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COMMENT

So, the Conservatives are back at Westminster with a massive majority, but, as we embark on another New Year, what will be the implications for the industry and, in particular, Brexit? And will it speed up the restoration of an Executive at Stormont?

It is too soon to say, but at least the General Election result has provided the industry with new clarity enabling it to some extent to plan for the way forward. That said, the Freight Transport Association is warning that, without the passing of the Withdrawal Agreement through Parliament, there is still the risk of a No Deal departure from the EU on 31 January 2020 and the challenges that will present.

The FTA say the new government needs to urgently address three main concerns for the industry, one being that we need more clarity on the situation on the Northern Ireland border, including the potential for checks and where and how these are to be made.

We also need to know what arrangements will be made for imports and exports between the UK and Europe; business needs to know what the processes required will be and have time to learn and implement them.

Another major concern for the industry is the ongoing situation regarding the employment of EU nationals within a sector that relies on them for vital labour. The FTA says that with more than 53,000 lorry driver vacancies already in the UK, and more in warehousing, van driving and other key roles across the sector, the loss of the 343,000 EU nationals working in British logistics firms could see vehicle movements and the supply chain as a whole come to a standstill.

As for a return of a Northern Ireland Executive, well, at least all sides are beginning to engage once more, so let's see what transpires over the coming weeks and months.

Considering all of the above mentioned concerns and challenges, there is still plenty of positive news about as you will read in this, our first issue of the New Year, including an exclusive 'face to face' interview with the CEO of Belfast Harbour which has embarked on ambitious plans for the next 15 years.

Whatever the next 12 months throws at us, we are certain the industry will handle it, as it always does – and don't forget you can read all about it 24/7 throughout 2020 in your favourite transport & logistics magazine, or by logging on to our website at www.exportandfreight.com

In the meantime, we thank you for all your invaluable contributions and support throughout the past year, and we look forward to building on that during the course of 2020.

Helen Beggs Editor-in-Chief/Publisher

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Renewable Transport – an Opportunity for Northern Ireland

THERE is a tremendous opportunity to decarbonise Northern Ireland's transport sector through the use of renewable transport fuels. That's according to Ian Gordon of Action Renewables Energy Association (AREA).



Pictured are (L-R) Peter Morrow AECOM, Ian Williamson HyEnergy, Ian Gordon, Action Renewables Energy Association, Sebastian Street of Gridserve and Mark Holohan, Virginia Logistics, a company that runs CNG trucks, with two American Tesla cars; electric cars.

An event held recently at Lagan Valley Island, Lisburn, brought together policy makers and key figures from public and private sectors, to address the opportunities and challenges that Northern Ireland faces on its journey

towards renewable transport. Ian Gordon, manager of Action Renewables Energy Association said, "Northern Ireland has tremendous potential to make a difference by utilising renewable transport – allowing for improved

air quality, a better quality of life and reduced carbon emissions, to name just a few.

"Although there are many challenges ahead in relation to working together and ensuring the likes of infrastructure, regulations

and policy is adapted and fit for purpose, there are a number of opportunities presently; the potential for biomethane injection into the gas grid, an all-island network of hydrogen filling stations, and setting a trajectory for the renewable transport fuel obligation, beyond 2020 in Northern Ireland – all outlined in our 'Proposal for a Renewable Future' booklet.

"We all need to play an active part in changing the mindset of individuals, businesses and those in the public sector, so that Northern Ireland has a renewable future. It is vital that we collectively look to move to a low-carbon future – and now."

Those at the conference also heard from several leading experts in their respective fields of transport planning, carbon-free trucking, electric vehicle (EV) charging forecourts and the use of hydrogen for transport. The common theme – there are many opportunities in the renewable transport sector; we just need to work together to make it happen.

One of the speakers, Ian Williamson, CEO and founder of HyEnergy discussed the use of hydrogen; "I believe that hydrogen will play a key role in creating a clean sustainable future. We only have to look at new technologies being created locally – a zero-emission drive system which encompasses a hydrogen fuel cell and battery pack to power both single and double deck buses."

Belfast Port Commercials Charges Ahead with Freeway Fleet Maintenance Software

Belfast Port Commercials has switched its workshop management software to Freeway Fleet Systems to underpin expansion of its commercial fleet maintenance services. As an authorised Schmitz Cargobull service partner, Belfast Port Commercials service and repair trailers for transport operators across Northern Ireland.

When fully implemented, Belfast Port Commercials' customers will be able to access live digital inspection sheets, job cards and invoices, as well as key fleet information, such as tyre tread depths, and damage reports, including photographic evidence of damages and defects. Freeway's ability to provide a tablet-based app to capture all labour activity is key to this and allows workshop productivity and efficiency to be easily analysed.

Belfast Port Commercials needed a more comprehensive system that could provide additional functionality and enterprise-wide visibility. Instead of investing in extensive development with its current supplier, the company worked with Freeway's Irish implementation partner Genie Insights to deliver all the functionality required.

Imperatively for Belfast Port Commercials, the system had to be capable of managing the company's launch of holding Schmitz

Cargobull parts stock, as well as requiring asset management capability, routine maintenance scheduling, stores management functionality and integration with its accounting software.

Using Freeway, Belfast Port Commercials can now manage a multitude of customer pricing contracts, whether fixed parts pricing and labour rates or pricing tailored on a discount structure. It also allows them to manage promotional and seasonal pricing. A major factor in the company's decision to invest in Freeway was because the system allows for detailed analysis of parts consumption, which is crucial in identifying repeat defects and in determining buying behaviour.

Sheila Crawford, Business Process Manager for Belfast Port Commercials is impressed with the instant business insights available from an accounting perspective, including labour productivity and efficiency, stock management, purchasing and invoicing.



Willie McClean, Depot Manager at Belfast Port Commercials.

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Volvo FH XL 25 Years Special Edition Tribute Truck For Adams Transport

Customised promotional model vehicle specialists, Search Impex, have released a 1:50 scale Volvo FH XL 25 Year Special Edition (6x2) truck with fridge trailer, customised in the new eye-catching livery of Northern Ireland based operator Adams Transport.

The models have been produced exclusively for Search Impex by WSI Collectibles as a certificated Limited Edition (175 pieces).

Adams Transport took delivery of the Volvo FH 25 Year Special Edition (the first to be ordered by a Volvo customer) to commemorate the life of John Adams' late wife, Gillian Marie, who sadly passed away in 2015. Dedicated to his wife's memory, the unique new 25 Year Edition flagship truck is especially poignant to John, as 2019 would also have seen the couple's 25th wedding anniversary.

Based in the village of Armoyn, Co Antrim, Adams Transport was established in 2007 by John Adams. With a passion for trucks from an early age, John had been driving rigid trucks since he was first legally able to do so and he quickly

moved onto driving artics from the age of 21.

After some years of driving for other companies, however, John found he was increasingly spending extended periods away from his wife and young family and so he began to think of ways of changing his lifestyle so he could spend more time with his family. With a view, therefore, to taking back control, he made the decision to set up on his own – and so Adams Transport was born.

Sheer hard work and dedication, supported by a team of loyal staff, has seen the business grow solidly and successfully over the last 12 years.

The Company specialises in the delivery of agricultural goods throughout Ireland, as well as undertaking general haulage work.



With a fleet of 15 trucks (almost exclusively Volvo) and a similar number of trailers (a mix of fridges and curtains, plus one flat bed), Adams transport trucks can be seen regularly on the roads throughout Ireland and also over on the UK mainland - from Scotland down to the Midlands and beyond.

Models, available from Search Impex, are priced at £149 each (including UK delivery & VAT).

FTA Helps To Demystify Brake Test Reports

Commercial vehicle operators are struggling to decipher their brake test reports, according to FTA, which, to help operators understand the complex documents, has launched an online guide titled Brake test report.

FTA's Head of Engineering and Vehicle Standards Policy, Phil Lloyd stated: "Transport managers without an engineering background should understand that even though a report says 'PASS', there may still be issues that need to be considered. This guide will help readers understand how brake

performance is calculated and what else they should be looking out for, as well as deciphering some of the engineering jargon that is often included in the reports."

Launched by the Traffic Commissioner for the west of England, Kevin Rooney, at the finale of FTA's record breaking

2019 Transport Manager series in Chepstow, he commented:

"We are calling on operators and transport managers to build confidence in their braking systems. This is only possible through good testing and knowing what that looks like on paper."

"Analysing brake test printouts

carefully is vital. It is how operators and transport managers can make sure roller brake tests complement the preventative maintenance inspections. Without this, how can they know whether the braking systems are in good, efficient working order and properly adjusted?"

Krone Cool Liner now standard with Krone Telematics

Now Krone will equip all Cool Liner refrigerated vehicles as standard with Krone Telematics.

Krone Telematics KSC ProPlus Cool is installed as standard; this system offers the following functions: Monitoring of the location, the door, the operating data, the cooling temperature, the cooling machine, the coupling status as well as error messages from the brake system.




In addition, Krone Telematics KSC ProPlus Cool handles the complete document management via WLAN, i.e. both the dispatcher and the driver can connect to the Krone Telematics Box via WLAN and request the desired data. The Krone Telematics variant Cool Dialog with integrated KRONE temperature recorder is also available on request.

"With the standard equipment of our Cool Liners with our telematics system ProPlus Cool we react to the requirements of our customers. Today almost all refrigerated trailers are already inquired and equipped with this variant," explains Dr. Frank Albers, Managing Director Sales & Marketing.

"The advantages are obvious. Krone Telematics makes the everyday life of transport companies much easier; not only the constant monitoring of temperatures and operating data speak for the application, but also the transparent cost overview due to the regular reports on wear parts. A further strong argument is the manufacturer-independent telematics platform, because Krone Telematics is compatible with all portals."

New customers who have not yet used Krone Telematics can test the system free of charge for three months. Of course, Krone Telematics can be easily and quickly retrofitted to all vehicles.

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Circle K announce 'Here for Ireland' initiative to support Olympic and Paralympic hopefuls

Circle K, Ireland's largest forecourt retailer and proud partner of both Irish Olympic and Paralympic Teams, has launched the 'Here for Ireland' initiative, which has been developed to support Irish athletes on the road to the Tokyo 2020 Games.

Circle K customers can show their support for Ireland's homegrown champions by simply scanning either the Circle K app or their Play or Park loyalty tag in-store.

In so doing, they will automatically generate digital coins, which Team Ireland athletes can

then use to fuel their journey to Tokyo.

Athletes who sign up to the initiative can use the digital coins to redeem complementary miles fuel at all 410 Circle K service stations, as well as food or refreshments at any of the participating Circle K stores between now and the Tokyo 2020 Games. It is estimated that approximately

€250,000 worth of digital coins will be generated over the course of the initiative, all of which will be shared evenly amongst Team Ireland hopefuls.

Sixty Olympic and Paralympic hopefuls from around the country have already signed up to the 'Here for Ireland' initiative.

Thermo King Introduces Hybrid Refrigeration System for Trucks

Thermo King has introduced new hybrid refrigeration systems designed to lower environmental impact and reduce operating costs of truck transport operations.

The new Thermo King T-Series Hybrid and UT Hybrid refrigeration systems for trucks, drawbar trailers and high-loaders answer the demand for technologies that give transport companies easier access to restricted, low-emission urban areas while lowering operating costs in the same time.

The new hybrid single - and multi-temperature solution for

trucks builds on the proven track record of the Thermo King SLXi Hybrid trailer systems.

Frigoblock alternator and inverter-drive technology allow switching the power of the nose-mount T-Series Hybrid and under-mount UT Hybrid refrigeration units between diesel and electric as required or necessary. This enables the transport companies to operate in inner cities,

residential areas and low emission zones with the refrigeration unit's diesel engine turned off.

During the development of the new hybrid solution, Thermo King worked with Castell Howell Foods, one of the UK's leading independent food wholesalers. Since May 2019, Castell Howell has conducted thorough, real-life testing by operating the

truck equipped with the Thermo King UT Hybrid Spectrum under-mount refrigeration unit.

"We have been running the hybrid truck six days a week on mixed routes combining motorway and city centre routes with upwards of 30 deliveries a day," said Martin Jones, director of transport operations at Castell Howell Foods. "With the hybrid mode always on we experienced fuel savings reaching approximately 20 litres of fuel each day, six days a week. It's a significant mark in the truck's operational bottom line and we're really pleased to see how the Thermo King system combines the best of both alternator-driven electric and diesel technologies and how it has worked out in the field."

Renault Trucks Launch 2020 Versions of T and T High Models

Renault Trucks is launching the 2020 versions of its range of long haul trucks. The Range T and T High are more fuel efficient, while remaining as committed as ever to driver comfort.

The Renault Trucks T cab features new top-of-the-range finishes, including all-textile seats and a leather steering wheel. For improved driving comfort, a three-way adjustable steering column is now fitted as standard.

The 2020 Renault Trucks T and T High are equipped with new rear cab overhead compartments that offer 221 litres storage capacity, with three illuminated 36cm high lockers with sliding curtain closures. Aluminium door handle door sills and metal door sills add to the high quality finish.

Outside, the radiator grill and wing mirrors can still be customised in either glossy black or orange, available as an option for the 2020 Renault Trucks T and T High.

The T and T High can also be fitted with Roadpad+ as an option. Acting as an on-board assistant, it enables drivers to listen

to music, use their telephone hands-free, and manoeuvre safely thanks to its rear and side cameras. With Roadpad+, the driver also obtains navigation assistance from a truck-specific satnav system.

Renault Trucks' Long Haul range is fitted with DTI 11 and DTI 13 Euro 6 Step D engines. Both are fuel-efficient and environmentally friendly, with a 3% reduction in fuel consumption and CO2 emissions compared with the previous generation. The 2020 versions of the Renault Trucks T and T High feature a new high-efficiency axle and lighter disc brakes, further reducing fuel consumption.

Optionally, new vehicle settings can be activated, providing an additional 3% saving. Incidentally, the Renault Trucks T and T High engines are compatible with XTL synthetic fuel and biodiesel.



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Renault Trucks Number One in Henderson Group Following Latest Additions

The Henderson Group, one of the key players in Northern Ireland's economy and owners of the SPAR, EUROSPAR, ViVO, ViVOXTRA and ViVO Essentials franchises, has added 15 Range T460s and 14 Range D18s to its group fleet line up.



With the latest vehicle additions supplied by local dealer Diamond Trucks, Renault Trucks has grown from strength to strength with the Henderson Group since its inception into the fleet as Group Fleet Engineer, David McCracken explains: "In 2015 we operated a mixed fleet of vehicles and it was

decided a key objective would be to standardise to perhaps two core brands. We introduced the Range T and D in 2015 with 7 Range T460 6X2 and 1 Range D26 fridge and we haven't looked back.

"Renault Trucks are now one of our preferred suppliers and business partners. We now operate some

70 of their vehicles across our various divisions and forecasting further investment in the Renault product by the end of 2020."

Previously positive experiences, vehicle reliability and driver acceptance were key factors in the company's decision to add more Renault Trucks to the fleet

as David comments: "Driver acceptance of Renault Trucks has been 100%; it's exceptional. They really are the perfect truck, reliable, stylish and comfortable to drive.

"We've recently introduced two flagship Range T Highs as a driver retention tool for long serving employees with the Range T being the preferred choice for most of our drivers."

The Henderson Group has brought in the new T Ranges to work on regional distribution multi-drops across the Northern Ireland operation. "The trucks are doing around 70 runs a day both ambient and chilled and the Range T fits the bill perfectly and offers the best compromise in terms of reliability, MPG, size of cab and driver appeal," comments David.

"The specifications of the Range D, including the reduced turning circle and compact cab, make it perfect for our wholesale and foodservice operations and allows us to access even the tightest of locations," explains David.

The Range Ts have been supplied on a 4-year contract hire deal through BRS Limited with the Range Ds being a capital purchase for the company.

'Keep Er Lit For Kayden' Truck Show

Following the hugely successful 'Keep Er Lit For Ellen' Truck Show in November 2018 which saw over 200 lorries packed into Camlough village, there are plans to run another event, this time in aid of young 5 year old Kayden McKeown. It will take place on Saturday 21st March 2020 in Camlough village.

Little Kayden McKeown from Mayobridge was diagnosed with Acute Lymphoblastic Leukemia (ALL) T Cell in May last year just before finishing his first year in P1 at the local Primary school. This was a huge shock to parents Paula and Killian and his two brothers. Doctors in the Royal Victoria hospital Belfast immediately started chemotherapy on Kayden. Many weeks in and after numerous tests they identified a gene usually only found in adult leukemia; this now meant that they had to start a new drug which is normally only given to adults.

Kayden has two older brothers and his diagnosis has resulted in their family life being turned upside down.

The news has proven difficult to accept but the family are trying to remain positive and cope day to day uncertain of what their future holds.

The McKeown family face tough and challenging times ahead. The future for Kayden consists of further rounds of chemotherapy and inevitably he will face a bone marrow transplant in Bristol or another appropriate Medical Centre in Britain.



One of the truck show organisers, Paudy Smith, said: "We are organising the show in the hope of raising much needed funds to help and support Kayden and his family as they face the future and to be by Kayden's side as he undergoes this vital treatment, whilst also trying to provide as normal a life as they

possibly can back home for his two brothers.

"Kayden's father, Killian, is a native of Camlough village and the McKeown family are highly respected throughout the South Armagh area. The Mayobridge community have also been extremely supportive to the family and this is our way of showing our care."

He continued: "We are overwhelmed with the support we've received so far. Many haulage companies, lorry drivers and local businesses have very generously come onboard as sponsors and we welcome all support."

The 'Keep Er Lit for Kayden' Truck Run is guaranteed to be a fantastic showcase of trucks from the length and breadth of the country. This will be a Family Fun Day, with live music, kids entertainment and other fun and craic for all to enjoy.

Anyone wishing to be involved in supporting 'Keep Er Lit For Kayden' should contact Paudy Smith at 07763657417 or contact our Facebook page 'Keep Er Lit For Kayden' #keeperlitforkayden

THE IMS GROUP GOES INTERNATIONAL



IMS has joined its Netherlands-based sibling SAF Benelux, under the IMS Group banner to deliver leading-edge, highly effective solutions for the commercial transport industry in the UK, Eire and across Europe.

IMS Group is part of Pon Holdings, a large, healthy and financially stable organisation established way back in 1895, offering premium products and services to customers spread around the globe.

IMS Group now offers a broad portfolio of innovative brands including SAF-Holland, VSE, SEM, GreenSteering, Alex Rims and SAUER Parts. The products within each of these brands all share the characteristics of exceptional quality, superior performance, longevity and in-service safety.

Ben McEvoy, IMS Group Sales & Marketing Manager explained: "IMS Group is much more than a selling organisation. The transport industry is inundated with undifferentiated products, so we distinguish ourselves by listening carefully to customers, evaluating their needs before proposing tailored, cost-efficient solutions."

He continues; "Our customers tell us that



the challenges they're facing are changing fast. Right now urbanisation, sustainability and the dynamic legislative environment all have major consequences for them and we're helping them meet these challenges head-on. Most recently this led us to the setting up SEM Transport Solutions, a brand new division

established to design and manufacture very specific, advanced trailer componentry."

