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## COMMENT

The deaths of 31 men and eight women found in a refrigerated trailer in Essex has caused shock and alarm throughout the industry and has prompted calls for the UK Border Force to do more to prevent such situations from arising.

We are fully behind Road Haulage Association chief executive, Richard Burnett, when he speaks about concerns over trucks being used for human trafficking and drivers being put at serious risk and in almost impossible positions.

The industry, he says, has not been taken seriously. "For years we have been shouting from the rooftops that these things have been happening week in and week out. Despite this I think that the drivers who are making these journeys feel that they are not being heard; that they're not being listened to or supported. We have tried hard with the Home Office and with Border Force to make sure that the drivers making the journey from the European mainland to the UK have a voice."

We agree with him that there appears to be insufficient focus and support and that this issue isn't being tackled head on as it should. Perhaps this recent tragedy might just concentrate the minds of the powers that be to finally put the industry's concerns at the top of their agenda.

Another major issue for the industry is the continuing shortage of HGV drivers in the UK; it has climbed to 59,000 with 64% of transport and storage businesses now facing severe skills shortages, according to a recent report by FTA who say that the combination of an ageing workforce, low unemployment, declining EU net migration and difficulties attracting new candidates to the sector has created the perfect storm of driver shortages.

That too few young people are considering a career as an HGV driver is blamed on several reasons, say the FTA, including a lack of understanding of the industry, poor sector image, working hours and lack of quality driver facilities. So, there's a lot of work to be done, then, to address these issues, and we know much is already happening; hopefully those efforts will eventually produce some positive results.

On a lighter and happier note, this issue of Export & Freight carries a comprehensive report in words and pictures of who won what and why at our recent Transport & Logistics awards; well done to all our deserving winners!

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

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

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

## IRELAND'S TRANSPORT MAGAZINE SUBSCRIPTION SERVICE

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

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

Tel: 028 9268 8888

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



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**Export & Freight** is Published by: **4 SM (NI) Ltd**, The Old Coach House, 12 Main Street, Hillsborough BT26 6AE  
Tel: 028 9268 8888 Fax: 028 9268 8866 Email: [info@4squaremedia.net](mailto:info@4squaremedia.net)

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Helen Beggs **Editor-in-Chief**, David Stokes **Editor**, Golda Burrows **4SM (NI) Ltd General Manager**, Phil Eaglestone **Commercial Vehicle Editor**, Joel Byers **Production Manager**, Nick Stokes **Designer**, Eleanor Blane **Accounts Manager**, Helen Beggs & Garfield Harrison **Publishers**

**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.







Veronica Parr, Business Development Manager.



George Crooks, Used Vehicle Sales Executive.



Vincent Taggart, New Vehicle Sales Executive.

## Sales Team Strengthened at Road Trucks

It's all change at Scania dealers Road Trucks, where the sales team has been strengthened with a number of new appointments.

**Veronica Parr** is the new Business Development Manager, having worked in the commercial vehicle industry for close to ten years now.

With a myriad of experience in logistics as well as new truck sales, Veronica is also Scania's Asset Finance Relationship Manager for Northern Ireland.

With over twenty-five years experience in the commercial vehicle sector, including trailer and plant sales, George Crooks has taken on the role of Used Vehicle Sales Executive.

George brings a wealth of understanding to the role specifically in the area of retail business to business sales. Operating from both the Larne and Omagh sites, George has access to a large

fleet of quality used trucks network wide.

Meanwhile, a long-standing member of the Road Trucks senior management team, Vincent Taggart has moved into the role of New Vehicle Sales Executive, having previously held the appointments of Aftersales Manager and Business Development Manager.

With a tremendous knowledge of the commercial vehicle industry that stretches over twenty years, Vincent brings a wealth of professional insight to this post.

## McCulla Ireland Wins Another National Award

McCulla Ireland has picked up another prestigious national award – the CILT UK Award for Environmental Improvement, which was presented in London by HRH The Princess Royal.

**McCulla Ireland** was the only company from Northern Ireland to feature among the prize winners at this year's CILT Centenary Awards for Excellence.

The company has been congratulated by Pamela Dennison, National Officer in NI for CILT, and commented Operations Director

Brian Beattie: "It is fantastic to win, a great credit to our whole team and an excellent achievement given the depth of competition."

More than 350 guests, delegates and finalists attended the standout event that 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.

Kevin Richardson FCILT, Chief Executive, CILT(UK), said: "These awards are designed to encourage and recognise the highest standards in our profession. It is during

these award ceremonies that you recognise that we are all extremely proud of what we achieve in challenging circumstances. We should use nights like tonight to communicate that and to strengthen our profession by promoting the vast opportunities and wonderful achievements we continue to come up with."

## Immobilisation Tool to Help Improve Vehicles Security

Verizon Connect has introduced Immobilisation for Verizon Connect Reveal, a powerful tool developed specifically for customers who want to help prevent unauthorised use of vehicles and aid in the recovery of stolen vehicles.

**Immobilisation for Verizon** Connect Reveal works with the Verizon Connect Reveal platform and enables fleet managers to remotely disable a vehicle's ignition once the vehicle's engine has been shut off, effectively

stopping vehicle misuse in near real time.

"With Immobilisation for Verizon Connect Reveal we are helping give customers a level of safety and security they've never had before," said Derek Bryan, EMEA vice president, at

Verizon Connect. "They have peace of mind knowing they have the power to take action quickly and safely, with the push of a button."

Immobilisation for Verizon Connect Reveal can be viewed from the Reveal Vehicle page where users can locate and choose which vehicles to immobilise and is compatible with most CalAmp hardware.

Notable features include the ability to remotely disable a vehicle's ignition directly from the Reveal web portal or mobile app; check when the request to immobilise a vehicle has been sent, if it's pending and when it's complete; and view history of when and where a vehicle was immobilised or mobilised.



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We will showcase the comparisons of the

traditional diesel truck to the new LNG truck. Come along and vent your queries to the experts from Volvo and Calor LNG about:

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- running costs

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## GAS-POWERED TRUCKS

# Best of Both Worlds from Renault Trucks

Renault Trucks' T High has been welcomed by operators looking for a striking new vehicle with all the features and comforts that put the driver first. Family-run RAS Haulage has opted for a real head-turner in its new range-topping T520 High, as Export & Freight has been finding out.

**When Renault Trucks'** long-awaited flat floor flagship model arrived in right hand drive back in 2017, the truck was extremely well received by operators and drivers alike. Sales, according to the manufacturer, are well ahead of expectation, and production at the Lyon factory has doubled to meet growing demand from UK and Ireland customers.

Nowhere has the T High had more of an impact than in Northern Ireland. According to Iain Latimer, Dealer Principal of local Renault Trucks' dealer, Diamond Trucks, more than half of his Range T sales are the T High model. "It's the right truck for the market, flat floor tractor units are the truck of choice here, even in larger fleets, with cab comfort, driver retention and a strong on-road image all playing their part in its success."

In September, the T520 High 6x2 TML was voted 'Fleet Truck of the Year' at our own Export & Freight awards. For Renault Trucks, winning this prestigious award in such a competitive sector was particularly sweet, as it recognises the efficiency and performance as well as the space and comfort of the T High. 'It's not only the driver's choice, it's the fleet operator's choice too,' notes Iain.

For RAS Haulage, performance, comfort and image were key factors for brothers Paul and Stuart Spence when they came to select the company's new flagship vehicle, a Renault Trucks T520 High 6x2.

Based in Kilkeel, Newry, RAS Haulage has been in business since 1982, and today runs eleven tractor units, all Renaults, and ten trailers. This is the first T High to join the fleet, and has been put into service on the company's cement bulk tanker and aggregate tipper operation working across Northern Ireland's quarries.

"The T High is the whole package, it's great to drive, very comfortable and it looks really impressive out on the road," says Paul.

Resplendent in RAS Haulage's striking blue and white livery, the T High is a real head-turner. Equipped with Kelsa top and bottom lightbars, rear Kelsa A Frame bar, windkit perimeter strips, LED spotlights, twin roof-mounted air horns, colour-matched cab components including fixed roof and side deflectors and Alcoa Dura-Bright aluminium wheels. Inside, the T520 High's cab is equipped for driver comfort, with Ultimate Bronze Finish, and 40 litre quiet fridge.

The T520 High with pusher axle is powered by Renault Trucks top of the range DTi 13 litre Euro-6 engine, which produces 512hp



and 2550 Nm of torque. Behind this is a 12 speed Optidriver automated transmission system. Further transmission options include a Renault Trucks factory-fitted power-take-off and a rear drive axle ratio of 2.85.

Additionally, the T520 High is on front air suspension for outstanding stability, improved ride and comfort when operating in often challenging terrain. Only recently available as an option on the T High, front air is proving popular, 'particularly in the bulk haulage and aggregates sectors where drivers enjoy the enhanced ride quality with the option to lift the suspension on site for additional ground clearance' says Iain. Drivers also

RAS Haulage has also specified Adaptive Cruise Control and emergency braking system, as well as a load per axle indicator.

A loyal Renault Trucks customer for over thirty years, RAS Haulage opted for a five year Renault Trucks Start & Drive hire purchase contract with maintenance carried out by Diamond Trucks.

'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,' says Iain.

Commenting on the quality of support they receive from their local dealer, Paul says: "Our fleet is 100% Renault Trucks now, thanks to the service we receive from Diamond Trucks. We know all the people there very well, and it's their personal service that sets them apart."

For RAS Haulage, residual values are also important, and Paul expects the T520 High to hold onto its value: "We spec'd the vehicle carefully at point of order, selecting top spec and a range of options, as the more extras on the truck the easier it is to sell on," he adds.

Strengthening residual values is crucial for Renault Trucks, too, and the growing reputation of the highly-regarded T High is having a positive effect, according to James Charnock, Commercial Trucks and Services Director, Renault Trucks. "Drivers love the generous working, living and sleeping environment, which helps to increase satisfaction and productivity," he says. "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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# DAF XF 480 LOOKS GOOD, FEELS GOOD, DRIVES GOOD



Truck driving just ain't what it used to be, and year on year technological advances smooth over many of the challenges that existed in times gone by, as the older generation of truck drivers will quickly tell you. These days, it is all about fuel efficiency, emissions and safety, and that's a good thing. Take the 'new generation' DAF XF, for example. It's one of the most efficient and environmentally friendly trucks on the road, as Export & Freight's Phil Eaglestone has been finding out.



# TEST DRIVE: DAF XF 480 LOOKS GOOD, FEELS GOOD, DRIVES GOOD

**Accompanied by DAF's** highly experienced and knowledgeable driver trainer Mandy Wannerton, we picked up our DAF XF 480FTP 6x2 – fully loaded with 39 tonne of shingle stone – from dealers TBF Thompson DAF at Mallusk and headed out on to the M2 towards Londonderry to put it through its paces on what is a well-worn test driving route for us here at Export & Freight.

One of our goals of the day was to experience how DAF's cruise control features, now accessed via the steering wheel, make life so much easier – and safer – in the driving seat, but more of that later.

Professional drivers who spend a lot of their day in their trucks expect a pleasant working environment together with a high level of comfort, and our first impressions on climbing into the Space Cab on the DAF XF didn't disappoint. If like some you feel that outwardly, the XF may not look that much different from earlier models, be prepared for a pleasant surprise.

## Home Comforts

As a driver friendly truck, the XF has a host of new features designed to make the cab an even more attractive and comfortable place to work, live and sleep, with numerous innovations that make driving easier, safer and more enjoyable than ever.

For one, the cab offers the biggest interior space available on the market, the best and largest bunks and an attractive look and feel; it really is a 'home from home.' Even the climate control unit stands out in comfort and user-friendliness. It features one-touch defrosting, park ventilation, park heating with timer, rest heat and automatic air recirculation and can also be operated using the rear wall control unit. That means maximum comfort for the driver, which is further enhanced by the cab's redesigned the interior lighting featuring an innovative rotary switch control. It is located in the middle of the dashboard console so it is within easy reach, enabling the driver to select different lighting modes for various driving and resting conditions.

On the open road, the driver is always in control,



too, thanks to an easy to read, logically positioned instrument and information panel. But back to the truck's actual performance and handling on the test route which took in a variety of road and traffic conditions.

## Revised Engine

Our DAF XF 480 was powered by a greatly revised Euro 6 multi-torque PACCAR MX-13 engine, which provided plenty of torque, even at lower rpm, which results in great fuel efficiency and making it possible to quietly cruise at only 1,000 rpm. The engine brake on the MX-13 has also been notably improved.

To further boost fuel economy – and lower emissions – the XF includes an extended set of Eco Mode options. The Eco Performance Mode ensures an optimal balance between high driveability and best fuel efficiency. When fuel efficiency is leading, the Eco Fuel Mode is the best option, with gear shifting at lower revs for instance.

The engine was matched to a latest generation TraXon 12 speed automated gearbox, which comes as standard and produces less friction losses and faster upshifts – as well as improving driver comfort thanks to its quiet and smooth operation and precise clutch actuation.

## Safety First

The XF simply bristles with safety features, making our journey down from Derry, through Strabane, on to Dungannon and back to Mallusk via the M1 and Westlink totally stress free and a real driving pleasure.

Coming into its own was the Predictive Cruise Control feature which uses GPS technology to tell us what to expect concerning driving conditions now up to two kilometres ahead, which is farther than previously; it uses this information to determine the ideal speed within a specified range.

We were also impressed with the Adaptive Cruise Control, especially in heavy traffic as it automatically adjusted the truck's speed to maintain a safe distance from the vehicle ahead. It really did take out all the worry of keeping us and other road users safe.

Other safety and driver assistance features on the XF include Forward Collision Warning which generates a warning sound and a visual alert on the instrument panel, urging you to take action in order to prevent a collision.

Then there is the Advanced Emergency Braking System which intervenes to slow the truck down in an emergency, and the Lane Departure Warning System to warn you if the vehicle begins to move out of the lane for whatever reason, be it driver error, drowsiness or distraction, while the truck's electronic braking system features improved Vehicle Stability Control to prevent jack-knifing and overturning.

Of note, too, is the addition of a Tyre Pressure Monitoring System which ensures continuous monitoring of the pressure and temperature of all tyres. The system generates warnings when the pressure of a single tyre is low, or the temperature is high, enabling you to take swift action.

## Verdict

Like we said earlier, the DAF XF virtually drives itself, and quietly, too. It is refined trucks like these that convince us more young drivers will be attracted into the industry to tackle the continuing skills shortages.

We didn't get an opportunity to carry out a fuel economy test, but we are informed this latest generation XF will deliver a 7% fuel saving over the previous models. Fleet operators understandably have already taken to this DAF XF, increasingly a common sight on our roads, and not without good reason.



# Cementing a great working relationship!

MBNI Truck & Van in Mallusk recently delivered 8 new Mercedes-Benz trucks to the Quinn Group based in Derrylin. The 6 new Actros tractor units and 2 8x4 Aroc tippers fitted with C-Tec bodies are the latest addition to the 150-strong Quinn Fleet.

**The vehicles were** supplied in the Quinn company colours 'wearing' the Quinn Cement company signage. MBNI Truck & Van also provided full driver training to ensure the drivers were trained in all the latest features of these new Mercedes-Benz Trucks.

"We've been buying Mercedes-Benz trucks since 1988 and they've proved over the years to provide outstanding quality and solid reliability," said Transport Manager Brian McManus. "We know we'll get great value for money, and that we can depend not only on the vehicles themselves, but also on the Dealer's back-up.

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

Sean Clarke, MBNI Truck Sales Manager commented "We appreciate the investment that Quinns have made in these new vehicles with us as their local dealer. This cements the long-established relationship we have with the company."



## Essex migrant tragedy a wake up call for Government

The tragic deaths of 39 people in the back of a truck found in an Essex industrial estate has been branded a "wakeup call for the Government to rethink its approach to illegal migration" MP's have said.

**And with the** arrests in Vietnam and men on the run in the UK and Ireland, this 'serious humanitarian tragedy' will have repercussions throughout the world of transport in coming months.

In a new report, just published, the Foreign Affairs Select Committee warned that a policy focused on closing borders will drive migrants to take more dangerous routes and push them into the hands of smugglers.

The committee said the human cost of so-called "irregular" migration made international partnerships, including with the EU, "essential".

Committee chair Tom Tugendhat

said until the UK left the EU it should return to the meetings where migration is discussed and plan the response to illegal migration together.

The Tonbridge and Malling MP added: "The case of 39 people found dead in a lorry in Essex shocked us all.

"The full story won't be clear for some time, but this tragedy is not alone. Today, hundreds of families across the world are losing loved ones who felt driven to take the fatal gamble to entrust their lives to smugglers.

"This case should serve as a wake-up call to the Foreign Office and to Government.

"The UK has been relatively isolated from the different migrant crises in recent years - but it's wrong to assume that we are protected from their impact.

"The UK has a proud history of helping those fleeing conflict and persecution and cooperating with others to protect human rights. We should lead by example."

Road Haulage Association chief executive, Richard Burnett, says that the UK Border Force could do more to prevent such situations arising.

"My sense is that for a long time we have not been listened to. We have not been taken

seriously as an industry. For years we have been shouting from the rooftops that these things have been happening week in and week out. Despite this I think that the drivers who are making these journeys feel that they are not being heard; that they're not being listened to or supported. We have tried hard with the Home Office and with Border Force to make sure that the drivers making the journey from the European mainland to the UK have a voice.

"I am of the firm opinion that there is insufficient focus and support and that this issue isn't being tackled. If you think about Brexit now, how on earth with everything that we are facing can we get the support of the European countries to make sure that we have the proper measures in place to tackle this issue and to prevent it from happening again?

"This tragedy has highlighted the fact that we're not just talking about the risk to goods crossing the Channel post Brexit - lives are being risked - and lost."

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# MPM SPECIALIST VEHICLES APPOINTED BROSHUIS SALES PARTNER IN IRELAND

County Down based MPM Specialist Vehicles has been appointed as the exclusive all-Ireland dealer for the renowned range of Broshuis trailers; it's the first time the Netherlands manufacturer will have a permanent presence in this part of the world.

**Broshuis are the** oldest manufacturer of semi-trailers for special transport, and like MPM Specialist Vehicles, it is a family run customer-focused business.

"We are delighted to add the Broshuis name to our growing portfolio of leading brand specialist equipment," says MPM Specialist Vehicle's managing director Mark McCluskey. "We have a big product range, from shunter trucks to specialist industrial trailers and fuel storage tanks, but the only thing missing was a specialist heavy duty semi-trailer range, and with Broshuis we have been able to fill that gap."

Broshuis has a well established UK operation which is headquartered at Oakham in Leicestershire, and this increased focus on developing and supporting the Irish market will certainly be well received.

Adds Mark: "We believe the range has great potential in both the north and south of Ireland and we look forward to helping Broshuis increase their market share in this specialist trailer sector. The Broshuis name is highly regarded in the industry, as are their innovative products."

And comments Broshuis director Marcus England: "We have great confidence in the future in Ireland.

MPM Specialist Vehicles is a well respected and reputable company, with an in depth knowledge of the industry, and enjoys the same family values and quality standards as ourselves, so it was an easy decision to collaborate."

With its head office based in Hillsborough just off the main A1 dual carriageway to Dublin, MPM Specialist Vehicles will be offering the complete Broshuis range, supported by a comprehensive aftersales service, across the island of Ireland.

With over 130 years of expertise, Broshuis continues to lead the way in specialist trailer innovation, with

its extensive portfolio of trailers for the heavy haulage sector.

With the introduction of such products as the SL-AIR, and the new generation SL2, alongside more recent innovations from Broshuis such as the PL2 HD, a new generation of pendular axle, they are able to allow users to choose the axle which best suits their requirements and budget.

MPM Specialist Vehicles are currently building up their stock of Broshuis trailers to ensure good availability and says Mark: "We see this new partnership as a great opportunity to further grow our business throughout Ireland and we look forward to developing a successful and lasting relationship with the manufacturer whose products perfectly complement our own specialist equipment offering."



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# Spotlighting BPW Self-Steering Trailer Axles

Here, Roger Thorpe, BPW Engineering Manager, discusses the technical workings of the company's self-steering axle.

**The BPW self-steering** trailer axle contains a unique design of centring device, which is a major contributing factor in its success in the UK market place, and in particular within running gear solutions for the longer semi-trailers (LSTs). The principle of operation is really quite simple, and is based on the principle of the castor. This relies upon lateral forces applied to the wheels when the trailer is turning. If, for example, the trailer is travelling forward and the driver turns to his right, the trailer will pivot on the effective bogie centre which, on a three-axle trailer, will be about the centre of the rear bogie. This will cause the rear of the trailer to move to the left, and the friction between the road and the tyre will create a force which pushes the wheels on the steering axle to the right with respect to the rear of the trailer. This will cause the wheels on the steering axle to turn towards the left and follow the front of the trailer around the right-hand turn. It is worth noting that, if a trailer is fitted with three rigid axles, then the effective bogie centre line is the centre axle – but when a self-steering axle is fitted to the rear position, then the effective bogie centre line is mid-way between the first and second axle. This effectively shortens the wheelbase of the trailer and increases the manoeuvrability in the forward direction. Returning to our analogy with a castor: anyone who has observed a castor moving at a steady speed across the ground will know that it exhibits a 'shimmying' action. This is an oscillation about the vertical centre line of the pivot. The cause of this is the constant hunting between the turning force (the wheel on the ground) and the restoring force (the forward motion in an undamped castor).

Obviously, this cannot be allowed to happen in an axle system mounted to a trailer, as this will cause instability when driving and contribute towards tyre wear (the avoidance of which is one of the benefits of using a self-steering axle).

You will find as many ways of preventing shimmying as you will find types of self-steering axle, but the BPW system is quite unique in its operation. It relies on 'corrugated washers' – two nested circular plates, each with four cam lobes formed into them.

As the axle steers, the cam faces rise up against each other, similar to a rising butt door hinge. This action constantly tries to centre the steering back to the straight ahead position.

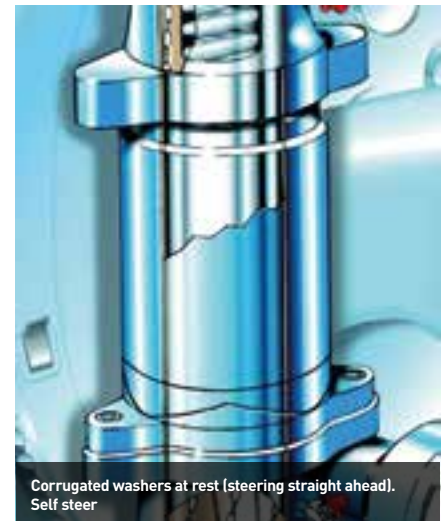
The trick is to design the slope of the cam faces so that the restoring forces generated balance off the turning forces, and prevent the oscillation which causes the shimmying.

The beauty of this system is that the restoring force increases with the load on the axle, due to the weight on the corrugated washers.

The turning forces also increase with load and thus the two are always balanced. There is no need for systems of air bellows or dampers.

Of course, in reverse, the system will not work, as the pivot point of the castor action will now be to the rear of the hub centre line, and the self-steering system will be unstable. A pneumatic locking mechanism is provided (fitted to the track rod) and this is normally activated by an electrical signal taken from the trailer reversing lights.

The advantages of this system are that a 10 per cent saving on tyre wear over a tri-axle bogie can be achieved. The unique, load-sensitive anti-hunting device adds further to this saving, whilst ensuring that the axle is not encumbered with heavy and bulky damping mechanisms.



Corrugated washers at rest (steering straight ahead). Self steer



Rear steering hub and knuckle assembly



Russell Frost, Sales Manager, UK & Ireland, BOGE Compressors

## BOGE Compressors appoints new Sales Manager, UK & Ireland

BOGE Compressors has appointed Russell Frost as Sales Manager, UK & Ireland. Russell joins the Yorkshire-based business bringing over 25 years' experience within the compressed air industry, where he has held various senior leadership roles.

**BOGE's 112 years** heritage as the leading German-engineered air compressor specialist was a huge draw to Russell. He says: "BOGE is a premium brand and it feels

like it has always been there. As you talk to manufacturers across industry, you get a sense that they really trust BOGE technology and the experience the team brings. I

am excited to work with them all."

He adds, "I am eager to continue their legacy and lead them to even bigger and better opportunities in 2020 and beyond."

Russell will be responsible for managing the sales team throughout UK and Ireland. He will be looking to drive future growth with business development and increasing market share, as key objectives.

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# Rod Returns To Pave the Way for Iveco's new S-Way

No stranger to the transport industry here, Rod Hawkins has re-joined the team at NI Trucks to spearhead the drive throughout the island of Ireland to promote Iveco's new flagship Heavy Duty truck S-WAY which was launched earlier this year in Spain.

**Rod has taken** on the dual role of Heavy Truck Business Development Manager, representing both NI Trucks in Northern Ireland and their sister company, Emerald Truck & Van, the Iveco distributor for Ireland.

