ports amid Brexit fears.

Irish ports have been forced to adapt quickly and increase capacity for direct sailings to continental EU ports as manufacturers increasingly see Irish ports like Dublin and Rosslare as an

alternative to the landbridge.

The landbridge is the UK transit route linking Ireland and mainland Europe, and an estimated 150,000 Irish trucks and three million tonnes of goods travel through the UK for export to the EU each year.

Currently, two-and-a-half times more goods move on direct routes from Dublin than through the UK, and that number is expected to increase.





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# 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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# STENA LINE PREPARES FOR 'GAME CHANGING' 2020 ON THE IRISH SEA

This is a very important year for Stena Line in Ireland as it prepares the way for the launch of its new Stena Estrid vessel, the first of its new generation E-Flexer ferries currently being built in China.

**The first vessel** will be deployed on Stena Line's Dublin - Holyhead route in early 2020 and will provide a significant additional 50% freight increase on current capacity.

The three new E-Flexer vessels currently under construction represent a significant multi-million-pound investment by Stena Line in the Irish Sea region. After the Stena Estrid, sister vessel Stena Edda will be deployed on the Belfast to Liverpool route in spring 2020. The third ship will also be introduced on the Belfast to Liverpool route in 2021.

These next generation ships will be the largest, most spacious and most comfortable ferries ever to sail between Belfast and Liverpool. All three vessels will

be larger than today's standard RoPax vessels at 215 meters long with a freight capacity of 3,100 lane meters and the space to carry 120 cars and 1,000 passengers.

As market leader on the Irish Sea, Stena Line has consistently led the way in terms of service, sustainability and product innovation and with the continued support of its owners, Belfast has now evolved as one of Stena Line's most important business hub outside of its native Sweden.

The new vessels will provide 'drive through' capabilities which will help to improve freight loading and unloading efficiency.

In preparation for the arrival of the new vessels on the Irish Sea, Stena

Line is also currently engaged in major upgrade works in Belfast, Liverpool and Holyhead (Salt Island) to ensure the ships operate to their maximum efficiency in port.

## Anticipation

Anna Breen, Stena Line's Freight Commercial Manager (Irish Sea North), said: "As we move into the second half of the year there's a real sense of excitement and anticipation across Stena Line on the Irish Sea as we prepare to welcome the first of our new arrivals in early 2020. The fact that three of the current batch of new order vessels are bound for the Irish Sea speaks volumes about the current and indeed future importance of this region to Stena Line's European business.

"The design and operation of the new vessels have taken significant cognisance of the needs of our freight customers on the Irish Sea and now we are counting down the weeks to welcome the new ships to our local fleet."

Stena Line is the largest ferry operator on the Irish Sea, offering the biggest fleet and the widest choice of routes between Britain to Ireland including Belfast to Liverpool and Heysham, Belfast to Cairnryan, Dublin to Holyhead and Rosslare to Fishguard routes, a total of 232 weekly sailing options between Britain and Ireland. Stena Line also offers a direct service from Rosslare to Cherbourg with three return crossings a week.



# New Cruise Terminal Opens in Belfast Harbour

Cruise Belfast – the partnership between Belfast Harbour and Visit Belfast – has opened the first dedicated cruise terminal on the island of Ireland to cater for Belfast's growing popularity as a cruise destination.

**Belfast Harbour** has invested more than £500,000 on upgrading the quayside facility, which now includes a Visitor Information Centre, part funded by Tourism NI and managed by Visit Belfast. This investment represents an important step in the development of the city's cruise tourism infrastructure.

The new terminal is staffed by Visit Belfast's travel advisors and utilises the latest digital and audio-visual technology to showcase Belfast and Northern Ireland's visitor attractions.

The newly developed site includes the space required to service the shore side activities associated with cruise tourism for coaches, shuttle buses and taxis, and a berth which has been dredged to accommodate newer and larger cruise ships.

Joe O'Neill, Belfast Harbour's CEO said: "Cruise calls to Belfast are now up to 148 calls in 2019, an increase of 31% on last year and this investment in a terminal facility will enable us to offer the anticipated 285,000 cruise visitors a positive welcome and first impression of the region. The

new terminal will provide the first dedicated facilities for cruise ships on the island, allowing visitors to quickly connect to Belfast city centre or join one of the many organised excursions to a wide range of visitor attractions including the Giant's Causeway, Hillsborough Castle, Mount Stewart and Titanic Belfast.

"To help attract more visitors, we've also invested in new gangways and luggage scanners which will enable us to market Belfast as an embarkation port."

Lord Mayor of Belfast, Councillor John Finucane recently joined Captain Domenico Lubrano Lavadera of the Crown Princess to officially open the cruise terminal. One of the most popular cruise brands in the world, Princess Cruises have been a long-standing and regular visitor to Belfast.

Last year Cruise Critic named Belfast as one of the best cruise destinations in the British Isles and Western Europe and the Port is now the third most popular destination in the UK and Ireland for one-day cruise ship calls after Dublin and Orkney.



Opening the new cruise terminal in Belfast Harbour are (L-R) John McGrillen, CEO of Tourism Northern Ireland, Lord Mayor of Belfast, Councillor John Finucane, Captain Domenico Lubrano Lavadera of the Crown Princess, Belfast Harbour's CEO Joe O'Neill and Gerry Lennon, CEO of Visit Belfast.

## Launch of recruitment competition for Londonderry Port and Harbour Commissioners

The Department for Infrastructure has announced a recruitment campaign to appoint a Chair to Londonderry Port and Harbour Commissioners.

The Foyle Port is a vital, globally connected, maritime gateway to the North-West. This key post offers an excellent opportunity

for an individual to make a tangible and valued contribution to the management and continued growth of this important port.

The time commitment for the post will be approximately 1-2 business days per month. The Chair will be expected to attend all Board meetings and other ad hoc meetings as required.

The Chair will receive remuneration of £26,799 and reasonable travel and subsistence costs.

The appointment will be effective from 1 January 2020 and will run for a period of four years.