Supporting this consultative style of doing business, IMS Group aims to provide the best possible customer care in the industry, from pre-sales advice through purchase and supply and onto lifetime assistance.



We do more than just sell great products!

For over 30 years, IMS Group has been listening carefully to fleet operators, trailer builders and associated support industries to identify, distribute and support products that really work for them. But there's more. Talk to IMS and access a rich seam of commercial transport industry knowledge and a range of tailored solutions helping customers meet today's challenges of urbanisation, sustainability and changing legislation.

So let's start talking and we'll show you how we can bring meaningful business benefits to your organisation.

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IMS Group distributes a range of premium products aimed at the commercial vehicle market, including leading brands; SAF-Holland, VSE, SEM, Alex Rims & SAUER Parts. For more information, please contact:

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Volvo Trucks launches sales of electric trucks for urban transport

Volvo Trucks has begun sales of its Volvo FL and Volvo FE electric trucks in selected markets within Europe, meeting the increasing demand for sustainable transport solutions in city environments.

In the absence of exhaust emissions and with reduced noise levels, electric trucks offer huge potential in urban areas.

First, the low noise levels make it possible to carry out deliveries and refuse collection in early mornings, late evenings or even at night, helping to improve transport logistics and reduce congestion during peak hours.

Second, with better air quality and less noise, electric trucks create new opportunities for city planning and road infrastructure. An electric truck can, for example be used in indoor loading areas and environmental zones.

"Global urbanisation requires urban logistics and truck transport with zero emissions and less noise with increasing urgency. With the Volvo FL Electric and Volvo FE Electric we are able to meet both the strong environmental demands as well as the high commercial requirements of our customers," says Jonas Odermalm, VP Product Line Electromobility.



One challenge is to maximise the payload at the same time as optimising the driving range.

"Volvo Trucks' solutions will be based on individual business needs that consider a number of parameters, such as driving cycles, load capacity and route analysis, to use the battery capacity in the most efficient way possible," continues Jonas Odermalm.

Volvo FL Electric and Volvo FE Electric were developed in close collaboration with selected customers operating in Gothenburg, Sweden. Feedback has been very positive, and the drivers involved in the collaboration are particularly impressed by the responsive driveline, seamless acceleration and how quiet the trucks are. "While customer feedback has been positive," explains Jonas

Odermalm, "we do recognise that charging infrastructure is still under development in most cities and we are working alongside both public and private partners to agree on a long-term strategy for the expansion of charging infrastructure. But it's clear that the pace of development of charging infrastructure needs to increase."

Addressing climate change will require the availability of several driveline technologies.

"Electric vehicles, charged with electricity from renewable sources, are indeed a powerful step towards more sustainable city distribution. However, there will not be one singular energy source that addresses climate change and all other environmental issues. Different types of transport require different types of driveline solutions," concludes Jonas Odermalm.

Facts

- The Volvo FL Electric and Volvo FE Electric trucks have been developed for distribution, refuse handling and other urban transport applications.
- Sales will start in Sweden, Norway, Germany, Switzerland, France and the Netherlands.
- The start of serial production is planned for March 2020.
- The Volvo FL Electric has capacity for a GVW (gross vehicle weight) of 16 tonnes, while the GVW of the Volvo FE Electric is 27 tonnes.

BPW now delivers the intelligent AirSave tyre pressure control system

Greater safety and economy is hard to come by in the transport industry. Or is it? BPW is now delivering the AirSave tyre pressure control system that pays for itself in the first year.

The system achieves enormous savings in terms of fuel, tyres and time, as well as keeping your stress levels down. This is confirmed by the forwarders involved in the practical tests.

There is a close correlation between tyre and cost pressure: even minimal pressure differences caused by constantly changing temperatures, load and road conditions increase fuel consumption and tyre wear. How an intelligent tyre pressure control system saves costs was tested by BPW in practice with transport companies.

"The purchase pays for itself astonishingly quickly," confirms Alfred Weyres, owner and managing director of Alfred Weyres Spedition GmbH. "The system ensures a permanently optimised roll resistance; fuel economy is clear – and added is the considerably longer tyre mileage. Because the fabric carcass is conserved, the system also optimises retreadability." For a three-axle vehicle with a mileage of



120,000 kilometres per year and an average pressure deviation of 10 per cent, AirSave delivers a cost benefit of 700 euros per year – solely as a result of the fuel savings (around 250 litres) and the longer service life of the tyres. At 200,000 kilometres, the cost savings increase to almost 1,000 euros. And they do so year after year.

"The gains in time and safety have not

yet been factored into this calculation," emphasises Caren Freudenberg, Product Manager at BPW in Wiehl. "The driver no longer has to constantly check and readjust the tyre pressure on the trailer one at a time. AirSave thus also reduces the risk of tyre bursts, which can lead to considerable downtimes or even serious accidents."

If the tyre pressure drops rapidly because of damage, AirSave alerts the driver and allows an immediate planned stop in the workshop. The telematics network is already prepared in the factory by BPW. This way, it is not only the driver who is always informed about the tyre pressure via the smartphone app. The authorised agent can also be informed automatically just in case.

That's why AirSave is not only a benefit for the transport company, but for road safety as well – and for the environment as the system cuts CO2 emissions and litter from burst tyres remnants.

AGRO Merchants Make Further Investments in its Northern Irish Business

AGRO Merchants Group has announced further investments into its business in Northern Ireland, primarily focused on transportation.



The company will add new trucks and trailers to its transport fleet, which now consists of approximately 300 trucks and 600 refrigerated and curtain-side trailers. In addition to increasing the fleet, the company is enhancing its transport management system

and reinforcing key areas of the business to support further growth in the next five years. "These new investments and service upgrades will allow us to better accommodate our clients' requirements," said Derek Sawyers, founder of Sawyers

Transport, which now operates as AGRO Merchants Lurgan. Derek has been an essential part of the leadership team in Lurgan since the company joined AGRO Merchants Group and is back at the helm, leading again the company's day-to-day operations.

Andy Henderson, Managing Director of AGRO Merchants UK & Ireland, said: "We are fully committed to improving our service offering and growing our businesses in Ireland. Our latest investment into transport equipment and technology helps AGRO achieve this goal.

"We have an unrivalled presence in the region, and we are putting a great effort into developing and integrating our businesses across the UK and Ireland (Lurgan, Castleblayney, Lough Eglis, Dublin and Whitchurch). We offer a variety of services, including cold storage, transportation, packaging and a range of value-added services and we are working closely with our customers to tailor our solutions to their particular needs."

AGRO Merchants recently acquired a new facility at the Food Central in Dublin, which is an ideal location for both domestic and imported products. The facility was constructed in 2018 and fitted for both chilled and frozen storage.

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MAN produces small production run of all-electric trucks

MAN Truck & Bus was one of the first European commercial vehicle manufacturers to successfully put e-mobility on the road together with its customers. MAN is now following up with a small production run of the MAN TGM 26.360 E LL distribution truck. The vehicle is being built at the MAN plant in Steyr, Austria.

The **MAN eTGM** meets all the essential demands for the urban delivery traffic of the future: It emits zero emissions in local operation, and runs quietly. And the truck has a payload capacity comparable to its counterpart with a conventional combustion engine.

The e-truck for medium and heavy-duty distribution traffic can be configured as a refrigerated vehicle with either a swap body or beverage body.

The all-electric MAN eTGM distribution vehicle is offered in a three-axle 6x2-4 chassis configuration as a 26-tonner with a steerable and liftable trailing axle and four-corner air suspension.

The electric distribution vehicle is powered by a 264 kW electric motor, developing a maximum torque of 3,100 Nm. Auxiliary units such as power steering, air compressors and the air-conditioning system are operated

electrically, are controlled as required by the energy management system and are thus energy-saving.

Brake energy is recovered (referred to as "recuperation"): when decelerating and braking, the vehicle's motive energy is converted into electrical energy and fed back into the battery.

This technology can significantly increase the vehicle's range. A display in the cockpit informs the driver about the batteries'

current energy level.

The truck is powered by high-performance lithium-ion batteries made by the Volkswagen Group, which are located underneath the cab on top of the front axle, where conventional vehicles have their diesel power train.

Additional batteries are located on the vehicle frame. The range is up to 200 kilometres, depending on the area of application, climatic conditions and topography.



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MORGAN MCLERNON IN SIGNIFICANT UK MAINLAND EXPANSION



Morgan McLernon, part of Culina Group, has announced a significant expansion onto the UK mainland with the establishment of a new purpose developed site in Telford, Shropshire.

Operating since 1970 Morgan McLernon specialises in ambient, chilled, and frozen warehousing and distribution throughout the UK, & Ireland. The business has a wealth of knowledge and experience in the transport, distribution, and shipping sector and has been transporting perishable foodstuffs such as fruit, vegetables, and meat for over forty years.

This new 40,000 sq. ft. chilled facility at Telford has eight loading bays and is perfectly situated for linking Ireland with the UK mainland road network.

"This important new Morgan McLernon site is a hub for cross dock for our Ireland to UK groupage operation and also our UK to Ireland groupage operation," said Sean Hughes, Morgan McLernon Operations Director.

"The new site is going to open up an exciting range of new opportunities and possibilities for Morgan McLernon across the UK mainland. We are looking to expand the site capability to provide third party logistics support services for customers and hauliers wishing to link up with us. They will be able to input pallets for delivery or loads that need to be rearranged or rebuilt. They may be struggling to service a customer and need help with pallet consolidation.

"Haulage companies might also avail of our services if they have a load that has moved in transit. At this new facility our team can

unload, rebuild, rewrap, and reload goods. The site will also help ease the pain that Brexit may bring. On top of our own groupage goods we could consolidate other hauliers' goods and help grow both their network and our own."

Highly Skilled

Morgan McLernon has established itself as a key part of the Culina Group logistics operation. It's a company managed by a highly skilled team with core expertise in full-load and consolidation services for the delivery of chilled and ambient products to RDCs in the UK and Ireland. Its fleet is managed seven days a week by a central transport team, which understands that the requirement of customers to meet 'just in time' deadlines is of paramount importance.

Vehicles in the Morgan McLernon fleet are never more than two years old and are fitted with the latest tracking and temperature control instruments. Detailed route optimisation ensures that loads are distributed in the most fuel-efficient manner possible, thereby reducing harmful emissions.

Morgan McLernon is a highly reputable business with substantial influence in the Irish logistics sector. Now based at a two locations in Lurgan County Armagh and now Telford, Morgan McLernon operates over 200 trucks and in excess of 500 trailers and employs over 550 staff.

A "family spirit" cascades through Morgan McLernon. Great staff retention and low turnover are prime indicators of the quality of the business. It's a real team effort in which everyone plays an important part to ensure that the impressive Morgan McLernon client base enjoys consistent high quality service and total satisfaction.

Customer Service

"Customer satisfaction is key to the success of the business and we are on hand 24/7 to deal with any enquiries that the customer may have," said Sean. "Our aim is to make our customers happy, be that through consistently meeting strict delivery deadlines, or the flexible approach we take to our customers' challenges. Through our many years of experience we have learned the best way of doing this, it is our aim to continue providing a top level service.

"At Morgan McLernon we work with all the major shipping companies to ship from all major ports. We expect and demand that our associates adhere to the same professional standards as we do to guarantee problem free collection and delivery services – 24/7"

There have been many changes in the logistics industry over the years and it has been Morgan McLernon's ability to move with the times that has ensured that the company has continued to be successful.





Expanding haulier returns to Krone for easy loading all round

Hawkins Group, the Staffordshire-based logistics and warehousing operator, has once again expanded its vehicle fleet, as new contracts in the UK and Europe add to the company's rapid growth.

An additional two Krone Profi Liner curtainsiders and a Krone flatbed trailer have recently been delivered and, says the company, the trailers come with the unique secure loading and flexibility for which Krone trailers are well known. "We provide a general service which caters for virtually any load," explains Managing Director, Paul Hawkins, "and so the flexibility of these trailers is important to our operation. With the Profi Liners, loading access is good and with 130 strapping points on each side rail, we can safely secure all types of cargo at any point along the trailer bed, which is ideal for

groupage and mixed loads." Furthermore, says Paul, the strapping points can be accessed from inside the closed curtain – which the drivers like – and oversized loads can come in through the sliding roof. Meanwhile, the flatbed is built for hard, everyday work and comes with a 15-tonne kingpin/neck capacity, reinforced front bulkhead, hardwood floor and cross-braced landing legs for additional stability. All come with a Krone 10-year warranty against corrosion perforation. "Generally speaking," he adds, "these trailers make for easier loading all-round."

Continental Introduce the VDO Smart Terminal

Continental, under the VDO brand, has launched a new smart tachograph tool - the VDO Smart Terminal - to download data from smart tachographs and 2nd Generation Driver Cards.

VDO have an existing range of downloading tools that integrate with the VDO TIS-Web downloading analysis and archiving software that the devices can integrate with. Now Continental has added to the range with a product that works with Smart Tachographs.

The VDO Smart Terminal is a modern downloading tool that is Smart Tachograph ready, modern in design and works via Wi-Fi connectivity. It offers secure data downloading in an easy to use format.



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GENIUS AT WORK

THE EFFORTLESS WAY TO REDUCE YOUR FUEL COSTS...

The search for greater fuel efficiency has certainly taken a major step forward with Volvo's I-Save technology system. When it comes to fuel, it's not just about how much you can save, but how much you can do with every litre.



Achieving the perfect balance between fuel savings, driveability and performance is no easy task, but the latest development from Volvo Trucks helps to bring down fuel consumption by as much as 7%*, without compromising productivity or driving enjoyment.

There is a lot more involved in efficiency than just an engine, though, and Volvo have worked on various hardware and software improvements to bring about a significant overall benefit.

I-Save is a unique package of fuel saving features, designed, tested, and more importantly, proven, to save fuel in long haul operations. Every aspect has been tailored to demanding long haul which means the further you drive, the more you potentially save which all contributes towards a more profitable business.

At the core of the improvements is the use of Turbo Compounding for the new state-of-the-art D13TC engine, which delivers noticeably higher torque at lower revs. But this is only one of a number of technological improvements that Volvo Trucks have successfully brought together to generate new levels of fuel saving.

Powerful D13TC Engine

The highly efficient D13TC engine is Volvo's most fuel-efficient ever. Thanks to the Turbo Compound technology, the 13-litre engine makes full use of the available energy at every stage. Available in 460hp and 500hp power ratings, it is ideal for tractor units and rigids.

In simple terms, turbo compounding re-uses excess heat and fuel to power the engine through an additional turbine in the exhaust flow. During an engine's normal cycle, the energy remaining in the exhaust gas between the turbocharger and the exhaust system is sufficient to drive an additional turbine. Through a sophisticated coupling and a series of gears, this turbine converts the waste energy into mechanical drive and transfers this extra momentum and power directly back into the engine.

The result is that the engine can produce up to 300 Nm higher torque at low revs. In fact, the technology delivers increased efficiency across the whole RPM range – with the best result in the 900 to 1400 RPM span.

This means less acceleration and fuel is needed to keep a steady speed in motorway traffic.

Working in combination with I-See, the engine makes it possible to tackle hills and gradients in a higher gear – saving fuel without losing speed. The extra

torque also enables a higher average speed, especially noticeable in hill climbing.

As well as the Turbo Compound unit, the engines also feature pistons with a patented wave-shaped interior. This unique design helps to focus the combustion in the centre of the



piston, resulting in a more concentrated and efficient burn.

In addition to significant fuel savings, the Volvo D13TC also reduces AdBlue consumption by around 40% compared to Volvo's D13 eSCR engine.

Updated map-based I-See

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

The latest version of this clever self-learning system now makes use of cloud-based map data, allowing it to be used in even more situations. Not only does this ensure that the maps are always up to date and accurate, it also means that data is increasingly available for smaller roads too. And just in case you find yourself on a road not covered by the cloud-based map, or in an area where the connection isn't great, the system automatically switches to locally stored road data.

I-Shift with long haul optimised software

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

I-Cruise with I-Roll

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

New, fuel-efficient rear axle

A new rear axle delivers power from the engine to the truck's wheels with less friction. With better ratios for long haul operation, it works

in perfect harmony with the Volvo D13TC engine and I-Shift for improved fuel efficiency.

Engine idle shutdown

This feature automatically turns off the engine after 2.5 minutes of idling to save fuel and reduce emissions.

Power-steering pump

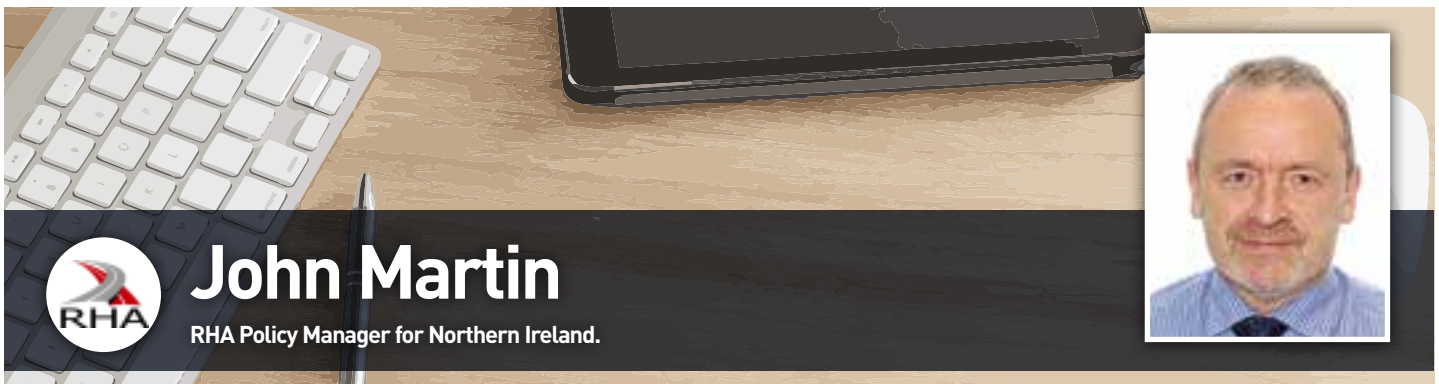
The power-steering pump with variable displacement can have a positive effect on fuel economy – especially when every drop counts.

Mats Franzén, Powertrain Strategy Director at Volvo Trucks comments "Fuel is the largest cost so it is important that we develop new efficient solutions. We have tailored every aspect of I-Save to suit long haul operators. The longer they drive, the more they can potentially save. It is a powerful engine that delivers a highly fuel efficient and smooth driving experience."

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

All in all, this is a truck high in productivity, but low on fuel. The I-Save package is available to order now on Volvo's FH range, and with cuts in fuel costs by up to 7%*, it's a sensible investment that can undeniably pay off.

*D13TC Euro-6 Step D with Long Haul Fuel Package (I-Save) v D13 eSCR Euro-6 Step C without Long Haul Fuel Package (I-Save). Actual fuel economy is affected by many factors including, use of cruise control, vehicle specification, load and weight, topography, the driver's driving experience and weather.