The Carrickfergus man, who has returned to the Iveco dealership from Scania dealers Road Trucks where he spent the last six years, has been in the industry since 1984 and says he is excited by the opportunities that the new Iveco S-Way will present when it is officially launched in the New Year in the UK and Ireland.

"Currently, we are doing all the groundwork ahead of the launch, making initial contact with prospective customers and preparing the way for a series of promotional events across the north



Rod Hawkins

and south of Ireland," says Rod. "We see the Iveco S-Way as a real 'game changer' in the industry, especially in terms of driver appeal,

in connectivity and sustainability."

Adds Rod: "This exciting and innovative new Iveco range will undoubtedly help us to increase

market share in the heavy truck segment. Of course, Iveco already lead the way in the gas truck sector where we will also be focusing our attention in the months ahead."

Comments NI Trucks Managing Director Mark Smith: "We are delighted to have Rod back on the team. He will be a great asset as we move forward. He brings much to his new role at NI Trucks and Emerald Truck & Van, not least his wealth of experience and his vast customer contacts built up over the past 35 years in the industry."

Rod, who will be spending much of the coming months out on the road, adds: "I have a big appetite for the challenge ahead and am looking forward to meeting established and prospective customers as we pave the way for the launch of the Iveco S-Way."



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# SDC ADVANCES FREESPAN TECHNOLOGY WITH NEW CURTAINSIDER RANGE

In April, semi-trailer manufacturer SDC Trailers gave us a glimpse of their new 'Freespan' curtainsider trailer at the IRHA Annual Conference in Cavan. Since then, they have taken over 500 orders for the Freespan model which features a fully clear side aperture, providing efficient loading / unloading.

**Incorporating SDC's market** leading chassis technology with over 150,000 units manufactured, the Freespan curtainsider features SDC's 'Easyroll' curtain rail technology, which glides open and closed on a fully open side aperture with minimal driver intervention.

Developed in-house and favoured by operators for its robust and reliable operation, SDC are

the first manufacturer to offer the unique curtain rail in the freespan market.

An evolution of SDC's industry leading posted curtainsider range, the Freespan incorporates many of the same fundamental features; it is manufactured using high tensile steel with a bolt on body which relieves stress on critical parts of the trailer and in the case of accident

damage, allows for ease of repair. Independently tested by TUV Nord to EN 12642 XL standard and a 29,000kg payload, SDC provide an extremely high-quality finish, ensuring maximum durability and longevity. The manufacturer offers straight and step frame options, as well as a wide range of door, floor, storage and load restraint options to suit operator requirements.

## VIRGINIA INTERNATIONAL

In Cavan, Virginia International Logistics have taken delivery of 30 new SDC curtainsiders, 10 of which are the new Freespan model, as part of the company's fleet renewal for groupage, part and full-load services. The family owned business operates an impressive fleet of 400+ trailers, with four bases in Virginia, Kells, Ballycoolin and Tamworth in England.

The new Freespan trailers were specified at 4.5m and also feature BPW Eco-plus axles, knorr brems braking, an easy access coupling box on the front bulkhead and toolbox fitted to the chassis for additional storage.

Load restraint is provided with spansett winches and deck lashing rings for diminishing loads on multi-drop operations. The trailer body and curtains are EN 12642 XL standard, guaranteeing the structural build and eliminating the need for additional load restraint whenever the trailer has a full positive fit.

Ray Cole, Transport Manager at Virginia Logistics said: "SDC's curtain-side trailers have served us very well over the years so the decision was easy for us when it came to renew our fleet. We ordered a mix of SDC's Freespan and posted trailers which have been applied to different operations and our drivers are delighted with SDC's curtain rail technology which operates extremely well. For us, it is very important to have a flexible and reliable vehicle fleet which allows us to deliver a high quality, efficient service to our customers and SDC have helped us to achieve this."



**SDC'S CURTAIN-SIDE TRAILERS HAVE SERVED US VERY WELL OVER THE YEARS SO THE DECISION WAS EASY FOR US WHEN IT CAME TO RENEW OUR FLEET.**



Acknowledging that there is a large demand in the market for freespan curtainsiders, CEO of SDC Trailers, Enda Cushnahan is keen to provide a solution which will deliver the same long-lasting durability as SDC's posted curtainsider range and he is confident that SDC's Freespan curtainsider will do just that.

"I am delighted to bring our new Freespan model to the market, providing a high-quality solution for customers who require a side loading operation. Following in depth discussions with our customer base to define what features the trailers should have, our engineers set about developing the body, employing over 40 years of experience and expertise in manufacturing for the road transport industry.

"We carefully designed and tested every element of the Freespan model using FEA analysis and prototype testing to ensure the product was consistent and reliable, providing long lasting durability, ease of operation and minimal downtime. Customer feedback has been excellent, and we are confident that the quality, build strength and longevity will see SDC's Freespan curtainsider succeed in the market."

Enda revealed that they have received very positive feedback from the Irish market to date and have a large number of Freespan trailers going through production at their 360,000 sq ft factory in Toomebridge. Another benefit to the customer is SDC's ability to design and manufacture every trailer to the customer's specification, to suit their requirements.

**DEVELOPED IN-HOUSE AND FAVOURED BY OPERATORS FOR ITS ROBUST AND RELIABLE OPERATION, SDC ARE THE FIRST MANUFACTURER TO OFFER THE UNIQUE CURTAIN RAIL IN THE FREESPAN MARKET.**

## MURPHY TRANSPORT



Murphy Transport in Cork have added two SDC Freespan curtainsiders to their fleet which will be used for transport services across Ireland. The operator offers full load haulage services between Dublin and Cork, with 63 years of experience behind them.

The bespoke trailers are built to Murphy's exacting requirements. In addition to the full EN 12642 XL bodywork, Murphy Transport chose to have 5 pair of sockets for additional load restraint and to act as a fall arrest system for operator safety.

Headquartered in Toomebridge, Co. Antrim, SDC's continued commitment to customer driven product innovation has allowed them to secure a leading share of the UK and Ireland market. In July, the manufacturer added a new hydraulically powered 40ft tipping skeletal trailer to their range for the container and bulk materials industry.

Designed for 44-ton operation, the new trailer offers a high-volume payload, providing the operator with efficient loading / off-loading and increased flexibility to maximise their deliveries.

The manufacturer recently completed a £8 million expansion at their headquarters

**MURPHY TRANSPORT CHOSE TO HAVE 5 PAIR OF SOCKETS FOR ADDITIONAL LOAD RESTRAINT AND TO ACT AS A FALL ARREST SYSTEM FOR OPERATOR SAFETY.**

facility in Toomebridge allowing them to streamline the trailer production process and meet growing demand for their trailers in the domestic and international markets. They also opened a new sales centre in Sutton, where new trailer orders will be processed for their English customer base.

SDC have been serving the road transport and logistics industry since 1978 with an extensive range including curtainsiders, boxvan, platform, skeletal, drawbar and machine carrier trailers.

The manufacturer has four trailer production facilities in the UK and Ireland with additional locations for vehicle graphics, truck and trailer parts, trailer repair and second-hand sales strategically located to serve their customers nationwide.

## HANLON TRANSPORT



In Greenore, Co. Louth, Hanlon Transport have taken delivery of SDC's new Freespan curtainsiders for their general haulage services.

Featuring EN 12642 XL bodywork, BPW axles, haldex generation 3 braking, flush doors, full LED lighting, alloy wheels, a GRP toolbox

and GRP front dome to work in conjunction with side guard infills for improved aerodynamics.

The high spec is the perfect fit for Hanlon's national and international services, alongside their SDC skeletal trailers for container transport.

Demonstrations of SDC's Freespan curtainsider are available on request, contact sales on 028 7965 0765.



# WELL-ATTENDED INNOVATION DAY AT SCANIA'S HEADQUARTERS IN SWEDEN

At its recent Innovation Day in Sweden, the TRATON GROUP showcased a broad range of innovations, from new commercial vehicles to new ways of working together.

## "Innovation," says CEO

Andreas Renschler, "is a state of mind. Innovation means always striving to be better — to offer our customers and their customers added value."

In his speech, he touched on the multifaceted challenges the commercial vehicle industry faces, including in particular the significant transformation towards alternative drive systems and systems with reduced CO<sub>2</sub> emissions as well as the considerable fast pace at which consumerism and logistics is changing.

"When we started this journey four years ago, attempts at e-mobility in commercial vehicles were brushed aside as experiments. Today, we are already taking orders for electrically powered trucks and buses and are confident that over the next 10 to 15 years, every third truck and bus we deliver will have alternative drive systems, of which the majority will be purely electric." But to do that, the appropriate infrastructure is needed, and really on an international scale.

Harnessing synergies between the three brands MAN, Scania, and Volkswagen Caminhões e Ônibus collaboratively is key to TRATON's success. A great deal has been accomplished in just the four years since the Group was established.

"Sales and earnings have increased year after year. As of this year, we have been listed on the Frankfurt and Stockholm stock exchanges. And even though we are presented with challenges in the markets, and our industry is highly cyclical, our results so far speak for themselves," says Renschler.

In his keynote speech, TRATON COO Christian Levin spoke about leveraging the best from the three commercial vehicle brands for the Group.

Responsible for research and development, purchasing, strategic product planning, the management of strategic alliances, and the strategic production network, Levin is a driving force of synergies at TRATON: "Group-wide coordinated



research and development empowers us to achieve our mission of becoming a Global Champion. A common modular toolbox across all brands allows us to respond even faster, better, and more efficiently to customer needs," says Levin, who leads the TRATON GROUP's global operating activities with his team located in Sweden.

Levin also emphasised the key role realising the potential of digital systems plays in this effort. "The proportion of electronics and software experts in our development departments is rising considerably. We intend to invest over a billion euros in digitalisation over the next five years."

Within the TRATON GROUP, the brands' activities are clearly positioned: Scania is the innovation leader of sustainable transportation solutions and is working on many different alternatives to fossil fuels. As a full-range business partner, MAN is pursuing a broad strategy, offering products from light commercial vehicles to heavy-duty trucks. And VWCO specialises in offering tailored solutions with the best value for money, primarily for the Latin American and African markets.

## Key Drivers

For TRATON, as was made clear at the Innovation Day, innovation is not just about technical products, but is also more broadly defined as a state of mind.

Three key drivers have been identified for innovation:

Modularisation of components and products, Software and Systems as the byword for networking traditional and new technologies as well as business models, and People and Collaboration to serve as the foundation for collaboration across borders and brands.

There was a session dedicated to each of these drivers of innovation, where the three CEOs of the TRATON brands presented successful examples of the collaborative work in the Group.

## Modularisation

A few months prior to the launch of the new MAN truck generation, Joachim Drees, CEO of the Munich brand MAN Truck & Bus, explained the role modularisation has played in the development of MAN vehicles in the past. With the right design and a clever combination of a few parts, better variants are possible - and along with that a more tailored configuration for specific customer requirements.

Drees also spoke about other examples in the TRATON GROUP and described, together with Niklas Bruce, TRATON expert for modularisation, the newly developed modular toolbox, called Byggladan in Swedish, which covers the powertrain to the vehicle frame for the vehicles in the Group - inspired by the Swedish brand Scania's modular toolbox model. However, even with modularisation, the three brands will retain their clearly defined positioning.

Helmut Schweighofer, CEO of the

logistics group DB Schenker Europe, as session guest, emphasised how important it is for him and his customers to be able to meet the high demands placed on the truck fleets; he also underscored the added value of a customised configuration using modularisation concepts offered by manufacturers.

## Software and Systems

Scania CEO Henrik Henriksson described the far-reaching impact of digitalisation and networked systems on the transport industry. The heart of a modern commercial vehicle is digital. Control systems, services, and interconnecting vehicles and services enable the development of new innovative solutions that increase efficiency for customers.

"Already about a third of our engineers are software developers," Henriksson pointed out. He then proudly demonstrated Scania's new concept vehicle - an autonomous vehicle for use in mines - for the first time. Henriksson, together with Daniel Mohlin from the Swedish transport service provider Nobina from the Stockholm region, also presented the collaborative solution of an autonomous shuttle service in the area around Stockholm.

## People and Collaboration

Roberto Cortes stressed the fact that it's not enough to have the brightest minds in the industry under one's roof: "It is more important how well people collaborate," emphasised the CEO of the Brazilian truck brand Volkswagen Caminhões e Ônibus.

Collaboration at TRATON is a success factor at all levels: with customers, external partners, as well as within the TRATON GROUP. The CEO of the South American brand highlighted in particular the modular consortium at the plant in Brazil, where integrated production of commercial vehicles is operated jointly with partners and suppliers. The model is now being extended to the production of electric vehicles for the first time.



# SAF LAND BIG FISH JOB FROM BLACKS HAULAGE

Stuart Black specified SAF INTRADISC axles for the latest of their Fruehauf tipper trailers for heavy duty fish food delivery for some very compelling reasons. West Lothian-based Blacks Haulage, is the largest trout and fish food delivery firm in the UK and runs a growing fleet of tractors, trailers and rigids.

**Stuart, a director** of Blacks Haulage, explained; "For us it's all about load-carrying capacity and reliability. SAF INTRADISC is the lightest on the market but it's also the most rugged. It means we can fit axles that are more than up for the job without paying a weight penalty which would otherwise compromise the size of loads we regularly transport. Plus, they come with great warranties as standard."

He added, "We're very happy with the performance of the new trailers so far and we fully expect to be specifying more SAF-equipped trailers in the future as we expand our fleet."

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# John Martin

RHA Policy Manager for Northern Ireland.



# THE APPRENTICESHIPS LEVY - HOW IT APPLIES WITHIN NI

There appears to have been considerable confusion within Northern Ireland surrounding the introduction of the Apprenticeship Levy in 2017 and how it was implemented within the province. Given the confusion the RHA has undertaken considerable research and held numerous meetings with various stakeholders and have taken the lead to ensure the transport and logistics sector have a basic understanding of how the apprenticeship scheme applies within NI.

**The Apprenticeship Levy** is a Tax collected by central Government through HMRC to provide funding for approved apprenticeship schemes. The levy is collected from all employers who have a wage bill in excess of £3 million. Within Northern Ireland the ApprenticeshipNI scheme is administered by the Department for the Economy via Skills to Succeed and the ApprenticeshipsNI programme.

Digital accounts do not apply in NI and anyone wishing to utilise support for apprenticeship training must satisfy the eligibility criteria upon application through the relevant training provider. The funding provided by Government for apprenticeship training within NI forms part of the block grant and its allocation is based around the Barnett Formula for funding provided to the devolved administrations. No data is available on how much Northern Ireland Businesses have paid via the Apprenticeship Levy or how much has been utilised for apprenticeship training.

## Key courses

There are a wide range of apprenticeships available (<https://www.nibusinessinfo.co.uk/content/apprenticeships-employers>). However, for the purposes of this guidance we will focus on level 2 & 3 for drivers of goods vehicles and traffic office operatives. The apprenticeships for drivers of goods vehicles covers motorcycle couriers, van drivers, rigid vehicles (Category C licence) and Articulated/drawbar combinations (Category C + E licence). Subject to the qualification/s held by the apprentice they may be exempt from certain elements of the training.

There are several different pathways (Examining bodies) for qualification and training providers within the region. [https://www.online.economy-ni.gov.uk/Training\\_Apprenticeships\\_Ext/Home.aspx#](https://www.online.economy-ni.gov.uk/Training_Apprenticeships_Ext/Home.aspx#)

The apprenticeships framework has two levels of qualification – level 2 and level 3 for each type of vehicle within scope of the scheme.

- Level 2 – Is primarily for apprentices who wish to be drivers only.
- Level 3 – Includes the driver element but has content for drivers with additional responsibilities including supervision and who may aspire to supervisory or management roles.

**What course is appropriate?** To obtain the requisite qualification at level 2 the apprentice must achieve the required competence and knowledge for the vehicle required. It's unlikely an apprentice would be accepted as a level 3 entry without being able to satisfy the training provider they have achieved at least a level 2 or equivalent qualification. It's also unlikely any training provider would run back to back apprenticeship courses for an apprentice who aspires to a category C + E (articulated/drawbar vehicles) but needs to successfully complete a category C (rigid vehicle) apprenticeship course first.

## Eligibility criteria (General)

The apprentice must be aged 16 or over for Level 2 and Level 3 apprenticeships although some additional restrictions apply to persons over 25; must be employed 50% + of their time in Northern Ireland; must be based in Northern Ireland and completing their directed training in Northern Ireland with an approved local Training Contractor, following an ApprenticeshipsNI framework.

There is no application or allowance to employers in Northern Ireland from the Apprenticeship Levy, the ApprenticeshipsNI programme is the only option.

Apprentices must be employed on a permanent basis, with a minimum of 21 hrs per week and earn at least £3.90 per hour. They can be new or current employees.

## Goods Vehicles

Obviously due to minimum age requirements for HGV Category C or C + E licence holders, driver training is restricted for people aged over 18 years. They combine working with

studying to gain skills and knowledge in a specific job. For Traffic Office Operatives, the eligibility criteria is as set out above.

**Am I eligible as an employer?** The apprenticeship scheme is open to any employer and they don't have to be a contributor under the £3 million wage bill criteria.

**How much money does it cost me as an employer of an apprentice?** The Department for the Economy funds the directed training delivery costs and there are employer incentives which may be payable depending on successful completion of levels 2 and 3, this is the only payment the employer receives. The financial incentives are not fixed, however they are currently £500 for successful completion of each level of the driving goods vehicle apprenticeship

The apprentice must cover the cost of obtaining the appropriate provisional licence and the associated medical costs, etc.

The employer must offer permanent remunerative employment for the apprentice from day one, i.e. a minimum of 21 contracted hours per week with one employer which includes day release / off-the-job training (directed training must be paid as part of the apprentice's contracted hours).

Some of the training providers cover the cost of the theory Mod 4 practical test and practical driving test costs.

## Training Duration

The 'off the job' directed training for driving a goods vehicle lasts a minimum of 2 weeks, however it is subject to the aptitude and progress of the apprentice undergoing the training. The training provided by the training provider may need to be supplemented by additional training by the employer subject to the specific needs of the business. The cost of any additional training not covered by the framework is not covered by the Department unless there is another specific approved training framework for that aspect of the job.



# Northern Irish haulier Bewlake Lift and Haul Ltd eyes FORS Gold

Despite being a new business, Bewlake Lift and Haul Ltd decided to build FORS into its company fabric from the very beginning and the small operator is already reaping the benefits.

**Bewlake Lift and Haul** is a specialist crane-mounted haulier based in Ballycastle, Co Antrim. The business began trading in June 2019, yet from the outset owner-driver Mike Blake chose FORS accreditation to give his business a competitive edge.

Mike, who grew up around trucks in his father's haulage company, said building his own business around FORS accreditation from the very start has meant he can offer customers more. "I knew I wanted the business to have a specialist offering but was also aware that we needed FORS in order to show contractors that despite our small size, we operate to high safety and efficiency standards.

"We have won work from

GAP-Group Ltd among others, purely on the back of our FORS accreditation. Contractors need

to ensure specialist work can be completed to a high standard, and our FORS accreditation proves



Mike Lake of Bewlake Lift and Haul Ltd, with his father and former haulier Roy Lake.

we have such capabilities, even though we are a small business."

The Bewlake Lift and Haul crane-mounted HGV includes enhanced vehicle safety equipment with blind spot cameras. From FORS' point of view, this safety equipment is only a requirement for operators with HGVs at FORS Silver level, so is over and above what was required of the company for its current FORS Bronze status.

For Mike Blake, FORS progression is part of his long term goal for the business, aiming to move to Silver as soon as possible, which FORS Bronze members can do after just 45 days at Bronze: "More and more contracts are specifying FORS at Silver level, certainly for work in and around London, so it makes sense to ensure we can reach that level, and even higher – we have our eyes firmly on FORS Gold."

Peter Morrow, FORS Manager, Northern Ireland, said it is a common misconception that FORS is not for smaller operators. "Some operators believe FORS is only for larger businesses, yet the majority of fleets run and managed by our 5,000 FORS members comprise fewer than 10 vehicles."

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# PARTS AND SERVICE PROVIDERS NEED TO BE CHOSEN WITH CARE

It's only when things go wrong that you realise the wisdom of having a good parts and service provider on hand.

**Buying a truck,** trailer or van represents only a quarter of the deal; three quarters is parts and service. If you don't have that, you could be putting your fleet and your business at risk. Breakdowns lead to downtime, and downtime can be potentially costly for any operator, especially in the transport & logistics industry; minimising that risk is essential, so day to day service and back up is critical in avoiding unnecessary disruption to your working week. That's why you need to choose your parts and service provider with care. A good service provider will have invested in technology, in delivery networks and in human resources; they will have the very best

technicians at their disposal to guarantee both dependability and reliability. And with Brexit just around the corner, parts availability may become an issue, so you will need to ensure your service provider carries good stocks and has ready access to parts come what may. An unavailable part can result in costly and unnecessary downtime. A good service provider will also employ knowledgeable and fully trained counter staff and workshop technicians. They will always put the customer first. Over the next few pages, Export & Freight hears from some of those playing a major part in helping you keep your vehicles on the road...



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If not stocked, RK Trucks can have them delivered next day from MAN's central UK warehouse which boasts more than 200,000 parts at any given time.

MAN parts are tested to the highest standards to ensure optimal performance and are the perfect fit for your truck.

"We have a 2 year warranty on any genuine MAN part which fails within 24 months that has been fitted in one of our workshops. Not only will we replace it, but we will also fit the replacement free of charge."

All service work is carried out by MAN qualified technicians, who are continuously trained to keep



up with the latest technological developments, in RK Trucks fully equipped workshops with Mancats diagnostic systems and full range of specialist tools.

"Our workshops offer full tachograph and speed limiter calibration, PSV preparation including electronic brake testing.

We are also on call 24/7 via MAN's mobile 24 hour call out service for both parts and service."

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up time for your vehicle.

In addition to the standard warranty on MAN trucks all Euro 6 products are covered by MAN Warranty Xtra for the first three years.

RK Trucks can also provide extended warranty for the 4th and 5th year driveline. MAN 8x4 chassis have 4 year warranty as standard.

MAN Repair & Maintenance contracts spread the cost over the contract period, with offerings of 2 levels of contract plus a "pay as you go" comfort managed contract.

Vehicles serviced and maintained at RK Trucks workshop will be guaranteed maintenance support via their Electronic Workshop. All maintenance records and data are stored.

These records are password protected and only accessible by the operator. This system has been approved by VOSA and meets all their operator/vehicle inspection requirements to help keep you compliant.



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

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# TBF Thompson DAF Helps You Cut Costs While MAXimising Your Fleet's Potential

Keeping trucks on the road is an expensive business, so when an offer to save on the costs of running a fleet, or a single truck, comes along, it has to be good news. Enter DAF's MAX Card, available here from your local dealer TBF Thompson DAF who have depots at Mallusk, Garvagh and Portadown.

The MAX Card is free and offers you a huge number of benefits. As a cardholder you will be entitled to special offers and discounts on DAF and TRP parts. These offers are exclusive – and you are always among the first to be notified of new products, market developments and DAF services.

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

Currently available are no less than 16 MAX Vouchers to give you even better value when you buy both DAF and all-make TRP parts.

The current vouchers allowing you to benefit from DAF Genuine parts at competitive prices are valid until the end of November – but the even better news is that a new batch of vouchers, valid from December to March 2020, will soon be released.

Also available is a number of vouchers for trailer applications and any all-make trucks you may operate.

But there's more: customers can now register for a MAX Premier loyalty card. The more you buy from the TRP range the more points you get. These can be redeemed for goods or can be credited to your account.

Comments TBF Thompson DAF parts manager Wesley Thompson: "With this current offer, the MAX Card qualifies each registered vehicle in the fleet to each receive 16 vouchers, so that is a significant benefit that can result in some great savings."

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



In fact, TRP is the largest all makes truck, trailer and workshop consumables range in the UK – offering tens of thousands of parts, which includes steering and suspension, lighting, braking, batteries, and electrical, as well as high quality heavy-duty engine oils, gear and axle oils, transmission fluids, coolants and greases; many of which are available in bulk.

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

## Availability

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

In the unlikely event any part is out of stock, DAF's overnight delivery service will ensure

parts ordered by 6.00pm weekdays will be delivered to TBF Thompson DAF by 8.30am the following morning. Any parts that are ordered by 12noon on Saturdays will be delivered by 12noon the following Monday.