Applications will be welcomed from all sections of the community.

Women, younger people, people with disabilities and people from ethnic minority communities are currently under-represented on DfI Boards. Applications from members of these groups would be particularly welcome.

## Warrenpoint Port hosts visit of Brexit Minister

The Chancellor of the Duchy of Lancaster Michael Gove recently paid a visit to Warrenpoint Port where he discussed the implications of a 'no deal' Brexit on the harbour and the local economy.

**He was told** in no uncertain terms during what was called 'a robust exchange of views' by Warrenpoint Port CEO Clare Guinness that there were serious concerns over the prospect of crashing out of Europe without any agreement in place.

"We pressed home to the minister the concerns not just of the

port, but of the wider business community of the dangers posed by a 'no deal' Brexit," says Clare.

"Situated close to the border between the UK and the Republic of Ireland, Warrenpoint Port handled 3.6 billion tonnes of cargo in 2018 valued at more than £6.5 billion, around 40 per cent of which either

originated from or was destined for the Republic of Ireland.

"As a key driver for economic growth locally, we consider it vital for the prosperity of the entire Northern Ireland economy that that trade is able to continue to flow and grow.

"That requires a border that is

frictionless and for us that means no barrier either on the island of Ireland or in the Irish Sea so that our economy can continue to enjoy the open trade we have done for many years."

And she added: "We are yet to receive assurances that any of this is possible under a 'no deal'."

# Warrenpoint Port Named 'Best Business In The Community'

Warrenpoint Port has been recognised as the Best Business in the Community in the greater Newry area, gaining the award for the first time.



The accolade was presented at the prestigious Greater Newry Area Business Awards, organised by Newry Chamber of Commerce and Trade, during a glittering ceremony at the Canal Court Hotel.

The harbour was recognised for its wide range of initiatives including the Warrenpoint Port Community Fund, schools engagement programme and support for local charity and arts organisations.

Clare Guinness, CEO, Warrenpoint Port said: "It is a tremendous privilege to play our part in the life of Warrenpoint and the wider region and an honour for all of us at the harbour to have been named best business in the community of greater Newry.

"The accolade is a testament to the dedication of our staff, each of whom are part of our local community, in promoting and supporting vital local causes and projects.

"The recently launched Warrenpoint Port Community Fund has been hugely popular and has already supported a wide variety of initiatives including new water fountains at Our Lady's Grammar School in Newry and musical equipment for Warrenpoint Comhaltas.

"We are also privileged to partner with local schools through a range of activities, including hosting visits to the harbour and providing mentoring to local students.

"Many thanks to Newry Chamber for organising what was a very successful awards and we look forward to continuing our programme of community initiatives throughout the coming year and beyond."

## The Port of Cork and Port of Amsterdam to collaborate

Port of Cork and Port of Amsterdam International, in the presence of His Majesty Willem-Alexander and Her Majesty Máxima, as well as Minister Sigrid Kaag, recently signed a collaboration agreement in Cork. Both ports will research in what areas they can strengthen and support each other.

**Ireland is an** important trading partner for the Netherlands. In 2017, the country exported over 5.5 billion euros of goods to the Netherlands. This makes the Netherlands the sixth biggest export destination for Irish goods. In the same year, Ireland imported over 3.5 billion euros worth of goods from the Netherlands. This chiefly consisted of pharmaceuticals, machines, and transport equipment.

The Port of Cork as well as Port of Amsterdam wishes to share their expertise and experience in a number of areas in order to promote trade between their ports. Themes under consideration are port development, stakeholder management, cruise development, ports logistics and mitigation of the impact of Brexit, which is



expected to have a significant impact on Ireland. The definitive themes are to be determined in the upcoming months. The agreement is part of the ambition of Port of Amsterdam to strengthen its position in the short sea segment.

Even though it is as of yet not clear which Brexit scenario will come to fruition, the expectation

is that the logistics of trade through the United Kingdom will be more expensive and complex. This makes direct (shipping) connections to the European mainland more viable. The expectation is therefore that this will be accompanied by a shift from use of the land bridge to use of direct shipping connections with the Netherlands.

Gert-Jan Nieuwenhuizen, Managing Director of Port of Amsterdam International, "We see many opportunities to work together with Port of Cork, the second largest port of Ireland. With an eye on developing partnerships, we look for ports that wish to exchange knowledge and that we can support in successful port development. We research scenarios, look at opportunities and seek to jointly capitalise on these opportunities."

Chairman of the Port of Cork John Mullins said, "Our historical bond with the Netherlands makes that we know each other well, and our joint goals ensure a smooth collaboration. Port of Cork is making significant investments to keep developing the port and we have grand ambitions for our commercial position. We look forward to what this collaboration will bring to both ports."

The collaboration agreement was signed as part of the trade mission port development/ maritime infrastructure, headed by the Minister of Foreign Trade and Development Cooperation, Sigrid Kaag. The royal couple were in Ireland for a parallel state visit.





# Belfast Harbour Reveals Ambitious Growth Plans

Belfast Harbour has announced its ambition to become the best regional port in the world and create an iconic waterfront for Belfast that will be an attractive place for people to live, work and visit as well as a hub for inward investment and tourism.

**The 2019-2023 Strategic Plan** together with an outlook through to 2035 were publicly launched at Belfast Harbour's Annual Stakeholder Meeting. The plan focuses on increased collaboration and partnerships with key city stakeholders to drive growth and regeneration in Belfast's waterfront area.

As part of the plan the Port has committed £254 million of investment to deliver new marine and estate infrastructure. Research from Ulster University's Economic Policy Centre has concluded that these investments will generate 7,000 new jobs and support a further 3,500 construction jobs generating £500 million gross value added for the Northern Ireland economy and an additional £300 million in wages and £4 million in rates to the city each year.

The projects planned over the next five years will lay the foundation for even more substantial "once-in-a-generation" investments. Detailed in Belfast Harbour's '2035 Outlook' these long-term proposals include schemes to deepen the Port's shipping channel to accommodate larger vessels, to create new deep-water quays, the completion of the 2 million sq ft City Quays development and the creation of a new globally recognised science and technology hub at Catalyst Inc.