John Martin

RHA Policy Manager for Northern Ireland.

RHA MEMBERS IN NI PUT THEIR CARDS ON THE TABLE AT HARD HITTING MEETING!

I recently led a delegation of RHA members in Northern Ireland including representatives from Oliver Transport, Bondelivery, McCulla Ireland and Blair International to meet with officials of the Driver & Vehicle Agency and the Department for Infrastructure to discuss growing concerns within the region that the DVA and Department are not effectively regulating the industry within NI.

Recent events have highlighted that serious problems remain within the NI transport sector and the Department and DVA are failing to ensure proper and effective regulation against rogue operators who continue to float the law and these fears were not allayed during the meeting.

A number of specific issues were raised by the delegation including:

- The lack of targeted enforcement by DVA Enforcement on operator's who appear not to be established in NI in accordance with EC Regulations and in particular operators licensed in other Member States who are operating and based within NI and foreign based operators who had goods vehicle operator's licences within NI but were operating their vehicles from outside the jurisdiction in an apparent attempt to avoid the need to pay the HGV road user levy, get around cabotage provisions and to protect themselves against potential effects of Brexit.
- Concerns surrounding the apparent lack of understanding, guidelines or training for enforcement staff on combined transport under EU Council Directives.
- The apparent confusion in relation to the number of NI based operators who have allegedly committed Most Serious Infringements in GB with these not apparently being effectively communicated to the TRU to consider the impact on an Operator's or Transport Manager's repute.
- The long delays in regard to operator licence applications if a hearing or Inquiry is deemed appropriate and the significant impact this is having on businesses wanting to invest or expand. It's estimated there may be in the region of nearly 100 cases pending some form of Inquiry or hearing.
- Concerns in regard to the Department's non-compliance with various EC requirements.
- Recent enforcement action on operators who had sufficient margins on their operator's

licences and had hired a vehicle for less than a month and despite this being acceptable as stated on the back of the operator's licence cases were still being taken with a view to prosecution with operators being told that vehicles must be specified immediately.

- The lack of effective and meaningful engagement by the Department and DVA with the sector.

Tough Talking

The delegation "didn't miss and hit the wall" during the discussion in regard to the DVA's and TRUs inaction and the impact this is having on the sector within the province on fair competition, the environment and road safety. This is seriously undermining legitimate hauliers businesses and keeping rates at unsustainable levels threatening the viability of long established businesses who employ thousands of staff.

The feedback from members in attendance afterwards was extremely positive with the following quotes:

- "I thought the response from the Dept around the lack of enforcement was very poor."
- "The department should be somewhat red-faced that they were shown not to be acting proactively in virtually every area that was on the agenda."
- "I believe we all came across as speaking with a united voice telling the department that they need to get their finger out and address the rogue operators out there who are tarnishing the reputation of Northern Ireland operators, whilst also competing with an unfair advantage against us."
- "It's ironic that we're talking about the same issues that were discussed 15 years ago and despite the increased funding DVA got for enforcement through the vehicle test fees, the introduction of the Goods Vehicle Act in 2012 and the establishment of the TRU the only thing that has changed is that the industry is paying more and getting less."

- "Well worth the effort of attending, a good constructive meeting and without doubt has applied pressure on the relevant departments to sit up and take heed! They need to start coming back with some tangible answers to the issues very well highlighted by all who attended. Hopefully progress will be made in the very near future!"

Positive Points

Commenting, RHA National Chairman, Ashley McCulla, said: "It's superb that the RHA's policy team is able to help us, the legitimate/compliant hauliers to get our points across to the authorities."

The delegation welcomed some positives including the TRU proposals to recruit officials (Existing Deputy Traffic Commissioners in GB) on a temporary basis from GB to preside over Public Inquiries and the reintroduction of the NI Freight Forum however the delegation pressed for a longer term solution with possibly the establishment of a Traffic Commissioner in NI.

Despite this, there remains considerable work to be done by Government in ensuring effective regulation of the sector within the province and this needs to start by ensuring the Department complies with a number of EC regulations and directives.

I intend to engage directly with all relevant Government Departments within NI to represent our members concerns to ensure accountability and effective regulation. Now that I'm settled into my new role as the RHA Policy Manager for NI, members can be assured they have someone who has an unrivalled insight into all aspects of transport including regulatory, compliance, testing or licensing matters who can comfortably engage or challenge Government bodies where necessary.

This will take the level of representation for members within NI to a new level. If you wish to discuss any issues of concern or feel the RHA could assist you with your business feel free to contact us.

Mercedes-Benz Actros is 2020 International Truck of The Year



The new Mercedes-Benz Actros been voted International Truck of the Year 2020 by a jury of 24 commercial vehicle editors and senior journalists, representing 24 major trucking magazines throughout Europe.

The prestigious annual award is presented to the truck introduced into the market in the previous 12 months which has made the greatest contribution to road transport efficiency. Criteria include technological innovation, comfort, safety, driveability, fuel economy, environmental footprint and Total Cost of Ownership. In their citation, the jury praised the introduction of the Actros MirrorCam system, which replaces the traditional exterior rear-view mirrors and supports the driver in manoeuvring, cornering or changing lanes – coupled with improved all-around visibility and aerodynamic efficiency.

Commenting on the significance this award will have in the Irish market, Fergus Conheady, Sales Manager for Mercedes-Benz commercial vehicles in Ireland says: "Whilst retaining all of the operational excellence that have made successive Actros models the truck-of-choice for so many, this latest award is a recognition of the giant leap forward in terms of innovation and technology that makes the new Actros a standard-setter in the field of long-distance haulage."

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Chief Executive Transport Training Services (NI) Ltd

The Transport Training Board is a registered charity with its main objective to promote training for the transport industry throughout Northern Ireland.

The Board offers directed training through its subsidiary social enterprise company Transport Training Services (NI) Ltd (TTS) which is based at a modern purpose built training centre at Nutts Corner and currently employs 14 staff and a number of sub-contractors and has an annual turnover in excess of £1m.

The Board has ambitious plans to consolidate and further expand its training business through TTS and is now seeking an exceptional person to meet its objectives and bring together best practice and innovation from the training industry.

Reporting to Transport Training Board, through the Chairman of TTS, the Chief Executive is responsible for the management and coordination of all business activity and leading the organisation's development to ensure it meets the aims, objectives and responsibilities of the Transport Training Board.

The post holder will be required to provide overall strategic management of the business using an entrepreneurial approach whilst at the same time liaising with the Board to ensure the continued long term financial security and good corporate governance of the business, this will involve the co-ordination and motivation of a committed team of professionals; and develop communications and relationships with sector providers, employers and stakeholders.

There is a competitive remuneration package on offer including a company car allowance, pension scheme and other benefits.

For an application form please contact the Company Secretary,
Andrew McCracken, on Tel: 028 9082 5653 or Email HR@transport-training.co.uk



Transport Training Board Ltd,
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www.transport-training.co.uk

Closing date for applications: 12 noon 27th January 2020

We'reSure Insurance Services: Keeping your Business on the Road

Dedicated to sourcing the very best competitive insurance packages for hauliers and other commercial business operators, We'reSure Insurance Services may be a relative newcomer on the local market, but its management team has a lifetime of combined experience in the industry.

With access to some of the UK's largest and most reputable insurance providers, this County Down based company, which



Stephen Hughes, We'reSure Insurance.

has offices in Bangor and Newtownards, recognises that local transport operators appreciate dealing with local people.

Headed up by Stephen Hughes, Derek Quinn and James Johnston, all with many years of experience in the insurance market, We'reSure Insurance Services can provide comprehensive and competitive cover for everything from a single vehicle up to a large fleet of trucks or vans.

"Because we are independent, we have access to a wide range of insurance products which enables us to offer specifically tailored solutions," says Stephen Hughes, "and as we are locally based we pride ourselves on being approachable, flexible and friendly."

Since establishing the business just 18 months ago, We'reSure Insurance Services has already made a positive impact in the local

marketplace, providing insurance and risk management assistance across a wide spectrum of sectors that include not only haulage and logistics, but construction, retail and office based businesses, with solutions that also cover employers, public and products liability. Of course, it also provides car, household and travel insurance.

At Your Service

The company's enthusiastic, knowledgeable and friendly staff are always on hand to answer any questions clients may have. They also know how busy you are during the day and don't have time to ring around and get lots of insurance quotes to compare, so they will do all the legwork for you.

"As a local company, we really do take the time to understand local needs and our team is always focused on helping find the right cover at the best possible price."

Not all businesses are the same, of course, and some have needs and requirements that are more complex.

And that's where We'reSure's expertise can make the difference. "We are happy to sit down with the client to discuss and offer advice on what insurance products are most suitable and most effective for their particular circumstances," says Stephen.

Claims Handling

The logistics sector faces many complex challenges and daily demands and needless to say, it is only when an accident happens that the true worth of an insurance policy is revealed. No haulier can afford to have a truck off the road unnecessarily.

Downtime can be potentially costly – and this is something that We'reSure recognise, so they take a proactive and prompt approach to sorting out matters with the minimum of fuss or delay.

"We pride ourselves on our high customer service levels and will always strive to make claims handling a fast, stress free and friendly procedure," adds Stephen.

You can check out the company and its services at www.weresure.com

NIFRS draws big gathering at Ireland North technical

The huge group in attendance at the latest Ireland North project was rewarded to an exclusive tour of the new Northern Ireland Fire and Rescue Service workshop.

As part of the unique technical lecture for the centre in November, online fleet management software provider Truckfile and wheel servicing company Pro-Align both provided presentations to the audience.

Due to the massive interest in the local event, groups had to be split into three smaller parties, each taking their turn to hear from the speakers.

Colin Beck from NIFRS explained how the new workshop will strengthen the service provision, as breathing apparatus testing, hose repair and vehicle cleaning facilities were all significantly upgraded.

Pro-Align demonstrated its wheel alignment systems, which can be used for heavy commercial vehicles and cars. The demo included a



floor-mounted tyre pressure and tread depth machine. Shane McGinty from Pro-Align explained how the Hunter wheel alignment system allows an inspection to take place without the need to attach sensors or targets.

Thermo King wins European Transport Award for Sustainability

Thermo King took home the European Transport Award for Sustainability 2020. The innovative, fully electric E-200 unit for vans and trucks below 3.5 tonnes won the competition in the "cooling and heating" category at the awards staged in Germany.

"This award reflects the focus Thermo King places on innovation and sustainability and embodies our guiding principles as a leader in this

industry," said Francesco Incalza, vice president product management and marketing at Thermo King.

Thermo King E-200 is using

customised components never seen before in the refrigerated transport industry including patented power management, contributing to lower energy consumption,

increased vehicle autonomy and higher efficiency and reliability.

The unit can be supplied with optional battery pack or use the vehicle's secondary battery for hold over capacity during stops for deliveries or breaks.

This feature also increases the sustainability of delivery operations as the driver can turn the engine off during stops to reduce fuel consumption and emissions. E-200 is also compatible with vehicle's start-stop features contributing to additional fuel savings.



COMMERCIAL BREAKING A SMASHING SUCCESS

2020 marks a very special year for Dennisons as it celebrates 50 years in business from 1970 - 2020.

Over that time the business has evolved into offering customers a complete commercial truck service, providing new & used truck sales, truck rentals, parts sales, servicing, bodyshop repairs and it now also offers a commercial breaking service.

As a fully licenced commercial vehicle breaker, Dennisons dismantle a huge variety of trucks, allowing customers to source a full range of quality recycled parts. Dennisons now specialise in spare parts from engines to gearboxes and front grilles to rear axles along with a great selection of used truck cabs available to purchase.

2019 has seen the Dennisons breaking division go from strength to strength. Headed up by Gary McKee, with over 20 years' experience in both the car and commercial truck parts industry, Gary has been instrumental in the development and success of the breaking business.

Following this success, the commercial breaking facility has recently been extended, located at Dennisons head office in Ballyclare, customers can now view, purchase and collect recycled parts at the dedicated breaking centre where the parts are also quality controlled and checked.

For convenience customers can also purchase recycled parts through any Dennison depot



including Newry, Dungannon, Coleraine and the Bodyshop repair centre.

The Dennisons breaking division prides itself in offering high-level service including helpful, experienced and friendly staff. Customers can also avail of 30-day warranty with all

used parts, a fitting service through any of the Dennisons workshops and worldwide delivery.

With thousands of parts available to purchase why not contact Dennisons today? Call Gary on 077 3612 7221 or email Gary at gary.mckee@dennisons.co.uk.



MAN UPDATES ENGINES & LAUNCHES NEW TGE VAN

MAN Truck & Bus has updated the engines in its TGL and TGM truck lines and introduced a heavyweight 5.5-tonne model to the TGE van and chassis cab range, as Dan Gilkes reports for Export & Freight.

The TGL and TGM models are powered by the Euro VI-d compliant D08 engine range, available in both four and six-cylinder variants.

The 7.5-12 tonne TGL can be had with four- and six-cylinder versions of the engine, all driving through a six-speed automated TipMatic transmission. The four-cylinder models are offered at 160, 190 and 220hp, while the six-cylinder engine delivers 250hp in the TGL. The 12-26 tonnes TGM range uses the six-cylinder engine with 250hp, 290hp or 320hp. All TGM models drive through a 12-speed TipMatic transmission.

Both the four- and six-cylinder D08 engines meet Euro VI-d with Selective Catalytic Reduction (SCR), but without Exhaust Gas Recirculation (EGR). MAN claims a 1% drop in fuel consumption compared to its previous Euro VI-c engines, thanks to an intelligent alternator system and reduced power requirements for ancillary systems such as the compressor. Oil change intervals



have also gone up, from 12 to 18 months, further reducing ownership costs for customers.

Both the TGL and the TGM can

be supplied with a choice of four cabs - MAN's C, L, LX and the crew cab. While the TGL is only available as a 4x2 chassis, the TGM

is available with a 4x2, 4x4, 6x2 or a 6x4 driveline. Both offer a range of power take-off options. For those businesses that prefer





the look of a van to that of a light truck, MAN has now extended its TGE range to gross weights of 5.5-tonnes, up from the previous 5.0-tonne limit. As a part of the Volkswagen Group, the TGE van is of course based on VW's Crafter, though MAN claims to sell a higher mix of more chassis cab models than its parent company.

In total 21% of TGE production is the single cab chassis, with a further 9% of customer orders for the double cab chassis. Around 27% of the company's chassis cabs are bodied within the factory, with 73% going to approved body builders after leaving the production site. To assist those body builders, the TGE range has been added to MAN's Body Builder Portal this year, to provide all necessary build data, body approval and electronic interface information from the factory.

While front and all-wheel drive TGE vans and chassis are offered

with gross weights of 3.0-4.0 tonnes, the rear-wheel drive models are now available with weights of 3.5-5.5 tonnes. Rear-drive models can be ordered with both single and twin rear wheel configurations. The chassis cabs can be had in two wheelbases, with a choice of three chassis lengths.

Front-wheel drive models are offered with 102hp, 140hp and 177hp versions of VW's 2.0-litre diesel engine, while the 4x4 models, which are based on the FWD chassis, are limited to the 140hp and 177hp outputs. The rear-driven vans and chassis get a choice of 140hp and 177hp at 3.5-tonnes. However, the 5.0 and 5.5 tonne models can be had with a dedicated 122hp engine, or the range-topping 177hp motor. A six-speed manual gearbox is standard, while the 140hp and 177hp engines can also be had with an eight-speed automatic transmission, even in the range-topping 5.5-tonne models.

Impressions At the Wheel

Export & Freight had the chance to try the 5.5-tonne TGE 6.180, with a steel Meiller three-way tipper, on a variety of roads near Munich. We also got behind the wheel of a TGL 12.220 crew cab tipper with the four-cylinder engine and a TGM 15.290 skip loader with the six-cylinder D08 motor.

In a 3.5-tonne van, the 177hp engine is pretty powerful, easily propelling the TGE along with motorway traffic. It retains more than enough power at 5.5-tonnes, with 410Nm of torque easily getting the truck moving, though top speeds are obviously limited at the heavier weight. What was more surprising was the fact that the steering, suspension and brakes seem equally happy at the higher weight, with the biggest TGE feeling much like its lesser stablemates on the move.

For those urban operators that prefer to use a van-based tipper,

rather than a much heavier vehicle, the biggest TGE certainly makes a real case for itself as a decent mid-point between a conventional 3.5-tonner and a full-size truck.

Of course, for many, the call for increased carrying capacity will mean a move to a truck. The TGL and TGM offer a very similar driving experience, though with half the gear changes in the lighter model. That said, the 12-speed TipMatic transmission is more than happy to skip gears as you accelerate on the level.

The six-cylinder engine in the larger TGM was also smoother and quieter than the four-cylinder in the lighter truck, though the 220hp and 850Nm on tap made progress easy. Indeed, the higher noise may well have been attributed to the crew cab on the TGL, which offers a huge amount of space for up to five passengers and the driver. Both trucks worked well in the municipal/construction build that we tried.





VOLVO TRUCKS UNVEILS HEAVY-DUTY ELECTRIC CONCEPT TRUCKS FOR CONSTRUCTION AND REGIONAL TRANSPORT

How can the environmental and climate impact of heavy goods traffic be reduced while the demand for transport continues to increase? Volvo Trucks went some ways to answering that during a recent press launch in Sweden, as Export & Freight's Phil Eaglestone reports...

Volvo Trucks, having recently started sales of electric trucks for urban transport, believes that electrification can also become a competitive alternative for heavier trucks. To explore and demonstrate the possibilities, Volvo Trucks has developed electric concept trucks for construction operations and regional distribution.

"We see great potential for heavy-duty electric trucks for regional transport and construction in the longer term.

With our concept trucks, we aim to explore and demonstrate different solutions for the future while evaluating the level of interest in the market and in society. To increase demand for electrified trucks, the charging infrastructure needs to be rapidly expanded, while stronger financial incentives must be created for hauliers who act as pioneers by choosing new vehicles with a lower environmental and climate footprint," states Roger Alm, President Volvo Trucks.

Air Quality

Heavy duty electric trucks can help improve the work environment for drivers and construction workers thanks to low noise levels and zero exhaust emissions during operation. The latter will have a significant and positive effect on air quality in cities with many ongoing construction projects.

Due to the lack of noise disturbance, these trucks also make it possible to perform transport operations for more hours per day which opens up new possibilities for streamlining operations, for instance in large construction projects and for transports in and around cities. A reduction of the overall climate impact of the transport sector is possible by using heavy electric vehicles in regional



distribution. The majority of goods distribution by truck within the EU is regional.

"In Europe there is an enormous number of trucks used for regional goods transport that have an average annual mileage of 80,000 km. This means that increased use of electric vehicles for regional distribution would result in significant climate gains, provided the electricity is fossil-free," says Lars Mårtensson, Director Environment and Innovation, Volvo Trucks.

On Trial

Volvo Trucks' plan for electric heavy-duty trucks for construction and regional distribution is to start by having selected customers in Europe pilot a small number of future electric vehicles. More extensive commercialisation will follow at a later point.