## DAFaId

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

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

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





# NEW MAX VOUCHERS FOR MAXIMUM DISCOUNTS

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## MAX VOUCHER

DAF Genuine  
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## MAX VOUCHER

DAF Genuine  
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## MAX VOUCHER

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Road Springs



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## MAX VOUCHER

DAF Genuine  
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(Pair)



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## MAX VOUCHER

DAF Genuine Filter  
Service Kits



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## MAX VOUCHER

TRP All Makes  
Multi V Belts



£2

DISCOUNT

## MAX VOUCHER

TRP All Makes  
Brake Discs  
(Pair)



£5

DISCOUNT

## MAX VOUCHER

TRP All Makes  
New Starters



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DISCOUNT

## MAX VOUCHER

TRP All Makes  
New Alternators



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DISCOUNT

## MAX VOUCHER

TRP All Makes  
Brake Pads



£2.50

DISCOUNT

## MAX VOUCHER

TRP Trailer Brake  
Shoes (Pair)



£2

DISCOUNT

## MAX VOUCHER

TRP Trailer  
Air Bags



£2.50

DISCOUNT

## MAX VOUCHER

DAF Exchange  
Alternators



£30

DISCOUNT

## MAX VOUCHER

TRP Trailer  
Brake Discs  
(Pair)



£5

DISCOUNT

## MAX VOUCHER

TRP Trailer  
Brake Pads



£2.50

DISCOUNT



## Granco: Working to Keep Your Fleet On the Road

Granco Trucks Ltd has been servicing the transport industry for over 35 years. It has always based its goals on meeting its customer's needs, while trying to create a convenient one stop shop to cater for the industry's high demands.

**Based in Newry** city just off the main A1 motorway between Belfast and Dublin, Granco caters for the needs of businesses throughout Northern and Southern Ireland.

Committed to providing customers high levels of service and operating standards, the vastly experienced team at Granco offers computer diagnostics, workshop repairs, tachograph solutions, and truck and trailer components for all leading vehicle manufactures.

With after sales support vans always on the road, 24-hour vehicle call out assistance and 24 hour Recovery Assistance, Granco carry a comprehensive stock of parts for most commercial vehicle ranges, meaning availability is never a problem. In the event that a particular part is not in stock, it can be quickly sourced and delivered to the customer. Granco's workshop facilities include the latest computerised testing equipment identical

to that used in DoE test centres. Specialist services include fleet service management, Tachograph Centre, Vehicle recovery, accident damage repairs, computerised roller brake testing, laser wheel alignment, brake shoe relining and engine and gearbox rebuilds.

It also carries parts, accessories, lubricants and trailer spares for most commercial vehicles.

Comments Service Manager Aaron Grant: "The team here at Granco are continually working to maintain and exceed the highest of standards, so customers can be confident that they will always receive the best possible service and support.

"Over the years, we try to make improvements in the way the workshop is run, demonstrating that we are actively promoting better customer care and support and striving to keep downtime to an absolute minimum, while also improving vehicle pass rates. This was highlighted in 2018 as we had 100% test pass rate for all our Scania contracted vehicles and currently have 100% pass rate for 2019!"

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# DAF Components unveils new, efficient and quiet rear axle

Boasting 2% lower fuel consumption thanks to minimised internal friction and a high-speed total reduction, an unmatched low kerb weight and an extremely long service interval, with the highest durability and greatest passenger comfort that DAF Components has offered to date: the new, driven rear axle for coaches and buses is raising the bar in just about every way.

**DAF Components have** also unveiled the new Euro 3 and Euro 5 PACCAR engines, which run up to 12% more efficiently than their predecessors.

Just like the completely new range of engines, the new rear axle – with a total gear reduction of 2.05 – fits seamlessly into DAF Components' down-speeding philosophy: maximum performance at unprecedented lowest rpms ever, which minimises fuel consumption and reduces noise for maximum passenger comfort. The new rear axle allows fuel consumption

to be reduced by approximately 2%. This is partly due to the newly developed crown wheel and pinion set, which ensures that as little energy as possible is lost to friction.

The axle also sets a new standard for weight reduction, without sacrificing robustness. The new axle of DAF Components is up to 70 kg lighter than any other driven rear axles for coaches and buses. An additional bonus is that the oil in the axle body only needs to be changed once every 540,000 kilometres, leading to even greater levels of uptime for the coach or bus.



Meanwhile, the range of newly developed Euro 3 and Euro 5 PACCAR engines for coaches and buses is up to 12% more efficient than the engines it is replacing and is based on the equally reliable and efficient Euro 6 powertrain launched in 2017.

The power sources are unparalleled in their efficiency and quiet operation, and boast an excellent output at incredibly low rpms, reaching maximum torque at speeds as low as 900 revolutions per minute. This allows for cruising speed to be achieved at just over 1,000 rpm, increasing comfort inside the vehicle.

## Claims that TRU Now Using Deputy Traffic Commissioners from GB

**It's alleged the Transport Regulation Unit (NI) is using Deputy Traffic Commissioners from GB as officials of the Department to undertake several detention hearings in Belfast.**

**It is alleged** several vehicles were impounded by the Department's DVA Enforcement Unit where the users of the vehicles did not have an operator's licence to carry goods.

Comments RHA (NI) Policy Manager John Martin: "Whilst the detail of these cases are unknown it sends a strong message to anyone who currently operates a goods vehicle over 3500kg gross

vehicle weight to carry goods on a road in connection with a trade or business or for hire or reward that they risk losing their vehicles/s if found to be operating without a goods vehicle operator's licence.

"If this is correct it's a significant development that will have an impact on any operator awaiting a Public Inquiry or Preliminary hearing.

"I'm aware there is a significant backlog of Public Inquiries, Preliminary Hearings and Hearings In Chambers and the Department may consider extending the scope or remit of these people to presiding over other Inquiries or Hearings to clear the backlog so all operators and transport managers should ensure they are aware of and fully comply with their responsibilities.

"Anyone who wishes to obtain advice on goods vehicle operator licensing and regulatory compliance can obtain all the expert advice they need by joining the RHA."

## RHA Welcomes TRU's Guidance on Operator Licensing

The RHA (NI) Policy Manager John Martin has welcomed the Transport Regulation Unit's (NI) publication of its guidance documents on Goods Vehicle Operator Licensing, however there is concern that the industry wasn't consulted or notified of this development in advance.

**Comments John, who** worked with the Transport Regulation Unit before taking on his role at the RHA: "Prior to leaving the TRU I drafted the documents which were framed around the Senior Traffic Commissioners Statutory Practice Documents. It was assumed these documents would have been issued to the sector for consultation as they introduced completely new guidance and instructions on how the Unit intended to apply legislative provisions to both new applications and on regulatory matters.

"The documents have some subtle changes since I initially drafted them, however they remain largely the same. I would suggest these are an essential read for anyone who engages with the TRU either during an application for a goods vehicle operator's licence or if subject to regulatory action."

The documents appeared on the Departments website <https://www.infrastructure-ni.gov.uk/articles/goods-vehicle-licensing-practice-guidance-documents> on the 1st October 2019 and are designed to provide advice and

guidance to applicants for a goods vehicle operator's licence or for operators who are subject to regulatory action by the Department through its statutory functions undertaken by the Transport Regulation Unit (TRU).

The Practice Guidance documents are intended to provide greater transparency on the way the TRU undertakes its statutory responsibilities on goods vehicle operator licensing both at the application stages and during the currency of an operator's licence.

The publications also act as a framework or guide for staff involved in managing the function both within the licensing process office in Leeds and in the head office in Belfast who have overall responsibility for the scheme and regulatory matters.

"The documents are a must read for all applicants for a goods vehicle operator's licence, all licensed operator's, transport managers, staff working for the Department on goods vehicle operator licensing, solicitors or transport consultants or other interested parties."

# ROBERT GROZDANOVSKI



## VOLVO UK & IRELAND MANAGING DIRECTOR

It's been almost a year since Robert Grozdanovski took up his new role as Managing Director of Volvo Trucks UK & Ireland. Export & Freight's Helen Beggs recently caught up with him to find out how he has been developing the business.

**Married with two** grown up daughters, Robert was born in Gothenburg, Sweden and graduated with a degree in Master of Science, Engineering. He began his Volvo career in 1997 with Volvo Bus but has since held various managerial positions in senior management roles within the Central and Eastern European region of Volvo Trucks.

More latterly, Robert was General Manager of Volvo Group Trucks in the Czech Republic until 2015, before taking up the role as Vice President of Volvo Group Trucks Central East Europe with responsibility for both the Volvo and Renault truck brands, where he had a

major role in the expansion and development of the retail network and business growth, prior to coming to the UK and Ireland.

Taking up his new position in the UK on January 1st 2019, and now based at Volvo Group UK & Ireland's headquarters in Warwick, he couldn't have arrived in the UK at a more challenging time, with the complexities of Brexit dominating the headlines and impacting on businesses, not least manufacturers, up and down the country.

His main objective throughout the past year has been to develop and grow Volvo Truck's presence in both the UK and Irish markets, so how has

that been progressing, especially since the Volvo and Renault Trucks brands have now demerged?

"It is good to focus on a single brand," he says, "and my aim is to grow Volvo's market share. Of course, our customer base here is obviously slightly different from what I have experienced outside the UK and Ireland, as is their operational approach compared to a typical Eastern European haulier, but their needs are very similar."

As to Volvo Trucks dealership network, which includes Dennison Commercials in Northern Ireland, Robert is very complimentary and full of praise.





**LOOKING AHEAD, VOLVO TRUCKS WILL BE LAUNCHING ITS NEW ELECTRIC FL AND FE MODELS IN THE EARLY PART OF NEXT YEAR. THEY HAVE BEEN DEVELOPED FOR DISTRIBUTION, REFUSE HANDLING AND OTHER URBAN TRANSPORT APPLICATIONS.**



"The dealerships in the north and south of Ireland work very well together; they respect each other's territory and customer base. Dennison Commercials, for example, is one of the very best dealerships across our entire network in the UK and probably throughout Europe. Their team there is fully focused and dedicated to providing the highest level of service and support."

Robert officially opened their new depot recently in Coleraine, and he commented: "I was proud to be associated with one of our most established dealers who will be celebrating 50 years with Volvo in 2020."

#### Market Performance

Next, we asked him about how the market was performing locally and across the UK, especially against the backdrop of Brexit uncertainties.

"We are more or less maintaining our position year on year as regards market share. Currently, the market is extremely strong, partly due to customers who are securing new trucks now ahead of any challenges, including the introduction of tariffs, that may arise when the UK finally leaves the European Union.

"Next year, however, we expect to see a slowdown, maybe in the region of 5%, even 10%. It is so hard to predict. The whole process of Brexit and the Irish backstop issue has been so complex. Like many people, I am not sure anymore. Let's wait to see what happens. Time will tell."

#### Fuel Efficiency

Moving to more positive territory, we ask about the initial response and reaction to

Volvo Trucks' recent launch of its new D13TC engine with its long-haul fuel package, I-Save. Road tests in Sweden recently compared the performance of a Volvo FH with the new state-of-the-art engine and I-Save against a similar truck without it. Results were impressive.



The new engine in the 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.

"While it is early days, initial performance on practical and comprehensive road tests here in the UK -from our headquarters in Warwick to Cornwall and back - have also been excellent, with up to three, four and five percent reduction on an already fuel-efficient Step D engine, which sounds incredible, but it is true.

"We have a number of customers anxious to be among the first to get their hands on I-Save to put it to the test in their own fleets," says Robert, "and we are confident they will see a big difference, having experienced it for ourselves. The savings were fantastic."

#### Electric Trucks

Looking ahead, Volvo Trucks will be launching its new electric FL and FE models in the early part of next year. They have been developed for distribution, refuse handling and other urban transport applications. The Volvo FL Electric has capacity for a GVW (gross vehicle weight) of 16 tonnes, while the Volvo FE Electric has capacity for a GVW of 26 tonnes.

The first off the production lines are already on trial with selected customers, with drivers reported to be particularly impressed with the responsive driveline, delivering fast and seamless acceleration, and the low noise levels.

"The electric trucks haven't been priced yet, but the cost will likely be very high initially, so I don't think there will be a big demand for them in the short term. However, a lot of developing work is being done on battery technology and by 2024 we think the electric FL will become a big part of our product offering," says Robert.

# HENDERSON GROUP FIT MANTIS VEHICLE CAMERAS TO MAXIMISE SAFETY & CUT INSURANCE COSTS

Henderson Wholesale & Food Service have rolled out the MANTIS live vehicle CCTV system across their fleet of over 100 vehicles & trailers after approaching Belfast based fleet technology experts Simplicity Group to help them maximise driver safety and mitigate their insurance risk on non-fault accidents.

**Henderson Group's vehicles** are in use up to 20 hours per day from early morning to late at night servicing customers in Ireland's challenging weather conditions, and many of the vehicles are very large which can be difficult when manoeuvring across their sites, so having maximum vision is essential for drivers to avoid own fault accidents.

While Henderson's have some of the most experienced and safest drivers in the industry, all too often a large vehicle is blamed for an incident when not at fault; the impact on insurance can be substantial. Their previous camera system did not alert the business when a camera was damaged or not working, so they

only realised there was a problem when footage was not available after an incident.

As the company deliver to sensitive locations such as schools and prisons they also wanted the ability to automatically de-activate cameras on entering these sites.

"What we needed was a reliable, robust vehicle recording management system with high resolution quality which meets our specific functional requirements. By choosing the Simplicity Group's solution we have found a product that we can rely on. The system has already surpassed our expectations and a return in investing in the solution is evident," comments Henderson Group's Alan Abraham.







Harry Girvan, Managing Director, Simplicity Group and Alan Abraham, Head of Department HWL Logistics, Henderson Group.

The MANTIS live 6 camera system featuring forward, side, reverse and refrigerated unit cameras has now been installed in all the company's vehicles.

The Night Vision side and reverse cameras are intelligently activated via reverse gear and indicators which are viewed full screen on the driver's in-cab monitor. Special heated cameras are installed in the fridge compartments.

The MANTIS live DVR is equipped with a 4G multi-network SIM to guarantee vehicles can be viewed live at all times.

#### Other benefits

- MANTIS evidence centre with built-in crash detection automatically uploads footage to the cloud and the MANTIS live Smart Phone App so footage is available even when the ignition is switched off.
- Video Loss alarm notifies Henderson's when a camera is not working or has been damaged; the company then notify Simplicity Group to replace the camera, ensuring the system is operational at all times.
- MANTIS backup memory mirrors the main hard-drive so that footage is always available even in the unlikely event of hard drive failure.

- MANTIS care is a managed service to support Henderson's in gaining footage in the event of an incident.
- MANTIS geofence automatically de-activates/ re-activates cameras upon entrance/ exit to sensitive sites

#### Focus on Quality

Comments Harry Girvan, Managing Director of Simplicity Group: "The MANTIS solution was perfect for Henderson's needs as it has some very unique features with a real focus on quality. Unlike traditional Vehicle CCTV solutions, the MANTIS evidence centre allows Henderson's to be pro-active about driver behaviour and incident management giving them peace of mind."

So, what do the drivers think of MANTIS? "Whilst out on the road the vehicle camera system gives them confidence in driving and ensures good all-around visibility. Mantis is a good source of protection for our drivers and for others around them," says Alan Abraham. He adds: "Health and Safety remains a huge concern for our business, so we have invested heavily over the years in ensuring that we have the most up to date equipment for our people in support of this."

"We have seen a huge difference since we have installed MANTIS which gives us the ability to automatically download vehicle CCTV footage remotely."

It has had an extremely positive impact on ascertaining the facts surrounding accidents and enables our insurers to work much more efficiently on our behalf."

#### Support

Alan has also been full of praise for the support the company gets from the Simplicity Group. "They provide us with a reliable professional service that we can depend on. The team are extremely customer focused and always go above and beyond. Our relationship with Simplicity Group has continued to develop and we look forward to many more years of working together."

And adds Harry Girvan: "Henderson Group are leading the way in driver and vehicle safety and it has been a great honour to assist them in reaching their objectives around safety and risk with the use of the MANTIS technology."

"We will continue to support them through their ambitious growth plans over the next five years and beyond."



Telephone: +44 (0)330 058 4214

Email: [info@mantislive.com](mailto:info@mantislive.com)

Website: [www.mantislive.com](http://www.mantislive.com)



# A STEP FORWARD IN THE FIGHT AGAINST TIRED DRIVERS

Earlier this year, we saw the biggest change in tachograph regulation in more than 12 years: the mandatory introduction of smart tachographs in all new vehicles. Developed to foster greater compliance with the drivers' hours rules and reduce administrative burden, the updated models have a host of new features, including increased security and satellite positioning data. In this column, I will share an overview of the new devices and reflect on how smoothly the transition process has been for drivers, operators, manufacturers and workshop staff alike.

**In my view,** smart tachographs herald a new era in the fight against businesses turning a blind eye to lorry drivers operating vehicles while fatigued. Enforcement agencies across Europe face a constant battle against those who would try to compete unfairly by driving beyond the legal maximum hours. The smart tachographs are designed to ensure drivers are complying with drivers' hours rules by making it very difficult for individuals to tamper with the devices.

The most important feature of the new tachograph is the introduction of satellite positioning data. The device takes a Global Navigational Satellite System (also known as GPS) reading at start and end of duty and every three hours of accumulated driving. This will expand the enforcement role of tachographs to establishment rules, such as cabotage, in addition to monitoring compliance with the drivers' hours rules. Other security features include a new Intelligent Transport Systems (ITS) interface; sealing requirements; and Dedicated Short Range Communications (DSRC).

I think the transition process from the old model to the new has been relatively smooth. Our members have not reported any problems



with the devices themselves, telling us they are reliable and effective. And I think many drivers will not even notice the change; the new models look identical to their predecessors and drivers do not need to replace their tachograph cards. But while the transition process on the whole has been painless, there have been some notable bumps in the road.

Firstly, many original equipment manufacturers (OEMs) struggled to meet the implementation date – 15 June 2019 – due to a delay in the new system coming to market. Secondly, many operators who ordered vehicles with complex builds during the period between availability and mandatory fitment faced serious setbacks. Tachographs are fitted in the same stage

as the chassis is built, but this stage in a vehicle's construction can take place several months before a vehicle is registered.

## Cost Concerns

Our members have also found the cost of retrofitting vehicles to be prohibitive and the supply-side has faced notable challenges in sourcing the fitments. While other EU member states have found solutions to these problems, I am disappointed the Department for Transport (DfT) has not found a similar workaround for UK operators. It is worth noting here that while there is no requirement to retrofit the devices into older vehicles in the UK, all vehicles crossing international borders must have a smart tachograph by

June 2034 – whether retrofitted or as part of a new vehicle.

Finally, the first batch of workshop cards issued by the Driver and Vehicle Licensing Agency (DVLA) did not work, but this was rectified quickly and efficiently; I hope the agency learned its lesson and improved the process for the driver card roll out.

While I believe smart tachographs are an important step forward in the fight against drivers operating vehicles when tired, I do refute claims previously made by the European Commission that they will deliver businesses huge savings. In 2014, when the legislation was made, the European Commission claimed the smart tachographs will save logistics businesses a total of EUR 500 million through increased efficiencies; this simply is not true. For those working under drivers' hours rules but do not leave the UK, the new devices will save them one button press a day, which does not translate into the massive savings claimed.

While our members have reported some bumps in the road, the introduction of the new devices has, on the whole, been a relatively smooth process for operators, drivers, manufacturers and workshop staff alike.



# Dublin's Toga Freight Services Signs Exclusive Deal

Toga Freight Services Ltd, the long-established International Freight Forwarders based in Dublin, have announced a major deal with German Logistics company Loxx Logistics GmbH.

**The exclusive collaboration** between Loxx and Toga will see the Irish firm's "groupage" collections from across Germany, Eastern Europe, Russia and many other areas being collected locally by the Loxx partner network and "trunked" to the Gelsenkirchen hub on a daily basis.

From there, this cargo is consolidated with all other Ireland-bound goods from the wider Loxx Group and partner network and shipped directly to the Toga Distribution Centre in Dublin, avoiding the UK. The goods are then distributed in Ireland via Toga's own Irish delivery partner network which comprises 15 satellite depots and over 300 trucks and vans.

Martin Gately, Founder and Managing Director of the Toga Group, commented: "The chaos surrounding Brexit has opened the door for us to explore numerous opportunities both inside and outside the UK. We have spent a lot of time recently advising our UK clients regarding Brexit and the future for UK to EU trade, but we have also been approached by numerous companies from Europe who are trying to avoid the UK in their supply chains. Whilst Brexit is causing huge uncertainty and concern to many companies, we are proud to have provided logistics solutions to some and operational guidance to many others."

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## Overweight, Tachograph & HGV Levy Offences

A Republic of Ireland haulage driver has been convicted at Omagh Magistrates' Court and fined a total of £1,800 plus a £15 levy on a series of offences.

**It is after** DVA Enforcement Officers stopped a 2 x 3 axle Volvo articulated goods vehicle in the Omagh area and directed the driver to take the vehicle to the DVA Test Centre in Omagh.

The vehicle was weighed and found to be overloaded on the 2nd axle by 680kgs (5.9%), overloaded on axles 3, 4, and 5 by 1,180kgs (4.9%) and an overload on the gross train weight by 3,760kgs (9.4%).

The vehicle was overloaded to such an extent that it posed a danger or risk of injury to other road users requiring a Prohibition Notice to be issued, instructing the driver to take the vehicle directly to the operator's premises to reduce the load.

An analysis of the driver's tachograph records identified several infringements including failing to take the required daily rest on 4 occasions, exceeding the daily driving period on 1 occasion, and use or attempted use of a driver card on which the driver was not identified as the holder on 3 occasions. 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, 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.

## £1000 Fine for Being Overweight

A haulage driver from Belfast has been convicted and fined a total of £1,000 plus a £15 levy at Belfast Magistrates' Court. In addition 3 penalty points was added to his driving licence.

**The conviction arose** when DVA Enforcement Officers stopped a 2 axle light goods vehicle in the Belfast area and directed the driver to take the vehicle to the DVA weighbridge at Garmoyle Street, Belfast.

The vehicle was weighed and found to be overweight on the 2nd axle by 1,229kgs (51%) and overweight on the gross vehicle weight by 1,902kgs (54%).

The vehicle was overloaded to such an extent that it posed a danger or risk of injury to other road users requiring a Prohibition Notice to be issued, instructing the driver to adjust the weight of the vehicle on site by off-loading before the vehicle would be allowed onto the public highway. The driver was cautioned and interviewed.

## Driver Failed to Provide CPC

A Republic of Ireland haulage driver was convicted at Ballymena Magistrates' Court and fined a total of £500 plus a £15 levy after DVA Enforcement Officers examined a 2 axle Scania articulated goods vehicle in the Belfast area.

**The driver subsequently** failed to provide evidence of a Certificate of Professional Competence qualification. 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.

## Fined for Tachograph Offences

A County Londonderry haulage driver was convicted at Ballymena Magistrates' court and fined a total of £750 plus a £15 offender levy.

**The conviction arose** when DVA Enforcement Officers examined a 3 axle Volvo articulated lorry in the Larne area.

During an examination of the driver's digital tachograph card it was noted that the driver failed to take the required daily rest on 3 occasions. The driver was cautioned and interviewed.

## Irish Driver Convicted at Omagh Court

A Republic of Ireland haulage driver was convicted at Omagh Magistrates' Court and fined a total of £885 plus a £15 levy on a number of offences.

**He was charged** after DVA Enforcement Officers examined a 2 axle articulated goods vehicle in the Ballygawley area. An analysis of the driver's tachograph records identified two infringements pertaining to failing to take the required daily rest and exceeding the daily driving period.

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, 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.



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# Volvo FH helps Launch New Business at Bewlake Lift and Haul Limited

County Antrim based, Bewlake Lift and Haul Ltd is a new-start business, recently founded by its Managing Director, Mike Blake. A crane-equipped Volvo FH tractor unit coupled to an SDC trailer has launched the company's operations.

**Bewlake Lift and Haul Ltd** purchased the Volvo FH with a three year Volvo Service Contract, which will be carried out by Dennison Commercial's Coleraine dealerpoint. The 6x4 tractor unit features Volvo's Tandem Axle lift and is plated for STGO operations up to 65 tonnes. Powered by a Volvo D13K engine with a power output of 540hp, the FH was ordered with a Globetrotter Cab and a high specification interior that includes full leather trim.

The FH has been fitted with a Hiab 858 Hi-Pro EP6 truck mounted crane that can lift 22 tonnes at 3 metres and 4.1 tonnes at 16.3 metres. "At present this Hiab is possibly the largest in Northern Ireland and I decided on

the FH chassis as I think Volvo builds the best truck on the road," reports Mike Blake.

The FH hauls a brand new SDC extendable platform trailer that can stretch from 33 to 54 feet. The outfit permits Bewlake Lift and Haul to offer a combined crane and heavy transport solution, with both high safety standards and maximum operational flexibility to customers, through a single vehicle solution.

Mike also rates Volvo's Dynafleet fleet management system highly. "The Dynafleet app is a phenomenal telematics tool for a small business. I can measure so much data. This will help with managing costs and identifying potential savings," he adds. Mike is the Blake family's third generation to be involved in the

road transport industry; as his Dad, Roy drove and then owned trucks over a period of 50 years, whilst his Grandfather operated commercial vehicles prior to the Second World War.