Speaking at the meeting, Belfast Harbour's Chairman, David Dobbin, said: "Belfast Harbour has been enabling local businesses to succeed and trade with the outside world since it began over 400 years ago. The purpose of our plans is to make sure we are fit for purpose to handle and benefit from the technological, economic and social changes taking place in the 21st century.

"We want to become the world's best regional port and create an iconic waterfront district for Belfast which will be an attractive place to live, work, visit and invest in. This will

bring huge benefits for our customers, the regional economy and all our citizens. We can't deliver our ambitious plans by ourselves which is why a partnership approach is a key part of our strategy. If Northern Ireland is going to be competitive on the global stage then we need to work together, collaborate more and invest in key infrastructure.

"Over the next five years Belfast Harbour intends to invest £254 million in new Port and estate infrastructure and facilities. This major investment programme is really only possible because of our Trust Port status which allows us to reinvest every penny of our net earnings back into the business."

During 2019-2023 Belfast Harbour plans to invest £254 million upgrading its cranes and material handling equipment, installing new ramps to accommodate larger vessels and building new storage facilities. Work will also begin on digital 'Smart Port' initiatives to provide greater automation and a new unified system to coordinate cargo and shipping communications.

A number of real estate projects will also be completed, including City Quays 4, a 250-apartment build-to-rent development; Pierpont Plaza, a five-storey office facility at Catalyst Inc; additional new film studios and a media hub at Giant's Park and new public realm space.

## Next Generation

Over the longer term the ambition is to significantly enhance the Port's capacity to attract new trade and manage the next generation of shipping by deepening the Victoria Channel and developing new quays and wharves. Belfast Harbour also wants to create an iconic waterfront district with attractive public spaces that is integrated into the rest of the city. This will potentially include new cross-harbour

bridges, a water taxi service and opportunities for new tourism, leisure and cultural projects.

Joe O'Neill, Belfast Harbour's CEO, said: "These plans are among the most ambitious to be put forward in the Port's history, but the challenges and opportunities of the future demand a new approach.

"Belfast Harbour is currently working with a wide range of partners such as Belfast City Council, Department for Infrastructure, Catalyst Inc and our two Universities, NI Screen, Titanic Quarter and Titanic Foundation so that we can accomplish more. Over the course of the coming months we are looking forward to launching joint initiatives that will support the development of new trade, tourism and tradeable services opportunities.

"Belfast City Council's aim is to accommodate 66,000 new residents, create 46,000 additional jobs, and develop 550,000 sq m of employment floor space by 2035. Belfast Harbour's proposals will be pivotal in helping meet those targets.

"Our strategy, however, is not just about physical infrastructure; we want to use our resources and expertise to develop partnership initiatives that build Northern Ireland's capacity for economic growth. These will include projects to target new port trades, skills programmes to support employers, a Global Innovation Institute to encourage R&D and an accelerator programme to stimulate innovative business.

"Undoubtedly our plans will evolve and change over time, but the strategy sets out our long-term direction of travel. By 2035 our vision is to transform the Port and Belfast's waterfront, boost trade and make an even more significant contribution to Northern Ireland's economy."

Belfast Harbour has also set out plans to be one of the world's most sustainable ports by deploying new technologies to improve air quality, reduce fuel consumption and reduce emissions. The Port will "digitise, decarbonise and decentralise" its energy usage by providing shore-side power for vessels and creating a green micro-energy grid throughout Belfast Harbour Estate.

# Celebrating the Third Generation Ford Transit

Glass's Used Van Hero for August is the third generation facelift Ford Transit (in production 2006-2013).

## Each month, Glass's

Commercial Vehicle editors hold a meeting to name the current Used Van Hero in the UK market – the model they believe offers versatility, economy and outstanding value for money.

Andy Picton, Chief Commercial Vehicle Editor: "The much-loved V347 and V348 Transit were available in numerous guises with a wide choice of reliable engines and has been the mainstay of many a business over the years."

Andy added that "anyone requiring a fit for purpose, cost effective commercial vehicle, could do a lot worse than buy a Transit. There are still plenty available on the used market with the nicest examples still eagerly sought after."

## Why?

The backbone of Britain is the strapline that sums up this commercial vehicle perfectly. The third generation Transit won the



International Van of the Year in 2007 and has been the choice of many companies over the years.

Remains popular with the used van buyer and is a mainstay of SME and

one man bands alike, the Transit offers something for everyone.

## When Was It On Sale?

Originally launched in 1953, Third Generation (2000-06), Third

Generation facelift (2006-13)

## What's Good?

Well-built and relatively cheap to maintain. Strong durable engines if maintained correctly, which in turn will give years of trouble free motoring. Well maintained, low mileage stock is still available with buyers often entering into a bidding war for the right to take ownership of the best examples.

## What's Bad?

Sporadic issues with EGR valves and DPF filters. Check for a service history where possible. Concerns over increased number of thefts, so ensure a fully operational alarm is fitted.

## Ideal Buy?

Ford Transit FWD 280 2.2TDCI 100PS SWB M/Roof 1313 plate with 60,000m on clock.  
Glass Retail £5,750 Trade £3,900

## Pedal power carries Mercedes-Benz Vans cyclists to new charity triumph

The Mercedes-Benz Vans 'chain gang' have done it again, pedalling the gruelling 62 miles between Manchester and Blackpool to net another cash windfall of more than £20,000 for Cancer Research.

**Their magnificent effort** in the recent sponsored cycle means that over the last three years riders representing the brand have raised a staggering total in excess of £65,000 for deserving causes... and the money continues to roll in!

The ride is staged annually by The Christie cancer charity, with some 6,000 cyclists of all standards taking part. More than 80 Mercedes-Benz colleagues, customers, suppliers and friends, started this year's event at Media City, Salford – every one of them would negotiate the scenic Lancashire lanes and make it to the finishing line on Blackpool's South Promenade.