"The speed of electrification will depend on a number of factors. On the one hand, an extensive expansion of the charging infrastructure is needed, and on the other

hand it's necessary to ensure that regional power networks can deliver sufficient transfer capacity in the long term.

"Financial incentives are necessary to induce more hauliers to invest in electric vehicles. Transport buyers can also contribute by offering longer contracts and being more willing to pay for sustainable transports. Many haulage operators have very small margins, so every new investment must be profitable," explains Lars Mårtensson.

In parallel with increased electrification of the transport sector, ongoing improvement of the efficiency of combustion engines will continue to play a key role for long haul truck transport for many years to come.

"Today's truck engines are efficient energy converters that can run on diesel or various renewable fuels such as liquefied biogas or HVO, and the technology still has potential for further development."



WITH OUR CONCEPT TRUCKS, WE AIM TO EXPLORE AND DEMONSTRATE DIFFERENT SOLUTIONS FOR THE FUTURE WHILE EVALUATING THE LEVEL OF INTEREST IN THE MARKET AND IN SOCIETY.



Seamus Leheny

Policy Manager - Northern Ireland. Freight Transport Association



ALTERNATIVES TO CLEAN AIR ZONES

Expert analysis shows that, rather than deteriorating, air quality has actually been consistently improving in our towns and cities since the 1970s. However, further improvements still need to be made to achieve target levels of pollutants set by the government. Following increasing pressure to improve overall air quality in our towns and cities, Clean Air Zones (CAZs) and Low Emissions Zones (LEZ) are continuing to be mandated across Great Britain.

There are four classes of CAZ's; and within these, three affect logistics vehicles. In a bid to discourage the use of older, more polluting vehicles – including heavy good vehicles (HGVs) and in some cases, light goods vehicles (LGVs) – some areas operating Clean Air Zones will charge non-compliant vehicles up to £100 per day for entering the pre-determined zone.

Although unavoidable in certain locations due to legal compliance with EU targets, I believe the benefits of CAZs will be short lived. Compliant vehicles currently include Euro 6 for diesel and Euro 4 for petrol, in addition to electric and hybrid vehicles. Since Euro 6 became mandatory for all new trucks as of 2014, the new compliance standard is gradually being integrated into fleets as part of their natural replacement cycle.

Additionally, in September 2016, Euro 6 also became a mandatory standard for the operation of vans and as a result, it is predicted that by 2021, a third of vans will have made the switch over to this cleaner fuel.

In my opinion, CAZ's only serve to speed up the change that is happening anyway, and therefore do not offer any long-term solution to ongoing air quality issues – but simply add cost to the operator's bottom line.

Furthermore, the schemes are detrimental to small businesses operating in, and around, the zones. The resale value of Euro 5, and other non-compliant, vehicles has plummeted meaning that small businesses (a sector which relies heavily on being able to purchase second-hand vehicles) will lose out on any resale value.

Additionally, these businesses will also



need to replace their vehicles sooner than they had planned – at their own expense, placing additional pressure on operating costs to an industry which traditionally delivers on the slimmest of margins.

In a bid to avoid these challenges, FTA has explored various alternatives which it feels would provide longer term benefits to ongoing air quality as well as safety and efficiency. Having reviewed the suggested alternatives, there are two which I feel are particularly relevant and could have significant positive effects on the quality of the air we breathe:

The first is to review road layouts and traffic signals and retime freight activity. Studies have shown that stopping three times per mile and getting back up to 30mph each time triples emissions compared to consistent cruising at 30mph. As a result, I would recommend retiming deliveries from peak times – such as the morning rush – to less congested

times during the day, or even overnight.

As well as relieving congestion and therefore journey times, this would also reduce fuel consumption resulting in wider environmental and social benefits such as reduced emissions and therefore improved air quality.

The second approach is to incentivise the uptake of electric and alternatively-fuelled vehicles. This could be more challenging however as research by FTA showed that fleet operators using electric vehicles are facing challenges with the lack of charging infrastructure. As well as grid capacity concerns, operators in rented premises are experiencing long lead times to install charging infrastructure.

Furthermore, there is a lack of on-street charge points for operators whose drivers take vehicles home at night. As a result, I believe that government and local authorities need to conduct a full review of charging infrastructure nationwide to ensure sufficient charging facilities are in place.

CAZs exist to discourage the use of the heavier, more polluting vehicles. However, case studies carried out by FTA note that operators have expressed their frustration with the limited electric vehicles on offer.

Operators feel there is a lack of heavier 3.5/4.25 tonne models and have expressed their interest for a wider range of models – such as tippers and pickups – to be developed.

The industry is keen to adopt new practices that will benefit air quality: however, it believes – and I agree – that there must be practical solutions available – goods and services will still need to be delivered.

Overall, while I agree with the notion of improving air quality in and around our cities nationwide, I do feel there are better, longer-term, methods of doing so. Where CAZs only provide a short benefit, retiming freight as well as encouraging and developing the use of electric vehicles will serve as more efficient long-term solutions. Air quality affects us all and our families therefore it is imperative we get this right.

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Missed Tachograph Download Deadline

A County Antrim Operator has been convicted at Belfast magistrates court and fined a total of £500 plus a £15 offender levy on tachograph charges.

The conviction arose when DVA Enforcement Officers stopped a 3 axle Volvo articulated vehicle in combination with a Fruehauf tipper trailer.

Analysis of the driver's tachograph card established that no data download was shown and he had missed the deadline by 518 days.

Had No Operators Licence

A County Antrim haulage operator was convicted at Armagh Magistrates Court and fined a total of £500 plus a £15 levy for not having a valid licence.

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

During an examination of the vehicle it was noted there was no valid Operator's licence displayed. The Operator was interviewed at a later date resulting in the conviction and fine.

Operator Charged with Multiple Offences

A County Down operator has been convicted on multiple offences at Newtownards Magistrates Court and fined a total of £1000 plus a £15 levy.

The conviction arose when DVA Enforcement Officers directed a goods vehicle to the weighbridge at Garmoye Street, Belfast for the purposes of an examination.

A subsequent inspection identified a number of defects including nearside headlight loose, nearside axle 1 rearmost shackle bush worn excessively, axle 2+3 nearside bottom leaf spring broken and axle 2 offside had oil leaking from the hub.

The driver had no Operator's licence, and he was interviewed at a later date resulting in the conviction and fine.

Fined £1,500 on Tachograph Offences

A County Tyrone Operator has been convicted at Belfast magistrates court and fined a total of £1,500 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers stopped a 3 axle Volvo articulated vehicle in combination with a united trailer.

During an examination of the driver's tachograph card it was noted that there were three infringements pertaining to daily rest as required by EU Tachograph regulations.

Driver Didn't Have CPC Qualification

A County Antrim Operator was convicted at Newtownards Magistrates Court and fined a total of £700 plus a £15 levy on a series of offences.

The conviction arose when DVA Enforcement Officers stopped a New Holland tractor in combination with a 2 axle Herron tipper at the A20 Portaferry Road.

During an examination of the vehicle it was noted that no operator's licence was displayed and that the driver did not hold the correct driving licence, making his insurance nil and void.

A licence plate was not displayed at the rear of the trailer and the driver did not hold the CPC qualification required to drive the vehicle.

Van Driver Had No Licence or Insurance

A County Londonderry Operator was convicted at Belfast Magistrates Court and fined a total of £500 plus a £15 levy on a number of charges.

The conviction arose when DVA Enforcement Officers stopped a white ford transit van at a DVA checkpoint. The driver was asked to produce his driving licence but was unable to do so.

Subsequently the managing director was interviewed for the offences of Causing/permitting driving without a driving licence and no insurance.



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Peter Morrow

FORS Manager – Northern Ireland.



MEETING THE AIR QUALITY CHALLENGE

This January will mark one year since the implementation of the UK's first Ultra Low Emission Zone (ULEZ), launched in London against a backdrop of growing public and political will for action to help target climate change and improve air quality in our urban spaces.

In October 2019, the Department for Transport announced ambitious plans for the full decarbonisation of the transport sector by 2050, following recommendations from its Committee on Climate Change, and the wider national target to achieve net zero emissions – also by 2050.

The new Transport Decarbonisation Plan is due to be issued next year, at which time road transport operators will learn how government hopes to deliver the emissions reductions expected from all modes of transport, and to begin to understand how this could impact those working in our cities.

Currently, in Northern Ireland and other parts of the UK, responsibility for improving air quality falls to local authorities, tasked with hitting existing air quality improvement targets set by the government. Local authorities have even been instructed by government to introduce Clean Air Zones (Birmingham, Leeds, Southampton, Nottingham and Derby).

Such measures are leading local authorities to take a more holistic look at road transport supply chains, specifying accredited vehicles for authority managed projects and contracts as well as setting strict emission rates for inner-city areas.

Belfast City Council's Air Quality Action Plan 2015 -2020 sets out how the city is tackling high-pollution areas to meet its CO2 reduction targets. Data gathered in the plan, and typical of other major cities, shows that transport accounts for 62.6 per cent of oxides of nitrogen in the air. Across the city's four existing Air Quality Management Areas, light vehicles represent over 90 per cent of road traffic, but the emissions per vehicle from HGVs and buses are higher, so specific focus is required on these vehicle types.

FORS already supports its members to help truck, van and bus fleets to be driven more efficiently and ensure better air quality in our cities. For example, training is required on efficient driving

to reduce engine idling and tyre management planning is another must, along with robust route planning; all resulting in greater efficiency and lower CO2 and NOx output.

Electrification

For some operators, a greener future means taking the decision to invest in electrification of vehicles.

Speaking at the FORS Annual Members Conference held in October in Solihull, Professor Geoff Clarke, freight consultant at AECOM said, "The desire to be 'greener' has always been part of FORS through tyre and fleet management and eco driving, but now it is time to take a closer look at the vehicles and the choice of what is available to operators."

During an informative panel discussion relating to alternative fuels at the event, a variety of alternative fuels were discussed, all of which have been – and will be – considered by operators looking to run more environmentally friendly fleets.

Indeed, to illustrate the current feeling in the transport community, an interactive poll was conducted amongst the audience which indicated 19 per cent of participants already ran electric vehicles in some form.

The shift to electrification is also being keenly embraced by bus and coach operators, many of whom operate urban routes.

Translink Invests

Locally, Translink has pledged to spend £3.5m to improve the city's transport links, including the acquisition of 20 'eco' vehicles. Translink has pledged to only purchase Ultra Low Emission vehicles to operate on the city's streets, including Hybrid Electric buses, and to carry out a trial of Zero Emission Electric and Hydrogen buses within the next 12 months subject to securing appropriate funding. Translink estimate that if implemented, the



new vehicles could help reduce fleet vehicle emissions to under 10% of the current fleet.

As road transport operators strive to future-proof businesses, the need for greater efficiency sits firmly at the top of the agenda. For operators already considering electrification and those who wish to maximise the efficiency of their existing fleet, FORS accreditation offers a clear route to ensuring efficiency and reducing environmental impact.

ANOTHER GOOD YEAR FOR RENAULT TRUCKS DESPITE UNCERTAINTIES

Despite all the political and economic uncertainty of the past year, Renault Trucks has enjoyed a pretty good 2019, with truck sales in the UK up by 18% year on year, outpacing an inflated market and looking to finish with an increase in market share.

At the manufacturer's annual Press Lunch in London, hosted by Renault Trucks' Managing Director Carlos Rodrigues, journalists, among them Export & Freight's Phil Eaglestone, heard that that growth was "due to an increasing confidence in our products and of course the excellent back up available from our dealer network."

Commercial Trucks & Services Director James Charnock added: "We have also increased our Irish market share significantly this year and look to be heading somewhere close to the 12% mark."

"I think some of this growth, in both the UK and Ireland, has come because of increasing the number of customers we are talking to and focusing on the requirements of customers at a sector level. This simple but effective strategy has helped to secure many conquest customers this year, and at Renault Trucks we are confident that once we secure a customer, we are very good at keeping them."

Looking at the broader picture for the past year, he revealed that the combined UK and Ireland MHD market registrations at the end of November stood at just over 47,000.

"The UK market alone is currently 14% up year on year, which has cooled down a bit from a few months ago but is still much higher than expected."

Renault Trucks anticipate the market in 2020 to again be influenced by the political agenda, and added James: "Given the size of the market in 2019 it is almost certainly going to be smaller as we know some of the orders placed this year were for trucks that may have normally been placed in 2020. Having said that, our



Carlos Rodrigues, Renault Trucks UK & Ireland

ambitions at Renault Trucks are to continue to increase in volume and market share and we have plans in place to deliver on both."

Turning to the LCV market, he commented: "It has also been an exciting year for our LCV offer with both a new model in the form of Master Red Edition and of course the delivery of our first electric Master ZE's; we have big plans for LCV in 2020."

It was also a good year for Used Trucks, with sales of 1200 trucks for the 4th year in a row, with one

emissions future, and the continued improvement of the fuel efficiency of diesel models," he said.

"2020 will also see the introduction of the fully electric Range D and D Wide ZE models, giving Renault Trucks a unique offer spanning 3.1 to 26 tonnes GVW. Note Renault Trucks are working to achieve 10% of total range sales as electric by 2025; we expect to reach that threshold in the UK earlier than this timeframe."

"We will also invest further in our in-service digital resources to enable drivers and fleet managers to monitor the efficiency of their vehicles, and to maintain the highest levels of performance; we are developing predictive maintenance services which will maximise uptime."

Key Services

We also learned during the lunch that Renault Trucks will be unveiling three key developments in 2020 – Optifleet, Driver Apps and predictive maintenance.

Optifleet provides telematics data on Renault Trucks vehicles, which if used effectively can significantly improve the efficiency of vehicle fleets and driver performance.

"We will introduce a new portal in 2020, which will improve the ease of access to this data, and its usability. We will also allow selected third parties to use this data by means of the API."

A series of new apps are planned which will offer drivers the opportunity to improve their efficiency – inspection tool, document storage, working time record and route planning. Predictive maintenance services are also in development for 2020, and will be announced at a later date.

in three going to new customers.

Product Development

Andrew Scott, Renault Trucks' Head of Product Management, also gave journalists a briefing on product developments for the year ahead.

"Renault Trucks 2020 actions are aimed at helping Renault and our operators move towards our shared objective of reducing CO2 emissions by 15% by 2025. They comprise two actions – the introduction of new fully electric medium duty trucks to help operators move towards a zero



CLOSE BROTHERS APPOINTS NEW REGIONAL SALES DIRECTOR IN NORTHERN IRELAND

Close Brothers Commercial Finance, a recognised business lender in Ireland, has appointed Emma Blair as Regional Sales Director for Northern Ireland.

The new appointment comes as Close Brothers focuses on raising awareness of asset finance as a flexible and sustainable form of funding for SMEs in Ireland. As a FTSE250 company, with offices across the UK and Ireland, the modern merchant banking group currently work with more than 45,000 small business clients and are keen to support more.

Emma brings 20 years of experience in the finance sector to the regional sales role, and most recently held the position of Broker Relationship Manager at Close Brothers. In her new role, she will support a team of sales managers and directors, and take responsibility for the provision of asset finance, including refinancing and leasing, across the region.

Commenting on her new role, Emma Blair said: "I am delighted to be appointed as Regional Sales Director. Our sales people are already skilled and experienced, so I am confident that we will deliver results for SMEs in Northern Ireland."

"Close Brothers are specialists in the asset finance industry and our model allows us to excel – it's not just the assets with four wheels and an engine that we will finance. We look at bespoke assets and we don't shy away from unusual deals."

"I enjoy finding solutions and structuring deals to suit the needs of our customers and look forward to working with my team to support the SMEs in the area."

Adrian Madden, Head of Sales Ireland, added: "At Close Brothers, we have a people-based approach that enables us to deliver funding solutions and excellent service for our clients."

"Since joining the business in 2012, Emma has established strong relationships with both introducers and clients. Her extensive knowledge

and commitment to helping businesses across Ireland thrive have enabled her to accomplish superb results.

"There is no doubt Emma will continue to succeed in her new role. We are delighted to support her progression with us."

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

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



Emma Blair,
Regional Sales
Director for
Northern Ireland.

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TYRES: ON THE CASE – THE IMPORTANCE OF CASING MANAGEMENT

The benefits operators can gain from retreading their tyres are numerous. With retreads, fleets achieve 95 per cent mileage at 70 per cent of the cost of a new tyre, offering excellent value for money and significantly reducing running costs in a competitive fleet market.

The process means 80 per cent of the materials required to manufacture a new tyre are saved, therefore significantly reducing the impact on the environment. However, if operators are to reap the benefits that retreading can bring to their bottom line, and to their environmental impact, they first need to ensure that they have a good tyre casing.

Here, Arthur Gregg, Managing Director at Bandvulc, explains the importance of good casing management and how Bandvulc, the UK's leading commercial retreader, recommends casing management to help fleets get the most out of their tyres.

Expert tyre husbandry is key to prolonging the life of the tyres on a commercial fleet, and together with retreading, casing management is both an economical and environmentally friendly option. Indeed, for every casing that it retreads, Bandvulc is able to save 68 litres of oil, 30kg of rubber, 20kg of steel and 60kg of CO₂.

A robust quality casing is crucial if operators wish to extend the life of their tyres with remoulding and retreading.

Retreads rely on casings so operators benefit not only from professional inspection and appraisal of their tyres, but also from advice on how to adapt and refine driving behaviour and tyre policy. It certainly helps to have an expert team to keep a constant eye on cost.

Expert inspection

After Bandvulc collects a fleet operator's tyres and returns them to its UK plant in Ivybridge, the casings are professionally inspected by an in-house team.

Working on a 24-hour, 3-shift system, inspectors are able to assess around 2,500 casings per day.

The casing is inspected for two reasons. Firstly, to determine whether the casing can be retreaded, and therefore offer the fleet operator significant cost savings. Secondly, to see if the operator and its drivers have been using the casing correctly and making the most of its potential.

For example, the checks highlight if the tyre has been placed on the wrong axle, misaligned, or under- or over-inflated. In any of these scenarios, the inspection team at Bandvulc is able to determine the cause of damage from the state of the tread and confirm whether the operator has been using the correct tyre for the application.

Following this assessment, Bandvulc offers the operator expert advice to help address any application issues, and improve fleet performance, efficiency and safety. In certain situations, it may be recommended that the operator fits an entirely new tyre. Ultimately, by refining driving behaviour or adapting their tyre policy, the fleet operator is able to save significant amounts of money.

Detailed report

Following inspection and appraisal, Bandvulc generates a detailed casing report for the fleet operator, which acts as a diagnosis or health check for their casings. Providing operators with absolute transparency, the report is divided into three sections: acceptance analysis, fault analysis, and cost.

In the acceptance analysis section, the fleet operator is presented with a number of graphs



that, for every month of the year, show exactly how many of their 'first life' casings and retreads were accepted and rejected.

Particularly useful to the operator is a graph that details the number of accepted and rejected casings according to their application. This shows the vehicle positions – drive, trailer or steer – in which the casings are wearing the most, providing valuable insight for the operator to take remedial action.

