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COMMENT

So, we have a new Stormont Executive up and running, and we have entered the so-called 10-month transition period following the UK's exit from Europe, but as far as our industry is concerned, there is still much work to be done as we move towards a new trading relationship with the EU.



The new Conservative government assures us that there will be no checks or new reporting systems on trade crossing the Irish sea, however both Ireland and the EU insist there needs to be some arrangement in place to protect the Irish border when the so-called transition period ends on December 31, 2020. It has been said that the longer the transition period, the longer the two sides will have to work out exactly how the Irish border will function. We won't be holding our breath.

There also remain questions about how exactly goods will move between Northern Ireland and Great Britain.

Under the new withdrawal agreement, the reality is that Northern Ireland will apply many EU customs rules and there will effectively be a customs and regulatory border between Great Britain and Northern Ireland in the Irish Sea, so questions remain. Will paperwork such as customs declarations be required? To what extent will goods have to be checked? How different will the regime be for goods going from Great Britain to Northern Ireland compared with those going in the other direction? As we said in our last issue, we need more clarity, and soon.

But away from politics, in this issue we have a number of exclusive interviews with leading industry figures, including DAF's Laurence Drake, Mercedes-Benz Trucks' Sam Whittaker and the new MD at Gray & Adams, Geoff Potter. We also have a report on MAN's latest truck generation series, and we've been finding out how Scania's trucks have been performing in Norway's harsh winter conditions.

We hear, too, from HirecoNI on how and why it is going 'electric' with a move into the van rental and sales market; we have been speaking to the award winning aftersales team at Diamond Trucks and we discover how Dennison Commercials is taking a charitable approach to its 50th year in business.

In our shipping section, you will also find our annual comprehensive guide that lists every freight and passenger ferry operator, shipping line and shipping agency in Ireland; it's proved to be an invaluable reference point for the industry down through the years.

Well, that's it for now, so enjoy. And don't forget you can also keep up to date with all the industry news 24/7 throughout 2020 by logging on to our website at www.exportandfreight.com

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Export & Freight is Published by: **4 SM (NI) Ltd**, The Old Coach House, 12 Main Street, Hillsborough BT26 6AE
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AVAILABLE FROM YOUR
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SWC Appointed BPW NI-Based Training Centre

Further to the successful partnership with Glasgow-based GTG Training, BPW has now partnered with South West College (SWC), Omagh. This appointment ensures that BPW customers in Northern Ireland now have local access to the same level of training offered by BPW engineers at the Head Office in Leicester.

Neill Groves, BPW Sales and Marketing Director said, "In our drive to support the market with the necessary workshop skills, BPW has always invested in creating training opportunities whether it be through our in-house training facilities in Leicester or our mobile training vehicle – the Infomobil. With the industry's increasing focus on availability of skilled technicians, SWC was an obvious choice of partner to provide local workshop training."

Training is paramount when it comes to profiting from your running gear. As BPW sees it, having specified their equipment, it is an investment worth protecting to ensure longevity, efficiency and performance. In correctly maintaining the equipment, fleet operators can be confident in the safe day-to-day operation of their vehicles and expect to see a reduction in downtime, longer service intervals and ultimately, financial gain. With this in mind, BPW is also looking to extend the availability of training and skills development throughout Ireland. SWC will provide BPW's in-depth training course throughout the



(L-R) Alan McConnell (Training Manager, Dennison Commercials Ballyclare); Joshua Semple (Heavy Vehicle Instructor, SWC); Patrick Foley (Heavy Vehicle Instructor, SWC); Lee Wade (Technical Engineer, BPW); Eamon McGurran (Customer Service Engineer, BPW); Pat O'Hanlon (Head of Motor Vehicle, SWC) and William Barker (Heavy Vehicle Instructor, SWC).

year which covers several modules. These include the patented BPW ECO Hub Systems, drum and disc technology as well as the BPW range of suspension systems.

In following BPW's certified training programme, technicians will have to meet exacting standards. As part of this co-operation, SWC has ready access to all the

essentials: everything it needs in terms of working exhibits and kits for hands-on classroom training, which is an essential part of this two-day course.

Pat O'Hanlon, Head of School, Automotive, Computing and Engineering, SWC said, "We are delighted to have been chosen by BPW to deliver heavy axle

maintenance training for BPW's learners across Ireland. We are confident it will offer a more easily accessible training venue for BPW's Ireland-based trainees. Our SWC trainers have been comprehensively trained by BPW's own expert instructors, while BPW have also supplied us with all axles and training resources."