Mercedes-Benz Vans Managing Director Steve Bridge has now completed the ride in each of the last three years. "This is a fantastic event and one that I now look forward to each July," he said. "I'm tremendously proud of the Mercedes-Benz Vans team, and delighted that we've again smashed our



Pumped-up and ready for 'the off': Chris Frome and Geraint Thomas have nothing to worry about, but when it comes to fundraising this lot are unbeatable!

£20,000 target. This tremendous achievement serves to remind us that although we've had another great day out, and shared a

few very welcome beers as well as some pie and mash at our post-event picnic, we've also been supporting the best of causes."



Managing Director Steve Bridge leads a clutch of Mercedes-Benz Vans team riders, and can't resist the temptation to blow a kiss to the camera.



# Mercedes-Benz Vans backs FTA drive to promote higher safety standards

Mercedes-Benz Vans joined forces with the Freight Transport Association and Police to help keep light commercial vehicle operators across Northern Ireland safe, legally compliant and efficient.

**A special briefing** in Belfast provided Newtownabbey-based Dealer MBNI Truck & Van with an opportunity to showcase the brand's unrivalled track record and latest developments in the field of van safety.

Delegates also learned about the support on offer from FTA's Van Excellence scheme, and received tips from the Police Service of Northern Ireland (PSNI) on how to stay on the right side of the law.

Staged at the innovative RADAR road safety training hub, the event was attended by dozens of van customers representing a broad cross-section of industries and applications.

Guest speaker Inspector Rosie Leech, of PSNI's road policing team, described some of the issues that her colleagues regularly face when pulling over vans for roadside checks. Matthew Beattie and Mark Laughlin of Beatties Distribution Services talked about their own experience of going through the Van Excellence scheme, and the positive effects it had on their operation in terms of incident reduction and general operating efficiency.

Mark Cartwright, of Head of Vans & Light Commercial at FTA, outlined a scenario titled 'One Fateful Day', which focused on a driver whose van was involved in a collision with a child crossing a road. Though fictitious, it was created using details culled from the reports of real-life incidents. The scene played out with the driver, transport manager and operating company all blaming outside factors, to a greater or lesser extent, before finally realising that it was they who were facing the full force of the law.

Representing event sponsor, Mercedes-Benz Vans Dealer MBNI Truck & Van, meanwhile, was sales specialist Johnny Andrews. He offered attendees an insight into the unstinting efforts of Mercedes-Benz to build the safest light commercial vehicles on the road.

Driver Team Managers Gary Nesbitt and Noel Irvine attended the day on behalf of their employer Alliance Healthcare. Its Belfast depot runs a fleet of 31 Mercedes-Benz Sprinter vans and employs 37 drivers, while across the UK it runs more than 1,000 vehicles. "We're already accredited under the Van Excellence scheme so



Event speakers included Inspector Rosie Leech of PSNI, and FTA's Mark Cartwright, flanked here by Mark Laughlin, left, and Matthew Beattie, right, of Beatties Distribution Services

none of this was new to us," said Mr Nesbitt. "It's always useful, though, to hear the messages on safety and compliance reinforced. We certainly support FTA's efforts to bring all operators up to the highest standards, and applaud Mercedes-Benz Vans for supporting such a worthwhile initiative."

Hazel Robinson, Group Human Resources Manager at Newry-based Murdock Builders' Merchants, was impressed by the focus of FTA and

Mercedes-Benz Vans on looking after van drivers as well as their vehicles. "Traders who use vans might not think of themselves first and foremost as drivers, but that's what they are. It's vital that people operating large and potentially dangerous vehicles also look after their physical and mental health," she observed.

Ryan Donnelly was at the event in his capacity as a Director of family-owned kitchen furniture

supplier Uform, which operates a pair of vans and nine trucks from its headquarters in Toomebridge.

"As a truck operator we're well used to working to a high level of compliance, and we treat our vans in the same, strict way," he explained. "It's definitely useful, though, to have some of the potential pitfalls laid out so clearly by FTA's experts – it's been an extremely worthwhile experience."

The Van Excellence scheme was designed by leading van operators, and is facilitated and managed by FTA to recognise excellence and improve operational standards. At its heart is the Van Excellence Code, a Code of Practice detailing 'what good looks like' in van operations.

The scheme allows operators to ensure their standards of operation meet the requirements as laid out in the Code, thus enabling them to be recognised as van operators who adhere to a best practice framework.

FTA has developed support packages for those seeking or who have gained certification, and for any van operators seeking to ensure they are operating to nationally recognised standards.



Alliance Healthcare's Noel Irvine, left, and Gary Nesbitt are enthusiastic supporters of the Van Excellence scheme.

# DOUBLE DELIGHT AS TWO ISUZU MANAGING DIRECTORS OPEN TWO NEW PREMISES

Northern Ireland Isuzu dealers John Barr Cars and Eakin Bros have had their new premises officially declared open when not one, but two, Isuzu Managing Directors flew in from European HQ in Germany and UK Head Office in England to visit the purpose built sites in Antrim and Maydown.

**This is the** first time that Northern Ireland Isuzu dealers have had a visit from the Japanese Managing Director and underlines the importance placed by Isuzu in growing representation for the brand through substantial investments in first class customer facilities.

Mikio Tsukui, Managing Director and CEO Isuzu Europe, said: "It is a great honour to have our dealers investing in their futures with Isuzu; both dealer operations are state of the art new build and located in prime locations with easy access to major road arteries.

"Both dealers are very highly regarded in our network. Eakin Bros have an outstanding 96 year pedigree, are third generation motor dealers and have represented Isuzu from the earliest days in the UK, while John Barr Cars are a young company that have expanded rapidly and consistently with Isuzu and in a short time have outgrown each of their previous Isuzu locations in Dundrod and Crumlin through consistent high sales. They are each top class representatives for our brand, and a pleasure to have within the global Isuzu family."