In the fault analysis section, the fleet operator receives a summary of their rejected casings, as well as the reason for rejection. The detailed list of reasons includes bead damage, run flats, shoulder wear, punctured tyre and visible shield belts. This is paired with information on the number of casings rejected by size and make, as well as on any axle alignment issues,

flat spotted tyres and first life tyre failings.

The report shows the fleet operator exactly which of their casings are failing and why. The operator can then use this information to adjust their tyre policy as necessary and address any issues with driving behaviour across the fleet.

The final section of the report addresses cost and shows how much money the fleet operator received for returning their casing. This money is credited to the operator's account or can be used to fund retread exchanges in future.

If a casing shows signs of excessive damage and cannot be retreaded in any way, it is rejected and recycled. In line with Bandvulc's continuous drive to enhance sustainability, all casings are disposed of in an environmentally friendly manner. The manufacturer has numerous contracts with waste providers, ensuring that the rubber is used to create matting for children's playgrounds, for example.

Arthur Gregg said, "At Bandvulc, we always recommend that fleets regroove their tyres and then leave their tyres on until 3mm tread remains. This ensures that the casing remains in good shape, allowing operators to make the most of the retreading and regrooving processes available to them whilst optimising fuel efficiency.

"As circumstances and requirements differ greatly from fleet to fleet, we strongly advise that operators get in touch with us to discuss their particular needs. In doing so, they can learn more about our professional casing management system and how we can assist them in achieving the lowest overall driving costs."



EXPERT TYRE HUSBANDRY IS KEY TO PROLONGING THE LIFE OF THE TYRES ON A COMMERCIAL FLEET

NIBC INVESTING IN TAILOR-MADE TELEMATICS SOLUTIONS

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The dynamic nature of mobile technology has created a world of instant data. NIBC have invested heavily in developing their telematics solutions, using this mobile technology to collect, store and send information between end users and vehicles.

Connectivity via telematics devices, vehicle sensors, mobile devices and more, provides fleets with a wealth of information about how the truck is behaving and can show when it is operating outside of "normal" parameters.

NIBC have found that regardless of the size of fleet or even industry that their customers are operating in, the adoption of this technology has allowed them to focus on optimisation and increasing efficiencies, notably in areas such as route planning, fuel, vehicle and driver performance.

The implementation of new technologies has proved pivotal in increasing and maintaining a competitive edge and bottom line profitability, customer retention and growth.

From humble beginnings in 2004, NIBC embarked upon the world of telematics and entered the HGV market with a product that tracked an asset on its journey from A to B. Through continuous collaboration with their customers NIBC are constantly evolving their solutions and now offer a suite of products which give the end user instant knowledge.

Their system is built to be compatible with all HGV makes and models, all major fuel card providers, and all modern tachograph units. NIBC have always aimed to add value to their customers operations, with meaningful data. They take a collaborative approach to their



Driver Awareness App (DAP).

development and seem to have set themselves apart from many of their competitors by offering all of their solutions on one web based platform.

This undoubtedly increases operational efficiencies since operators can use one platform for all their decision-making in areas such as:

- GPS Tracking
- Fuel (non obtrusive CANbus integration)
- Remote Tachograph downloads
- Tachograph Compliance & Analysis
- Vehicle Defect / Immigration Security Check

- Trailer/Asset Tracking & Management
- Fuel Card & Bunker Auditing
- Driver Training & Awareness Panel
- Vehicle Camera Technology – Camera Smart Pro

Camera Smart Pro

Recently NIBC have made significant developments in their Camera Smart solution to address some of the shortfalls of "accident cameras".

Their solution allows customers to have anything from one front facing live camera to up to 8 multi angle live HD cameras.

With no need to recover SD cards, technology now enables customers to view live HD video recordings which can be downloaded from NIBC's cloud based system- the same web based hub that your tracked vehicles & trailers/assets are on. Users can simply click on any journey to view footage for events such as harsh braking, fuel in/fuel out, and drivers' hours infringements.

Data Storage

There has been a major shift away from the restrictions of front facing "dash cameras" to Digital Video Recorders (DVRs) which can hold 2TB of data, in comparison to the 32gb of most dash cams.

2TB can give up to 3 months footage. (* 3 month (22 Working Days) made up of 65 Days Video on 2 HD Cameras





THE MAIN REASONS WE CHOSE NIBC CAMERA SMART PRO OVER THE REST OF THE PREMIUM SUPPLIERS ARE THE LIVE ACCESS, 4 HD CHANNELS AND THE BACKUP SERVICE OF THE NIBC TEAM. NIBC HAVE FILLED EVERY PROMISE MADE AND WE CANNOT RECOMMEND THEM HIGHLY ENOUGH.

WILLIAM HERRON, DRIVER TRAINER, MULGREW HAULAGE LIMITED

for 8 hours recording per day)

Users of Dash cams relied upon the formatting of SD cards every few months – this is not an issue with Camera Smart thanks to the 2TB memory of the DVR.

Camera Functionality

Another major limitation was the fact that companies would be unaware if any of their cameras weren't functioning properly, until it came to retrieve the SD cards.

NIBC dashboards highlight any vehicles whose cameras are not recording – allowing a much more proactive approach and eliminating data loss.

NIBC's technology has successfully been utilised in Irish Government projects to improve driver behaviour patterns, which in turn correlates to improved MPG performances.

The improved MPG's relates to lower fuel usage and lower carbon footprint.

The driver's behaviour is monitored via numerous telematic products, including live camera footage to analyse the driver's anticipation and behaviours to help support and train for better driving patterns.

All in One Tailored Solutions

Robert Carnahan, NIBC's Director, adds: "There are a number of telematics solutions on the market, but at NIBC we offer an 'all in one' tailored solution for fleets and provide users with meaningful data to support fleet utilisation - without flooding them with data and information they simply don't require or use. Our solution can be fully integrated into manufactures own monitors and triggered by indicators to improve the drivers visibility.

We offer a managed support service

that customers can email or call us to retrieve video. We understand how urgent some of the footage is and our expert team can send the footage to our customers or 3rd parties and insurance companies if required. This reduces the stress in an already strenuous situation.

Our aim is to continue investing in R&D to improve our solutions in this extremely dynamic and fast paced industry. We have recently been working with the Irish Government and gained support through the Climate Action Fund (CAF) as our initiatives will contribute to the achievement of Ireland's climate and energy targets in a cost effective manner.



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PROVISION IS NOW CAMERAMATICS

Leading Ireland-based vehicle and fleet safety solutions provider ProVision has rebranded as CameraMatics, adopting the name of its flagship software solution.

CameraMatics founder and

Director Simon Murray said, "As global leaders in vehicle safety solutions, CameraMatics is what we do - it's who we are. The landmark launch of our new US business is the perfect opportunity to align all our streams under one name and one fresh new website - cameramatics.com.

"We invented CameraMatics - we are CameraMatics. That's why ProVision is now known simply as CameraMatics. We're the same business - the same team, the same award-winning solutions, the same great customer service that the industry expects from us."

ProVision Vehicle Cameras was set up in 2016 because Fleet Experts Mervyn O'Callaghan & Simon Murray saw a gap in the data and solutions that Fleet



Managers, manufacturers and insurance companies needed in order to run a fleet of any size safely, optimally and efficiently.

Their solution, based upon over twenty years of detailed

knowledge and experience of fleets and fleet operations, was CameraMatics, invented to meet every need that fleet managers faced and allowed them to tackle the challenges of insurance risk-management head on.

Within a year of the company's launch in Ireland they were recognised as the leading provider of CameraMatics and vehicle safety solutions and launched in the UK market, winning numerous awards, securing substantial investment and becoming a FORS Associate.

This is certainly a company who are going places - founders Simon & Mervyn are named among the EY Ireland Entrepreneur of the Year 2019 Awards Finalists and earlier this month CameraMatics scooped the Innovation Award 2020 at the Fleet Transport Awards in Dublin.

The recent opening of the first office of the company's US operation in Richmond (VA), where they plan to grow to around 100 employees, marks an important milestone and provides the perfect opportunity to rebrand.

CEO & Founder Mervyn O'Callaghan said "As well as CameraMatics being our product, it's now our name worldwide and our new website cameramatics.com unites our global operations. There you can discover more about our customer-driven solutions for every type of vehicle and every size of fleet. To coincide with the rebrand we've launched a number of new features - do contact us to find out more about them."



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SMART TACHO ADVICE TO DISPEL THE MYTHS

BY MARC CAPLIN, AQUARIUS IT, NATIONAL ACCOUNT MANAGER



The introduction of the next generation of digital tachograph in June past has aroused suspicions and has led to certain assumptions being made.

In fairness, prior to its launch, information on what technologies were being embedded into the new tachograph (or rather what they actually mean for an operator / driver) has been unclear and this, combined with headlines regarding roadside enforcement, has naturally led to misconceptions being formed and spread via the Chinese whisper effect.

So, we've gathered all your feedback to dispel the most common myths surrounding the new Smart Tacho, which for this article we will refer to as the Gen 2 Tacho.

As a preface, the good news from the operator and driver's point of view is that little has really changed and, if you are a law-abiding operator, there is absolutely nothing to fear from the Gen 2 Tacho.

MYTH 1: Enforcement officers can download data from the vehicle from the roadside.

The new Gen 2 Tacho incorporates a digital short-range communication system (DSRC) for use by the authorities at the roadside. However, enforcement officers CANNOT download any information on the driver or vehicle from the roadside. The misconception comes from the word 'download' – the correct terminology is that enforcement officers can "remotely interrogate" or scan a vehicle using the DSRC against 18 key points to determine if they want to stop a vehicle or not.

1. Vehicle registration plate
2. Speeding Event
3. Driving Without Valid Card
4. Valid Driver Card
5. Card Insertion while Driving
6. Motion Data Error
7. Vehicle Motion Conflict
8. 2nd Driver Card
9. Current Activity
10. Last Session Closed
11. Power Supply Interruption
12. Sensor Fault
13. Time Adjustment
14. Security Breach Attempt
15. Last Calibration
16. Previous Calibration
17. Current Speed
18. Timestamp

This scanned information cannot be used to issues penalties or as evidence of prosecution – however, it can be used to decide whether or that vehicle should be subject to a roadside

enforcement check.

Only if an enforcement officer chooses to stop and physically check the vehicle in the conventional way can any further action be taken (as per the status quo).

In essence, with depleting government budgets but more vehicles on the road to ensure are safe, the technology is being employed to bridge this gap and help enforcement officers spot potential rogue operators more easily and effectively - a new tool to help them with their job.

MYTH 2: Drivers who operate multi-vehicles (with Gen 1 and Gen 2 tachographs) will need new Gen 2 Driver Cards.

NO. Current Gen 1 Driver Cards will work in a Gen 2 Tacho, so there is no requirement to purchase a new one. Equally, if you are due to renew or need to replace your Gen 1 Driver Card, you will be automatically sent a 'Gen 2' Driver Card, but this will also work in a Gen 1 Tacho – they have inter-operability.

The same rule applies for Company Cards; an operator is able to use a Gen 1 Company Card to "lock in" a vehicle installed with a Gen 2 Tacho and can also use their existing card to initiate a download.

MYTH 3: Smart Tachos will affect Earned Recognition.

As we've mentioned, the introduction of the smart tacho is focussed on enforcement, to stop companies who are operating outside of the law. The very principle of Earned Recognition is to recognise good operators and this will continue as normal. The two are not connected.

MYTH 4: The new GNSS transponder is a tool for enforcement bodies to spy on a vehicle's movement.

The GNSS (global navigation satellite system) is a significant development for the new Gen 2 Tacho, which will take a GPS reading of a vehicle's position at the start and end of duty to an accuracy of 200 metres, and again after every three hours of accumulated driving. If the satellite is obscured, then this will also be recorded by the tachograph. The enforcement bodies will have no remote access to this information, but if a vehicle is stopped the information can be accessed as part of a routine check.

External fleet management systems, used by the operator, will be able to access the live information, but drivers will have to give consent under GDPR rules.



MYTH 5: Downloading equipment will need to be replaced.

Although there are no significant changes to the way the new digital tachograph unit functions from the driver's or operator's point of view, there are some changes to the structure and the format to how the data is generated. This means existing downloading devices may not work with the new Gen 2 Tacho or may not download all the additional data from the new tachograph.

There is no hard and fast rule, but in some cases the download units might need to be replaced, or if they have been manufactured in the last few years they might simply require a software upgrade. The best advice here is to contact your supplier.

MYTH 6: The smart tachograph will cost more.

Judging by conversations that we have had so far, the operator should not notice any marked increase in cost at the point at which they buy a brand new vehicle and any initial maintenance issues involving the tachograph should be covered by the vehicle's warranty.

However, potential maintenance issues in the future may well end up being more costly for a couple of reasons. Firstly, there is more hardware to maintain as the Gen 2 Tacho is linked to the DSRC transmitter which is usually mounted on the windscreen so there may be additional costs involved with regards to labour and replacement parts. Secondly, the Gen 2 Tacho is paired to the sender unit at point of installation with a crucial difference when compared with the Gen 1 - the sender can only be paired once.

This means that if there is an issue with the tachograph and it needs to be replaced, a new sender unit will also need to be installed. Likewise, if there is an issue with the sender unit, the tachograph itself will need to be changed.

In summary, although there may be no initial increase in cost, the operator may well end up paying more for ongoing maintenance once the vehicle's original warranty has expired.

MYTH 7: If an existing vehicle with a Gen 1 Tacho has to be replaced, it will need to be fitted with a Gen 2 Tacho.

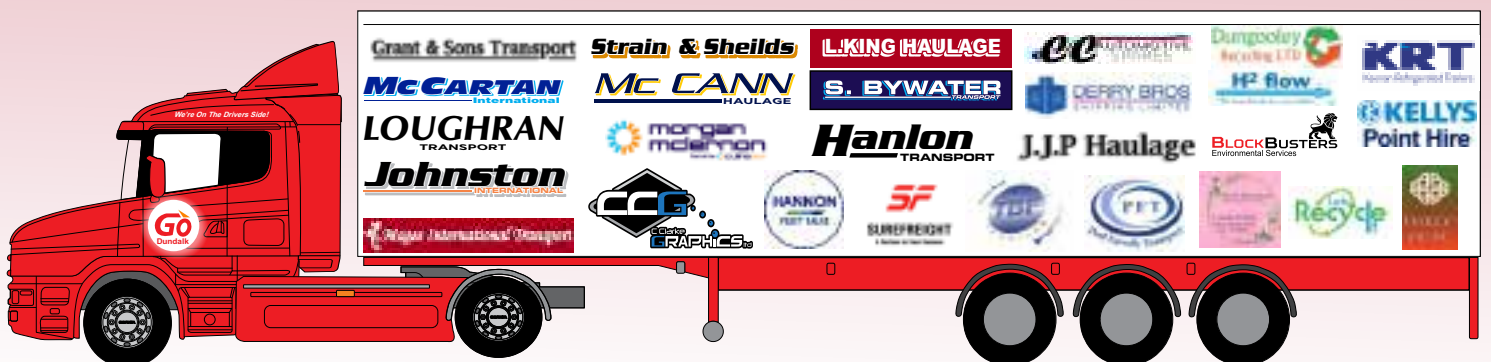
No, any version of Tacho must be replaced like for like, unless you choose to upgrade. There is therefore no requirement to retrofit existing vehicles with Gen 2 Tachos at this stage.

"Keep Er Lit" For Kayden

21st March, 2020
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DAF CF Electric with 6x2 rigid chassis now available



DAF Trucks has introduced a new CF Electric 6x2 rigid chassis. The first vehicles are being field-tested as refuse collection trucks with Dutch public waste disposal firms HVC and ROVA.

The city of Rotterdam and Cure will follow early in 2020 with a fully electric 6x2 refuse collection truck fitted with a loader crane. All of these vehicles are equipped with a VDL E-Power driveline. The fully electric superstructure is supplied by VDL Translift.

Since the end of 2018, the first DAF CF Electric vehicles have been operating as 4x2 tractors with various Dutch transporters, including Peter Appel, Simon Loos and Tinie Manders, as well as the supermarket chain Jumbo.

These trucks are part of an extensive field test in which they are required to transport goods to and from destinations such as supermarkets and distribution centres.

The German logistics firm Rhenus is currently using two CF Electrics for regional container transport. Thanks to its efficiency and all-purpose and practical usability, the DAF CF Electric won the prestigious 'Green Truck Award' in Germany earlier last year.

Surge in demand for export support services from NI businesses

Northern Ireland Chamber of Commerce and Industry has reported an upturn in demand for export services from companies across the Province. Through its International Division, NI Chamber has assisted over 500 local companies in their export journey this year.

As well as being a designated authority for the issue of certified export documents, the business support organisation provides technical training on topics ranging from Letters of Credit, to Certificates of Origin, as well as covering prevailing issues for business such as Customs Declarations and Incoterms 2020.

According to Tanya Anderson, Head of International and Business Support at NI Chamber, whilst Brexit is a factor, a growing level

of aspiration is also driving the demand for export support here.

"NI Chamber has a long-held track record of helping established and early exporters to grow globally. However, 2019 has seen a notable increase in demand for these services, as NI businesses are looking towards international markets with greater confidence that their goods and services can compete successfully across the world.

"We have witnessed a growing number of companies wanting to up-skill their own teams and make staff as agile as possible as they seek to scale. Responding to this, NI Chamber has trained almost 160 people in Customs Declarations procedures this year, to help them better understand the customs requirements and the possible implications of a post Brexit environment.

"We are also helping companies prepare for new Incoterms,

which come in to effect in 2020. Incoterms are 'International Commercial Terms' which provide a standard set of definitions used in International Trade. Given that these are the cornerstone of trading internationally, we seek to ensure that local exporters are familiar with the 2020 version before they go live and we're already helping over 100 individuals to do so."

She added: "Maintaining a competitive edge in the global marketplace is a challenge in any circumstance, none more so than now for local businesses, but there is still much scope for optimism.

"Companies here are producing quality, innovative goods and services which are on-par with the very best in the world – and by accessing all of the support that's out there, they can dramatically improve their chances of taking a share of the global market."

FTA Strengthens Multimodal Offering with New Policy Manager

FTA has appointed Zoe McLernon as its Multimodal Policy Manager, a newly created role to strengthen FTA's position as the only business organisation representing all aspects of the UK logistics sector.

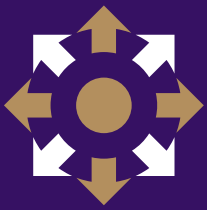
Miss McLernon will join FTA's 17-strong policy team to speak on behalf of its multimodal members to stakeholders and government.

"With multimodal operations growing in size and prominence, I am thrilled to be at the forefront

of this exciting and complex area. And with FTA's reputation as the most influential business organisation in the logistics sector, I am confident that, in partnership with the wider policy team, we can deliver real change for our members."



Zoe McLernon



The Chartered
Institute of Logistics
and Transport



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FORS HELPS LOCAL AUTHORITIES DELIVER FOR THEIR COMMUNITIES

Here, FORS Business Services Manager, Paul Wilkes, explains just how FORS accreditation can help local authorities meet air quality targets and reduce the emissions produced by commercial vehicle activity.