The Volvo / SDC combination impressed several existing and potential customers during its first few weeks in operation. The FH cab is also liveried with eye-catching graphics from Ecosse Signs. "The Globetrotter Cab has already proved comfortable for multiple nights out and generally the FH is second to none, I'm extremely happy with it. I'm starting out in business on a very strong footing. The time spent researching such a comprehensive vehicle was well worth it," says Mike.



Managing Director, Mike Blake right, and his Dad, Roy at the launch.

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# TTS ON TARGET FOR APPRENTICE RECRUITMENT

Transport Training Services has welcomed its first 2019/20 intake of apprentices to its purpose-built training centre at Nutts Corner.

**Around 75 apprentices** have already been recruited and placed with a range car and commercial vehicle employers across Northern Ireland, in apprenticeship roles including light and heavy vehicle technician, aftersales and body repair and paint.

Commercial vehicle/passenger transport driving apprentices start at any time of year and TTS is set to launch a tyre technician apprenticeship, in collaboration with the National Tyre Distributors Association, and a Traffic Office apprenticeship with the Road Haulage Association.

Included in this year's intake are three female apprentices – two technician apprentices and one in an aftersales advisor apprenticeship.

All TTS apprentices have attended TTS in early September for induction, course registration and preparation for employment.

With the weekly 'block' pattern of training that TTS delivers it is possible for apprentices to start at any time of year. Most will have started in the autumn but TTS will endeavour to facilitate the needs of employers and young people throughout the year.

Because of the success of this year's recruitment campaign, technical training provision at TTS has been expanded with the employment of an additional trainer, John Walsh. This brings the total number of TTS trainers to six full time and seven associates.

TTS's 2019/20 apprentice employers are split almost 50:50 between the main car and truck dealerships and independent companies

across Northern Ireland. These employers have recognised the importance of bringing new talent into the motor and transport industries via apprenticeships to support business growth or simply to survive. With businesses all competing for the same diminishing pool of qualified technicians, drivers and aftersales staff in both sectors, well-recruited apprentices offer long term sustainability in the labour market.

Martin Hutchinson, CEO of TTS explained, "At TTS we firmly believe the only viable solution to today's labour market challenges is to bring new blood into the motor and transport sectors via apprenticeships. Industry has a responsibility to secure its own future workforce by training our young people and return on investment studies show that employers reap the benefits quickly."

Growing and developing your own talent can improve how you work, raise your productivity and increase your profits. Verified research by the Institute of the Motor Industry found that apprentices typically generate a return on investment of between 150 and 300% and can generate profit within 18-24 months, often earlier. Figures produced by another study showed that the average apprenticeship improves business productivity by £214 per week, with the apprentice national minimum wage starting at just £3.90. Additionally, growing the workforce using apprentices reduces long term recruitment and training costs.

If none of the above are good enough reasons to recruit an apprentice, giving

a young person a good start in life is a socially responsible and rewarding thing to do. We all had to start somewhere!

TTS apprentices are vetted through a robust assessment programme to ascertain their suitability and are put through basic skills training, so employers are assured of recruits that are eager to learn, adaptable and well prepared for the workplace. Apprentices and employers both benefit from TTS's Career Development Officer, Robert Deignan, who is the link between both parties, supporting each with every part of the apprenticeship, from recruitment through to training and qualification.

As well as training apprentices to industry standards, TTS can also incorporate brand-specific modules for employers that require tailored training content and work closely with DAF, Renault, Iveco and Scania, as well as Peugeot/Citroen, Ford, Toyota/Lexus, Kia and Hyundai in the motor sector.

Unlike some other apprenticeship providers, TTS apprentices work for their employer five days per week all year round, with the exception of attendance at TTS approximately one week every two months for training. TTS prefers this 'block release' model to a weekly day release, because employers can more easily plan workload around the apprentice being away for training.

For apprentices under 25 years old, the cost of the apprenticeship training is fully funded by the Department for the Economy.

Employers considering an apprentice are encouraged to contact Robert Deignan at TTS as soon as possible to ensure recruitment is completed in time for the remaining 2019 intake.



Heavy Vehicle apprentice new starts (franchise dealer recruits) pictured with their Tutor, James Brady.



Heavy Vehicle apprentice new starts (independent dealer recruits) pictured with their Tutor, Michael Hutchinson.



# TYRES: ALL YOU NEED TO KNOW



For the past seven years, tyres sold in the UK and the rest of the EU have had to be appropriately labelled, showing clear information about fuel consumption, braking performance, wet grip and noise level. But will that change here if the UK leaves the European Union?

**Apparently not, is** the answer. While the post-Brexit landscape still remains uncertain, the Tyre Industry Federation (TIF) understands the Department for Transport (DfT) intends to retain alignment with future evolutions of the EU tyre labelling regulations for UK, at least as far as the label itself is concerned. The rationale is to ensure a smoothly working market for tyres.

A document issued by the EU Commission early in the Brexit negotiations had given rise to concerns that the tyre labelling regulation would not apply post-Brexit.

There were even suggestions the UK might strike out on its own with a Made-in-Britain labelling scheme. From an international tyre industry point of view this would clearly be extremely challenging.

However, the Department for Transport recently

gave the following assurance: "Under the Withdrawal Act, direct EU law, such as The Tyre Labelling Regulation, will form part of UK domestic law after exit and hence the requirement to ensure tyres are labelled in accordance with 1222/2009 will continue to apply (at least until such time as the Government chooses to make changes)."

The DfT has also given clarification regarding the validity of tyre labelling data sourced in the UK prior to EU-exit: "Our expectation is that provided labelling data is obtained according to the procedures set out in the regulation, it should not matter where the data is sourced. The obligation will be on the manufacturer to demonstrate that the data is sourced according to the test procedures set out in the regulation."

That's good news, at least, but with over 160 tyre

manufacturers worldwide, spending over £2600 million a year on research and development, and with more than 300 brands of car and truck tyres on sale in the UK sourced from over 45 countries around the world, the tyre market itself can be confusing to say the least.

There are approximately 4,600 specialist tyre outlets in the UK. In addition, about 16,000 garages and other outlets also sell new tyres as part of a wider service offering.

Four tyre manufacturers operate in the UK, with eight production sites between them, turning out approximately 15 million tyres per year for trucks, cars, vans and motorbikes.

Indeed, there's hardly a month goes by that a new product hasn't been launched, so keeping abreast of what's currently available in the market at any given time is essential for truck operators to ensure they have the best, most fuel efficient and safest tyre at their disposal.

Over the next few pages, Export & Freight takes a look at the latest developments in tyre technology and what's new on the market...

## Continental's Overview of European Winter Tyre Regulations

To support fleet operators understanding of the latest regulatory requirements, Continental, technology company and manufacturer of premium tyres, is once again releasing an overview of the European regulations regarding winter equipment for trucks and buses.

**One of the** biggest changes for this winter season is that Alpine symbol-marked tyres are becoming more relevant in several countries.

In line with regulatory changes, Continental Tyres has completed the adaption of its portfolio: As

of now, all truck and bus tyres for steer and drive axle in sizes 17.5, 19.5 and 22.5 inch are available as Alpine symbol-certified variants.

For safe driving with optimal traction even on damp or icy roads, Continental recommends

fitting trucks and buses with winter tyres on steer and drive axles for the cold winter season. Identified by the snowflake symbol on the tyre wall, the dedicated winter tyre portfolio by Continental easily outperforms M+S tyres and also significantly

exceeds the requirements of the Alpine symbol certification.

For winter tyres to be labelled with the Alpine symbol, they have to pass a standard practical test defined in UN regulation 117 and exhibit suitability for winter use on snowy roads in a braking and traction comparison test. Tyres marked with M+S (Mud + Snow) provide a tread pattern or structure that is designed to deliver performance that exceeds that of a standard tyre in snowy conditions. The M+S label is not subject to a defined test procedure.

The full document can be viewed and downloaded at <http://www.continental-truck-tires.com/winter>.

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# How tyre telematics maximise fleet efficiency

The transport industry is undergoing a digital transformation, with more and more technologies available to improve logistics performance. As a world-leading tyre and digital solutions provider, Continental, too, is taking the 'digital leap', with an innovative portfolio of digital capabilities to enhance efficiency across the commercial vehicle industry.

**Tyre pressure monitoring systems (TPMS)** are just one of the many technologies to benefit from digitalisation. To maximise the potential of this technology and increase the efficiency of its ContiPressureCheck TPMS system, Continental recently partnered with telematics specialist Microlise.

Steve Howat, General Manager – Technical Services, and Tony Stapleton, Head of Fleet Sales, at Continental Tyres UK explain the effects of tyre pressure on efficiency, the technology behind Continental's connected system and the benefits that fleet customers can expect from the integration of telematics.

## How does tyre pressure affect efficiency?

**Steve Howat:** Incorrect tyre pressure is one of the greatest causes of excessive tyre wear and leads to irregular wear patterns. This, in turn, reduces fleet performance and fuel efficiency, decreasing the tyre's life and increasing running costs.

An under-inflated tyre creates more rolling resistance, meaning it takes more energy, and therefore fuel, to drive the vehicle. A tyre that is under-inflated by 20% can increase fuel consumption by up to 3%, costing the business a lot of money.

## How can digital solutions like TPMS help?

**Tony Stapleton:** Digital solutions such as TPMS help to maintain the correct pressure via sensors fitted within the tyres and is a proven



way to help lower fuel usage.

The systems provide tyre fitters with accurate and invaluable information on the condition of the tyre, indicating how long it has been running underinflated and whether it needs to be repaired or replaced.

Digitalised TPMS systems allow transport managers to make proactive decisions and prevent roadside breakdowns.

ContiPressureCheck tyre pressure monitoring systems help operators accurately manage tyre pressures to provide the best possible fuel efficiency and work towards achieving Lowest Overall Driving Costs (LODC).

The standard variant of ContiPressureCheck helps to maintain the correct tyre pressure via sensors fitted within the tyres, while an in-cab monitor displays pressure of individual tyres to the driver.

ContiConnect™ Live builds on

this solution, with the ability to notify truck and bus fleet operators immediately if there is a problem with tyre pressure, even when a vehicle is out on the road.

## What benefits does integration with the Microlise platform offer?

**Steve Howat:** At Continental, we see a lot of untapped potential in digital technologies, connectivity and data to support efficiency and are continuously investing in new technologies.

The recent partnership with Microlise has added a whole new dimension to ContiPressureCheck, integrating telematics to remove the need for input from the driver or fleet manager entirely.

If the ContiPressureCheck TPMS system detects an issue with tyre pressure or temperature, it will transmit this information from sensors within the tyres to the Microlise

platform, installed within the vehicle. At the same time, the driver is informed in the cab, with both an audible and visual alert.

The Microlise platform relays the information to the Conti360 Fleet Services central office, complete with the issue type and vehicle location, before sending an alert to a local service provider. The service provider can then contact the fleet manager to arrange maintenance

## What does this mean for the customer?

**Tony Stapleton:** By integrating telematics, any issues with tyre pressure or temperature are resolved far quicker than with a standalone TPMS system and downtime is kept to a minimum.

At no point in this process does the driver or fleet manager need to take manual action, allowing them to focus on day-to-day business. This further increases fleet efficiency and supports operators in their goal to achieve Lowest Overall Driving Costs (LODC).

With an advanced TPMS system of this kind, the vehicles are continuously connected and tyre pressures automatically monitored. Continental and Microlise's solution is currently on trial with a fleet of commercial vehicles, and has already been proven as a viable and saleable concept.



Tony Stapleton, Head of Fleet Sales, Continental Tyres UK



Steve Howat, General Manager, Technical Services, Continental Tyres UK







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# Michelin: The Perfect Fit

Chris Smith, Michelin's Managing Director – UK & ROI, is a firm believer that tyres, as the only part of a truck or trailer which makes direct contact with the road, should be seen as an investment, rather than a commodity.

**Highlighting the difference** between premium brand tyres and lower cost fitments, Chris Smith says: "A cheap tyre is only cheap until something goes wrong; when it does, it can suddenly become a very expensive tyre."

"It doesn't matter whether you are running hundreds of assets or just a single vehicle, those holding the purse strings should keep total value of ownership front of mind. Paying a little more at the point of purchase can bring multiple benefits. We're not just talking increased tyre life, but greater opportunity to regroove, higher acceptance rates for retreading, improved fuel economy, reduced downtime and, particularly in bad weather, enhanced mobility and safety."

"It may sound like a cliché, but you get what you pay for. It's really no different with truck tyres."

The timing of his advice follows a wealth of product launches from Michelin, introducing new generations of tyres which reflect the company's annual investment of more than €600m in research and development.

Topping this list is the next-generation of Michelin's popular long-distance fuel-saving tyre, commonly specified on Euro VI tractor units. The new 315/70 R22.5 X Line Energy Z2 – with 'Z' meaning all-position, and '2' marking the second generation of this product – becomes Michelin's most fuel-efficient tyre in this key size to-date, rated 'A' for rolling resistance.

Designed specifically for trucks where the majority of time is spent travelling at sustained high average speeds, it builds on the already impressive fuel savings of its predecessor, which was rated 'B' for rolling resistance. Fleets upgrading to the X Line Energy Z2 on the front axle can save an additional 0.4 litres per 100 km, while also cutting CO2 emissions by 10g per km.

Chris explains: "We've achieved this improved Grade A rolling resistance without affecting the longevity of the tyres, by integrating a high percentage of silica in the tread. The

new tyre has huge fuel-saving potential, combined with the safety, durability and longevity that is the hallmark of Michelin. We're confident long-distance fleets won't find a more fuel-efficient tyre in the market."

Its arrival follows last year's launch of the X Multi Energy – aimed at regional haulage operations where fleet bosses place a priority on fuel saving. It marked the first time the company had introduced a dedicated fuel-saving tyre outside of the typical long-distance sector.

Comments Chris: "Adding the X Multi Energy means regional operators can now make a clear choice in favour of fuel saving and CO2 reduction. Our larger customers tell us this is becoming increasingly important as most tender documents and contracts are demanding a low CO2 operation."

Michelin's commitment to helping fleets to save fuel was reinforced this summer when it won a five-year tyre management contract with logistics giant Wincanton, covering 2,500 assets on a Michelin New and Remix policy.

Carl Hanson, Group Procurement and Fleet Director at Wincanton, says: "We considered proposals from a number of tyre manufacturers and service providers, but Michelin gave us the confidence of offering a premium fitment, expert tyre management and the added value of a product which would save us fuel."

"Reducing carbon emissions is key to our environmental policy; switching to Michelin across our trucks and trailers supports this."

## Expert tyre care

But it's not just initial tyre selection where fleets can improve the efficiency of their fleets. Chris Smith says a few small tweaks to the tyre policies of many operators could have a significant impact on their operating costs.

"Too few operators are retreading or regrooving their tyres," he says. "All of our



Chris Smith, Managing Director of Michelin UK

truck tyres are designed to have multiple lives – and fleets should be reusing these raw materials far more effectively.

"We've got professional service providers, such as A One Tyres, managing customers' tyres through as many as five or six different lives, to ensure they extract the maximum performance out of each Michelin casing. We'd like to see many more fleets benefiting from this – it's just a case of fleet managers and company bosses realising the potential that's sitting there in the tyres they already own."

Summing up, he says: "Our Services and Solutions team look after tyres for some of Europe's biggest fleets on a pence per kilometre basis, so we see the results for ourselves – regrooving and retreading really does reduce operating costs and make a fleet more efficient."

## Michelin Launches New Truck and Coach Tyre

Michelin has launched a next-generation version of its popular 315/70 R22.5 X Line Energy multi-position tyre, commonly specified on the steer axles of Euro VI tractor units.

**The new 315/70 R22.5 X Line Energy Z2** – 'Z' meaning multi-position, and '2' marking the second generation of this product – becomes what Michelin says is its most fuel-efficient tyre in this size to-date, rated 'A' for rolling resistance.

Designed specifically for trucks and coaches used on long-distance routes, and where the majority of time is spent travelling at sustained high average speeds, the new tyre is said to build on the already impressive fuel savings of its predecessor, which was rated 'B' for rolling resistance. According to the tyre manufacturer, operators upgrading to the X Line Energy Z2 on the front axle can save an additional 0.4 litres per 100 km, while also cutting CO2 emissions by 10g per km.

Commenting, Chris Smith, Sales Director B2B for Michelin in the UK and Ireland, says: "We've achieved this improved Grade A rolling resistance without affecting the longevity of the tyres, by integrating a high percentage of silica in the tread."

"The new tyre has huge fuel-saving potential, combined with safety, durability and longevity. We're confident you won't find a more fuel-efficient tyre in the market."







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# Bridgestone Ecopia H002 to help fleets lower total cost of ownership

Bridgestone recently launched its latest generation of fuel-efficient Ecopia tyres in Ireland. 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. They also achieve outstanding wet-weather performance and offer year-round convenience through full compliance with European winter legislations.

As 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.

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.

## Available Now

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.

Paolo Ferrari, CEO and President of Bridgestone EMEA, Executive Vice President of Bridgestone Corporation, said: "At Bridgestone, through our strong customer-centric approach, our large and growing service network and insights delivered by our 'Total Tyre Care' tyre management systems, we understand the needs of fleets better than anyone else."


"In an industry and world in rapid transformation, fleets are increasingly looking for efficiency, sustainability, safety and convenience. Co-created and tested over 14 million kilometres with key fleet customers across Europe, the new Ecopia H002 tyres will enable our customers to achieve all four by reducing operational costs, CO2 emissions and providing consistent performance all year round."

The Bridgestone Ecopia H002 range is now available from Bridgestone Partner outlets in Ireland.





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# Enhanced Transport Management System is FIT for Purpose

Digital delivery planning just got even smarter with innovative enhancements from Mandata's TMS Go! software.

**Mandata has been** focused exclusively on the road transportation sector for over 40 years, bringing a deep understanding of today's challenges and how to overcome them.

Already synonymous with their innovative paperless transport management system, is the ability to streamline collections and deliveries, allowing hauliers to do everything from order to invoice in a few simple steps.

TMS Go!'s user-friendly system makes light work of planning and invoicing, and with additional, more intuitive features, the new customer portal plug-in provides one complete streamlined order to invoice process.

TMS Go! users can now clearly view real-time work in progress and utilise an array of intelligent features at their fingertips, to save time and enhance efficiencies with instant availability of data.

Faster Integrated Transportation (FIT) offers a clear point of difference for users looking to maximise efficiencies in one connected system, enabling them to react quicker than competitors who rely on paper-based methods or a selection of disconnected systems.

This FIT evolution aligns management and performance KPIs to help transport managers to track data, manage change and cascade critical

information, with clear visibility of work in progress and a rapid ability to react positively to any issues.

Automated updates on the customer portal provide seamless integration between this and the cloud transport management system TMS Go! This brings significant benefits to hauliers with smaller fleets, not least as it helps them to make advanced technology, usually only available to larger operators, accessible to them too.

These smaller operators can now offer their customers (shippers) a convenient way to do business with them online via digital order entry, live status updates, ETA's and anytime electronic proof of delivery.

The benefits to small hauliers don't end there – the portal and TMS Go! system allow users to operate from both inside and outside of the office meaning that remote workers operating from home, or on the move delivering goods, can communicate swiftly and easily. This kind of web entry reduces admin and paperwork, in turn reducing workload and saving time.

Live messaging makes communication with drivers easy. Electronic proof of delivery (ePODs) are received via mobile, eliminating wait times and speeding up the delivery to invoice process when a job is complete.

There's no need to print out and send PODs and manually process invoices as the FIT system can automatically email the invoice with the POD out to the customer, saving time and postage costs.

This service offers wider benefits to end users as well as delivery operators, as shippers can create jobs and orders which appear automatically in the haulier's TMS Go! transport management system to plan.

By quickening processes and communication flow, businesses can avoid blank spots and information gaps, bolstering business continuity and assisting the flow of cash with quicker digital invoicing methods.

This innovative FIT system in the new and improved TMS Go! service, energises hauliers with visibility throughout transport management procedures – accelerating processes and providing complete, real-time and accurate information; keeping everyone informed, and focusing people's energy on important tasks that add real value to their customers.



## Circle K Opens Brand New Service Station in Athlone

Circle K, Ireland's largest fuel and convenience retailer, has opened the newest motorway services area in its nationwide network; Circle K M6 Athlone is located on the M6 motorway between Junctions 7 and 8 in Athlone, Co. Westmeath, creating over 30 new jobs in the locality.

**The opening of** Circle K M6 Athlone marks a significant addition to the Circle K network of service stations. Strategically located on the M6 Dublin/Galway Road, it is expected that the new state-of-the-art site will cater for up to 20,000 motorists daily.

The opening of Circle K M6 Athlone is part of an overall investment of €35 million, announced by Circle K last year, into the development of four new sites.

In the past year, Circle K has unveiled new sites on the N7 at Kill North, Co. Kildare, and on the M11 at Gorey, Co. Wexford, with a further new site set to be opened on the M9 at Kilcullen, Co. Kildare next month.

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**Peter Morrow**

FORS Manager – Northern Ireland.



# ACCREDITATION MYTHS BUSTED



Robust accreditation for road transport isn't just about raising operational standards and improving safety, it is about helping ease the burden of expectation placed on operators to quickly understand, implement and bear the financial burden of legislative and cultural change.

**New legislative requirements** trickle down to operators, sometimes with little consultation, and often necessitating company-wide change and financial investment. Progressive accreditation such as FORS can help operators meet such change head-on, fully prepared and future-proofed, with safer, more efficient vehicles and businesses.

However, although the tangible benefits of accreditation are well known, some operators shy away from committing to an accreditation scheme, which can help them pick through and apply new laws and contractual norms. So it is time to bust some FORS accreditation myths and show exactly how the national accreditation scheme can help operators open new business doors, now and in the future.

## **FORS Myth #1: FORS is only for the big operators**

The majority of fleets run and managed by FORS members comprise less than 10 vehicles. While it is often the case that larger transport operators have a greater resource to put towards accreditation, FORS has been tailored to meet the diverse needs of our wide membership base, which now not only includes trucks and vans, but buses, coaches, and powered two-wheeler fleets. FORS has a structured fee range depending on number of vehicles in service, along with a wealth of information available online to support smaller operators on their route to accreditation.

## **FORS Myth #2: London, London, London?**

While FORS did start life in 2008 as a Transport for London (TfL) initiative primarily for those based or operating in London, it has grown into a nationally recognised accreditation scheme. It has a membership base of some 5,000 operators working across Ireland north and south, GB, mainland Europe and even the Middle East.

Many of the requirements set by FORS which started out as 'London only' initiatives such as Clean Air Zones, are now applicable across the UK. The importance of reducing emissions is central to the national and European conversation, and local authorities charged with improving air quality are choosing FORS to help meet emission reduction targets. What is more, FORS is aligned with CLOCS (Construction Logistics and Community Safety) requirements at FORS Silver, for those working on construction contracts.

## **FORS Myth #3: The entire fleet must be accredited**

FORS certainly isn't a one size fits all route to accreditation. While accreditation covering an entire fleet and all its operating centres is an offering, it is possible to only seek accreditation for those vehicles based at a single site. Single operating centre accreditations (SOCA) helps members who may have differing policies

and procedures at different centres as well as differing vehicle needs, and it is by far the most popular route chosen by our members.

## **FORS Myth #4: You need expensive vehicle equipment and cameras**

At FORS Bronze, the entry level accreditation, blind spot cameras are not required. At Bronze, blind spot vehicle signage is required on all goods vehicles over 3.5 tonnes, side under-run protection must be present on both sides of the vehicle along with class V and VI close-proximity mirrors. It is only at FORS Silver level that enhanced vehicle safety equipment including blind spot cameras are required for operators with HGVs. To help operators who may need to invest in equipment, FORS members can access a range of vehicle safety equipment at discounted rates, through FORS Associates; selected companies whose products and services directly align with FORS.

## **FORS Myth #5: I have an O-Licence so why do I need FORS?**

Your obligations under O-Licensing (if running HGVs) and road traffic laws are of course independent of FORS. Whilst FORS encourages general compliance, it has a much wider focus and covers some areas that O-Licensing doesn't, for example monitoring fuel use and reducing environmental impact. FORS is about operators demonstrating that they are actively managing their business to standards well above the bare minimum.

Since FORS' inception over 11 years-ago, we have worked hard to evolve to provide accreditation for a broad remit of vehicles with guidelines which remain relevant to help future proof members' businesses. Revisions to FORS' requirements are updated every two years in the FORS Standard, and it is these changes which help members become safer, smarter and greener.



# Wincanton Targets Fuel Savings with New Michelin Tyres

Michelin has announced details of a five-year tyre management contract with the UK's largest logistics firm, Wincanton, in a deal which is believed to be one of the most significant commercial vehicle tyre contracts signed this year.

**The agreement was** secured following a competitive tender and will see the core Wincanton-liveried fleet – around 2,500 assets – switch to a Michelin New and Remix policy. The independently verified fuel efficiency of Michelin's tyres proved key to securing the change in procurement strategy.