Mikio Tsukui added: "These dealers are taking their businesses to the next level. It is a good news story in challenging times, and testament to the dealers' abilities. Both are delivering great progress and it is my intention to ensure we keep building the best pick-ups in the market to send to their many loyal customers.

"Isuzu build only commercial vehicles. Every Isuzu is designed to work as hard as their Northern Ireland owners do. We invest heavily in R&D and are very proud of our five year/125,000 miles warranty and reputation for reliability and value for money.

"The UK is our biggest export market, and it is very important for Isuzu Japan to maintain that strong position. We now supply several major fleets and utilities in Northern Ireland, and these investments in bigger and better new locations will ensure that individual buyers and business customers each get the attention they expect, and deserve.

"My mother grew up in Armagh, was educated in Dublin and she always told me what a beautiful island this is. She was right - your coastline and countryside are very beautiful, I have thoroughly enjoyed today's visit. I would like to return and play a round of golf at Portrush; your links courses are very famous in Japan."

## Europe's Finest

UK Managing Director William Brown said: "I'm personally delighted with this huge double leap forward. Customers old and new will benefit



William Brown, Isuzu UK Managing Director, John Barr, Mikio Tsukui, CEO, Isuzu Europe and Claire Barr.

greatly from bigger and better facilities. It's no exaggeration to say these new Isuzu sites are the finest in Europe, all credit to each of our dealers.

"Of course our network is not just about glamorous buildings. Year after year John Barr Cars and Eakin Bros have won multiple Dealer of the Year awards in both Sales and Aftersales, by delivering good old fashioned customer service and thorough attention to detail in every aspect of their businesses."

He added: "Each business has great strength in depth with family actively involved daily in 'hands on' roles. Isuzu place great faith in families and teamwork – teamwork is fundamental to the Japanese business ethic - the dealer network are our family in the UK, and customer satisfaction flows if we get relationships right.

"Isuzu UK differ from our competitors – we specialise in pick-ups, not cars; we don't partner with the big faceless Motor Groups, nor overprice products to discount heavily later which destroys residual values and the customers' investment. We build great pick-ups, fairly priced, and strong residual values for D-Max ensure the best Contract Hire rates in the industry.

"Our dealership teams in sales and aftersales are all fully trained at the Isuzu Academy in Coventry - many here have over 40 years service – experience which brings huge dividends in customer satisfaction. Best in Class pick-up, now matched to Best in Class facilities in Antrim and Maydown. Like the

Isuzu D-Max, it just works perfectly."

Peter Eakin commented: "I'd like to thank Mr Tsukui and Mr Brown for coming here to declare our new site officially open; it means so much to our staff, customers and the Eakin family. It is overwhelming to have Isuzu's Japanese MD make the first ever visit to NI by a Japanese Director and speaks volumes about how important our market is to Isuzu. We are delighted to have Maydown fully operational, all are welcome to come in and view our new facilities and sample the range of services we have to offer. Isuzu build the finest pick-ups in the market and we are absolutely delighted to continue to be their sole representatives for Isuzu and their specialist Arctic Truck brand in the northwest."

And said John Barr: "Thank you to both Managing Directors for personally visiting together. My team worked late into the night to ensure everything was ready and shipshape. The last few months have been a delight seeing all the plans come together, we are truly pleased to finally be operational in our new home opposite Junction 1 Retail Park in Antrim. Customers old and new are very welcome to come along and have a look round our facilities.

"The new site will service Antrim for Isuzu and Arctic Trucks; the next exciting chapter has been launched. Isuzu have just started shipping the completely new range flagship, D-Max XTR, and we look forward to having that in pride of place in our new showroom."





Anne Eakin, William Brown, Isuzu UK Managing Director, Mikio Tsukui, CEO, Isuzu Europe, Peter Eakin, John Eakin, Deirdre Eakin, Jack Eakin and Joel Eakin.

# WINNER

## HEARTS MINDS WALLETS

**John Barr Cars Antrim**  
02894 525852

**Eakin Bros Maydown**  
02871 933861

**Gormley Motors Dungannon**  
02887 484138

**Eastwood Motors Lisburn**  
02892 755152

**Western Cars Enniskillen**  
02866 588137



**ISUZU**  
THE PICK-UP PROFESSIONAL

**104**  
gallons

\*Over 40 MPG figure applies to manual transmission models. MPG figures are official EU test figures for comparative purposes and may not reflect real driving results. Official fuel figures for the Isuzu D-Max range in MPG (l/100km): Urban 30.4 - 38.7 (9.3 - 7.3), Extra Urban 40.9 - 50.4 (6.7 - 5.0), Combined 36.7 - 45.6 (7.8 - 6.2). CO<sub>2</sub> emissions 183 - 220g/km. For full details please visit isuzu.co.uk

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# RENAULT TRUCKS MASTER Z.E. A SILENT RUNNING STAR OF THE ROAD





Diesel is far from dead, but the future is electric, though the question has to be asked: Do the advantages of electric compensate for its limitations? Van & PickUp Ireland's Phil Eaglestone has been finding out behind the wheel of Renault's Trucks Master Z.E., courtesy of local Renault dealers Diamond Trucks at Newtownabbey.

**Electromobility has been** the cornerstone of Renault Trucks' strategy for sustainable urban transport for some time now, and it's not surprising that it is one of the manufacturers who have been leading the way in this area.

So, it is no wonder that its Kangoo Z.E. 33 recently topped a poll as the best all-electric van on the market – followed closely by the Renault Trucks Master Z.E. which we have been putting through its paces around the roads of Greater Belfast and beyond.

Given that according to Renault research some 70 per cent of van users drive less than 65 miles a day, there clearly is a place for all-electric in many distribution and delivery fleets, and Renault is having a sizeable slice of that market.

Having put the Master Z.E. to the test, we can appreciate why that is, and even more so as it enjoys a realistic driving range of between 75 and 124 miles (depending on road conditions) on a single charge of just six hours, thanks to its state-of-the-art 33Kwh Lithium-ion 400V battery pack and optimised electronic management – and it has all the features of the conventional diesel powered Renault Trucks Master.