With local authorities now responsible for meeting tough air quality targets, and Clean Air Zones and Low Emission Zones in place in many cities, the need for efficient road transport has never been greater.

As part of its remit to drive up standards across road transport nationally, FORS, the Fleet Operator Recognition Scheme, is working closely with local authorities and service providers to help reduce the emissions of all commercial vehicles.

FORS progressive accreditation is now being built into many local authority service contracts, giving councils a clear standard which all commercial vehicles operating on its behalf must meet. This ensures road transport supply chains are operating as efficiently and safely as possible.

Fleet care

Ensuring a fleet is in peak condition is vital for an environmentally sound operation. Local authorities have a duty of care to ensure operators working on their behalf do so in an environmentally efficient and safe manner.

The FORS Fleet Management System (FORS-FMS), can be used to track fuel purchases, tyre tread and depth information and mileage figures. This data is then used to ensure fleets have an accurate service, maintenance and repair schedule in place to fix faults early, keep costs down and make sure vehicles are running as efficiently as possible.

Training

Commercial vehicle drivers who are trained to drive efficiently reduce their vehicle emissions. FORS offers dedicated driver training, including the FORS LoCity Driving course, where HGV and van drivers can understand issues such as how to avoid engine idling, one of the biggest contributors to urban pollution and avoid congestion. This also provides a financial benefit to the operator

FORS works with local authorities to help improve the environment

FORS helps councils improve air quality

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- LOW EMISSION ZONES
- GOVERNMENT TARGETS
- MONITOR FUEL USE
- SAFETY & TYRE PRESSURE
- MODE SHIFT
- EFFICIENT VEHICLES
- ROUTE PLANNING
- ALTERNATIVE FUELS
- ENCOURAGES SUSTAINABLE STAFF TRAVEL
- TRAINING
- ANTI IDLING
- REDUCE FUEL CONSUMPTION
- NOISE

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SAFER SMARTER GREENER

by helping them to save fuel.

FORS managers are also offered training to help them reduce fuel wastage. The FORS Practitioner workshop series includes a module on Reducing fuel use and minimising environmental impact, while the LoCity for managers eLearning online module looks at the use of alternative fuels.

All FORS members can access online resources to help lower emissions and embed environmental best practise across their businesses. FORS Anti-idling Toolkit explores how drivers can reduce fuel use and its Congestion Toolkit gives tips on how managers can plan to avoid the amount of time drivers spend in traffic.

Tyre management

Tyre management is as key to efficiency as it is to safety. Under-

inflated tyres can increase emissions of carbon dioxide (CO₂) and nitrogen oxide (NO_x), in fact for every 10 per cent of decreased tyre pressure, fuel consumption increases by two per cent.

FORS members incorporate tyre maintenance into daily checks, with managers implementing proactive management plans to ensure all tyres are monitored, for maximum efficiency.

Fuel Management

Improving a vehicle's average miles-per-gallon by 5 per cent through a combination of driver training, route planning or fleet modernisation, can return savings of £2,200 per year. Over 300 FORS Gold members have achieved even higher improvement in miles-per-gallon with an average of 14 per cent year on year and with it even greater savings*.

FORS Fleet Management System and FORS Fleet Tools Portal, help members drive down the costs of running a fleet, highlighting areas of fuel wastage or areas where fuel consumption is high.

Flexible and simple

Local authorities can work with FORS in a variety of ways. FORS can be written into planning consent arrangements and construction logistic plans, specifying that suppliers operating delivery and servicing or passenger carrying vehicles must meet the FORS Standard.

Local authorities who run or manage their own fleets can become FORS members themselves, ensuring all drivers and commercial vehicles in their fleet operate safely and efficiently – from minibuses and coaches to refuse trucks and vans.

RHA BRIEFING: CONFRONTING EVERYDAY CONCERNS & CHALLENGES HEAD ON

BY JOHN MARTIN, RHA POLICY MANAGER (NI)



In my previous roles within the Department I was a regular reader and contributor to Export & Freight magazine for over 20 years and was the original scribe for the Department's well read "Court report". However, given I've moved on I was considering how I could communicate with Export & Freight readers on the work being undertaken behind the scenes by the RHA on behalf of its members.

This article may not feature in every edition, however I hope it will serve as a good insight into some of the everyday issues the industry come up against and help to serve as guidance or advice. It's not designed to be statement of fact or an interpretation of the law as each case turns on the facts of the case and no two cases are the same. If you are in any doubt you should seek advice from your solicitor.

Operator Licence Margins

A member's HGV vehicle was stopped by an enforcement agency within NI with a prosecution report completed for the vehicle not being specified on the operator's licence. The operator had a 3 vehicle margin on their licence and the vehicle was hired in for 5 days.

The operator was subsequently interviewed with a view to a prosecution and advised that despite them having a 3 vehicle margin and the vehicle being hired for only 5 days they needed to specify it immediately upon first use.

The operator was confused, as they understood they were complying with the rules on temporary use vehicles used for less than 1 month where they had an unused margin. The operator contacted the RHA and I became involved in direct dialogue with the enforcement agency and explained that the operator was compliant with the requisite requirements, explained the legislative requirements, policy rationale and Departmental guidance including note 4 on the rear of the actual operator's licence document and as a consequence no further action should ensue.

Operator Licence Requirements

A member who had a single vehicle was awarded a contract in Scotland for an extended period of time and in order to ensure compliance applied for and was granted an operator's licence in Scotland.

The licensing authority in NI noted that he had transferred his only vehicle from his NI licence to his Scottish licence at the commencement of the contract and issued a formal letter indicating they were proposing to revoke his licence as he no longer had access to a vehicle and therefore didn't satisfy establishment.

The operator contacted the RHA and I became involved directly with the case. After protracted dialogue with the licensing

authority it was agreed the operator was fully compliant with the requirements on establishment and the letter proposing to revoke his operator's licence was withdrawn.

The operator commented that without the assistance of the RHA he probably would have had his ops licence revoked.

HSENI Carriage of Dangerous Goods

The Health & Safety Inspectorate NI (HSENI) are responsible for the application and enforcement of the carriage of dangerous goods and chemicals in vehicles on the road. Due to concerns in regard to the effective enforcement of these requirements I've met with the HSENI to discuss their role and activities in this regard.

The primary concern is not with regard to the operators who are largely compliant with all the requirements - it's the operators who transport dangerous goods or chemicals with no outward signs that they are carrying dangerous goods that is of significant concern.

As a consequence of the meeting I submitted a Freedom of Information (FOI) request to the HSENI and have followed that up with an FOI to the Police Authority for NI and a response from them is currently overdue. Further updates will be provided.

Damage to vehicles and loads

The RHA has been liaison with the Department for Infrastructure, the Department for the Agriculture, Environment and Rural Affairs and the Ulster Farmers Union in an attempt to raise awareness with landowners on their responsibilities to ensure any tree or hedgerow situated on their land that overhangs a road and endangers or obstructs the passage of any vehicle is suitably lopped or cut back to eliminate the risk.

The frequency of vehicles and/or high loads being damaged is on the increase with one operator having in the region of £40k of damage caused to trailers in a 12 month period. The problem is not only restricted to damage to trailers with hauliers involved in car transportation also reporting damage to high value vehicles being transported.

The RHA's concerns are not only restricted to the damage to members vehicles and load and delays to journey times, it's the potential for a broken branch or tree to cause a serious traffic collision

or kill someone if landowners don't take action.

Discussions with the various Government Departments have been extremely positive with an agreed media campaign being launched in Jan/Feb. It's hoped this will address the problem and a serious road traffic collision will be averted.

Given that modern HGVs can have an overall travelling height of up to 4.9 metres landowners will be recommended to lop or cut back trees and branches to a minimum of 5.0 metres to avoid any danger being caused to any road users.

Owners or occupiers are also responsible for the removal of any tree or hedge which is dead, damaged, diseased or insecurely rooted and by reason of its condition is likely to cause danger to persons using the road or footway. Further updates will be provided.

Abnormal Loads Regulations

I've recently engaged the Department for Infrastructure's Policy Division on an outstanding review/update to the Motor Vehicles (Authorisation of Special Types) Order (NI) 1997. The Department commenced a review in the late 90's to broadly align the NI requirements with the GB equivalent legislation - The Road Vehicles (Authorisation of Special Types) (General) Order 2003 No. 1998. The RHA is pressing the Department to recommence this review without further delay.

The anomalies within the current legislation included an outdated weight threshold of 38,000kg as opposed to 44,000kg to qualify for special types, no provision within the NI legislation for special types weight plates, special vehicles for haulage, lifting, engineering and vehicle recovery, local evacuation vehicles, vehicles propelled by Compressed Natural Gas systems and numerous typographical errors, all of which are causing significant operational difficulties for a number of operators who undertake the carriage of abnormal loads or use vehicles that fall within scope of the requirements.

Even in the absence of the Executive this review and update should go ahead as the proposals are neither cross cutting between different Government Departments or controversial. Therefore, there should be no reason to delay any further. Further updates will be provided.

DPD takes delivery of another EV first with launch of unique cargo bike

Parcel delivery company DPD has taken delivery of the first 10 EAV P1 electric assist cargo bikes - the result of a partnership with Oxford-based manufacturer EAV.



Five of the unique bio-mechanical hybrid electric-assisted pedal bikes are currently being tested on the streets of London, York and Newbury, while the other five are being shipped to DPD business units in Ireland, Spain, Germany, Portugal and France to help support British manufacturing and exporting abroad.

The purpose-built, quadracycle measures 2m long by 1m wide, weighs 75kg and can carry a 120kg payload. The 250 watt motor helps the rider accelerate to a maximum 15 mph. The P1 can cover a range of up to 60 miles in a day and over 100 parcel stops and then be recharged using a

normal 13amp, 240v plug socket.

The bike's body is made from advanced composites which include the latest fully recyclable materials, for example; the fascia is made from a composite strengthened with hemp fibres stuck together with a resin based on the oil from cashew nut shells.

The EAV P1 is part of DPD's aim is to be the most responsible city centre delivery company and the leader in electric vehicles in the UK. In October last year, DPD opened the UK's first all-electric parcel depot in Westminster and plans to have a fleet of 500 electric vehicles by the end of 2020.

Dwain McDonald, DPD's CEO commented, "The P1 is an absolutely amazing vehicle and we are immensely proud to be technical partners alongside EAV on this unique project. This is an entirely new type of vehicle and is designed specifically to meet the current challenges for delivery firms in the urban environment.

Thermo King Expands the Connected Solutions Portfolio

Thermo King is expanding its Connected Solutions portfolio with Lease Assist and TouchLog data logger.

Lease Assist offers leasing and rental companies one platform to access data and insights needed to optimise and manage their operations more efficiently. This includes asset localisation, real time engine hours for accurate billing purposes, and data showing how customers use their refrigerated unit, which

helps manage unit's maintenance and lifetime.

The Thermo King TouchLog independent data logger delivers reading accuracy of 0.5K between -25 degrees Celsius and +8 degrees Celsius, which is particularly important for companies transporting temperature

sensitive products like pharmaceuticals.

TouchLog provides users with flexible export options and an intuitive, touch-screen interface, capturing data and offering quick printouts or downloads for full visibility of the cargo's temperature condition.

Raluca Radu, Connected Solutions product manager at Thermo King, commented: "The new Lease Assist and TouchLog solutions signify another step in our journey to grow the Thermo King Connected Solutions portfolio and make the refrigeration units' and trailer's data work for our customers. With Connected Solutions, our customers can operate smarter and more efficiently, turning data into practical intelligence and a competitive edge."

One in five UK commercial drivers breaches UK road fatigue laws

New data from Verizon Connect reveals the extent to which commercial drivers in the UK are breaking road traffic safety regulations by failing to take appropriate rest breaks.

The survey of fleet managers across the UK found more than one in five commercial drivers (22%) spends more than 4.5 hours at the wheel without taking a mandated rest break of 45 minutes.



Fleet managers also identified fatigue as the cause of almost one fifth (18%) of vehicle accidents, second only to speeding with 19%.

Verizon Connect's research also highlights the challenges fleet managers face to ensure drivers remain safe and compliant.

Driver fatigue is cited as their top safety concern (45%), followed by speeding and harsh braking (44%), and mobile phone use in vehicle (39%).

The failure of individual drivers to observe these safety regulations not only increases the likelihood of road traffic accidents but can also result in punitive penalties being handed to their employers.

The Driver and Vehicle Standards Agency (DVSA) can issue drivers with an on-the-spot fine of up to £1,500 if they're caught breaking these rules on the road.

These results reflect the increase in penalties awarded to commercial vehicle operators, with the total value of fixed penalties issued by the DVSA rising 75% from £4 million in 2017-18 to £7 million in 2018-19.

New Trailer Locks Guard Against Theft, Stowaways and Border Force Penalties

A range of new door locks has been introduced to prevent theft and illegal access to trailers as well as limiting the prospect of Border Force penalties, which regularly run into tens of thousands of pounds.

Trailerlock is a device that protects the rear doors of semi-trailers and prevents intruders from breaking into vehicles either while moving, whilst in parking areas or during ferry crossings.

Trailerlock fits most semi-trailers and is ideal for international operators or any vehicles which are carrying high value goods or likely to be left unaccompanied. The lock - which comprises a case, anchoring bolt, security nut and a wrench, plus back-up wrench - easily fits over the existing door locking handle and is bolted to the frame of the trailer.

Manufactured from solid steel, simple to operate and resistant to mechanical interference, the system does not require additional modifications to the rear doors of semi-trailers, ensuring that the product can be deployed without further installation costs.

Additionally, for temperature-controlled vehicles, FridgeLock is an adjustable lock which simply and quickly fits across the locking bars and, like Trailerlock, it uses a security nut and comes with a pocket wrench. Once in place, the doors cannot be opened.

In addition to protecting the vehicle itself, Trailerlock protects the driver and the haulage company by reducing the possibility of Border



Force penalties, which can run into many tens of thousands of pounds. Currently, 'civil penalties for clandestine entrants' amount to £4,000 per illegal entrant - £2,000 to be paid by the driver and £2,000 to be paid by the haulier. If these penalties are not paid, the vehicle can be seized and held until payment is made. If the penalty

is not paid at all, the vehicle can be destroyed.

Once a company has been found to be carrying clandestine entrants, its vehicles are more likely to be searched again and, if clandestine entrants are found in the company's vehicle again, the fine would be much higher.

FORS Fuel Expert

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

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

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



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DISPELLING THE MYTHS ABOUT DIESEL

BY DIRK PYATT, EXXONMOBIL EAME COMMERCIAL FUELS MARKETING MANAGER

Increasingly stringent environmental standards continue to put the spotlight on diesel's environmental performance. At the same time, alternative fuels and a growing interest in electric vehicles are generating headlines. However, diesel's days as a fuel for commercial vehicles are far from over, although some misconceptions about its performance remain.

It is important to correct these myths to enable an informed debate about fuel options and environmental regulation. Clear-cut data put into a well-defined context benefits everyone involved in the critical dialogue about how to power vehicles in the future. So, what are the key misconceptions that need to be addressed?

MYTH: Diesel has lost its appeal and popularity

Recent conversation around diesel might suggest it has lost its popularity but according to recently published research, 96% of medium and heavy commercial vehicles (over 3.5t) in the European Union run on diesel, a figure that will likely come down over time.

The reasons for diesel's continuing popularity in the commercial vehicle sector are clear: compared with other types of fuel it currently has a higher energy content, offers great driving range and fuel

efficiency, stronger low-end torque for towing and hauling, is quick to refuel and supports good truck engine durability. Diesel units also remain some of the most efficient combustion engines available. And with the latest technology, they have become cleaner, too. In fact, the latest Euro VI requirements are the most stringent ever. As well as special filters that significantly reduce particulate matter (PM) emissions, they also feature technology that converts most of the nitrogen oxide (NOx) from the engine into harmless nitrogen and water before it leaves the vehicle. A recent study showed a 93% reduction in NOx emissions for Euro VI diesel hybrid buses compared with Euro V conventional diesel buses.

MYTH: Alternative fuels and engines will replace diesel in the near future

It is true that biodiesel, natural gas, fuel cells and electricity are all gaining traction. Public transport is a high-profile example. As of March 2019, there were 3,669 hybrid buses, 155 electric buses and 10 hydrogen buses operating in London, out of a total fleet of 9,142. In addition, the

German Federal Ministry of Transport has recently set up a €300 million fund that will see electric buses on the streets of 11 of the country's cities by 2022.

However, in the commercial vehicle sector alternative fuel options have made less headway, especially in the long-haul market; in fact, the number of heavy trucks on Europe's roads is increasing. According to the European Automobile Manufacturers' Association (ACEA) the number of medium and heavy duty commercial vehicles registered across the European Union during the first half of 2019 increased on average by over 16% compared with the same period in 2018, with Belgium, Germany, France and the UK with increases above the average. By law, these vehicles employ the latest engine designs, taking into account the latest Euro VI emission requirements.

MYTH: All diesel fuels are essentially the same

There is a belief that all diesels are the same and price is therefore the most significant criteria for making a purchasing decision. However, all diesel fuels are not equal. For example, many bulk diesel deliveries do not contain detergent additives, and those that do are normally designed to help prevent the formation of deposits on fuel injectors, which otherwise degrade engine power and fuel economy over time. Some diesel fuels are optimised to not only keep injectors clean but also clean up existing deposits. The additional detergency contributes to improved

fuel efficiency and may reduce the need for maintenance. Fuel efficiency is important for medium and heavy duty commercial vehicles given the significantly lower miles per gallon consumed compared with light duty vehicles. Given the high cost of long-haul diesel truck engines and the significant investments operators make in their fleets, owners should prioritise quality when choosing fuel, especially if they want to maximise the longevity of their vehicles and reduce costly maintenance.

Diesel's Vital Role

Diesel engine and fuel technology will continue to evolve, as will alternative options. This will ensure that fleet owners have increasing access to the solutions they need to meet both commercial and regulatory requirements without compromising operations.

ExxonMobil is collaborating with engine manufacturers to develop fuel technologies that help meet the current and future needs of diesel engines. Furthermore, ExxonMobil is supporting the Logistics Emissions Reduction Scheme in the UK, which is working with members to reduce emissions from freight.

However, the bottom line is that diesel remains critical to the commercial vehicle market – now and into the future. Fleet owners should therefore work with suppliers that offer consistently high quality diesel to ensure they get the full benefits of the latest performance-enhancing formulations.



Belfast Harbour Named as Best Cruise Port of Call in UK & Ireland

Belfast Harbour has been named the best port of call in the UK and Ireland for cruise ships. The accolade was awarded by a global panel of cruise experts as part of the 2019 Cruise Critic Editors' Pick Awards.

It follows a record-breaking 2019 cruise season for the city with 146 cruise calls and 280,000 visitors. The judges were particularly impressed by a £500,000 investment by Belfast Harbour and Tourism NI in the island's first dedicated cruise terminal which was officially opened in July.