Carl Hanson, Group Procurement and Fleet Director at Wincanton, says: "We considered proposals from a number of tyre manufacturers and service providers, but Michelin gave us the confidence of offering a premium fitment, expert tyre management and the added value of a product which would save us fuel.

"Reducing carbon emissions is key to our environmental policy; switching to Michelin

across our trucks and trailers supports this."

The Michelin contract covers a multi-site fleet of predominantly 44-tonne tractor units and trailers, used for everything from general haulage to fuel tanker, container, milk collection and construction applications.

Michelin will select tyres specific to each mission, including fitments from its fuel-saving X Line Energy and new X Multi Energy ranges.

## Gist Re-Affirms Its Faith In Gray & Adams Trailers & BPW Components

A further 21 trailers are being added to the Gist fleet of over 600 Gray & Adams temperature controlled trailers, all of which have been specified with BPW running gear.

**Gist's UK fleet** has featured Gray & Adams trailers and BPW running gear for over 20 years. It continues to specify BPW equipment for its proven low maintenance and reliability features. A further contributing factor of the partnership is the support offered by both BPW and Gray & Adams.

It therefore seemed logical to remain with BPW when deciding on a telematics system.

In choosing BPW's idem telematics, Gist saw the potential of an all-encompassing telematics solution, i.e. one system monitoring track and trace, fridge temperature / fridge fuel data and tyre pressure monitoring.

With Gist's focus on end-to-end visibility, BPW's idem telematics has, of course, been standard



fit for the last three years.

Sam de Beaux, Engineering Director, Gist Limited said, "Where we were previously reliant on

visual and manual checks, the system gives us access to real-time data for an overview of the fleet's status. Through the notification alerts, we have been

able to quickly target problems both en route and prior to dispatch from the Gist sites, which safeguards against preventable breakdowns. The system has helped maintain Gist's reputation as an extremely reliable supply chain operator, delivering goods, not only in pristine condition, but also in the smallest delivery windows in the industry. It has also reduced vehicle downtime and the risk of DVSA infringements for the business."

The latest 170 trailers are equipped with idem's latest function, the Electronic Brake Performance Monitoring System (EBPMS). Rather than relying on periodic brake roller tests, EBPMS enables constant monitoring of the trailer braking system, improving vehicle safety on the road.





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When funds are tied up in day-to-day trading activity, it can be challenging to raise the capital needed to support your ambitions. In transport and related industries, cash flow can be a particular pressure point due to high running costs and the need for extensive investment in vehicles and trailers. It's therefore vital to find the right funding for your business.

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A good example is our refinancing product, **Sale and HP Back**, which provides a fast and flexible way to improve cash flow. It's a straight-forward process that can be turned around quickly. We value the asset, 'purchase' it from you, and finance it back over an agreed period. This means you have uninterrupted use of your asset and more choice about how to use your capital.

This form of refinance offers many benefits to businesses, especially in trades where there is a high dependence on equipment and vehicles. It's available against most asset types, and there's no minimum entry level for our asset finance products, so we work with all business sizes, from large operations to sole traders. Our solutions allow companies to improve access to working capital while taking seasonal peaks and



troughs into account. Repayments are calculated in line with income streams, and whether you originally own the equipment or need to restructure another finance agreement, you will own the asset at the end of the repayment period. We offer a flexible range of financing options to ensure the package suits your needs.

With a tailored, people-led service, we're confident we can help you to

find a funding structure that meets your firm's unique requirements. We're proud to provide a responsive, personalised service which adapts to business challenges and produces tailored finance.

We have offices in Belfast, Dublin, Cork and Galway, and a wider team situated across Ireland, so we are able to share our expertise regarding funding with more people than ever before. Whether you

need access to additional capital, or you want to change an existing agreement, our plans can help you reach your full potential.

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Its core purpose is to help the people and businesses of Britain and Ireland succeed over the long term. To achieve this, its diverse, specialist businesses have a deep industry knowledge, so that it can understand the challenges and opportunities that customers face. It supports the unique needs of customers to help them thrive, rather than simply survive, whatever the market conditions.

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# GenComm welcome hydrogen vehicles on NI roads by 2023

Paul Mc Cormack, Programme Manager on the Belfast Met led renewable hydrogen project GenComm has welcomed the recent launch of the Hydrogen Mobility Ireland report 'A Hydrogen Roadmap for Irish Transport 2020-2030-Hydrogen Mobility Ireland'.



Pictured at the Hydrogen Mobility Ireland strategy paper launch are Hydrogen Ireland members from left, Dr James Carton, Dublin City University, Co Founder of Hydrogen Ireland, David Strain, Department For Infrastructure, (NI), Paul McCormack, GenComm Programme Manager, and Mark Welsh, Energy Services Manager, Energia.

**The report from** the relatively new industry group is a big move in demonstrating how hydrogen can help in the decarbonisation of the Irish transport fleet.

The report presented in Dublin to Richard Bruton, TD, Minister For Communications, Climate Action and Environment, gives the green light to hydrogen vehicles including 30 buses, 50 cars and 10 trucks being on Irish roads by 2023.

GenComm are a key member of Hydrogen Mobility Ireland. The Gencomm project led by Belfast Met will develop three pilot facilities fuelled by Solar Power (Germany), Wind Power (N Ireland) and Bioenergy (Scotland) to produce and store hydrogen. Hydrogen produced from the plants will be used to generate heat,

power and transport fuel for the respective communities in Germany, N Ireland and Scotland. GenComm Programme Manager, and Hydrogen Ireland member Paul Mc Cormack, said: "Decarbonising transport fuels and the electricity supply are prime requirements under the Paris agreement. As Ireland plans and develops a successful energy transition away from fossil fuels and towards the widespread use of secure renewable energy supply, it will require the exploitation and implementation of existing and new technologies with industry stakeholders/ customers having commercial confidence in them. This strategy forms the building blocks of this confidence required by the market and illustrates how Hydrogen can be part of the future green energy mix for Ireland."

Paul Mc Cormack foresees hydrogen vehicles in Ireland as being a vital part of the move towards growing a hydrogen economy. GenComm will technically and financially validate renewable H<sub>2</sub>, and develop a Decision Support Tool (DST) to enable stakeholders and communities to transition to renewable hydrogen.

Hydrogen fuel cell vehicles consume hydrogen as a fuel to produce electrical power for the vehicle, with water vapour the only by-product. Hydrogen Mobility Ireland has set forward the business case and rationale for both the private sector and Government to support the provision of hydrogen fuel cell vehicles.

## Report Findings

*The report finds that:*

- Ireland should follow the lead of countries like China, US and Japan who have committed to each having in the region of one million hydrogen fuel cell vehicles by 2030
- The Government should apply similar incentives to hydrogen fuel cell vehicles as they do to battery electric vehicles currently
- Hydrogen vehicles will be cost-competitive with conventional fuel vehicles by mid next decade. Buses, vans and taxis could be deployed as the catalyst for market establishment
- Recommends building clusters of refuelling stations to give early adopters confidence
- A first deployment project involving two hydrogen production sources and three refuelling stations are presented. This can be done at a cost of €34M, and will require €14m of funding from Government
- By 2030, a network of 76 stations would ensure that 50% of the population of the island would live in a town with a Hydrogen Refuelling Station as well as providing adequate coverage of major roads, while a network of 27 electrolyzers collocated with renewable generators (mostly wind farms) would supply the hydrogen fuel
- In a positive adoption scenario this will lead to a national fuel call fleet of 2,000 HGVs, 880 bus/coaches, 6,800 vans and 29,000 cars by 2030
- Hydrogen could abate 300,000 tonnes CO<sub>2</sub> annually (2% of transport emissions) with the potential for this to significantly increase in the 2030s. The cost of this abatement would be between €75-100/tonne

# A Year in the Life of a Lorry Driver

The transport and logistics specialists at [www.WMBLogistics.co.uk](http://www.WMBLogistics.co.uk) surveyed almost 500 lorry drivers around the UK in a bid to highlight what a year in the life of a lorry driver looks like.

**It found that** 81% of lorry drivers admit that they enjoy their job on the whole, with almost half of those favouring the opportunity to drive to new towns, cities and even countries on a regular basis (49%). When asked a number of questions specifically about their driving, it was found that the average driver will travel 76,800 miles per year, totalling almost 2,000 hours, which

will see them stop at 107 different service stations, across 18 different borders. What's more, the average driver will find themselves sleeping in their cab as many as 152 times. With regards to taking pride in their home away from home, the average cab is cleaned 104 times per year and is taken into the garage to be in tip-top condition 18 times per year.

Additionally, the average lorry driver will consume as many as 812,000 calories per year, including 720 coffees, 407 pieces of fruit and 219 fast food takeaways.

Of all respondents, 73% said they would like to see more healthy options available at service stations.

A spokesperson for [www.WMBLogistics.co.uk](http://www.WMBLogistics.co.uk) commented:

"Lorry drivers work long hours; they spend their lives on the road and get to visit many beautiful places so it's interesting to put this job into numbers, especially when it comes to the amount of calories they consume.

"One thing that we know first-hand is that the healthy options on the road aren't always that healthy, having many hidden nasties, so sometimes you might as well just go for the naughty option. We feel very strongly that there does need to be far more healthy alternatives available so that lorry drivers can live a healthier lifestyle whilst doing the job they love."



# Blair

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# Thermo King and Frigoblock Highlight the Future of Refrigerated Transport



Thermo King and Frigoblock recently discussed the future of refrigerated transport and demonstrated the company's commitment to the continuous advancement of transport climate control technologies and sustainable distribution.

**Joe Grealy of** Ingersoll Rand Transport Solutions addressed policy makers, transporters, cold store operators and other industry practitioners during a conference organised by the Cold Chain Federation in Birmingham.

"As a global company, we have long considered it our responsibility to lead the industry and design and manufacture sustainable products for our customers. Products that not only meet current market requirements but future-proof our customers operations for years ahead," said Joe Grealy.

"Improving the efficiencies and environmental footprint of our diesel-powered products, encouraging the use electric stand-by options, promoting cryogenic refrigeration technology, and developing hybrid and full-electric options that are combating exhaust, CO2 and noise pollutions, we have proven to be an innovator of solutions that has always had its customers satisfaction at heart."

Thermo King and Frigoblock are leaders in electrification in the transport climate control

industry with the largest range of zero and low-emissions solutions in all segments of the market, including SLXi-Hybrid trailer unit, wide range of Frigoblock products for large trucks and the E-200 all electric units for small trucks and vans.

In total, there are more than 25 Thermo King and Frigoblock electric products in the portfolio providing superior performance for its customers, and more than 20,000 trucks and trailers on the road with its electrified transport refrigeration units and the number is growing daily across many new markets.

"Environmentally-focused regulations, and the general perception and desire to 'be green' are currently initiating customers' adoption of electrification but the long-term economics will drive substantial conversion across the industry. It is anticipated that rapid market adoption of electrical architectures will take place between 2020 and 2025, as total cost of ownership calculations turn positive and transporters adopt compliant systems before mandated by law," said Joe Grealy.

## Mallaghan Engineering Wins Multi-Million-Pound Ryanair Airport Bus Contract

60 jobs will be created in Dungannon, after Mallaghan Engineering announced a multi-million-pound contract to build a fleet of airport buses for Ryanair.

It follows the launch of the "Mallaghan 50W" which is the largest capacity airport bus in the world, carrying up to 125 passengers.

Ryanair has initially ordered a 32-strong fleet, which will be delivered in the next 12 months, with the keys to the first vehicle handed over recently at the Inter Airport Europe trade show in Munich. Mallaghan Engineering is one of the world's leading manufacturers of airport ground support equipment, employing over 450 staff at its manufacturing sites in Dungannon and Georgia, Atlanta in the USA



and five other global offices. Ronan Mallaghan, Managing Director at Mallaghan Engineering which boasts global airlines, airports and ground handling

companies amongst its prestigious clientele, said: "Traditionally our product portfolio has focused on passenger stairs and a range of high lift trucks for catering, cabin cleaning and

more specialist ground support equipment including water trucks, toilet trucks and de-icers.

"But with increasing passenger numbers in the global market and to meet customer demands, we've developed and begun manufacturing the 'Mallaghan 50W' airport bus which broadens our range and heralds a new dawn for the Mallaghan team. We are currently recruiting for a range of roles included skilled mechanics, coach-builders, fitters, welders, joiners, spray painters and vehicle upholsters."

Ryanair is a longstanding customer of Mallaghan and has utilised its ground support equipment at bases across Europe for the last two decades.

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# EXPORT & 2019 FREIGHT

## TRANSPORT & LOGISTICS AWARDS

# AWARD WINNERS

## IN PROFILE





John Donnelly of RK Trucks with Elvis Kirk of Kirk Contracts.



Michael Murray of Mulgrew and Primoz Lakota of Michelin with Bibendum.



Stephen Richardson of Mercedes Benz with Paul McCrory of MBNI.



Eamon McGurren, BPW.



TOP TABLE WINNER - Richard Burnett, RHA, Arthur Murphy, P&O Ferries and Sarah Travers, Compère.



Stephen and Michelle Brady McGinn with son Stephen presenting Alder Hey Children's Hospital and Sapphire Performers.



Eric Higham, FTA.



Emma Blair, Close Brothers Commercial Finance.



Sapphire Showgirl.



# RECORDS BROKEN 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!

Commented Export & Freight Publisher Garfield Harrison: "This year we are pleased to report that the Awards have had the most entries ever and according to the judges, the quality has been absolutely outstanding, proving that our industry is so resilient and continues to thrive despite the continued impasse at Stormont and Westminster.

"Despite all these difficulties, you all continue to provide World Class leading solutions for the Transport & Logistics sector on the island of Ireland and beyond, so it is clear to see, that for such a small country, we operate at the very top level."

Those sentiments were expressed by fellow Export & Freight publisher and Editor-in-Chief Helen Beggs, who also referred to the topic that remains on everybody's lips: Brexit.

"Over the past two years the Brexit deadline has passed twice and nothing has happened other than the political landscape descending into utter chaos. And the British government just don't seem to recognise the importance of Northern Ireland. Do they not know that on a typical day, over 13,500 Goods Vehicles cross the border, that's one every 6 seconds!

"Our industry is at the frontline of Brexit but we are resilient and we are the strongest industry in the economic platform. I can report that in Quarter 2 this year HGV registrations over 16

tonnes are up 25% year on year and over 7.5 tonne, they are up over 30% at just over 700 vehicles. And many businesses here tonight, have recorded strong revenue and increased profit figures over the last 12 months."

## Highlights

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 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.

## AWARD WINNERS

### SAFETY AWARD

**WINNER: PRM Group**

### TRAILER FLEET OF THE YEAR

**WINNER: Surefreight**

### DRIVER OF THE YEAR

**WINNER: John McIlwaine, McKinstry Skip Hire**

### APPRENTICE OF THE YEAR

**WINNER: David Dunlop, TBF Thompson, Portadown**

### TRANSPORT MANAGER OF THE YEAR

**WINNER: Gary Barnes, Balloo Hire**

### TOP TRAINING OPERATOR

**WINNER: Blair International Ltd.**

### INNOVATION EXCELLENCE

**WINNER: SDC Trailers**

### TOP FLEET OF THE YEAR

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

### VAN OF THE YEAR

**WINNER: Mercedes Benz Sprinter**

### EXCELLENCE IN CUSTOMER SERVICE

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

### TOP TEAM

**WINNER: Blair International Ltd.**

### PICK UP OF THE YEAR

**WINNER: Isuzu D-Max Yukon**

### CHILLED OPERATOR OF THE YEAR

**WINNER: McCulla Ireland**

### OWN ACCOUNT OPERATOR

**WINNER: Musgrave NI**

### HAULIER OF THE YEAR

**WINNER: Allen Logistics NI Ltd**

### NATIONAL & INTERNATIONAL

### HAULIER OF THE YEAR

**WINNER: McCulla Ireland**

### LOGISTICS & WAREHOUSING

### SPECIALIST OF THE YEAR

**WINNER: Surefreight**

### FLEET TRUCK OF THE YEAR

**WINNER: Renault T High**

### TRANSPORT PERSONALITY OF THE YEAR

**WINNER: Billy Dougan**

## SPONSORS

SAFETY AWARD  
**MICHELIN**

TRAILER FLEET OF THE YEAR  
**SCHMITZ CARGOBULL**

DRIVER OF THE YEAR  
**RSA INSURANCE**

APPRENTICE OF THE YEAR  
**BPW LIMITED**

TRANSPORT MANAGER OF THE YEAR  
**VOLVO - DENNISON COMMERCIALS**

TOP TRAINING OPERATOR OF THE YEAR  
**RENAULT TRUCKS - DIAMOND TRUCKS**

INNOVATION EXCELLENCE AWARD  
**SCANIA - ROAD TRUCKS LTD**

TOP FLEET OF THE YEAR  
**SIMPLICITY GROUP**

VAN OF THE YEAR  
**CROWNE PLAZA**

EXCELLENCE IN CUSTOMER SERVICE AWARD  
**P&O FERRIES**

TOP TEAM OF THE YEAR  
**FUSO IRELAND**

PICK-UP OF THE YEAR  
**LOUGH ERNE RESORT**

CHILLED OPERATOR OF THE YEAR  
**THERMO KING**

OWN ACCOUNT OPERATOR OF THE YEAR  
**DAF TBF**

HAULIER OF THE YEAR  
**CIRCLE K**

NATIONAL & INTERNATIONAL  
HAULIER OF THE YEAR  
**IVECO - N.I. TRUCKS**

LOGISTICS & WAREHOUSING  
SPECIALIST OF THE YEAR  
**MAN - RK TRUCKS CENTRE LTD**

FLEET TRUCK OF THE YEAR  
**SDC & CLOSE BROTHERS**

COMMERCIAL FINANCE  
TRANSPORT PERSONALITY  
OF THE YEAR  
**STENA LINE**

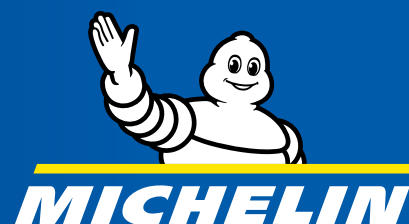


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## SAFETY AWARD



L-R: Tim McGarry, Compère, Lynne Morrow, PRM Group, Primoz Lakota, Michelin and Sarah Travers, Compère.

**FinaLISTS: DFDS Logistics Ltd, RiverRidge,  
PRM Group Ltd, Derry Refrigerated Transport & Musgrave NI**

### WINNER:

## PRM GROUP

**For the second year in succession, the PRM Group was presented with the much coveted Safety Award; it was handed over by Primoz Lakota, Truck Sales Account Manager, Ireland Truck Team, Michelin.**

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

Founded in 1988 by Philip and Lynne Morrow, the company currently employs almost 200 people and is based in Lissue Industrial Estate, Lisburn.

The large gathering at the event heard that 'scoring top marks in four of the areas on which it was judged, including Health & Safety initiatives, Staff Communication and Employee Well-being, this is a company that, in the words of our judging panel, is clearly very competent and committed to the safety of all its workers and customers.'

With outstanding road presence across Ireland, PRM Group has an impressive fleet of hi-spec vehicles, all of which are immaculately maintained and comfortable for its drivers. Driver efficiency is key for PRM Group and through continued investment in

new technologies, the company has ensured professionalism and efficiency is maintained.

PRM Group is much more than just a 'distributor', as it manages all the business functions required to take a product to market, from factory gates to the shoppers' basket. It brings hundreds of thousands of cases of chilled and frozen goods to the trade each week, delivering a service which is tailored to the needs of its customers.

As one of the first businesses in Ireland to introduce a Voice Recognition Picking System, it has improved pick accuracy (99.98%) and efficiency by removing the need for logistics operatives to carry a handheld device when compiling orders. The voice system increases customer service by reducing the potential for human error and has also reduced the potential for pieces of equipment to be lost or damaged.

In 2017, the company also won the 'Logistics & Warehousing Specialist of the Year' award.

### SPONSORED BY



Michelin invests over €600 million every year to ensure their tyres offer unrivalled longevity, economy, reliability and of course safety for your fleet. Among its most popular are its fuel-saving X Line Energy and new X Multi Energy ranges.

In July, it introduced a completely new generation of tyre for the earthmover market which has been designed to extend tyre life, improve traction and deliver better comfort and stability versus the generation of products they replace.

Optimised for fitment to loaders, graders and articulated dump trucks, the new Michelin Xtra FlexLife range gets their name thanks to Michelin's flexible design, which allows dealers to stock a single range for use across three vehicle types – with each new tyre replacing two older products.

# Smart Trailer World



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The Trailer Company.



## TRAILER FLEET OF THE YEAR



L-R: Tim McGarry, Compère, Brian McManus, Vincent Waddell, Surefreight Ltd, Stephen Mallet, Schmitz Cargobull UK & Ireland and Sarah Travers, Compère.

**FINALISTS: McCulla (Ireland) Ltd, Surefreight Ltd & Derry Refrigerated Transport**

### WINNER:

## SUREFREIGHT

**Celebrating 30 years in business this year, Surefreight was presented with the 'Trailer Fleet of the Year' award for the second year running by Steve Vincent, Head of Aftermarket, Schmitz Cargobull UK and Ireland.**

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

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

The large gathering at the event heard that 'With state of the art warehousing facilities on both sides of the Irish Sea, and working closely with a loyal and expanding customer base to ensure its trailers meet the expectations and specific requirements of its clients, Surefreight has become one of the most respected and trusted names in the transport and logistics sectors.'

The company has invested significantly in vehicles, trailers, staff training and state of

the art equipment for its in-house garage and training facility in Newry, and most recently its new £2million development in Heysham.

In the past year it has added more than 70 new tractor units and has continued a programme of refurbishing trailers as well as adding 60 new trailers. Taking all this into consideration, Surefreight believe that this results in one of the greenest and most efficient fleets servicing UK and Ireland.

All Surefreight Ltd vehicles are fitted with modern communication equipment, so drivers can be contacted throughout their journey, and they are protected by a 24/7 roadside emergency response service that covers all of the United Kingdom and Ireland.

Surefreight Ltd run two fully purpose-built garages with the latest equipment to ensure the trailers are kept up to date with all relevant legal requirements. All vehicles and trailers are covered by tyre contracts which insure tyres are well maintained.

### SPONSORED BY



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

Earlier this year, it established a new company, Schmitz Cargobull Ireland, in support of the country's rapidly expanding haulage market.

The new country office provides a direct contact point for sourcing advanced smart trailers equipped with the company's own refrigeration unit and telematics system, leading to lower lifetime operating costs.

Bolstering the manufacturer's presence in Ireland are six Service Partners located in Dublin, Wexford, Cork, Ashbourne, Belfast and Dungannon, providing dedicated parts distribution.

While out on the road, operators will also be able to call on the support of Schmitz Cargobull's wider pan-European network of more than 1,700 Service Partners across 40 countries.

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## DRIVER OF THE YEAR



L-R: Tim McGarry, Compère, John McIlwaine, McKinstry Group, Gavin Mitchell, RSA NI and Sarah Travers, Compère.

**FINALISTS:** Bronagh McKinney, Blair International Ltd, Barry McParland, Surefreight Ltd, Keith Brown, DFDS, John McIlwaine, McKinstry Group, James McMordie, Henderson Wholesale & Gary Morrison & EDS (Express Distribution Services Ltd)

### WINNER:

## JOHN MCILWAINE (McKINSTRY SKIP HIRE)

**John McIlwaine from the County Antrim based McKinstry Group was presented with the highly prized Driver of the Year award by Gavin Mitchell, Managing Director of sponsors RSA NI.**

**The gathering heard** that this was a closely contested category, especially on the road, as each driver was put through a series of tests and manoeuvres to determine their skills under the watchful eyes of Chief Testing Instructors Colin Hamill and Colin Skelton from Transport Training Services (TTS).

"Once again, it was in the extremely difficult low speed manoeuvring challenge where the winner stood out from the rest," commented the judges.

John reached the finals of the same competition last year and is delighted he has gone 'one better' this time around, coming out on top after facing stiff competition from five other finalists.

Originally established as a waste disposal

company, the McKinstry Group is one of Northern Ireland's leading waste management and recycling specialists, and it also operates a highly successful and rapidly growing biomass division.

Indeed, it is a success story that encompasses family values, a focused business strategy, continual investment, a fully committed workforce and a management team that leads from the front.

Founded four decades ago by Albert McKinstry, the company today is headed up by his sons Darren and Mark, and with Darren's son Bradley recently coming on board, it has become a third generation family affair with its focus firmly set on the future.

### SPONSORED BY



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

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

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



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## APPRENTICE OF THE YEAR



L-R: Tim McGarry, Compère, David Dunlop, TBF Thompson DAF Trucks, Neill Groves, BPW Ltd and Sarah Travers, Compère.