The Master Z.E. comes in six variants - four panel vans and two platform cabs - to meet the varied requirements of professionals working in urban environments, catering for not just 'last mile' logistics, but a wide range



of other applications through Renault Trucks' 'Ready for Business' range.

It boasts a payload of up to 1,128kgs and a loading volume of up to 13m3 which is the same as its diesel equivalent, made possible as the batteries are mounted under the floor, with no intrusion into the load space.

The cab itself offers plenty of space and comfort for the driver, as well as lots of storage areas for paperwork and other bits and pieces.

To protect both the driver and the load and to guarantee the safety of city-dwellers, the Renault Trucks Master Z.E. is fitted with a reversing camera, reversing radar and a wide-view mirror as standard. It also comes with ESP and adaptive cruise control.

Significantly, the vehicle also features the Z.E. voice alert system designed to warn pedestrians that the vehicle is approaching when it is travelling at speeds of between 1 and 30 km/h (up to 19mph).

Behind the wheel, too, noise levels are virtually eliminated, making for a much more relaxing working environment. That said, while there is no clatter from a diesel engine to contend with, you do pick up the sound from the road – and when it is stormy outside you are much more aware of the wind and the rain beating down! Apart from that, handling and performance are as comparable as you would expect from its diesel counterpart.

It does take a little getting used to the absence of gears, though. Being electric, you just select 'Drive' or 'Reverse' which makes the challenge of being stuck in traffic jams, of course, easier to manage and live with – a real bonus for hard pressed and hardworking 'about town' delivery drivers!

As we mentioned, there are certain disadvantages to electric, not least the driving range, charging times – and perhaps the initial cost – but there are plenty of positives.

*These include:*

- Zero emissions, and eco friendly
- Considerably cheaper running costs, compared to diesel
- Inexpensive maintenance, with fewer moving parts
- Silent running, so less complaints about noise
- Enhanced business image

#### Verdict

Overall, we were highly impressed with the Renault Trucks Master Z.E. and will not be in the least surprised when we see more of them on our roads in the future, especially as the network of charging points becomes more extensive and convenient – and more city centres become 'no go' areas for diesel powered engines, already a reality in places like London and other cities across England. There is no doubt that Belfast will eventually be added to that list.



# Futurologist to headline FTA Future Van 2019

Expert futurologist, Fergus McVey of 7th Sense Research, will be headlining FTA's brand new one-day conference, Future Van 2019, taking place at the NAEC in Stoneleigh, Warwickshire on 3 October 2019, sponsored by Mercedes-Benz Vans.

**Providing an exclusive** glimpse into the future – derived from robust qualitative and quantitative research – his session will arm operators, manufacturers and industry leaders with the knowledge they need to embrace the rapidly-evolving world of vans and stay ahead of the competition. The event is also sponsored by Bott Ltd, Brigade Electronics, Hertz UK Ltd, Lex Autolease and Quartix.

Mark Cartwright, Head of Vans and Light Commercial Vehicles at FTA, commented: "7th Sense Research has combined robust mixed-method research with its expert understanding of the market to paint a realistic picture of the future of vans; the market is evolving fast



and businesses must adapt to stay afloat.

"Digitalisation has already led to large-scale transformation and looks set to grow in the future; connected vans with the ability to 'talk' to each other will soon be the norm. And with the growth of electric-powered vehicles, drones and even autonomous vans,

operators, manufacturers and industry leaders must be aware of both the opportunities, and the challenges, these developments present. Thankfully, 7th Sense Research will provide them with the knowledge they need to adapt seamlessly and stay ahead of the competition."

Future Van will bring together some of the most innovative minds in the industry to discuss and debate the forces set to shape the market in the coming years. Other sessions, presented by a diverse panel of speakers, will cover upcoming legislation; autonomous vehicle security; the growth and viability of electric vans; and the latest in last mile technology, including combined drone and van.

# VanContact Eco from Continental rolls out

Continental has started production of the new VanContact Eco, which offers impressively high mileage, delivers precise handling and short braking distances on wet and dry roads.

**The new tyre** for light commercial vehicles and vans offers further rolling resistance reductions compared to its successful predecessor.

On the EU Tyre Label, the VanContact Eco achieves top marks with an A/A rating for low energy consumption and short braking distances in the wet.

The tyre manufacturer now offers 10 sizes for many popular vehicles in the light commercial vehicle/van segment, with approvals for speeds of up to 118mph.

For the new VanContact Eco, the tyre developers have further refined the tread pattern and improved the composition of the compound used in the successful ContiVanContact

200. An innovative polymer compound takes the trade-off between wet-weather properties and rolling resistance to a new level. It offers excellent deformation behaviour with the result that less energy is absorbed as the tyre rolls. Newly developed additives in the tread compound help reduce the rolling resistance.

Compared to the established Conti-VanContact 200, the completely redeveloped tread pattern is characterised by wide, sturdy ribs in the tyre centre and on the shoulders. The increased stability means less wheelspin and noticeably reduces wear, while significantly improving the handling characteristics even under heavy loads.

The larger contact patch provides space for the new arrangement of tread grooves, tread blocks and sipes, with smoother edge rolling reducing road noise. Not only does the new design of the circumferential centre grooves have a positive effect on the noise level, it also improves aquaplaning characteristics at the same time.

Continental will initially offer the new VanContact Eco in 10 popular sizes for 15 to 17-inch rims in widths from 195 to 255 millimetres and with aspect ratios from 50 to 75 percent. It will be approved for speeds of up to 118mph.



# Strong Van sales successes at CV Show

Exhibitors at The Commercial Vehicle Show 2019 revealed that the annual event provided excellent sales leads, fantastic business opportunities and that it continues to be a key date in the commercial vehicle calendar.

**Feedback from exhibitors** concluded that the CV Show was again a huge draw, with around 19,000 visitors, comprising key industry decision-makers and commercial vehicle media, attending the sold-out event to see leading commercial vehicle manufacturers and industry suppliers.