The welcome facility, which includes a Visitor Information Centre managed by Visit Belfast, also boasts new facilities for coaches and taxis, and an easily accessible deep-water berth to accommodate larger cruise ships. The judges also praised the location of the terminal for providing "easy access to the city's world-class attractions, such as Titanic Belfast in the city's famous Titanic Quarter".

Joe O'Neill, Belfast Harbour's CEO, said: "With our partners Visit Belfast we've worked hard to market Belfast Harbour and



Northern Ireland under the 'Cruise Belfast' initiative as one of the best cruise destinations in Western Europe. We've also invested in a new terminal with the support of Tourism NI to encourage further growth in this strategically important sector. Considering the quality of other destinations

in the UK and Ireland, we're delighted to win the award.

"Cruise tourism fits with Belfast Harbour's wider commitment to support the city's development through the creation of an iconic waterfront for Belfast. A successful cruise tourism sector will encourage

new tourist and leisure projects, and further enhance Belfast's reputation as a leading destination, including within the cruise market."

Gerry Lennon, Chief Executive of Visit Belfast, added: "In the 20 years since Visit Belfast was established, we have worked with Belfast Harbour to attract cruise visitors to the city and region, and the result has been an enormous increase in the number of visitors and ships coming to the city. In total, Cruise Belfast has brought 784 ships to the city since 1999, and in the last five years alone, cruise visitor numbers have increased by 135%.

"Cruise is now a key contributor to Belfast's tourism economy, and that is down to investment in infrastructure, and the commitment of our tourism industry partners to providing more and better products for visitors to enjoy while they are here."

In addition to its record-breaking cruise season, Belfast Harbour also welcomed a number of firsts during 2019. These included the visits of 'Disney Magic' and SAGA's first ever new build vessel, the 'Spirit of Discovery'. The port also welcomed 6,500 visitors and crew onboard the 'MSC Meraviglia', the largest ship by passenger capacity to ever visit Belfast.

European shippers reject an extension of the current BER without changes

The current Consortia Block Exemption Regulation, in place since 2009, doesn't provide any instruments to deal with the current market drivers and has serious consequences that affect the present maritime business conditions, according to the European Shippers' Council which rejects the proposal of the European Commission to extend the BER for 4 more years without any modifications.

It says the Commission Staff Working Document pays no attention to the ongoing market requirements where customers' demands based on principles of committed, delivered, and transparently measured service performance are key to build trust and efficiency amongst the maritime supply chain partners.

"The current proposal to prolong the BER has no data supporting the EC decision as it leaves many items unclear like which consortia are covered under this legislation and why the 30% threshold is kept.

"Furthermore, one of the BER basic pillars 'the return of benefits to transport users' is limited to the point of lower freight rates as the only parameter to assess these benefits. The other costs like surcharges or quality indicators like 'blank sailings', 'frequencies', and 'port-to-port pair connections', which

have a significant impact on the shippers' operations, are disregarded in the Document."

On several occasions during the BER revision process, ESC had already informed the EC about the regulation's negative effects and the needed changes.

"In light of the above mentioned points, ESC will be active in the ongoing consultation period as to achieve a result where the customers' voice is considered and to conclude with a different decision from the current proposal described in the Staff Working Document."

The proposal has also been slammed by the Global Shippers' Forum (GSF). James Hookham, Secretary General of GSF said: "We are disappointed with the outcome of the Commission's review and disagree on several points with its reasoning. We shall

be setting out our concerns and arguments in response, and campaigning for greater policing of shipping lines' activities.

"In our view the Commission has missed the opportunity to ask the bigger questions about how the shipping sector got into its current situation of historically low shipping rates and over-capacity on many routes and whether the continuing exemptions from normal competition rules provided by the Block Exemption are the right remedy in the long term.

"The Commission looks set to prop up the shipping lines for a further four years without fully understanding why. European manufacturers and retailers, together with their customers and suppliers around the world, as the users of container shipping lines, deserve better support and service from their competition authority."



Dan Sten Olsson, owner of Stena Line meets with staff of the AVIC Weihai shipyard in China, at the signing ceremony for the company's new ferry Stena Estrid.



The ship departs China for its long journey.

Stena Line Takes Delivery of Irish Sea-Bound Ferry

Stena Line has officially taken ownership of its newest ferry Stena Estrid following a handover ceremony at the AVIC Weihai Shipyard in China.

The first of five next generation Stena Line RoPax vessels that are currently being constructed at the shipyard, Stena Estrid recently embarked on a six-week journey to its new home on the Irish Sea, where it will begin service on the Dublin to Holyhead route this month (January).

A further two of the new ferries are also destined for the Irish Sea with Stena Edda expected to commence operations from Belfast to Liverpool in the spring, and a third vessel Stena Embla to be introduced on the same route in early 2021.

Stena Line owner Dan Sten Olsson attended a service officiated by the Reverend Stephen Miller of the Mission to Seafarers, who undertook the long held maritime tradition of blessing the

ship, in order to bring it good luck at sea.

Stena Line CEO Niclas Mårtensson said that the delivery of Stena Estrid marks the start of a very important few months for Stena Line's Irish Sea operations: "Taking ownership of Stena Estrid is a major milestone for Stena Line and is the result of a very significant investment in our Irish Sea operations that reflects our commitment to the region and will ultimately see three of the world's most modern ferries operating between Ireland and Britain.

"A first-class customer experience is a priority for us, so we are determined to deliver the best possible freight and travel service to our customers. Stena Estrid will provide a more environmentally sustainable way to travel

with more efficient loading and unloading operations, increased freight capacity and the best Scandinavian quality, style and design in our facilities, including the Hygge Lounge and the latest upgrade of our premium area Stena Plus."

Most Advanced

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.

At 215 metres in length, Stena Estrid will provide freight capacity of 3,100 lane meters, meaning a 50 per cent increase in freight tonnage, and the space to carry 120 cars and 1,000 passengers and crew.

The introduction in 2020/21 of sister ships Stena Edda and Stena Embla will increase freight capacity on the Belfast to Liverpool route by 20 per cent.

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'.

Logistics Industry Concerns Over Sulphur Surcharge For Irish Sea Shipping Routes

FTA Northern Ireland is concerned that businesses shipping goods via the Irish Sea are set to be faced with additional surcharges from shipping lines, which will make the cost of doing business with GB and Europe more expensive for Northern Irish businesses.

The additional transport costs – estimated by FTA to be around £21 million per annum – are attributed to the cost of adaptation measures to comply with the new sulphur oxides targets entering into force worldwide from 1 January 2020. Mandated by the United Nations regulatory body for shipping, the IMO, these rules will require the sulphur content of marine fuel to be no higher

than 0.5% (mass percentage).

"Surcharges are a bad response to this change," says Seamus Leheny, FTA's Policy Manager for Northern Ireland. "While the industry has been expecting increased costs as a result of the new rules around low sulphur fuel, a new surcharge mechanism seems unnecessary. This is the new normal, so shipping companies should be including this in normal commercial

pricing arrangements."

FTA is opposed in general to the use of surcharges in the shipping industry. The Association sees these as an old-fashioned hang-over from a previous era.

Managing input cost changes is a normal part of business and can be dealt with through fuel cost adjustment factors, or just anticipating the likely cost to come and including

it in contract prices.

"These changes have been known about for a long time and could have been factored into all business plans for 2020. They are not temporary, nor are they different to what is being done anywhere else in the world. FTA wants the shipping companies to move away from this approach as quickly as possible as we see no need for this additional charging mechanism."

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JOE O'NEILL

CEO, BELFAST HARBOUR

Belfast Harbour

A lot has happened since Joe O'Neill succeeded Roy Adair as Chief Executive Officer at Belfast Harbour in the Spring of 2018 – and a lot more is about to unfold, as we have been finding out in an exclusive 'face to face' interview.

Joe O'Neill's journey to the top at Belfast Harbour began more than two decades ago, having served in various roles, including Business Development and more recently Commercial Director, and today, with an expanding management team of highly experienced personnel supporting him, the port has an ambitious vision of where it wants to be in 2035.

The history of Belfast Harbour, of course, goes back over 400 years to 1613 when King James 1st granted a Royal Charter Incorporating Belfast to establish a port. Since then it has grown and been transformed from a muddy estuary to a modern, deep water port – and that transformation is continuing at a pace.

In September past Belfast Harbour unveiled its strategic plans for the next four years – A Port for Everyone - with an outlook, a vision, through to 2035. "We want to be the best regional port in the world to help our importers and exporters in the global marketplace, so we need to grow as a port by investing to meet those needs," says Joe.

He adds: "We are aspiring to be a Green port one in which our operations and developments will be undertaken in the most sustainable manner possible to positively impact on our environment. In addition, we want to be a Smart port, one that is innovative, using the latest available digital technology, and a port that is connected to the community, the city, the wider region and the rest of the world.

"As a Port for Everyone, we also want to open it up so that people will want to live here, will want to visit for leisure and tourism purposes, will want to study here and will want to invest here, always keeping in mind that our first priority is to serve the needs of our core customer base."



How is that going to unfold?

Over the next four years, we will be investing almost £260m. About £100m of that will go into core port investments, with the balance utilised in road infrastructure, connectivity and some other estate developments; all of that will be self-financed, but a number of the bigger projects from 2023 to 2035 that are currently in the planning stages may require some wider investment.

To best serve the needs of our port users in what is a rapidly changing trading environment we are, for example, investing £40m to upgrade our VT3 container terminal and introduce new, state-of-the-art automated and larger cranes, as part of our aim to be a 'Smart' port. The first of the new cranes, which will be more efficient and much safer, have already arrived.

With Stena Line introducing two new larger ferries on the Belfast-Liverpool route, we have also invested in upgrading the berthing infrastructure at the ferry terminal and introduced a new double deck linkspan, making the loading and unloading of traffic much faster, as well as investing in new feeds storage and a new quay to cater for the increasing number of cruise ships coming into the port.

Investment, too, is being made in digital technology to improve cargo and shipping communications and in an additional pilot boat, which will ensure our users have the best available maritime facilities at their disposal.

With consumer behaviour changing, we will also have to adapt to developing market trends. For example, the world is moving towards a zero-carbon economy, and being the largest port in Northern Ireland for handling fuel products such



OUR AMBITION IS TO BE THE BEST REGIONAL PORT IN THE WORLD, A KEY ECONOMIC HUB FOR NORTHERN IRELAND AND ICONIC WATERFRONT DISTRICT FOR BELFAST



diesel and petrol we expect to see changes in areas of our core activities, impacting on volumes and tonnages, so we need to target our business growth in other ways. It's called diversification.

So, just how important a role does diversification play?

It is vital. During my 22 years at the port we have seen steady expansion into other areas of activity, and indeed in the past six or seven years that has accelerated rapidly. First and foremost, as a Trust Port, legislation dictates that it is our responsibility to maintain and develop the port for the benefit of our customers and stakeholders, so our profits are reinvested accordingly.

Each day around 27,000 people work or study within the harbour estate which is home to over 760 different businesses – from the George Best Belfast City Airport and large scale manufacturing such as Bombardier and Harland & Wolff to commercial offices, residential accommodation, education, leisure and tourism – and those activities are growing and expanding, representing investment opportunities for Belfast Harbour which previously acted just as a ground landlord; this investment is in turn creating economic benefit and jobs which will benefit the city and wider region.

Ulster University has assessed that our £250m investment will accommodate 7,000 new jobs, sustain 3,500 construction jobs and generate £500m GVA over the next 4 years which will be a tremendous boost for the local economy

Among our many ambitions, for example, is to establish Northern Ireland as a leading European creative and media hub. We have already invested £20m in the Belfast Harbour Studios, which at peak times provide 270 jobs

and have committed to a further investment to treble the facilities, to include new studios and supporting workshops which should create another 750 jobs. We are also supporting Nerve Belfast and Northern Ireland Screen who are establishing a new creative academy for young people aspiring to a career in Northern Ireland's expanding screen industries.



Other proposed projects – and there is quite a list - include City Quays 4, a 250-apartment build-to-rent development; and Pierpont Plaza, a five-storey office facility at Catalyst Inc. where a new globally recognised science and technology hub is also to be created.

How does tourism fit into your vision for the future?

While a lot of people may not associate the harbour estate with tourism, it is one of the core elements of our plans. Tourism and leisure activities already attract some five million

people to the estate each year - just under a million people visit Titanic Belfast annually, and 1.7 million attend various events at the Odyssey sports and entertainment complex.

In the past year we also had 300,000 visitors from cruise ships; indeed, we have just been named the best port of call in the UK and Ireland for cruise ships by a global panel of cruise experts as part of the 2019 Cruise Critic Editors' Pick Awards. So, all of that represents a good foundation to build on for the future.

All of those highlighted aims will obviously create some challenges; how do you propose to overcome those?

Yes, undoubtedly there will be challenges, but there will be far more opportunities and if we adopt the correct approach, we will be able to meet those challenges successfully. We don't envisage anything that we cannot manage.

No doubt there will be changes over the lifetime of our long-term plan, but we can be reactive and adaptable to cope with most eventualities; Belfast Harbour has built up over the years a fine record of being a reliable delivery agent. We have a solid and proven business model and over the coming months we will be working with other organisations such as Belfast City Council, the Department for Infrastructure, Queens University Belfast, Ulster University, Titanic Quarter Limited, NI Screen, and Odyssey Trust, to support the development of new trade, tourism and tradeable services opportunities.

What we really want to do is send out a strong message that Belfast Harbour is investing in Northern Ireland, creating jobs and opportunities, that it is changing as a business – that we are more than just a working port, that we are and will continue to be a Port for Everyone.

New Pilot Boat DPC Tolka arrives in Dublin Port

Dublin Port Company has taken delivery of a new Pilot Boat, named DPC Tolka. The state-of-the-art vessel arrived in Dublin Port having set sail from Great Yarmouth via Lowestoft, Dover, Gosport, Plymouth, Falmouth and Milford Haven.



Piloting the new vessel on her maiden voyage to Dublin was Alan Goodchild of the leading UK boat builder Goodchild Marine Services Limited, the Norfolk-based company that built DPC Tolka having secured the contract to construct the boat in 2018. Taking delivery of the 17.1 metre

ORC vessel in Dublin Port was Harbour Master Captain Michael McKenna and Assistant Harbour Master Tristan Murphy. The new addition to the port's fleet of working vessels, which includes tug boats Shackleton and Beaufort, multi-purpose workboat the Rosbeg, and pilot boats Liffey and Camac will replace the oldest pilot

boat Dodder, which now retires from service after 23 years.

DPC Tolka features the latest navigational and safety equipment on board, including a dedicated Pilot workstation in the wheelhouse and hydraulic Man Overboard Recovery Platform at the stern.

With shipping companies

increasingly deploying longer, deeper ships capable of carrying more cargo, DPC Tolka represents a vital upgrade in the provision of pilotage services at the Port and will allow Dublin Port's team of highly skilled marine pilots to reach and board these ships in all weather conditions from a greater distance out into Dublin Bay.

Captain Matt is Master of the High Seas

STENA Line Senior Master Matthew Lynch has described his appointment as Captain of the company's newest ferry Stena Estrid as the highlight of his sailing career to date.



Captain Matthew Lynch

An experienced seaman of 24 years, his role carries a lot of responsibility in terms of leading the team and ensuring Stena Line standards are met, but Matt is looking forward to taking over the reins on board Stena Estrid.

"Basically, I'm the man in command," explains 40 year old Matt, "with responsibility for implementing Stena Line's policies and ensuring that service standards are put in place and maintained, whilst providing the crew with all the support and assistance they need while away from home. The best bit though is that I get to drive the ship."

So what does Captain Matt make of the new vessel so far? "All I can say is: Wow! Anyone who knows me knows that my expectations are always very high and Stena Estrid has far exceeded them. I've worked

on passenger vessels for 24 years - seven on cruise ships and 17 on ferries - and this ship really is revolution not evolution.

"On first boarding the ship, I was struck by the quality of the build and finish. Everywhere you go on board, spaces are bright and airy with large picture windows and the skylight bringing in lots of natural light. Even the car decks are bright from the LED lighting.

"She's very smooth and quiet at sea, so much so that I was standing on the bridge before we departed China and I had to double-check the engineering team had actually started the engines. Estrid is a very capable and comfortable ship at sea, performing well in all the conditions she has faced so far. I cannot wait to see how the ship is received by our guests. I believe they are going to be blown away by it!"

Decline in overall shipping activity at Irish Ports

In Q3 2019, the IMDO's iShip index recorded a 5% decline in overall shipping activity. In the nine months to September, overall tonnage through Irish ports is roughly 1.3m tonnes, or 3%, lower than at the same point in 2018.

However, this decrease can be largely attributed to volume reductions in the Dry Bulk market. Coal, fertilizer and animal feed, all commodities within the dry bulk market, were among those to see the steepest declines in Q3.

Following consultation by the IMDO with Irish ports affected by these volume changes, it was found that a combination of inclement weather and heightened market uncertainty due to Brexit in 2018 contributed to a period of inventory stockpiling.

This, rather than changing levels of demand, explains much of the overall tonnage decline this quarter.

Both markets within the unitised trade sector, which consists of the Roll-on/Roll-off (RoRo) and the Lift-on/Lift-off (LoLo) markets, maintained steady growth in Q3.

The RoRo iShip index grew by 1% to 1,361. Growth in the Irish RoRo market in 2019 has been driven predominantly by increasing Ireland - EU trade i.e. direct RoRo services

to the continent from Dublin & Rosslare. This market segment has averaged 8.4% growth in 2019 so far, adding approximately 4,000 RoRo units each quarter.

The LoLo iShip index grew by 4% in Q3 2019. Since Q1 2014, LoLo shipping activity has averaged a quarterly growth rate of approximately 5.5%. As such, this quarter's growth rate of 4% is consistent with a robust trend in this market.

The LoLo market exclusively represents container services on direct routes from Ireland to continental Europe. As such, the IMDO will continue to monitor this sector closely to understand whether operational changes arising from Brexit make direct services to the EU more commercially viable for Irish businesses, relative to the UK landbridge route, when importing and exporting to and from the continent.

Such operational and administrative changes may result in significant increases in demand for direct services leading to changes in Irish maritime trade patterns.



James Gillespie and Liam Magee (Belfast Pilots) with Hubert Scott (Belfast Harbour).



David Dobbin (BHC Chairman) with Gerry McGinn.

BELFAST HARBOUR CHRISTMAS DRINKS RECEPTION

Belfast Harbour recently held its annual drinks reception for Port Users. The well attended event was hosted by Chief Executive Officer Belfast Harbour Joe O'Neill and Chairman of Belfast Harbour Commissioners David Dobbin.

The Harbour's recently published strategy document, A Port for Everyone, which lays out ambitious plans for the port over the next 15 years, was one of the many talking points at the reception which also proved to be an ideal networking opportunity for all in attendance.



Chief Executive Officer Belfast Harbour Joe O'Neill.



David Dobbin, Chairman Belfast Harbour Commissioners, addressing guests at the recent Belfast Harbour Christmas Drinks reception.