Exciting New Categories Added to Export & Freight's 2020 Transport & Logistics Awards

The 19th annual Export & Freight Transport & Logistics Awards may still be seven months away, but already plans are being drawn up to make this year's the biggest ever in every which way!

The 2019 awards managed to break all records for the event which was first staged way back in 2001 and ever since it has grown year on year and today remains the premier event in the transport calendar on the island of Ireland.

Around 600 guests attended last year's awards evening when winners in no less than 20 categories were revealed; the 2020 event is already guaranteed to surpass that with the inclusion of another TWO new categories.

The 'Liveried Vehicle of the Year' award is open to any company who owns and operates an individual vehicle with an outstanding livery and befitting a flagship vehicle within the company.

The second new category is for 'Home and Business Delivery Operator of The Year' which is aimed at operators in the Home and Business Delivery sectors who can clearly

demonstrate high standards of operational compliance and customer service.

The awards is all about celebrating the achievements and recognising those operating in the transport and logistics sector across the north and south of Ireland; it is an industry that continues to meet its challenges head-on with resilience and perseverance.

Comments Export & Freight's joint publisher and awards organiser Helen Beggs: "Last year's event attracted the most entries ever and according to the judges, the quality was absolutely outstanding, proving that our industry is so resilient and continues to thrive."

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

Entering the 2020 awards is easy; you will find all the details elsewhere in this magazine issue, including how to book a table for the gala evening which includes a super four course dinner and some exciting entertainment!

You could be an individual, a company with less than 10 employees, or a large national/international outfit. You will be judged on merit not size. The judges are looking for excellence, outstanding qualities or contributions, unrivalled service and innovation, individuals and organisations who have gone the extra mile - so demonstrate all of that in your entry; make it stand out from the rest - and good luck!

The 2020 awards ceremony will once again be staged at the Crowne Plaza Hotel in South Belfast, so mark the date - Thursday, September 17th - in your diaries because it promises to be another night to remember. Don't miss it!

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Genie Insights in New Technology Partnership with Trakm8

Genie Insights is now an official sales and implementation partner throughout Northern Ireland for Trakm8, a technology leader in fleet management, telematics, route optimisation and vehicle camera solutions.

This partnership builds on Genie Insights' aim of becoming the first choice for fleet and workshop technology in Ireland, in its mission to enhance safety, compliance and cost control for truck, bus and van operators, as well as commercial workshops.

Matt Reeve, Director at Genie Insights explained: "We are delighted that Trakm8 has shown confidence in us by appointing us as a partner for Northern Ireland. Trakm8 products are designed to suit fleets of all sizes, from one van



(L-R) Phil Barnes, Corporate Channel Manager (UK & IRL) for Trakm8 and Matt Reeve, Director of Genie Insights announce strategic partnership.

to a fleet of thousands, so as well as being a good fit for our typical HGV customer base, we are keen to enter the van market and Trakm8 will help us to do this. For us as a business, data is key to achieving and demonstrating results for customers and Trakm8's analytics provide a huge level of detail, enabling us to access masses of actionable data for our customers".

Using Trakm8's analytics platform, users can access fleet data, including vehicle location, driver behaviour, engine diagnostics and vehicle activity, in real-time or historically, meaning informed decisions can be made as it is needed or by subsequently managing collated data for compliance auditing, management reporting or employee reviews.

"Everything we have seen in dealing with Trakm8, from initial discussions, during training and in the support they've given us when demonstrating the product to potential customers, has really set us up to deliver the product range," Matt added.

Phil Barnes, Corporate Channel Manager (UK & IRL) for Trakm8 commented: "We have been really impressed by Genie Insights' approach to the market and believe it will be a strong addition to our partner network. I am confident we can build a strong and lasting partnership that will allow both Genie Insights and Trakm8 to make further in-roads to the competitive Northern Irish market".

Northern Ireland's First Assured Skills Academy

The Department for the Economy and Northern Regional College are offering 20 Assured Skills Academy training places for people to train as logistics and transport coordinators.

Participants in the Assured Skills Academy will receive six weeks of industry-relevant pre-employment training at NRC's Newtownabbey Campus leading to an industry recognised qualification. Successfully completing the course also guarantees a job interview. The Academy is now open for applications.

It has been developed by the Northern Regional College and the Chartered Institute of Logistics and Transport in the UK (CILT(UK)) to prepare individuals to take up Logistics and Transport Coordination roles with local companies are DFDS Logistics Ltd, Belfast; McBurney Transport, Ballymena; Woodside Logistics

Group, Ballynure; Lynas Foodservice, Coleraine; TST Transport, Ballymena; and WestRock, Newtownabbey.