Major international product launches included the new British-built Vauxhall Vivaro, two new variants of the award-winning

Isuzu D-Max pick-up, the Ford Ranger Raptor and a raft of new electric models such as MAN's CitE 15-tonne urban delivery truck as well as light commercial vehicles including the LDV EV30, Peugeot Boxer and Citroen Relay.

These high-profile launches underline the industry's confidence in the CV Show as the UK's main event for doing business. The event continues to generate strong sales opportunities, due

to the quality of the audience and variety of exhibitors attending over the three days.

Rob Skelton, CV Show Director, said: "We're absolutely delighted with the industry's response to this year's CV Show."

Rob Skelton, who is retiring after nine years at the helm of the show, added: "We have consistently delivered a high-quality event for exhibitors and visitors and it has been a privilege to work on

behalf of the three partners, and with the fantastic team here. I also wish my successor the best of luck for the future."

Murray Ellis takes over the role of Show Director, bringing a wealth of experience from his previous role as Chief Officer for the Southampton and London Boat Shows. Murray said: "The CV Show is a great show and I'm looking forward to working with the team to deliver further successful events in the future."



# Harris Group reports record sales of zero-emission electric vehicles

One of Ireland's leading automotive distributors, the Harris Group has reported record sales of its LDV zero-emission electric vans for the first quarter of 2019 with more than 350 EV80 vans sold by the group.

**LDV has become** a leader in the electric commercial vehicle sector in Ireland and the UK, since launching its flagship EV, the LDV EV80 in 2016; a large, zero-emission panel van that can achieve up to 193 km (120 miles) on a single charge.

The EV80 is already a popular choice with business owners who are keen to embrace greener motoring and cut down on fuel charges.

The interest in zero-emission LCVs has been phenomenal in the past year in particular, and we've certainly seen an increase in the number of business owners and fleet buyers seeking out LDV for their greener motoring needs in the past few months," said Mark Barrett, General Manager of LDV UK & Ireland. "We are one of the few suppliers that can provide businesses owners and decision makers with an entire



fleet of zero-emission LCVs right now, regardless of order size.

"There has been a huge investment in zero-emission motoring by SAIC, which manufactures LDV.

An investment of more than 15 billion RMB (approx. £1.6 billion) has been made for new energy vehicle (NEV) R&D with a real commitment to introducing more

EVs to the global market."

Customers in the UK who have contributed to the record EV sales for the Harris Group include Milk & More, a food delivery service based in the UK with an order of nearly 160 modern-day electric milk floats.

Hefty congestion charges in the British capital prompted the City of London to invest in EV80s for use by the Barbican Library, the City of London Cemetery & Crematorium and the Heathrow Animal Reception Centre, which will help the City of London move closer to its goal of becoming the first authority to run a full zero-emission fleet.

Other organisations that have made a commitment to greener motoring are McGee Construction, Tesco and Sainsbury, proving LDV's EV80 is truly becoming business owners' first choice when it comes to choosing an EV van.

In Ireland, An Post, which Ireland's national postal service, will have its first batch of 36 units on the roads this summer following a successful trial period.

DPD Ireland has also invested in EV80 high roofs, which will join the new fleet at the courier company's EV Hub in Dublin city centre, which aims to deliver parcels across the capital with zero emissions.

## Revised Peugeot Boxer Range Breaks Cover

In launching the Euro 6.2 engine range ahead of the mandatory deadline in September 2019, Peugeot is introducing the revised Boxer range, designed to meet the needs of all professionals.

**In addition to** the S and Professional versions, the Peugeot Boxer now offers "ready-to-go" GRIP and ASPHALT versions, designed for specialist van operators. Revised equipment is also part of the new line-up. The Peugeot Boxer engines are evolving to meet the latest Euro 6.2 standards. Power will come from the new 2.2L BlueHDi engine, which replaces the outgoing 2.0L BlueHDi unit. The 2.2L BlueHDi engine is available with three power outputs, all offering more power. All engines are equipped with Stop & Start technology as standard.

These optimised engines power a revised Boxer range. Like the rest of the Peugeot LCV range, in addition to S and Professional, other versions adapted to specific van users' needs are available: The GRIP version is perfectly adapted to difficult terrain while carrying heavy and long loads. The standard equipment ensures the vehicle is designed to cope with such arduous environments:

- Grip Control with Hill Assist Descent Control and All-Season tyres
- Front and rear mud flaps
- Reinforced suspension



- Under-body protection
- Comfort Seat Pack

The Boxer GRIP is only available with the '435' version.

The ASPHALT version is dedicated to professionals who spend a lot of time in their vans and who particularly want comfort and safety features. This version offers Satellite Navigation, Lane Departure Warning System, Speed Limit Recognition & Recommendation, Peugeot Smartbeam Assistance and Active Safety Brake.

*It also offers:*

- Distance Alert System
- Visibility Pack
- Air-conditioning
- Smartphone and tablet holder
- USB charge socket
- Colour Reverse Camera & Rear Parking Sensors
- Comfort Seat Pack
- Full Wheel Trims
- LED Daylight Running Lights

This Boxer ASPHALT is available with all H2 '335' & '435' versions.

Safety is further enhanced with the Blind Spot Monitoring System with Rear Traffic Alert, which warns of a vehicle in the vehicles' blind spot with an illuminated LED in the left or right mirror. The Rear Traffic Alert system can detect vehicles up to a distance of 50m to the left or right when reversing. The system sounds an alarm in the cab. Finally, the system is complemented with "trailer merge assist", which provides blind spot monitoring while taking into account a trailer measuring between three and nine metres.

The new additions to the range will be available to order in early July 2019, and within its strategy to offer an electrified version of its entire model range, Peugeot will complete the new Boxer range with a 100% electric version to be launched in late 2019.



# FORD RANGER RAPTOR IN A CLASS OF ITS OWN



Described as the toughest and most high-performing version ever of Europe's best-selling pick-up, the new Ford Ranger Raptor has finally reached these shores, and Van & Pick-Up Ireland's Phil Eaglestone recently had the opportunity to get behind the wheel, courtesy of TrustFord Mallusk Car and Transit Centre.