Maurice Frew (Visit Belfast), Colin McClements (Belfast Harbour).



Len O'Hagan and Alastair Adair (UU).



Honours for Ford at International Pick-Up Awards

Ford is celebrating a clean-sweep of the light commercial vehicle awards season as the electrified Ford Hybrid Transit Custom line-up is named International Van of the Year (IVOTY) 2020, and the Ford Ranger is named winner of the International Pick-up Award (IPUA) 2020.

Ford is the first manufacturer to take both the IVOTY and IPUA titles in the same year on two occasions, having first achieved the feat in 2013.

The new Transit Custom Plug-In Hybrid and Transit Custom EcoBlue Hybrid models were collectively judged winners of the prestigious annual IVOTY award by a jury of 25 specialist journalists from 25 countries across Europe, at a special ceremony in Lyon, France.

Jurors praised the range of electrified powertrain solutions offered by the Ford Hybrid line-up of Transit Custom vans – designed to help reduce fuel costs for operators, allow entry to the increasing number of low-emission zones and offer practical solutions for businesses trying to reduce emissions and meet clean-air targets.

The Transit Custom Plug-In Hybrid and Transit Custom EcoBlue Hybrid 1-tonne vans, and the Transit EcoBlue Hybrid 2-tonne van that earned the runner-up position at this year's ceremony, are three of 14 electrified vehicles Ford is introducing to Europe before the end of 2020. Ford has now won the IVOTY title six times.

The Ford Ranger – Europe's No. 1 best-selling pick-up – impressed the 18 jurors with its more powerful and fuel-efficient 2.0-litre EcoBlue diesel powertrain and advanced driver assistance technologies to take the biennial IPUA title.

"Our new Transit Custom Plug-In Hybrid and

EcoBlue Hybrid models are the right vehicles at the right time – helping our customers reduce costs and emissions, and meeting the challenges of operating in today's business environment without sacrificing practicality or payload. And our new Ranger is raising the bar for refinement, technology and productivity in the pick-up segment," said Hans Schep, general manager, Commercial Vehicles, Ford of Europe.

Driving Range

Combining zero-emission driving capability and no range anxiety, the Transit Custom Plug-In Hybrid can be charged with mains electricity for a pure electric NEDC driving range of up to 56 km (35 miles). The vehicle's front wheels are driven exclusively by a 92.9 kW electric motor powered by a 13.6 kWh lithium-ion battery pack. Ford's multi-award-winning 1.0 litre EcoBoost petrol engine acts as a range extender for total driving range exceeding 500 km.

The Transit Custom EcoBlue Hybrid's mild-hybrid powertrain uses a belt-driven integrated starter/generator in place of the standard alternator, enabling recovery and storage of energy during vehicle decelerations, and charging of a 48-volt lithium-ion air-cooled battery pack. The stored energy is used to provide torque assistance to the engine and has been optimised to deliver up to an 8 per cent

fuel efficiency improvement for Ford's further enhanced 2.0-litre EcoBlue diesel engine.

Available in Regular Cab, Super Cab, and Double Cab body styles, the new Ford Ranger features standard four-wheel drive and an enhanced version of Ford 2.0-litre EcoBlue engine offering up to a 9 per cent fuel efficiency improvement when combined with a new 10-speed automatic transmission. Driving technologies include standard Pre-Collision Assist with Pedestrian Detection, and new tools including available FordPass Connect on-board modem technology boost convenience and productivity.

The Ranger line-up also includes the new Ranger Raptor – the most high-performing version ever. Powered by a 213 PS Bi-turbo 2.0 litre EcoBlue engine, the Ranger Raptor features extreme styling and is supported by a unique Ford Performance chassis optimised for high-speed off-road driving and go-anywhere capability.

Well Deserved

"Congratulations to Ford on their double success in winning both the International Van of the Year Award 2020 and International Pick-up Award 2020 in the same year. A great achievement and well deserved. With a clear focus on hybridisation, the Ford engineers have developed a sustainable drivetrain that is here and now to the benefit of urban, inter-urban and rural operators. And the Transit Custom Plug-In Hybrid and Transit Custom EcoBlue Hybrid drive and perform so well!" said Jarlath Sweeney, chairman of the International Van of The Year jury.

"Europe's best selling 1-tonne pick-up truck has been acknowledged by the Pick-up jury as their number one choice when it came to voting for the 2020 title holder," Sweeney said. "It's the second occasion that the Ranger has received this accolade after previously winning in 2013 and has come a long way since then with this latest generation."

MAN Win Two Awards for Sustainability

There were two awards for MAN Truck & Bus at the recent "European Transport Award for Sustainability 2020" in Munich, Germany.

The all-electric MAN eTGM distribution transport vehicle won the "electric truck" category. In the "vans and delivery trucks" category the electric MAN eTGE was voted Europe's most sustainable vehicle.

Every two years, the awards give recognition to companies and products from the commercial vehicle industry which combine economic success with social responsibility and environmental protection in a special way – and whose sustainable actions lead to additional growth and prosperity.



Nissan upgrades NV300 and NV400 vans

Nissan has revamped its mid and full-size van range, updating both the NV300 and NV400 with efficient engines, all-new interiors and smart tech options ensuring the best user experience.

The new models feature efficient powertrains meeting new Euro 6d-TEMP emissions standards, with cleaner engines and reduced NOx.

The Nissan NV300 is a robust choice for passengers, (as Combi), cargo (as Panel Van), or both, (as Crew Van), with all of them offering spaciousness and comfort.

This latest update introduces a new 2.0-litre Diesel engine, adding even greater power to the range thanks to the introduction of 170HP and 145HP engines.

Also available is a brand new Dual Clutch Transmission (DCT) which allows for improved driver comfort through smoother acceleration and dramatically improved fuel efficiency.

The NV300 interior has also been given an impressive revamp thanks to upgraded seat fabric, satin chrome finishes, a new dashboard colour (black instead of the previous grey) and improved equipment, including a new-generation DAB audio system.

NV400

Available in a variety of body types - including Panel Van, Dropside Single/Double Cab, Tipper, Crew Van, or as a base for conversions, including Chassis Single/Double Cab or Platform Cab - the NV400 is sturdy and



resilient providing the customer with a van that's customisable to their specific business needs. The full-sized NV400 is powered by the same 2.3-litre diesel engine as fitted in the acclaimed Nissan Navara pickup and features the new Nissan interlocking grille.

Along with the new 2.3-litre Euro 6d-TEMP engines, the NV400 is also available with the 2.3-litre Euro VI engines, with 145 HP or 165 HP power outputs and rear wheel drive.

With the aim of improving driver comfort, the cabin of the NV400 has been completely refreshed. This includes all-new dashboard and steering wheel design for improved

comfort, ergonomics and premium appearance; improved storage & utility including pull-out tray and generous door panel storage; and new features such as an updated Infotainment system in the style of a smartphone replication

Connectivity

The NV300 and the NV400 offer drivers incredible connectivity, bringing additional levels of functionality and comfort to make long journeys easier and more enjoyable. In both vans, this includes Android Auto and Apple CarPlay for seamless smartphone integration. There is also a new-look interface on the 7-inch

touchscreen infotainment system, which replicates the familiar layout of a smartphone and provides fast access to maps and media services.

Furthermore, the NV400 sees the addition of several new Nissan Intelligent Mobility safety options, including Blind Spot Warning and Side Wind and Lane Departure Alert.

Also included are auto wipers and lights, Rear Park Assist, rear view camera and Hill Start Assist. While for enhanced security in the loading area, extra locks have been added to the rear and side doors.

FTA Launches Van Policy Working Group

FTA has reinforced its commitment to the rapidly expanding vans sector with the launch of a dedicated Van Policy Working Group. The group, comprised of 41 leaders within the sector, will discuss the key policy compliance issues facing van drivers and seek to ignite change within the sector.

Elizabeth de Jong, Director of UK Policy at FTA, comments: "As the number of vans on the UK's roads continues to soar, it is vital the interests of individuals and businesses operating these vehicles are represented with stakeholders and government. The creation of a Van Policy Working Group reinforces FTA's commitment to the market. As logistics needs change, and vans become increasingly important to UK PLC, this will mean FTA is perfectly placed to lead this

sector forwards to even greater success.

"The new Van Policy Working Group represents just one initiative in FTA's rich programme of activity. And with many new projects in the pipeline, including the development of a specialist emission zone advice service, FTA has positioned itself at the forefront of this burgeoning sector."

FTA's existing van programme includes Operational Briefings, held across the country to boost knowledge and expertise

across van operators, and the prestigious Van Driver of the Year award.

Mrs de Jong continues: "Over the past 12 months, the number of van drivers in the UK has increased by more than 12% and together, they cover 51 billion miles a year. With this growth comes the need to evaluate current safety, compliance and efficiency standards and drive improvements wherever necessary. The Van Policy Working Group provide a vital mouthpiece for the industry with government, regulators and other stakeholders and provide a platform to communicate and debate the issues the market is facing. Van drivers and operators provide a vital service to the UK economy; their contributions must be valued and their concerns and hopes for the future heard and acted upon."

NEW DAILY OFFERS A SAFER & MORE EFFICIENT DRIVE THAN EVER BEFORE

Over the past 40 years the Iveco Daily has become a brand in its own right, recognised for its uniqueness and as one of the most comprehensive line-ups of light commercial vehicles in this segment.

As Van& Pickup Ireland's Phil Eaglestone reports from a recent 'Ride & Drive' event at the Millbrook testing ground, New Daily introduces a complete range of Advanced Driver Assistance Systems that enable the driver to focus on their job, which today can require an increasing degree of multitasking, whilst also improving their safety.

The Advanced Emergency Braking System and City Brake PRO prevents collisions at speeds below 30 mph, and mitigates the impact at higher speeds. It autonomously detects the potential for a collision ahead and brakes accordingly if the driver doesn't intervene in time, ensuring their safety. The New Daily goes even further with the City Brake PRO, which operates to prevent accidents when driving as slowly as 3 mph - such as when crawling in heavy traffic.

The New Daily also uses technology to reduce the driver's stress levels. On urban missions, where customers can make slow progress along congested roads, Queue Assist will make a big difference by following the vehicle ahead and coming safely to a standstill, eliminating the stress of stop-start traffic. The New Daily is also the first 7.2-tonne vehicle on the market to offer the Queue Assist and City Brake PRO functionalities.

When Adaptive Cruise Control is combined with the Queue Assist, it maintains the set speed and safety distance from the vehicle ahead, while ProActive Lane Keeping Assist prevents the van



from involuntarily drifting out of the lane with an active steering support. In case of lateral wind gusts, Crosswind Assist helps the driver to maintain the vehicle's stability in the lane.

The New Daily reduces fatigue and improves productivity with the Electric Parking Brake,

which automatically engages when the vehicle is parked and disengages when the driver is ready to drive away. On urban multi-stop missions such as parcel delivery, this feature lessens the discomfort which can arise from repetitive arm movements





NEW DAILY INTRODUCES A COMPLETE RANGE OF ADVANCED DRIVER ASSISTANCE SYSTEMS THAT ENABLE THE DRIVER TO FOCUS ON THEIR JOB

and is estimated to save up to five hours a month, improving the driver's productivity.

This feature has the added advantage of freeing up additional space for the driver to move across the cab comfortably, as the traditional hand brake lever is no longer required.

The new LED lights have a much sharper beam that carries further, improving visibility and obstacle perception by 15 per cent, further enhancing safety in low-light conditions. City Mode increases the power steering assistance, reducing the effort to turn the wheel by up to 70 per cent, making it easy to manoeuvre in city streets.

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

Connectivity

The New Daily once again breaks new ground in connectivity as part of a broad digital transformation path which began in 2016 with the launch of the Daily Business UP App, which introduced a smart connectivity option on LCVs for the first time, and was further enriched in the following years thanks to a longstanding collaboration between Microsoft and IVECO.

The partnership with Microsoft aims to redefine the world of industrial vehicles through a platform powered by Microsoft Azure cloud, enabling added value services to offer greater efficiency, easier predictive maintenance and overall productivity benefits.

As part of this strategy, the New Daily is now taking connectivity to an entirely new level as the enabler of a whole range of new services. It is more than a vehicle: it is a complete package that closely matches the individual customer's operation and business requirements.

The New Daily's connectivity puts the vehicle

in direct contact with IVECO's Control Room, providing real-time data. This enables IVECO specialists to maximise the vehicle's uptime by conducting proactive diagnostics and taking preventative actions, planning maintenance and service interventions efficiently in order to optimise the number of visits to the workshop, which in turn minimises downtime.

In addition, the innovative Remote Assistance Service makes it possible to carry out dataset changes, diagnostics sessions and even software updates remotely Over The Air – items that would previously have necessitated a trip to the local dealer workshop. This results in significant benefits for the vehicle's uptime and the customer's business.

The New Daily's connectivity also offers telematics solutions to help owner-drivers and fleet



managers optimise their efficiency. The MyDaily portal, also accessible through the MyDaily app, enables vehicle owners to monitor their Daily from their desktop computer or on the move from their mobile device or tablet. They can analyse its performance and fuel consumption, as well as the driver's driving style. The New Daily will also send regular Smart Reports on the vehicle's key parameters, including suggestions on how to improve the driving style to save fuel. Customers can also plan the New Daily's service intervals to push its efficiency to the maximum.

Engine Choice

The New Daily is true to the reputation it has gained for its extensive line-up: it is the only vehicle in its segment to offer two engines optimised to deliver the best performance in every mission. The 2.3-litre F1A engine is now available in both light- and heavy-duty homologation, with power ratings from 116 to 156 hp.

The 3.0-litre heavy-duty F1C engine offers three power ratings with increased performance ranging from 160 to 210 hp, as well as a Natural Power compressed natural gas (CNG) version.

The New Daily once again takes the lead in sustainability as the first vehicle in its segment to comply with Euro 6D/Temp (WLTP & RDE) and Euro VI D emissions standards.

The New Daily stands out for its fuel economy, achieved through a host of features, starting from the Start&Stop system, which is now available as standard on all models running the 2.3-litre F1A engine, including the Daily Hi-Matic. The new Electronic Controlled Variable Geometry Turbocharger is more responsive in transient conditions, and more efficient too. In addition, the exclusive Class A Super Eco Low Rolling tyres specifically designed for the New Daily and the new 220A (12V) alternator further contribute to the vehicle's fuel efficiency.

These features, together with the technical improvements introduced in the New Daily, deliver up to 10% fuel savings. The New Daily also offers a new Tyre Pressure Monitoring System (TPMS) which monitors tyre pressures in real time, helping operators to further improving fuel efficiency and safety. It is the only vehicle in its class to offer this feature on both single and twin-wheel models.

The New Daily also achieves significant savings in maintenance costs, which can be up to 10% lower in urban missions as a result of product improvements and longer oil change intervals. On top of this, the new, bigger oil sump, which was designed for long-distance missions, extends service intervals to 60,000 km.

RENAULT TRUCKS EXCLUSIVE **RED EDITION** PASSES THE TEST WITH FLYING COLOURS



The latest generation of Renault Trucks Master arrived in the UK earlier in 2019 with an exclusive launch version, the Master Red EDITION, and recently we had the opportunity to briefly put it through its paces in the picturesque Cotswolds at a special 'ride & drive' event, as Van&PickUp Ireland's Phil Eaglestone reports.

There were six different variants of the new RED edition put at our disposal when we arrived at Heythrop Park, home to one of the finest hotels in Oxfordshire, and we spent some of the day driving through the open countryside between there and Renault Trucks HQ at Warwick.

Delivering a bold new look, new engines, new interior and new driver-assistance systems, this latest Renault Trucks Master features enhanced levels of standard specification, including a striking new frontage and completely revamped interior, redesigned dashboard and steering wheel, together with functional, ergonomic storage spaces that will appeal to both drivers and operators alike.

It also offers new driver-assistance systems, including active braking, side wind assist, permanent rear view, blind spot warning and front and rear parking assistance – and features six new Euro 6d-temp and Euro VI diesel engines, from 130 hp to 180 hp/400 Nm, together with an electric 57kW engine.

All diesel engines are fitted with Twin-Turbo technology, which combines low-end torque with high-power for optimal driving. Fuel consumption is therefore reduced up to 1L/100 km and CO2 emissions remain under control.

The Renault Trucks Master Red EDITION, which we all came to see up close and personal, is the exclusive version, available in panel van, chassis cab and platform cab, and is fitted as standard with either a 150 hp/385 Nm Euro 6d-temp engine (light duty) or 145hp/360 Nm Euro 6d engine (heavy duty).

On the outside, the Master Red EDITION is equipped with a strong, elegant chrome grille that perfectly matches the vehicle's new headlights. Inside, new carbon fabric



seat covers, chrome inserts on the air conditioning vents and buttons and a new black and chrome gear stick enhance the harmony created by sleek, modern lines.

Additionally, Master Red EDITION features new equipment to improve driver comfort and safety, and alongside new functions that include an USB Bluetooth radio and side- wind assist system.

A range of equipment is also available as an option including AEBS active braking, permanent rear vision: a screen connected to a camera positioned on the rear of the vehicle enables drivers to monitor the rear, in addition to the view provided by outside rear-view mirrors, and parking assistance: a front radar supplements the rear radar for easy manoeuvring, with a camera.

You can also specify a blind spot warning device: a light in the side mirrors warns of the presence of a vehicle in the driver's blind spot, as well as extra security locks on rear and side doors to increase security in the loading area.

Performance and handling of all variants were excellent, across a variety of different terrains and over the course of the day, some fuel

consumptions tests were carried out, with results achieved around the 127 mile loop between Warwick and Heythrop Hall ranging from an impressive 37.8 mpg in the panel van powered with a 150ps light duty engine and 6 speed manual gearbox to 29.4 mpg in the chassis cab with curtainsider body powered by a 145ps heavy duty engine and six speed manual gearbox.

Earlier in the month, the new Renault Masters RED made its debut at the Freight in the City Expo at Alexandra Palace in London where it was shown in the new "OptiTipper" version, available as part of the Renault Trucks' Ready for Business range.

Visitors to the Renault Trucks stand were also able to view the Master L2H1 Z.E. platform cab with low loader Luton body, from Renault Trucks' 100% electric Z.E. range. Powered by Renault Trucks' all electric 57kW Z.E. engine with 33kWh Lithium-ion battery and automatic gearbox, the Master Z.E. offers a range of up to 120km real world autonomy. Ideal for urban logistics operations, the Master Z.E. is available in three wheelbases and as van, minibuss or chassis cab variants.



Mike Stringer, Alex Williams, James Charnock and Graeme Neagus of Renault Trucks, with UK and Irish journalists.

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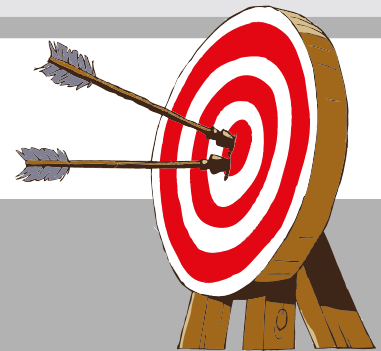
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