**FINALISTS:** Andrew Campbell, Dennison Commercials Ltd, David Dunlop, TBF Thompson, DAF Trucks, Will Tate, RK Trucks Centre Ltd, Caroline Delaney, Donnelly Group, Kacper Kucharski, Diamond Trucks & David Fullerton, A.I.R Commercials

### WINNER:

## DAVID DUNLOP (TBF THOMPSON, PORTADOWN)

**David Dunlop from TBF Thompson DAF Trucks was presented with the Apprentice of the Year 2019 award by Neil Groves, Sales & Marketing Director of sponsors BPW Limited.**

**A new category** this year, this award recognises an apprentice who has demonstrated skill and determination in the course of their training and working in a workshop.

David beat off five other finalists who were judged on their ability, technical knowledge and communication skills at a practical test hosted by TTS where the IRTE judges oversaw the apprentices finding faults in a pre-prepared vehicle followed by a knowledge test and an interview.

"David demonstrated an excellent understanding and a methodical approach to the practical tasks set before him," said the judges.

As well as picking up the award, and as an added incentive to the future of young people in the industry, David also won £750 worth of tools, provided by TTS, IRTE and Denis Wilson of Glenavy; each of the other finalists were also

presented with tools to the value of £75.

With the rapid increase in the complexity of today's trucks - and the technology needed to keep them up and running - first class training for those involved in the vital servicing and maintenance of these vehicles has become more important than ever, which is why TBF Thompson recruit new and experienced technicians every year.

All the company's apprentice mechanics go through the DAF Trucks National Dealer Apprenticeship scheme which gives individuals like David the chance to join the select group of specialist technicians working on some of the most modern, sophisticated trucks on the road. And it's not just a job. It's the first step in a career that presents an opportunity to advance and succeed in the industry.

### SPONSORED BY



**BPW Limited**

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

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

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



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[volvotrucks.ie/fuelstories](http://volvotrucks.ie/fuelstories)

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# TRANSPORT MANAGER OF THE YEAR



L-R: Tim McGarry, Compère, Gary Barnes, Balloo Hire Centres - Briggs Equipment Company, Robert Grozdanovski, Volvo Trucks UK & Ireland and Sarah Travers, Compère.

**FINALISTS:** Gary Barnes, Balloo Hire Centres, Charlene McGonagle, Henderson Wholesale, Colin Taylor, Blair International and Glenn Baxter, Musgrave NI

## WINNER:

# GARY BARNES (BALLOO HIRE)

Gary Barnes from Balloo Hire was presented with the Transport Manager of the Year award by Volvo Trucks UK & Ireland, Managing Director, Robert Grozdanovski.

**The large gathering** at the event heard that 'having taken his company to the next level in terms of new electronic systems to aid both driver and maintenance compliance, Gary has also introduced new ways of working to improve both efficiency and the customer experience, showing an excellent knowledge of transport legislation.'

According to the judging panel, Gary, who beat off stiff competition from three other finalists, demonstrated 'a fantastic level of enthusiasm for transport and for developing himself as a transport manager.'

Balloo provides Northern Ireland's business and domestic markets with plant and tool hire, with almost 10,000 units across a product range of more than 650 items, which makes it one of the largest and most versatile ranges in the industry. Balloo Hire, which also has extensive experience



with the region's thriving film and television production industry and has supported very well-known productions including Game of Thrones, recently became part of Briggs Equipment. It has over 120 employees and operates from five locations in Northern Ireland including their head office in Belfast, Bangor, Lisburn, Ballyclare and Glenavy, with province wide delivery.

## SPONSORED BY



For over 50 years Volvo Trucks, with 87 wholly-owned or independent distributor & dealerships - including Northern Irish dealer Dennison Commercial, who celebrate 50 years as a Volvo franchisee next year - has been one of the leading truck suppliers in the UK & the Republic of Ireland, having registered well over a quarter of a million vehicles in that time.

With fuel efficiency a top priority for haulage companies, Volvo recently introduced its new D13TC engine featuring the innovative long haul fuel package, I-Save.

Volvo say 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.

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# TOP TRAINING OPERATOR OF YEAR



L-R: Tim McGarry, Compère, Laura Blair, Blair International Ltd, Richard Voigt, Renault Trucks UK Ltd and Sarah Travers, Compère.

**FINALISTS:** Surefreight, PRM Group, Derry Refrigerated Transport, Musgrave NI, DFDS, Blair International & Henderson Wholesale

## WINNER:

# BLAIR INTERNATIONAL LTD.

The team at Ballymena based Blair International was presented with the prestigious Top Training Operator award by Richard Voigt, Regional Business Manager, for sponsors Renault Trucks UK.

The judges were also impressed by the company's training regime. The gathering at the event heard that judging for this award is always difficult but this year was particularly so, because of the high standards of training demonstrated by all the entrants.

"Each organisation had planned and prepared detailed presentations and it was pleasing to see how our industry views training as the key to improving standards and attracting new talent," commented the judges.

However, the final decision was unanimous, and against some tough competition. Added the judges: "Blair's in-house training programmes have been developed to meet or exceed Government requirements and best practice and utilised external providers where deemed relevant and cost effective to enhance overall training packages and ensure it met with business needs.

"The Company clearly demonstrated a very strong commitment to training with high

standards of achievement and engagement across all departments and positions within the organisation, with all requisite processes followed and records retained. Every employee has equal opportunity to develop and progress, as training is embedded within the culture of their business and is driven from the top down."

Established and operating since the mid 1970s, Blair International has a client base that stretches throughout Ireland, UK and many EU member states, with customers including global manufacturing organisations, local and multinational food producers, major retail multiples, the civil engineering and construction industry and import/export forwarding organisations.

It operates a modern fleet of high specification vehicles and trailers -with both refrigerated and dry freight specification - with customer service being maintained to the highest possible standard by careful management controls designed to meet the customer's and all regulatory standards.

## SPONSORED BY



French manufacturer, Renault Trucks have long been a leading truck supplier to the UK & the Republic of Ireland through an impressive network of 69 wholly-owned, independent distributors & dealerships - including Newtownabbey-based dealer Diamond Trucks.

Renault Trucks recently revealed it 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.





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# INNOVATION EXCELLENCE AWARD



L-R: Tim McGarry, Compère, Jimmy McKernan, Enda Cushnehan, Richard Stanley, SDC, John Collier, Scania Truck Rental and Sarah Travers, Compère.

**FINALISTS: Diesel Card Ireland, SDC Trailers, Derry Refrigerated Transport, Henderson Wholesale & McBurney Transport Group**

## WINNER:

# SDC TRAILERS

**SDC Trailers were presented with the Innovation Excellence Award by John Collier, General Manager of sponsors Scania Truck Rental.**

**The large gathering** at the event heard that SDC Trailers' latest multi-million-pound development in innovative equipment and processes has enabled it to achieve a higher level of efficiency, control and versatility.

The new cutting-edge technology has resulted in increased production output, enhanced sustainability, and a better overall working environment for its employees.

The company recently 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, and in April it gave us a glimpse of its new 'Freespan' curtainsider trailer at the IRHA Annual Conference in Cavan.

Since then, they have taken over 500 orders for the Freespan model which features SDC's 'Easyroll' curtain rail technology, which glides open and closed on a fully open side aperture with minimal driver intervention. Developed in-house and favoured by operators for its robust and reliable operation, SDC are the first manufacturer to offer



the unique curtain rail in the freespan market.

Established in 1978, SDC operated from a small shed in Bellaghy. It has grown from a one-man operation to be the UK and Ireland's largest semi-trailer manufacturer. It has four manufacturing plants, based in Toomebridge, Magherafelt, Antrim and Mansfield.

Utilising some of the most modern, high tech equipment in Europe, SDC supply trailers to a wide range of companies and has built relationships with the industry's leading logistics operators, supermarket chains and hire companies.

## SPONSORED BY



**SCANIA**

**ROAD TRUCKS LTD**

One of the world's leading manufacturers of trucks and buses for heavy transport applications, Scania operates in more than 100 countries and is represented by Road Trucks Ltd in Northern Ireland.

Earlier this year, Scania opened its new UK Support Centre in Milton Keynes, Bucks. Scania is calling the facility a Support Centre, rather than a UK headquarters, as the whole building has been built around providing dealers and customers with increased back-up and assistance.

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



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## TOP FLEET OF THE YEAR



L-R: Tim McGarry, Compère, Chanté Loney, Derry Refrigerated Transport, Harry Girvan, Simplicity Group and Sarah Travers, Compère.

**FINALISTS: McCulla (Ireland), Balloo Hire Centres - Briggs Equipment Company, Derry Refrigerated Transport, PRM Group, RiverRidge & Surefreight**

### WINNER:

# DERRY REFRIGERATED TRANSPORT

**Derry Refrigerated Transport was presented with the Top Fleet of the Year award by Harry Girvan, Managing Director of sponsors Simplicity Group.**

**The award recognises** companies that operate an outstanding fleet of vehicles based on appearance, quality, maintenance programmes, driver efficiency, skill and professionalism.

The company beat off stiff competition from five other finalists with the judges noting that over 50% of trucks in its fleet are brand new 2019 models, all featuring a host of safety, fuel saving & driver enhancement features, and with rigorous compliance and driver training packages in place.

Patrick Derry started Derry Refrigerated Transport (DRT) in 1999 with a lorry and trailer, at the age of just 19. He was the sole proprietor for the first 16 years, then incorporated the business on 1 January 2016 and is now the Managing Director of DRT (NI) Limited. Today, the company has an extensive fleet of around 70 lorries and almost 130 fridges – and growing.

"We pride ourselves on the standard of the fleet we have on the road, as they are carrying the Derry brand. As a business, we have built great relationships with our suppliers and always seek to be first to know about new ideas. The high level of service we are known to provide is because the fleet is maintained to the highest standard.

"We are, always have been and always will be a family business, with family values, with the customer right at the centre of everything we do and every decision we make."

Derry Refrigerated Transport also won the award for Excellence in Customer Service for the second year running, with the judges praising the company for its focus on 'high levels of customer service with statistics, outstanding customer reviews and a level of service second to none.'

### SPONSORED BY



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

The group deals with customers from SMEs to Blue Chip Companies across all sectors and has won industry awards for Customer Service and Road Safety. As a leading provider of Hosted VoIP Systems, Business Mobiles, Competitive Broadband, Vehicle Telematics and CCTV solutions, Simplicity Group can help steer your business' performance to where you would like it to be.

"Our goal is to develop close working relationships with our clients, we view this relationship as a partnership; we don't just want to win your business, we want to earn and retain it."



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## VAN OF THE YEAR



L-R: Tim McGarry, Compère, Robert Walker, Jim Moore, Mercedes-Benz Truck & Van, Mark Gaily, Crowne Plaza, Belfast and Sarah Travers, Compère.

**FINALISTS:** Ford Transit Custom, Mercedes-Benz Sprinter, Peugeot Partner, MAN TGE, Citroen Berlingo, Iveco Daily Blue Power NP & Volkswagen Commercial Vehicles Crafter

### WINNER:

## MERCEDES BENZ SPRINTER

The Mercedes-Benz Sprinter was voted Van of the Year for an unprecedented third year running. The award was handed over by Mark Gaily, General Manager of sponsors the Crowne Plaza Hotel.

**The Mercedes-Benz Sprinter**, which once again beat off stiff competition from six other leading manufacturers, comes with an array of state-of-the-art technology and equipment never before incorporated in a commercial vehicle, including a powerful suite of standard features such as Active Brake Assist, Crosswind and Collision Prevention Assist, Blind Spot and Lane Keeping Assist, as well as a reassuring alarm, double lock and visible VIN.

It also features state-of-the-art MBUX technology and is fitted as standard with a high resolution 7-inch touchscreen, offering intuitive touch control and enables Mercedes PRO connect services; it has been described in some quarters as 'the most intelligent and powerfully connected van the world has ever seen'.

The driver's working environment is spacious, uncluttered, comfortable and above all, practical,

with ergonomically shaped seats, keyless start and an improved air conditioning system, together with a touch-capable multifunction steering wheel, alongside wireless charging for smartphones.

With speed-sensitive electric power steering as standard, other safety assistance systems available for the Sprinter include a reversing camera showing its image in the rear-view mirror, a modern Parking package with a 360-degree view, a rain sensor and wipers with an integrated Wet Wiper system to ensure optimum visibility even during the wiping process.

The ground-breaking Sprinter has also secured its place as the favoured vehicle of British fleets, recently winning Fleet Van of the Year for a record 10th time at the Motor Transport Awards at the Grosvenor House Hotel, Park Lane in London.

### SPONSORED BY



The Crowne Plaza is a refined modern hotel, with stylish dining, complimentary WiFi and an indoor pool. It is located in South Belfast in a parkland setting near the River Lagan. A 15-minute drive takes you to the city centre, where Belfast Central station offers local and regional train services.

The hotel has free parking and the M1 motorway is a 10-minute drive away. Belfast International Airport and George Best Belfast City Airport (BHD) are both less than half an hour's drive from the hotel.

You can host up to 900 people in its 16 modern event spaces, from sleek boardrooms to an expansive ballroom, or you can unwind with a workout in the gym, a swim in the indoor pool or a relaxing visit to the sauna. You can also dine on seasonal local cuisine in the hotel's restaurant, or try the all-day menu in the casual lounge bar.

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## EXCELLENCE IN CUSTOMER SERVICE AWARD



L-R: Tim McGarry, Compère, Jonathan McKnight, Derry Refrigerated Transport, Kim Swan, P&O Ferries and Sarah Travers, Compère.

**FINALISTS:** Derry Refrigerated Transport, SDC Trailers, Mission To Seafarers, PRM Group, Diesel Card Ireland & RiverRidge

### WINNER:

## DERRY REFRIGERATED TRANSPORT

**Derry Refrigerated Transport was presented with the Excellence in Customer Service award by Kim Swan, Head of Freight Sales Short Sea Routes, P&O Ferries.**

**Open to all** companies who pride themselves in the highest level of customer service, this was a closely fought awards category, with many outstanding entries, judged by a specially selected panel.

The judges commented that Derry Refrigerated Transport illustrated how focused they are on high levels of customer service with statistics, outstanding customer reviews and a level of service second to none. This was the second year in succession the company has won this particular award.

"As a business, we have built great relationships with our suppliers. We understand and appreciate the issues and complexities businesses face at each turning point. It is our aim to make the entire process of storing and transporting goods as

easy as possible for our customers. We have the flexibility and ability to provide a bespoke service to each and every one on a daily basis," says Patrick Derry who established Derry Refrigerated Transport (DRT) in 1999 at the age of just 19.

The company has invested £9-million-pound to open a new state-of-the-art facility in Co. Armagh, creating around 50 jobs for the local area. The new, bespoke hub spans over 10 acres and is the first of its kind for refrigerated transport in Ireland.

"Our customers have been extremely loyal to us since starting out 20 years ago and we want to continue to enhance our relationship by offering them something extra. We are hopeful that this recent investment will establish Derry as the go-to refrigerated transport company in Ireland."

### SPONSORED BY



With over 180 years of rich heritage and experience, P&O Ferries has been cemented as a household name for ferry services, with its fascinating history helping it to become the reliable and dependable establishment that customers know today. Its ships sail across the English Channel, North Sea, and Irish Sea, and it employs almost 4,000 members of staff.

As a leading pan-European ferry and logistics company, it operates more than 20 vessels sailing 27,000 times a year on eight major routes including England to France, Northern Ireland, the Republic of Ireland, Holland, and Belgium. It also operates intermodal continental hubs at Zeebrugge and Europoort. In addition, it has its own logistics arm, P&O Ferrymasters. Every year it carries more than eight million passengers, 1.6 million cars, and 2.2 million freight units.

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## TOP TEAM OF THE YEAR



L-R: Tim McGarry, Compère, Blair International Team, Kevin Kealy, FUSO Ireland and Sarah Travers, Compère.

**FINALISTS:** Dennison Commercials, Balloo Hire Centres - Briggs Equipment Company, Surefreight, McCulla (Ireland), RiverRidge, Blair International & Musgrave NI

### WINNER:

## BLAIR INTERNATIONAL LTD.

Blair International was presented with the prestigious award for Top Team, presented by Kevin Kealy, Service Manager, sponsors FUSO Ireland.

**The audience heard** that Blair International's five-strong transport team may be small, but it can make big decisions, adapting quickly to the ever-changing demands on a daily basis and the industry itself.

The judges were impressed by the fact that what makes this team different is that its members are not just colleagues but family and friends and all enjoy spending time together both inside and outside of work.

As one team member commented: "There is nowhere else we would want to work."

Each member of the team has different qualities and the age range gives different perspectives and knowledge to problem solving.

"As we are small we are in constant communication with each other and are able to offer support to the different divisions within our team. Over the years we have also run several events for charities which are close to our hearts and raised thousands of pounds for Diabetes, Cancer Research and the NI

Childrens' Hospice. We believe this speaks volumes of the place we work in and the team we have built and it all comes down to the close knit relationships within our company and team. There's never a dull moment."

For over four decades the company has been at the forefront of Northern Irish operators venturing into Europe and has built a reputation based on good performance, dependability and customer satisfaction.

Blair International has a client base that stretches throughout Ireland, UK and many EU member states, with customers including global manufacturing organisations, local and multinational food producers, major retail multiples, the civil engineering and construction industry and import/export forwarding organisations.

The Ballymena based company was also presented with the prestigious Top Training Operator award at the same event.

### SPONSORED BY



FUSO has been building trucks for over 80 years and has had a presence in the Irish market for 35 years, with FUSO Ireland the exclusive importer and distributor of FUSO Canter trucks in Ireland since 1984.

FUSO Ireland has a network of 15 independent dealerships - including both J&F Trucks and RK Trucks Centre in Northern Ireland.

The FUSO eCanter, the first full electric truck for the Irish market, is a significant environmental and technological step towards Ireland's sustainable transport future and represents a great addition to the FUSO Canter range. The chassis cab payload on the 7.5t eCanter is 4.3 tonnes which is class leading and has an electric range of 100km.





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## PICK-UP OF THE YEAR



L-R: Tim McGarry, Compère, Alastair Kerr, Isuzu, William Kirby, Lough Erne Resort and Sarah Travers, Compère.

**FINALISTS: Ford Ranger Raptor, Mercedes-Benz X Class 350, Nissan Navara & Isuzu D-Max Yukon**

### WINNER:

## ISUZU D-MAX YUKON

The new generation Isuzu D-Max Yukon was voted Pick-Up of the Year for the second year in succession, with the award being presented by William Kirby, the General Manager of sponsors the Lough Erne Resort.

The judges were looking for a Pick-Up that appeals equally to the working and lifestyle sectors. Judges were looking for a vehicle that excelled in performance, handling, payload, reliability, towing capacity, and comfort and convenience.

The award-winning D-Max, which was up against some stiff competition from other top manufacturers, comes with an impressive five year/ 125,000 warranty as well as a host of safety features that include Hill Start Assist which stops the vehicle from rolling downhill by applying the brakes for two seconds, allowing the driver to set the revs needed to get the vehicle moving. Then there's Hill Descent Control: through automatically using the vehicle's ABS system to maintain a consistent, low speed, means that there's no need for the driver to touch the brake pedal when coming down an incline.

In addition to a 7" colour touch screen, there's a six or eight speaker (depending on model) sound system, leather steering wheel with built



in audio and cruise controls and map lights all to help make the working day less stressful.

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

It is a looker, too, on the road. The 6-spoke design 18" alloy wheels come in chrome on Yukon, and a full size spare wheel as standard.

### SPONSORED BY



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

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## CHILLED OPERATOR OF THE YEAR



L-R: Tim McGarry, Compère, Brian Beattie, Peter Somerton, David Bradford, McCulla (Ireland) Ltd, Fred Rogers, Thermo King and Sarah Travers, Compère.

**FINALISTS:** Derry Refrigerated Transport, McCulla (Ireland), PRM Group & McConaghys Refrigerated Distribution

### WINNER:

## McCULLA IRELAND

Lisburn headquartered McCulla (Ireland) Ltd is celebrating its 50th anniversary in style - for the second year running, it has been named Chilled Operator of the Year and was presented with the award by Fred Rogers, Thermo King's Sales and Service Manager for Ireland.

**Established in 1969** by David McCulla, the company is today under the ownership and direction of the second generation of the McCulla family. Brother and sister, Ashley and Carol jointly took control of the business in 1992 and have developed it into a multi-million-pound operation.

The large gathering heard that "by demonstrating an innovative, proactive and progressive approach to temperature-controlled logistics, McCulla Ireland has a reputation of continually embracing new technologies. It is the first company in the UK and Ireland to operate a totally carbon neutral cold store thanks to a multi-million-pound investment."

McCulla Ireland, who also won the National and International Haulier of the Year 2019 award at this year's event, serves the UK, all of Ireland and the rest of continental Europe, with an

infrastructure that uses only its own fleet and its own drivers at all times, meaning it has full control over the entire supply chain at all times.

This accountability, coupled with the company's ability to offer a high level of flexibility to customers, both in terms of the facilities available and in capacity or volume of work, has set McCulla Ireland apart and has been the basis of its many successes in recent years.

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

### SPONSORED BY



Thermo King Europe is one of the market leaders in transport refrigeration and is represented in Northern Ireland by one of the best dealers in their network – Technical Transport Product (TTP) who have over 40 years' service to the industry. It was founded by Billy and Muriel Finlay. Today, it is headed up by their daughters, Kathryn Dickey, General Manager and Tracy Martin, Sales & Marketing Manager.

Together with its sister company Frigoblock, Thermo King, which places high value on professionalism, innovation and best practice, has a range of options to cover all eventualities. For example, by combining diesel and electric power, it has come up with the SLXi Hybrid to give operators the best of both worlds in these environmentally conscious days.

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## OWN ACCOUNT OPERATOR OF THE YEAR



L-R: Tim McGarry, Compère, Glenn Baxter, Musgrave NI, Phil Moon, DAF Trucks Ltd and Sarah Travers, Compère.

**FINALISTS: Balloo Hire Centres - Briggs Equipment Company, Musgrave NI & Henderson Wholesale**

### WINNER:

## MUSGRAVE NI

**Musgrave NI is celebrating picking up the Own Account Operator of the Year award which was presented by Phil Moon, Marketing Manager of sponsors DAF Trucks Limited.**

**Musgrave is a** family business which originated in the Republic of Ireland 140 years ago; it has been branching out into the North of Ireland over the last 30 years and now has five depots across the province.

It delivers to three main brands within the Musgrave Group - Mace, Supervalu and Centra which between them hold a total amount of 255 shop locations.

The large gathering at the event heard that "this award goes to one of the leading retail logistics providers on the island of Ireland, which operates an extensive and diverse fleet to service hundreds of locations throughout the country.

"With a loyal and flexible workforce, including around 60 professional and highly trained drivers, it is committed to providing a customer focused service at the highest level."

A previous winner of the same award, Musgrave, founded in 1876, remains one of very few Irish companies owned by its colleagues and family shareholders; it operates



from its main base in Dargan Drive, Belfast.

From the warehouse picker to the HGV driver, are all driven towards providing exceptional service, quality and excellence throughout the distribution industry, showing a divergent and distinctive capability to deliver their product beyond expectations.

With an extensive and modern fleet of tri-temperature trailers and Euro 6 trucks, the company delivers daily to its own stores and retail partners across the country.

### SPONSORED BY



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

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

DAF Trucks recently saw the completion of the 100,000th new generation CF and XF truck - a DAF XF 450 4x2 FT Super Space Cab - to roll-off the production line. Never before in the company's history has a 100,000 series-run been reached so quickly.

The first vehicles of the current generation CF and XF have been in production since July 2017, being made at DAF Trucks in Eindhoven and at Leyland Trucks in Great Britain.

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## HAULIER OF THE YEAR



L-R: Tim McGarry, Compère, James Allen, Allen Logistics NI Ltd, John Watson, Circle K and Sarah Travers, Compère.

**FINALISTS: EDS (Express Distribution Services), McConaghy Refrigerated Distribution, PRM Group, Allen Logistics NI & Blair International**

### WINNER:

## ALLEN LOGISTICS NI LTD.

**Allen Logistics NI was presented with the Haulier of the Year award by John Watson, Senior Cards Operations Manager with sponsors Circle K.**

**According to the judges,** "meeting and exceeding expectations of its customers is what Allen Logistics is all about, offering quick turnarounds and efficient deliveries on time every time."

From early beginnings more than half a century ago, Allen Logistics has developed its business and its fleet to cater for the everchanging needs of its client base which extends throughout Ireland and the UK, handling both non- and hazardous goods.

By offering a dependable and personal service to customers, Allen Logistics has developed steadily with the family owned firm now operating a fleet of modern, high specification vehicles supported by warehousing and distribution facilities at its headquarters in Moira, just off the M1 motorway and has a second depot in Liverpool.

A key supplier of transport services to major Blue Chip companies across Ireland and the UK, over the years it has overcome recessions and downturns to become one of our most

successful operators, with its distinctive liveried fleet a common sight on our roads. It has invested significantly in the business with eco-friendly double deck trailers as well as having established a new purpose built service and MOT centre.