**Being informed that** our test model was the only one currently available on the island of Ireland just added to the pressure as we climbed on board what really is an imposing, head-turning pick-up; right from the start we realised this is no ordinary pick-up.

Developed by Ford Performance for the true enthusiast off-roader, the first-ever Ranger Raptor is powered by a Bi-turbo version of Ford's 2.0-litre EcoBlue diesel engine that delivers 213 PS and 500 Nm of torque; it also features Ford's new 10-speed automatic gearbox.

"Forget everything you think you know about pick-ups," said Leo Roeks, Ford Performance Director, Europe. "Our new Ranger Raptor is a different breed – a thoroughbred desert racer and extreme lifestyle off-roader that can toil with the best of them in the harshest of working conditions."

Having spent some hours driving it along our local roads, we can wholeheartedly agree with those sentiments; it really did have a commanding presence wherever we went.

It comes with the legendary FOX Racing Suspension as standard. This performance-tuned suspension has been crafted to soak up punishing impacts, and smooth out bumps and ruts with ease, though we didn't have the opportunity to put that aspect to the test in an off-road environment.

All-terrain BF Goodrich 285/70 R17 tyres have been specially developed for the Ranger Raptor. The 33-inch (838 mm) by 11-inch (285 mm) tyres, says Ford, offer a tough sidewall to take on the most formidable environments with confidence, and an aggressive off-road tread pattern that provides an iron grip in wet, mud, sand and snow conditions.

"The standout experience of the Ranger Raptor, hands down, is how far you can push it off-road and still ride like a millionaire on-road," said Damien Ross, chief program engineer, Ranger Raptor, Ford Motor Company. "Everything about the Ranger Raptor builds on the already outstanding sophisticated feel and functional capability of the Ranger, and then goes further.

From a driving dynamic fun standpoint, it is really an exceptionally special vehicle."



**OUR NEW RANGER RAPTOR IS A DIFFERENT BREED - A THOROUGHbred DESERT RACER AND EXTREME LIFESTYLE OFF-ROADER**

It certainly is, and much more. For all of its outstanding on- and off-road capabilities, it is comfortable and safe, with a host of driver assistance and safety technologies, including an enhanced version of Ford Stability Control incorporating Roll Mitigation Function and Electronic Stability Control; Trailer Sway Control; Hill Start Assist; Hill Descent Control and Load Adaptive Control.

#### Driving Modes

You can also select from six Terrain Management System modes to tackle a wide range of terrain and driving scenarios, including:

**Normal mode** – emphasising comfort, fuel economy and driveability

**Sport mode** – more responsive for spirited on-road driving

**Grass/Gravel/Snow mode** – designed to inspire safe and confident driving on off-road slippery and uneven surfaces

**Mud/Sand mode** – tuning vehicle responses for optimum traction and momentum in deep, deformable surfaces like loose sand and mud

**Rock mode** – specifically for low-speed rocky terrain where smooth controllability is key

**Baja mode** – tuning responses for high-speed off-road performance.

The Baja mode, by the way, is a reference to the Baja 1000; a gruelling endurance rally through Mexico's Baja California Peninsula and one of the most prestigious off-road events in the world.

#### Other features

The New Ranger Raptor automatically senses the presence of its own unique key fob, even if it's in your pocket or bag. So just press the Ford Power starter button and the engine fires to life.

Integrated with the cruise control function, the Speed Limiter lets you set your chosen maximum speed. The vehicle

then stays within that speed, so you can keep your eyes on the road. When you need to go faster or slower, just press the accelerator or brake to override the system.

Ford's SYNC 3 communications and entertainment system enables you to control audio, navigation and connected smartphones using simple, conversational voice commands. The system delivers Apple CarPlay and Android Auto at no extra cost, and features SYNC AppLink for voice-activation of a range of smartphone apps.

The system's central 8-inch colour touchscreen can be operated with pinch and swipe gestures, and features sat-nav technology that comes into its own when off-roading in remote locations, even offering a "breadcrumb" feature to leave a trail when exploring uncharted areas. FordPass Connect embedded modem technology delivers connectivity on the move.

Every cab style has plenty of ingenious storage.

The Double Cab, for example, has two large, under-seat stowage areas in the rear. There are three centre consoles depending on the type of cab. These contain storage bins suitable for food, cup and bottle holders, trays for small items and space for your mobile. The glovebox can hold a 15" laptop, compact umbrella and more.

Rain-sensing wipers spring into action when they detect moisture on your windscreen, then adjust their speed to deal with whatever the weather throws at you. You can even choose from several sensitivity levels that determine how much moisture can build up before the wipers activate.

To avoid accidental damage, power-foldable mirrors fold inwards when you're parked. Tucked back, they also protect the stylish integrated indicators.

You can also clear your windscreen quickly, with Quickclear, a clever feature designed to get you on the move quickly on frosty mornings. Just touch a button and ultra-thin filaments can superheat to de-ice, de-fog and de-mist your windscreen as well as help defrost the wipers.

The Raptor even features powerful Xenon headlights that can detect changes in light conditions. This triggers the automatic headlights to turn themselves on, making driving both easier and safer!

#### Verdict

There are pick-ups and then there are pick-ups, but the Ford Ranger Raptor is in a class all of its own, deliver a driving experience like no other. As Leo Roeks, Ford Performance Director, Europe, said: "It delivers all the tools a thrill-seeker could ask for. It's the ultimate adventure pick-up."



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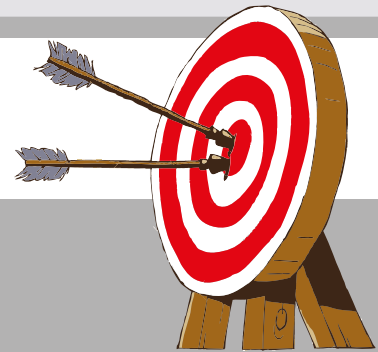
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*Preparing to  
welcome  
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