Allen Logistics is a member of the Irish Pallet Network TPN which is made up of a number of regional haulage companies, all with ISO accreditation. Within this network all members have to provide a 24-hour pallet / parcel collection and delivery service with a modern fleet of tail lift C&D vehicles.

The company is also a member of the Hazchem Network, who can guarantee to deliver ADR freight on time and safely throughout the UK, Ireland and 24 European countries.

Allen Logistics have a team of ADR aware and ADR trained people that can help clients through the process of shipping hazardous materials from start to finish.

### SPONSORED BY

**CIRCLE K**

Circle K is Ireland's largest fuels and convenience retailer with over 444 branded stations. Recently they opened a new State of the art, Motorway Service Station on the M6 at Athlone which has full HGV fuel and parking facilities.

The opening is part of an overall investment of €35 million, announced by Circle K last year, into the development of four new sites.

In the past year, Circle K has unveiled new sites on the N7 at Kill North, Co. Kildare, and on the M11 at Gorey, Co. Wexford, with a further new site set to be opened on the M9 at Kilcullen, Co. Kildare next month.

Circle K also opened the 1st CNG fuel facility in Ireland at Dublin Port and plan to open additional locations in the next few months.

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# IVECO

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# NATIONAL & INTERNATIONAL HAULIER OF THE YEAR



L-R: Tim McGarry, Compère, Brian Beattie, Peter Somerton, David Bradford, McCulla (Ireland) Ltd, Lisa Fuller, Iveco & NI Trucks and Sarah Travers, Compère.

**FINALISTS: McConaghy Refrigerated Distribution, PRM Group, Blair International & McCulla (Ireland)**

## WINNER:

# McCULLA IRELAND

**Celebrating 50 years in business this year, McCulla Ireland was presented with the National and International Haulier of the Year 2019 award by Lisa Fuller, Brand Marketing & Communication Manager, of sponsors IVECO.**

**Demonstrating an innovative,** proactive and progressive approach to temperature-controlled logistics, McCulla Ireland has a reputation of continually embracing new technologies and is the first company in the UK and Ireland to operate a totally carbon neutral cold store thanks to a multi-million-pound investment.

The awards judges noted that "the company's fleet is maintained to exacting standards and utilises the latest technology to ensure efficient management, having also taken significant steps to be ahead of the game with a business objective to have all their fleet powered by Biomethane gas generated from an inhouse digester plant that recycles waste."

The judges added: "The customer is centre to their business model with a team centred ethos where everyone plays their part in service delivery."

Established in 1969 by David McCulla, the company is today under the ownership and direction of the second generation of the McCulla family, with brother and sister,

Ashley and Carol (the youngest two children of the company founder), having developed it into a multi-million pound operation.

Continual and significant investment has centred on facilities and equipment at sites in Lisburn and Dublin, technology integration, customer service initiatives and staff development.

Over the years, the business has been differentiated from standard refrigerated haulage into a full-service logistics provider of bespoke solutions for customers of all sizes, including delivery by the box, pallet, or full load; and has also diversified into additional niche sectors, including pharmaceuticals and tech goods logistics.

With an infrastructure that uses only its own fleet and its own drivers, McCulla Ireland has full control over the entire supply chain at all times. This accountability, coupled with the company's ability to offer a high level of flexibility to customers, both in terms of the facilities available and in capacity or volume of work, has set McCulla Ireland apart and has been the basis of its many successes in recent years.

## SPONSORED BY

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# LOGISTICS & WAREHOUSING SPECIALIST OF THE YEAR



L-R: Tim McGarry, Compère, Gary Moates, Stephen Byrne, Surefreight Ltd, Nick Handy, MAN Truck & Bus UK Ltd and Sarah Travers, Compère.

**FINALISTS:** McCulla (Ireland), PRM Group, SDC Truck & Trailer Parts, Surefreight & Allen Logistics NI

## WINNER:

# SUREFREIGHT

With thirty successful years in business under its belt, Surefreight was presented the Logistics & Warehousing Specialist award by Nick Handy, Head of Product Management at sponsors MAN Truck & Bus UK.

**With state of** the art warehousing facilities on both sides of the Irish Sea, and working closely with a loyal and expanding customer base to ensure its trailers meet the expectations and specific requirements of its clients, Surefreight has become one of the most respected and trusted names in the transport and logistics sectors.

Since 1989 key to its success has been investment in vehicles, new technology and staff training, with adaptation and growth also being major factors. From its inception it has steadily expanded its business, and today has depots across the UK, including Manchester, Cardiff and Bradford.

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

Surefreight has continually sought to improve its facilities and the skillsets of its personnel by introducing the latest technology across the board to all its distribution points to ensure each member



of the team can access all tracking information regarding vehicles and ascertain the time of delivery of each load. Drivers can update planners along the way via the telematics system. This facility is also offered to key account holders who have dedicated vehicles allocated to their work.

In Surefreight's two main depots - Newry and Heysham - it has state of the art warehousing facilities which enable it to safely unload and store goods giving the customer peace of mind until they are ready to be reloaded and sent out for distribution.

## SPONSORED BY



RK Trucks Centre Ltd.

### MAN Truck & Bus UK Ltd and RK Trucks Centre Ltd

Boasting a record-breaking seven International Truck of the Year Awards MAN has built an enviable reputation for producing quality trucks. Today, that reputation also extends to its Customer Satisfaction programme - Customer First, designed to change the focus and dramatically improve customers' experiences across the business.

MAN's standard truck product range starts with the 7.5tonne TGL, and includes the medium weight TGM and then goes up to the 44 tonne TGS and TGX trucks. MAN also offer specialist transport solutions for demanding functions such as emergency services.

MAN is represented in Northern Ireland by RK Trucks, with depots in Carryduff outside Belfast, and at Dungannon, just off the M1 motorway.





Pamela Dunseath, Linda Fulford, Barbara Ann Hall, Elisha Gherardi, of Belfast Harbour.



Stuart Martin and Geoff Potter of Gray & Adams with Terry Maxwell (Centre) of Maxwell Transport.



Garfield Harrison, Export & Freight.



John Watson, Circle K and Stephen McAnerney, Allied Fleet Services.



Jamie Mason, Aaron Watson, Chris McClenaghan and Henry McCrory, of Simplicity Group.



Alf Gooding, BPW; Ken Sloan, Sloan Transport; Dickie Curran, Curran Transport; Neil Groves, BPW; and Glyn Davies, BPW.







John Martin, RHA NI.



Jack Wise entertains the audience with the help of Paul McCory MBTV (NI).



Joe Roddy, Volvo Trucks.



Sapphire entertainers.



Up on stage Kacper Kucharski of Diamond Trucks with Magician Jack Wise.



Alastair Dawson, BES Solutions.



Robert Grozdanovski, Volvo Trucks.







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# FLEET TRUCK OF THE YEAR



L-R: Tim McGarry, Compère, Diamond Trucks Team, Enda Cushnahan, SDC Trailers LTD & Emma Blair, Close Brothers Commercial Finance and Sarah Travers, Compère.

**FINALISTS: Volvo FH, DAF XF, MAN TGX, Renault T High 520, Iveco Stralis & Mercedes-Benz New Actros**

## WINNER:

# RENAULT T HIGH

**Designed for driver comfort and safety, the T High 520 6x2 TML scored top marks for performance, reliability, fuel efficiency and equally important, aftersales support from the dealer network which locally in Northern Ireland includes Diamond Trucks and Toal Truck Services.**

Selected by an independent panel of judges, the award recognises the ultimate fleet truck over 18 tonnes GVW for the UK and Ireland that is a proven workhorse for a wide range of locally, nationally or internationally running fleets. On the night, the large gathering heard that, as always, this was a hard fought, closely contested category attracting highly exceptional entries, but one truck rose above the rest.

Carlos Rodrigues, Managing Director Renault Trucks UK and Ireland said: "Winning Fleet Truck of the Year in this competitive sector recognises the outstanding efficiency and performance of our flagship Range T High, which is proving not only to be the driver's choice in terms of space and comfort, but the fleet operator's choice too."

Receiving the award on behalf of Renault Trucks, Iain Latimer, Dealer Principal of Diamond Trucks said: "We are delighted that this award not only recognises the outstanding quality of the Range T High, but also the aftersales support of the Renault Trucks dealer network, the proud professionals who go the extra mile to keep our customers' fleets running efficiently." Powered by the already proven and highly

regarded Range T High's latest generation 13-litre engine, the truck offers an environment that is a 'home from home.'

Judges noted that storage space is abundant. They also commented on the host of safety features, including Adaptive Cruise Control, Lane Departure, Advanced Emergency Braking, Electronic Stability Control, Hill Start Assist, Automatic Electric Parking Brake, and tyre pressure monitor which issues a visual warning in the event of a fault.

In addition, the T High's comprehensive infotainment features were commended, including CD player, MP3/WMA format-compatible double tuner, with steering column-mounted radio controls and USB inputs for an MP3 player, as well as a hands-free interface for a mobile phone.

Finally, the judges observed that visibility from the driver's seat is also excellent, thanks to the provision of wide angle and main rear view mirrors which are electrically adjusted and heated. Night time driving or low light conditions are well catered for, with LED daytime running and main beam headlights, directional LED indicators, and fog lights.

## SPONSORED BY



Established in 1978, SDC operated from a small shed in Bellaghy. It has grown from a one-man operation to be the UK and Ireland's largest semi-trailer manufacturer. It has four manufacturing plants, based in Toomebridge, Magherafelt, Antrim and Mansfield.

Utilising some of the most modern, high tech equipment in Europe, SDC supply trailers to a wide range of companies and has built relationships with the industry's leading logistics operators, supermarket chains and hire companies.

Close Brothers Commercial Finance supports businesses across Ireland with flexible asset finance, invoice finance and asset based lending solutions.

With offices in Belfast, Cork, Dublin and Galway, its team of specialists have extensive experience working with businesses in a variety of sectors. It can offer local and quick decision-making, alongside a personalised service with individually tailored packages and funding solutions that directly meet the needs of your business.

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# TRANSPORT PERSONALITY OF THE YEAR



L-R: Tim McGarry, Compère, Billy Dougan, Anna Breen, Stena Line and Sarah Travers, Compère.

## WINNER:

# BILLY DOUGAN

**Amid loud and prolonged applause, a delighted and surprised Billy Dougan, Managing Director at specialist trailer manufacturers Gray & Adams was honoured with a lifetime achievement award which was presented by Anna Breen, Stena Line's Freight Commercial Manager, Irish Sea North.**

**Billy started out** at the age of 18 as a Trainee Manager but it quickly became apparent that he was a natural in sales. So just two years later he found himself in a sales role within the transport industry, where he spent the next 15 years climbing the ranks through various management positions.

This led him to his next opportunity, where he spent the last 25 years, most recently as Managing Director. As well as managing much of the company's sales, he has never been happy with the status quo and has been the driving force behind the development of many new and innovative products in the company's portfolio.

From a young age he was commended for his integrity, something that has served him well throughout his career. A man of his word, always willing to give people the benefit of the doubt, and extremely loyal, he has made life-long friends within the transport industry.

And he has tried his best over the years

to set all of his children up with careers, all four of whom have done various stints within transport at one time or another.

With his career in the Irish transport industry now at 40 years and having recently celebrated his 60th birthday he has made the decision to retire from his role, but we are assured this isn't the last we will see of him!

Billy told the gathering that one of the most important memories he would take with him in his retirement would be the really good friends he has made along the way.

"We are in a tough industry where you cannot sit back and relax. To be successful in it takes a lot of dedication, a lot of time and long hours and I'd like to thank those people who have contributed to my own success, not least my family and in particular my wife Stephanie who has always supported me and still does. I would also like to thank all the staff at Gray & Adams; they are a fantastic team of people."

## SPONSORED BY



Stena Line is the largest ferry operator on the Irish Sea, offering the biggest fleet and the widest choice of routes between Ireland and Britain and is also committed to increased strategic focus on sustainability and environmental improvements.

In early 2020, two new E Flexer vessels will join the Irish Sea fleet on the Dublin-Holyhead and Belfast Liverpool routes significantly increasing freight capacity within Stena Line's Irish sea route network.

At 215 metres, the vessels are larger than today's standard RoPax vessels and will provide freight capacity of 3,100 lane meters and the space to carry 120 cars and 1,000 passengers and crew. For the Belfast - Liverpool route capacity will increase by almost 20% compared to the current vessels in service.





Gareth Brennan of Risk Alliance; David Boyle, Iain McKeown and Vincent McIvor, of Amet Insurance.



Philip McElchar, McElchar International; Shaun McAlister and Richard O'Loughlin, Stena Line; and Barry McElchar, McElchar International;



Colin Surphlis, LW Surphlis; Derek Sloan, Sloan Transport; and Tim Moore, Mercedes Benz Truck and Van.



Stacey Savage, Simon Rotherham and Annie Collen, Amet Insurance.



Paul Neill, Graham Winton and Glenn Light, Musgrave.



Donal Rice and the RK Trucks group.



Karen Simpson, RSA.



Iain Latimer, Diamond Trucks.



Stephen McAnerney, Allied Fleet Services.



Alf Gooding BPW and Ricky Graham, Hireco.





David Bonnes of Scania with Colin Surphlis of LW Surphlis.



Nick McCullough of DFDS and Primoz Lakota of Michelin with Bibendum



David Currie of A1 Tyres and Michael Tohill, PRM.



Brendan Walshe, RHA; Sam Sloan, Sloan Transport; John Martin, RHA; and Alastair Sloan, Sloan Transport.



Barbara Turley, RSA; Sharon Dougall, Autoline; and Karen Simpson, RSA.



Andrea Lappin, Hazel McConkey and Bronagh Flanagan, with McCulla Transport.



Nicola Brown and Ross Brown, of Eastwood Motors, with Claire Barr of John Barr Cars.



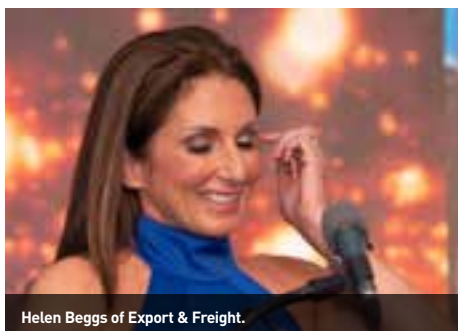
Ryan McFadden, Charlene McAuley and Scott Adair, of DCI.



David Workma, Willis & Co; Stephen Carlisle, ABL Group; Gavin Mitchell, RSA; and Colin Morrissey, Willis Towers Watson.



Naiomh McColgan, Dave Crocker, Kathy O'Hara and Sinead Doherty of DCI.



Helen Beggs of Export & Freight.



Tommy Bates of Bates Skip Hire with Brian Lynch of TBF Thompson DAF.



Garfield Harrison of Export & Freight with Glenn Baxter of Musgrave.





Donal Rice, RK Trucks and Guests at the MAN RK Trucks Table.



Kate Gibbs and Richard Burnett, RHA.



Robert Grosdanovski, MD Volvo Trucks UK; Nigel Hanwell, Volvo Trucks UK; Brian McManus, Surefreight; and Joe Roddy, Volvo Trucks UK.



David Dunlop, TBF Thompson.



David Boyle, Amet Insurance.



Gerard Rice, Karen Flaherty, Kelly Berkeley and Kevin Kealy, with Fuso Ireland.



Chris Arthur, Dennison Commercials; Paul Lutton, Dumfries Freight; and Rob Ireland, Dennison Commercials.



Guests enjoying the entertainment.





# EXPORT & FREIGHT TRANSPORT & LOGISTICS AWARDS 2019

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# EasyGo.ie Rapid Charger goes live at Mullingar Park Hotel

EasyGo.ie, Ireland's first privately-owned electric vehicle charging network, has added a 6th Rapid Charger onto their growing Irish charging network.



Pictured (l-r) are Chris Kelly, EasyGo; Josephine Hughes, Mullingar Park Hotel, and Peter Burke TD

The **Veefil-RT 50kW** DC Rapid Charger from world-leading DC charging technology specialists, Tritium, will work on the EasyGo.ie network which enjoys interoperability with other network operators across Europe.

Interoperability between network operators was a cornerstone of the decision published by the Irish Commissioner for Regulation of Utilities as it makes it possible for drivers to find and use chargers from different network providers without having to sign up for multiple accounts.

The successful installation marks another step in the direction towards EasyGo.ie chargers being available nationwide and the Tritium 50kW DC charger, the most advanced of its kind and which can add an average of 50 kilometres of range to an electric vehicle in just 10 minutes.

"Sales of new EVs in Ireland are set to grow exponentially as the Climate Action Plan to support getting 1,000,000 cars on Irish road kicks in. We look forward to playing our part by making more charge points available in more places to cater for this increase," said EasyGo.ie co-founder, Chris Kelly.

The charger was unveiled at a ribbon-cutting ceremony at the Mullingar Park Hotel.

# New Wheels Improve Fatigue Test Results By Over 50 Percent

Specifically redesigned for low loaders and platform trailers, MWheels has launched its next generation 7.5 x 19.5 Xlite and Xbrite forged aluminium wheels which have improved cornering fatigue test results by over 50 percent.

**An increase in** the disc width by 2mm for additional strength and a revamped disc-to-rim transition profile to reduce stress means the wheel achieved 2.7m cycles compared to 1.3m against the outgoing model. The Association of European Wheel Manufacturers (EUWA) standard is 1m.

The company will initially target premium sector relevant

OE trailer manufacturers in the UK and Germany.

Three eight stud variations are available, with 26mm, 30mm or 32mm stud hole variants weighing just 19.2kg and compatible with 285.70 R19.5 tyres. All wheels have a load capacity of 3,040kg and have been tested to TUV standards.

The 7.5 x 19.5 wheel is MWheels third forged aluminium launch in as

many months. There has also been a new 11.75 x 22.5 for rigorous heavy-duty application vehicles including tipping, walking floor, logging and plant trailers and a 9.00 x 22.5 suitable for a wide remit of commercial vehicle uses.

Xlite and Xbrite wheels, which are five times stronger and 40 percent lighter than the standard steel equivalent, are spin forged from a

single aluminium billet, a unique manufacturing process using a CNC machine to produce a higher degree of production accuracy and a truer running wheel.

Xlite is available in machined and polished finishes, while Xbrite goes through several automated treatment stages which permeate the metal deeper to deliver a wheel with the highest levels of corrosion resistance and shine. Wheels are available in 17.5, 19.5 and 22.5 inch sizes.

The ultimate advantages of operating with forged aluminium wheels including extra payloads, reduced diesel usage, decreased CO<sub>2</sub> emissions and less wear on surrounding parts, including expensive components such as tyres and brakes.

# New Second Rail Container Handling Options From Hyster

Hyster Europe has developed new solutions to help terminals handle containers on railroad cars in the second rail position.

**"Terminal operators want** to reduce damage and improve efficiency when handling containers on the second rail," says Mark Nailer, Industry Manager for Hyster Europe. "In close co-operation with terminal customers we have developed a ReachStacker with a raised cab and remote control for pedestrian operation of the boom and spreader."

The new hinged elevating operator cabin is an option on the Hyster® RS46 ReachStacker which helps operators have direct visibility of the top corner pockets on the second rail containers, even when there is a high cube

container on a railcar in the first rail position.

Previously, the use of cameras or staff, known as spotters, to direct the operator had their limitations, putting extra time on the operation and increasing the cost per container moved.

To handle a heavy load at extended load centre, a stabiliser can be deployed at the front of the ReachStacker. There is also an optional tilt of up to 10 degrees on the cab which helps provide improved visibility when handling high stacks and makes this type of work more comfortable.

Maintenance costs are also kept low with features such as one single greasing

point. In case the driver falls ill or if the truck breaks down there are also levers to manually lower the cabin both on the truck and in the cab itself.

"Spotters are often used when handling on the 2nd rail, but they are no longer necessary," says Mark. "We have also developed a remote control for the boom and spreader enabling the driver to position the container whilst on foot."

First, the driver quickly gets the container in roughly the correct position over the railcar. After selecting the remote operation mode which immobilises the vehicle, the driver then leaves the ReachStacker.

"The driver gets into a safe position with good visibility of the railcar on the second rail and uses the remote control to move the boom and spreader," he says. "All relevant operational data can be seen on the remote control unit to position the container quickly and easily and means drivers can work independently without the need for a spotter."

# Belfast Harbour invests £40m to upgrade its container terminal

Belfast Harbour has revealed details of a £40m investment programme to upgrade its container terminal at Victoria Terminal 3 (VT3) which connects Northern Ireland's businesses to global markets through the European hub ports of Rotterdam and Antwerp.



**Belfast Harbour recently** launched its 2035 Strategic Outlook with plans to be the 'Best Regional Port in the World' and a 'Smart Port' by investing in new technology and enhancing capacity. The first investment announcement on the back of this for VT3 will improve productivity and help customers grow and target new trade opportunities.

The three-year investment programme will see Belfast Harbour invest £28m in ten new cranes and undertake major civil works delivered by local contractor F.P. McCann to reconfigure the 27-acre terminal to increase terminal capacity by around 30% and improve terminal efficiency.

The terminal is operated by Belfast Harbour's partners, Irish Continental Group (ICG), and currently handles more than 250 sailings annually between Belfast and key Northern European container ports such as Rotterdam, Antwerp and Le Havre, providing

local importers and exporters with access to overseas markets.

Michael Robinson, Belfast Harbour's Port Director, said: "This investment programme will future-proof the terminal for a generation as well as utilise the most modern technology making Belfast Harbour one of the world leaders through the implementation of Rubber Tyre Gantry remote control and stack automation technology. Long-term, we anticipate that the container market will continue to grow and surpass pre-recession levels and as a port we need to be ready to handle these volumes."

The investment in new larger state-of-the-art cranes and a new terminal layout, futureproofs the terminal capacity and provides the ability to handle larger ships. Two Ship to Shore (STS) cranes have been purchased from Liebherr Cranes, the first of which will be delivered in Q1 2020.

The investment will also provide

eight new Kalmar Rubber Tyre Gantry (RTG) cranes, which are faster and more versatile than the current yard cranes and can be operated remotely, further increasing productivity. The first five RTGs will be delivered in November 2019 with the first two RTGs commissioned and ready for use in early Q1 2020.

Michael Robinson added: "This is amongst the largest investment projects that Belfast Harbour has ever undertaken and will help create one of the most modern container handling terminals of its size in Europe."

"There is widespread recognition in industry and government that Northern Ireland's future economic growth will rely on increasing exports and this investment puts us in a strong position to accommodate export growth by local companies over the long term."

Declan Freeman, Managing Director,

ICG Container and Terminal Division, said: "We wholeheartedly welcome Belfast Harbour's commitment to make a long-term investment in both infrastructure and equipment to modernise and improve efficiency at the container terminal. This announcement is good for all local exporters who want to access international markets and we are very much looking forward to the arrival of the first new RTGs in November."

VT3 links Northern Ireland with the international hubs of Rotterdam and Antwerp, bringing products such as food and drink and household goods to Northern Ireland, and providing a route to global markets for local exporters. Last year VT3 handled almost 128,000 containers, a 1.5% increase on the previous year and the highest volume since 2010.

VT3 was opened in 1993 and was pivotal in repositioning Belfast as one of the island's gateways to international markets.

# Stena Europe returns to scheduled sailing services on Rosslare - Fishguard route

Following an extensive refit programme at shipyards in Turkey and Liverpool, the Stena Europe has resumed its scheduled sailing services on the Rosslare - Fishguard route.



**The Stena Europe** upgrade programme took longer than had been anticipated but as Stena Line's Trade Director (Irish Sea South) Ian Davies said, the upgraded vessel will now offer a significant improvement in customer care.

"I know there has been a certain amount of frustration with the delayed return of the Stena Europe, a very popular vessel with both our freight and travel customers. We had planned for a number of improvements and additions throughout the ship both of a

technical and customer-facing nature, but we did encounter a number of challenges which impacted on our works delivery schedule for which I'd like to apologise to our customers.

"During the refit period our cover vessel the Stena Nordica did a sterling job ensuring we maintained our sailing schedule on Fishguard - Rosslare and I would like to thank the Captain and crew of the Stena Nordica for their efforts. We are now all looking forward to welcoming the Stena Europe back and I know a lot of our regular customers are looking forward to seeing the improvements.

"Apart from a number of technical upgrades our freight customers will be particularly pleased to hear that we have altered our deck height to be able to accommodate the increasing trend for high sided trailers and for our travel customers we have also added a new Hygge Lounge which offers luxury reclining seats set in a private, ultra-stylish but cosy surrounding, an upgraded Retail Shop and a refurbished Happy children's play area to name a few changes."



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# Belfast Harbour Hosts BPA Conference for First Time

Belfast Harbour has hosted the annual British Ports Association (BPA) conference for the first time in its history. The four-day conference, which attracted more than 300 industry representatives from across the UK and Ireland, took place at Titanic Belfast.

In addition to providing expert discussions on industry issues ranging from Brexit to sustainable development, the conference also included international exhibitors and an extensive social programme.

Speakers at the conference included Shanker Singham, one of the world's leading trade and competition lawyers and Chairman of the Technical Panel of the UK Alternative Arrangements Commission, Eamon Butler, Director and co-founder of the Adam Smith Institute and Brian Johnson, CEO of the UK's Maritime & Coastguard Agency.

Joe O'Neill, Belfast Harbour's CEO, said: "Belfast Harbour was thrilled to host the 2019 BPA Conference which enabled us to showcase not only how the port sector is helping drive growth in the wider economy, but also what Northern Ireland, as a whole, has to offer.

"We worked closely with the BPA to develop a dynamic conference programme which included not just Titanic Belfast, but other venues including Belfast City Hall, Belfast Harbour Office,

the Ulster Transport Museum and a port tour.

"Belfast Harbour is well known within the port sector as one of the UK's most historic ports, but as part of the conference we

showcased the Harbour's long-term vision to develop new trades, urban regeneration projects and a commitment to develop an iconic waterfront for Belfast."

Richard Ballantyne, Chief Executive of the British Ports Association, said: "2019 has seen the ports industry front and centre of a range of political issues – from trade and freeports to the environment and climate change. The profile of ports and the maritime sector more widely hasn't been higher in many years.

"Ports are critical to our economy – handling 95% of all trade and employing 115,000 people. They are hubs of regional and local economic activity and often a big part of local culture and identity."



Pictured (L-R) are Richard Ballantyne, CEO, British Ports Association, Martin Lawlor, Chair, British Ports Association, Joe O'Neill, CEO, Belfast Harbour and David Dobbin, Chair, Belfast Harbour.

## Stena Line rounds up for charity

For the third year in a row Stena Line launches a donation campaign in favour of the non-profit organisation Mercy Ships life-changing work, bringing free medical care to where it's needed the most with their floating hospital Africa Mercy.



During the month of October guests travelling onboard Stena Line ferries were given the opportunity to donate by rounding up every purchase. All donations during the campaign will be matched by the UK Government.

The campaign "Round Up for Charity" was live onboard Stena Line's 37 ferries in Europe during the month of October. Guests travelling with Stena Line were given the opportunity

to round up every onboard purchase in restaurants, bars, cafés and shops. To round off the campaign, Stena Line will round up the donated amount as well. The full amount will be donated to the life-changing work of Mercy Ships, bringing free medical care to some of the poorest countries in the world.

Since the start in 1976 Mercy Ships have provided close to 50,000 eye operations. One of the patients is Monique from Cameroon who lost her sight from cataract at six years of age, stopping her from attending school. At the age of nine a simple eye-operation onboard Mercy Ships changed her life in less than 20 minutes, and she got her eyesight back. Soon she could return to school and her future is bright, in more than one way.

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# New Stena ferry completes trials in China ahead of Irish Sea arrival

Stena Line has announced that Stena Estrid, the first of its three new ferries destined for the Irish Sea, has successfully completed her sea trials in China's Yellow Sea.

Following three days of extensive testing, the new vessel performed excellently across a wide range of stringent test criteria and is now on schedule to start operating on the Dublin to Holyhead route in early 2020.

Stena Estrid is the first of five new Stena Line next generation RoPax vessels that are being constructed at the AVIC Weihai Shipyard in China, three of which will be introduced on the company's Irish Sea routes from Dublin to Holyhead and Belfast to Liverpool.

Sister ship Stena Edda is due to commence operations from Belfast to Liverpool in spring 2020, with the third vessel Stena Embla expected to be introduced on the same route in early 2021.

Part of a multi-million pound investment in the region, the new Stena Line ships will be amongst the most advanced vessels in operation and larger than today's standard RoPax vessels.



The sea trials are designed to ensure that all systems are fully operational and in line with strict specifications outlined by Stena Line, including areas such as engine performance and fuel consumption, navigation and radio equipment, emergency systems, speed tests, manoeuvrability, engine and thruster tests, and safety tests.

Stena Line CEO Niclas Mårtensson said that the introduction of Stena Estrid and her sister

ships reflected the company's commitment to the Irish Sea.

"The Irish Sea is very important to Stena Line's global business and represents a significant part of our overall revenue. We strongly believe that our ferry business on the Irish Sea will continue to grow and it remains a key region for the company, as evidenced by our continued investment and the addition of three new vessels, underscoring Stena Line's

commitment to our Irish Sea operations and our determination to deliver the best possible freight and travel experience to our customers.

"Stena Estrid will bring many benefits to our customers including speedy and efficient loading and unloading operations, plus further development of our Scandinavian-inspired facilities including our restful and bespoke Hygge Lounge and the latest upgrade of our premium product, the Stena Plus concept. The new ships will be spacious, light and make great use of panoramic views."

At 215 metres in length, Stena Estrid and her sister ships for the Irish Sea will be larger than today's standard RoPax vessels and will provide freight capacity of 3,100 lane meters and the space to carry 120 cars and 1,000 passengers and crew.

Next up for Estrid is an official handover ceremony at the shipyard before she sets sail on the long journey from China to Holyhead.

Incidentally, the name Estrid is connected to Stena Line's Scandinavian heritage. It is an Old Norse eastern-Nordic version of the name Astrid. Estrid is commonly found on old runestones and means 'divinely beautiful'.

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# IW Drains steps up its cleaning operations with three more Mercedes-Benz vans

A year after it launched a new business venture with a pair of Mercedes-Benz vans, IW Drains returned to dealer MBNI Truck & Van for another three.



Flushing with success: Finbarr Gallagher, right, and Drainage Engineer Kurtis Wilkinson, who works from one of the new Mercedes-Benz Sprinters

**The Belfast-based operator** has added two Sprinters vans to those it was already running, and has also commissioned a small Citan – all wear the distinctive livery of Dyno-Rod, which awarded IW Drains a licence in 2018 to cover Northern Ireland.

IW Drains in association with Irish Waste Services provides a comprehensive portfolio of waste management solutions, covering everything from hazardous materials to reduction, recycling, recovery and reuse, for customers working across a broad range of industry sectors. It also runs a fleet of heavy trucks from its base in the Carryduff area of the city.

"Having taken on the Dyno-Rod work we quickly realised we needed

additional vehicles to provide cover," explained Transportation Manager Finbarr Gallagher. "We considered vans by various manufacturers but came down in favour of Mercedes-Benz because we felt it offered higher standards of build quality, comfort and safety.

"That decision has been fully vindicated. Our first two Sprinters have proved totally reliable and performed very well, so we had no hesitation about returning to MBNI Truck & Van when we needed more."

IW Drains' first two Sprinters carry high-pressure jetting equipment for drain cleaning, and are racked out to carry tools and spare parts. One of the new vans is similarly equipped, while the second carries

remotely controlled camera and monitoring systems for surveying damaged pipelines. All work was carried out by Total Van Solutions, of Newtownabbey.

Launched last year, the latest Sprinter range offers class-leading levels of comfort, efficiency and safety, and is also a technological tour-de-force thanks to its 4G internet connectivity. IW Drains chose long, high-roofed L2 H2 316 CDI variants, with fuel-efficient 163 hp engines that drive the rear wheels – Sprinters are also available in front- and all-wheel drive configuration.

The company's small Citan, meanwhile, has been allocated to Operations Manager Paul McReynolds. The 109 CDI model

combines a comfortable, car-like driving experience with a useful load space and exemplary economy – its 1.5-litre powerplant produces 109 hp and returns up to 65.7 mpg in the combined cycle.

The vans are now being used by engineers to carry out domestic and commercial drain-cleaning work across the whole of Northern Ireland. They are being maintained at MBNI Truck & Van's workshop in Newtownabbey under Mercedes-Benz ServiceCare plans.

"The Sprinter is ideally suited to this application," continued Finbarr Gallagher. "The body is the perfect size and the rear-wheel drive set-up is our preferred option for vehicles which carry a lot of weight over the back axle. The cab interiors are great too, very smart and well-appointed. They have certainly been favourably received by the colleagues who use them."

Like all new Mercedes-Benz vans supplied through the manufacturer's official dealer network, IW Drains' Dyno-Rod vans are backed by three-year, unlimited mileage warranties. They also come with MobiloVan cover, which includes free, round-the-clock emergency assistance – making good on the manufacturer's commitment to "keep businesses moving", dedicated technicians fit only Mercedes-Benz GenuineParts, and fix the overwhelming majority of breakdowns at the roadside.

"The service from MBNI Truck & Van has been first-class," Finbarr added. "Sales executive Johnny Andrews has been very attentive ever since we made our first enquiry. The warranty and MobiloVan support are excellent too – we've not had to call on either, but it's nice to know the safety net is there."

## Van Excellence Announces Partnership with Fleetcheck

Van Excellence, a scheme to promote the safe and efficient operations of vans, has announced a partnership with FleetCheck whose technology will now power FTA's Fleet Management Software.

**Mark Cartwright, Head** of Vans and Light Commercial Vehicles at FTA, commented: "Through its intuitive fleet management technology, FleetCheck is making it easier for businesses to keep their operations safe, compliant and efficient - three qualities which

are highly valued by the team at Van Excellence.

"We are honoured to be partnering with a company that embodies the same values and aims as us; we look forward to helping even more fleet managers and van operators

to discover this indispensable software."

Peter Golding, Managing Director of FleetCheck, commented: "Van Excellence and FleetCheck share a similar goal: to raise operating standards within the vans market; our technology empowers fleet managers and van operators to do just this. By enabling businesses to store all their driver information in one easily accessible place, they can rest assured they will never miss a MOT service, licence check, or vehicle safety inspection again.

"Powered by FleetCheck technology, FTA Fleet Management Software provides the perfect tool for any business wanting to run a safe, efficient, and compliant operation, while also minimising workload."



# Renault Traffic Business+ SL29dCi Energy 120PS Van is a 'Hero'

The Renault Traffic Business+ SL29dCi Energy 120PS van has been named as Glass's Used Van Hero for October.

## 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: "Strong economical engines, three trim levels and a good size payload area are attractive qualities that keep the Traffic on most buyers' shortlist."

Andy added, "In an age of 'duty of care' and 'health and safety', more businesses are purchasing higher trim models. The enhanced working environment is a boon for the driver, whilst higher residual values create greater demand in the wholesale market."

## Why?

In the UK, the Traffic launched in 1981 and has always had a good following. Built in France,

this month's used van hero was available from Renault dealers between 2014 and 2019.

Available at launch with a 1.6-litre Euro 5 diesel engine with four power outputs generating 90bhp, 115bhp, 120bhp or 140bhp.

Two body lengths, two roof heights and three standard trim levels in van, crew van and 9-seat minibus body styles. A platform cab is also available for aftermarket conversions, giving an all-round and comprehensive offering. Engine upgrades to meet Euro 6 emissions launched late in 2016 with small changes to power output.

## When Was It On Sale?

Now in its fourth incarnation the first generation Traffic launched in 1981 as a replacement to the Renault Estafette. The second-generation X83 model launched in 2001 and was a joint venture with sister products the Vauxhall Vivaro and Nissan Primastar. The third

generation X82 model launched in 2014 and added the Fiat Talento to the partnership with Vauxhall moving away in November 2018 as the brand joined Groupe PSA.

The Business+ trim level was introduced in 2014 and added useful extras such as air conditioning, rear parking sensors, under seat storage for the passenger bench, body coloured front bumper, load-through flap to bulkhead, fold-down middle seat for a mobile office and wide view blind-spot mirror to the standard Business specification.

## What's Good?

This is a fresh looking medium sized panel van offering a variety of body styles and power outputs, including fuel-efficient twin turbo engines. Popular with SMEs as well as fleets, the Traffic comes with a 4-year/100,000 warranty, 4-year roadside assistance package from new

and benefits from a timing chain that requires no servicing work.

The cabin is comfortable and well laid out, with the driver benefitting from an adjustable driver's seat.

There is a robust quality about the fixtures and fittings, with plenty of storage. Standard security features include deadlocks and immobiliser.

Frugal diesel engines, good handling, a spacious load area and the large Pro+ dealer network continue to help Renault to establish the Traffic as a popular new and used van.

## What's Bad?

Check for cracked exhaust gas recirculation (EGR) valves, ineffective parking brakes and faulty bonnet catches. The Traffic continues to lag behind the competition with regards safety features. There is no automatic gearbox available for this model, this option was introduced with the fourth generation model.



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# **VAUXHALL MOVANO** **MAKES SAFETY** **A PRIORITY**



The safety of both the driver and other road users has been an important factor in the development of the new Vauxhall Movano.



A rear vision camera system, available for the first time on the Movano, gives a live feed to a seven-inch touchscreen, providing optimum visibility and helping to detect cyclists and pedestrians.

A blind spot monitoring system is also new to the Movano, using ultrasonic sensors to detect objects in the blind spot and alerting the driver with LED indicators in the corresponding mirror. A lane departure warning system, which sounds an audible alarm if the driver strays from their lane, is also available.

Despite the large dimensions of the Movano, the van remains planted to the road in high winds thanks to the Side-Wind Assistant, which comes as standard on all models. In such conditions, the Electronic Stability Programme is automatically activated to improve handling.

Behind the wheel, drivers benefit from excellent connectivity and entertainment features thanks

to the Navi 5.0 IntelliLink Pro infotainment system, which is available for the first time on new Movano. The system features Apple CarPlay and Android Auto integration, with the interior featuring a wireless charging point for smartphones.

As the largest vehicle in Vauxhall's portfolio, the Movano is available in four different lengths and three heights, carrying a maximum payload of up to 4.5 tonnes and 17m<sup>3</sup> of cargo. This means that, in certain configurations, the van can transport up to five euro pallets, ensuring that there is a Movano for almost every need. Perfect for trade professionals, 150 different versions of the Movano are available ex works, allowing for numerous conversions for specialist requirements.

The new Movano is clearly identifiable as a Vauxhall, sharing many design elements with other models in the brand's range of class-leading



vans. Inside the cabin, the multi-adjustable seats are comfortable and supportive, with the optional comfort seats for the driver and passengers offering adjustable lumbar support.

The Movano can also be ordered with an air-cushioned driver's seat, perfect for frequent use over bumpy surfaces. In the cargo area, LED lighting makes the Movano easy to use even in dark conditions, while new handles on the side-walls and pillars further improve convenience.

#### Powertrains

Meanwhile, Vauxhall has announced a new range of BiTurbo engines for the Movano, all offering higher power, more torque and greater efficiency than ever before.

Thanks to low fuel consumption and long service intervals, the new BiTurbo engines greatly reduce the cost of ownership for businesses and fleet operators. Service intervals have been extended to 25,000 miles or two years, while moderately priced spare parts and materials further reduce operating costs.

The new engine portfolio consists exclusively of BiTurbo diesel power units. The 2.3-litre power units range from 130 PS to 180 PS and all comply with the strict Euro 6d-TEMP (light duty) or Euro V-Id (heavy duty) emissions standards. Compared with the previous generation, the engines boast five to 10 more PS and 20 to 40 Nm higher torque. The top-of-the-line 180 PS BiTurbo develops maximum torque of 400 Nm.

In addition to front-wheel drive, Vauxhall customers can select a rear-wheel drive configuration, improving the performance of the Movano for heavy duty applications. Both configurations include six-speed manual transmission and will, in future, also benefit from automated manual transmissions. Certain versions of the Movano are optionally available with all-wheel drive.

Rear-wheel drive versions of the Movano can be ordered with an optional limited-slip differential, providing additional traction on slippery surfaces such as at building sites. If one wheel starts to spin on a slippery surface, the torque is diverted to the wheel with more grip.





# FORD UPDATES ITS TRANSIT AND TRANSIT CUSTOM MODELS

Ford has updated its Transit and Transit Custom models, with improved performance, increased fuel economy, the addition of various hybrid drivelines and a range of new connectivity technologies, reports Dan Gilkes for Van & PickUp Ireland.





**The vans continue** to use Ford's EcoBlue 2.0-litre diesel engine, but new steel pistons, an upgraded turbocharger, a variable flow oil pump and higher fuel injection pressures have led to a 7% improvement in fuel efficiency, with Auto Start-Stop now standard on all models.

The 2.0-litre can be had with 105hp, 130hp, 170hp or a range-topping 185hp on tap. All drive through a six-speed manual gearbox, though front-wheel drive models can be ordered with a six-speed automatic transmission. From early 2020, there will also be a 10-speed automatic transmission on offer for rear-wheel driven models of the larger Transit.

Operators looking for further increases in fuel efficiency can also specify a 48V mild hybrid (MEV) package on the vans. This comprises a belt-driven, integrated starter generator that feeds a 10Ah, 48V lithium-ion battery pack. The battery captures regenerative energy from the vehicle's braking system, using that electrical power to help drive the electric power assisted steering system, the air conditioning and other electrical systems that impose a heavy load on the engine.

The starter generator delivers enhanced start-stop functionality, cutting the engine as soon as the vehicle is stationary, even when in gear. The resulting fuel saving is said to be up to 3% in varied use, or as high as 8% when the van is used in a stop/start urban operation. That said, Ford is talking about a four-year pay-off for most urban operators.

The MHEV system also adds around 27kg to the weight of the vans, though Ford has cut weight elsewhere. The engineers have taken 15kg out of the rear axle, saved 5.4kg with an aluminium bonnet and cut 4.4kg thanks to the use of a composite bulkhead.

In total, Ford is claiming payload gains of up to 80kg for the front-wheel drive vans and as much as 48kg for rear-drive models.

#### PHEV vans

The company has finally released its Transit Custom plug-in hybrid (PHEV) for customer order.

The van uses a 1.0-litre petrol engine as a range-extender, offering up to 35 miles of zero emission range and a total driving range of up to 310 miles.

Ford is claiming up to 91.7mpg and 60g/km of CO2 emissions.

The wheels are driven by a 92.9kW electric motor, powered by a 13.6kWh battery pack that lays beneath the existing load floor. The compact battery takes 4.3 hours to fully charge on a domestic 240V supply, or 2.7 hours with a 16A Type 2 supply. Ford has promised an eight-year/100,000-mile warranty on the battery pack.

The PHEV has multiple driving modes that allow the driver to operate as a pure EV, to save electrical energy to the battery for zero emission driving within a city centre or to charge the battery while driving. A geofencing module will be made standard next year, automatically putting the van into EV mode if it has the necessary electrical power, when it enters a



predefined driving area, such as London's ULEZ.

The compact petrol engine and lithium-ion battery pack are no heavier than the standard van's diesel engine and six-speed manual gearbox, so there is no loss of carrying capacity, with a payload of up to 1,130kg and no compromise on the van's 6.0m3 load volume.

Prices for the Transit Custom PHEV start at £39,145 for the entry-level trim, rising to £42,950 for the Limited model. The PHEV will also be marketed in people-carrying Tourneo form.

Ford is confident of a strong order book for the PHEV, including from those companies involved in the year-long London trials of the van. Initial targets of around 2,000 Transit Custom PHEVs in the first full year are currently being reassessed, as demand for electric and hybrid LCVs continues to climb. Ford has also announced that it will produce a full electric Transit van by 2021.

#### Technology transfer

The larger Transit model has been redesigned inside, bringing the cab into line with the smaller Custom. There are modern lines and plenty of useful storage space, while the dash now comes with a tablet-style 8-inch touchscreen with the option of Ford's SYNC3 infotainment system, with voice commands.

Driver assistance systems on offer include Blind Spot Information System with Trailer Tow, Intelligent Adaptive Cruise Control with Traffic Sign Recognition and Pre-Collision Assist with Pedestrian Detection. The heavier Transit can also be ordered with a high-mounted rear-view camera, offering improved visibility with the rear doors open for loading.

There is also an optional high-mounted LED downlighter, making it easier to work behind the vehicle in low light conditions.

Transit vans will all come with a standard FordPass Connect on-board modem, by Spring 2020. This can be used to access a range of Ford telematic products, access to live navigation updates and the provision of a Wifi hotspot within the vehicle.

FordPass Pro is intended for small fleets of up to five vans and can be run from a smartphone. It provides vehicle location and access to van health data.

Ford Commercial Solutions is intended for larger fleet users, offering fleet managers an easy access dashboard showing fuel use, idling times, harsh braking events and a host of other operational data streams. Ford is working on a driver app for daily check information and damage reports, that will upload into the fleet manager programme. Operational information can also be exported to a third-party telematic and fleet management software.

#### BEHIND THE WHEEL

**We had the** chance to drive the Transit Custom PHEV in and around Stockholm and the hybrid van proved more than up to the task.

With the battery charged, the van slips along quietly in EV mode, with the higher of two regenerative braking settings providing almost one-foot driving in traffic.

The change from braking to regeneration is smoothly accomplished and you hardly know when the petrol engine has started in regular driving. However, run the battery right down, or call up the battery charging mode and the engine does become considerably more vocal, as it attempts to recharge the battery and provide enough electrical power to drive the van.

For the right application though, where operators are mixing a bit of inter-urban driving with a low emission zone for instance, the PHEV offers a solution that few can match.

The revised engines in both Transit and Transit Custom continue to perform well, offering plenty of pulling power for a half-laden van. However, the mild hybrid versions are harder to call, with no visible sign on the dash or the control panel to show when the battery is assisting the engine. The proof of the MHEV's increased efficiency will have to be registered at the fuel pumps.

The update to Transit's interior is certainly successful though, making it much more like the Custom model and delivering an improved working environment for the driver and for any passengers.

# An icon returns: the all-new, all-electric Morris JE

Morris Commercial, a UK-based automotive engineering and manufacturing start-up, will soon be unveiling its stunning new electric light commercial vehicle, the Morris JE.



**Boasting a state-of-the-art**, full electric, lithium-ion battery powertrain, the new Morris JE is designed as a premium product with sensational styling, excellent functionality and a practical driving range for business and pleasure. The vehicle benefits from a lightweight, modular chassis, making it highly adaptable for future derivatives. The combination of advanced lightweight chassis with a complete carbon fibre body makes the Morris JE one of the lightest LCVs in the marketplace. The result is an outstanding power to weight efficiency which fully maximises the range of the vehicle.

The original Morris J-type has long been referred to as the ultimate, iconic British van. First introduced in 1948 at Earls Court, London, the J-type was the archetypal 'big' little van, featuring charming styling with a ground-breaking load capacity-to-footprint ratio – an achievement that remains unsurpassed by any light commercial vehicle. Aside from its practicality and reliability, the

J-type was extensively used for promotional and advertising purposes thanks to its distinctive and appealing styling.

The J-type was often seen resplendent in distinctive colour schemes and company liveries and was often used for major advertising and promotional campaigns.

Exported around world to over 22 countries, the original van has international recognition, and today many are still in use as ice cream vans and for food retailing and are still used in film and advertising campaigns.

Exported around the world to over 22 countries, the original van has international recognition, and today many are still in use as ice cream vans and in the food retail sector, as well as in film and advertising campaigns.

Having secured the rights to the Morris Commercial brand name, the UK-based management team had a vision to revive the iconic and much-loved British brand with

a series of all-electric vehicles, leading with the introduction of the new Morris JE.

The JE successfully takes the essence of the original, iconic design, and reimagines it as an all-new, sustainable vehicle for the 21st century. With modern styling cues and cutting-edge technology, the company is committed to delivering products with outstanding design at their core and with sustainability firmly at the top of the agenda through its commitment to full electrification.

The project, which has been led by a highly experienced team of established automotive designers and engineers, has been a well-kept secret during the development phase, which has now resulted in a fully operational engineering prototype. Headquartered in Worcestershire, the project benefits from an established team of industry experts and consultants from across Europe.

The new vehicle is not a replica of a 70-year-old design, but it takes the DNA and values of the original van and brings it up to date in a fun, funky and contemporary design.

Having designed the vehicle from the ground up as a full EV, the company's ethos is set squarely on delivering products that utilise the best available zero emissions technologies with exceptional engineering integrity and beautiful craftsmanship.

Eye-catching and stylish in a way that no modern, light commercial vehicle has ever been, the Morris JE brings retro charm to the EV market, making it a unique proposition.

The JE will be hugely appealing to large and small businesses focused on the environment, but also those seeking a distinctive vehicle that will be noticed and provide fantastic promotional opportunities with real-world commercial capabilities.

Dr. Qu Li, the CEO and founder of Morris Commercial, says: "I am so pleased to reach this stage after over two years of intense development. It's been a fantastic journey and I am extremely proud of what the whole Morris Commercial team and its incredible suppliers have achieved. The working engineering prototype has undergone extensive road testing and the end of 2019 is an amazing conclusion to the first phase of the project. We still have a little way to go to bring the project to full production, but we have the team and the product to make this an enormous success. As a business we are committed to environmental sustainability and we are trailblazing a new approach to the production of appealing, fully electric commercial vehicles. We are very excited to unveil the JE to the public this autumn."

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