Successful applicants will participate on an intensive six week Level 3 Training programme where they will study six modules consisting of 180 hours of guided learning.

Continuing Professional Development (CPD) hours will be awarded for the six modules and participants who complete the training will receive a Level 3 certificate of programme completion from CILT(UK) and a transcript of detailed indicative learning outputs for each module.

The Academy will also be mapped to CILT Knowledge Areas, its membership and the soon to be

launched CILT Competency Framework and designatory requirements. Graeme Wilkinson, Director of Skills at the Department for the Economy, said: "This Assured Skills Academy at NRC is a great opportunity for anyone seeking a new career in logistics and transport. The course will equip participants with the necessary skills to compete for a role in a local company with immediate vacancies."

Participants will also receive a weekly training allowance of £150, travel expenses, and may be eligible for childcare allowance.

Tania Barker, Professional Development Relationship Manager for CILT (UK), said: "One of the

Institute's key values is that it is the home of learning for all those involved in the broad sectors that we represent. I am looking forward to working alongside The Department for the Economy and the Northern Regional College to promote the importance of logistics and transport in Northern Ireland, and to bring through the next generation of professionals."

For more information on how your business can get involved with this Assured Skills Academy or the upcoming Higher Level Apprenticeships please contact Pamela Dennison, National Officer in Northern Ireland for CILT (UK); no-nireland@ciltuk.org.uk



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SCANIA IMPRESS IN HARSH WINTER CONDITIONS

We enjoyed a warm welcome in a cold climate recently at the invitation of Scania who put no less than 20 trucks at our disposal, enabling us to get up close and personal to the manufacturer's extensive portfolio, as Export & Freight's Phil Eaglestone reports.



TEST DRIVE: SCANIA IMPRESS IN HARSH WINTER CONDITIONS



With a party of other journalists from five different countries, we spent a day and a half in Norway, staying at Radisson Blu Resort, situated at the foot of the Trysil ski slopes for the event, tagged 'Scania Winter 2020'.

During our stay we were able to experience Scania's trucks in harsh winter conditions - snow ploughs, long-distance, heavy haulage, tippers, off-road and tractor tipper semi-trailers - around 20 in all.

We also heard about the manufacturer's road to a de-carbonised transport sector, focusing on electrification, with a presentation given by Scania's Electrification Officer, Peter Forsberg.

We were welcomed to the event by Senior Vice President and Head of Scania, Alexander Vlaskamp.

"We have just left a fantastic year behind us, a year where it was manifested how well received and appreciated Scania's offer is today. When we launched our new generation some years ago, we had a market share in Europe around 14-15%. This last year, we have hoovered round 19% and been close to a position as the market leader in Europe, something we have never been able to achieve before," he told us.

Cautious Outlook

He added, however: "We all know that the coming year might be a bit dire for our industry, but may I remind you that the forecasts predict a market on a par with the 2016 level, which was not a bad market then.

"Behind our success lies, obviously, a lot of hard work from many hands. But the core of it is, when everything comes around, the fact that Scania offer outstanding solutions for many different industries and applications, offers that include everything from a strong network and smart services to high quality and the best fuel performance in our industry."

He reminded us that Scania has been extremely successful in recent years when we journalists have been able to test and compare the manufacturer's trucks against competitors. "So far, we have not been beaten in that particular field and that is, of course, something that our customers have noted gracefully and benefit from in their daily operations," he said.

"The subject of fuel efficiency leads me into another highly important and actual subject, sustainability. All the diesel trucks you will drive here are actually fuelled by HVO, hydro-treated vegetable oil. I have to mention this since you will not notice otherwise!"

Electric Trucks

So, when will Scania introduce a commercialised electric truck? "Well, let me put it this way, we use a lot of electricity at R&D in Södertälje these days. I think you are familiar with our ambition, that we want to be a leader also in making the shift towards zero carbon-dioxide transports happen for real. That means that we at Scania leave no stones unturned and that we exploit every means there are in order to take control over CO2 emissions.

"We already have the widest offer among the seven brands in Europe, with everything from biodiesel, bioethanol, biogas and hybrids. And make no mistake, we are strongly committed to be in the lead with electrified solutions as well."

But when will electrification actually happen?

"It is just around the corner, but our industry may still have some way to go before we all reach that corner. Take Norway for instance. Norway is a great example. In this lovely little country, you can find what is probably the world's highest Tesla-by-capita rate among passenger cars, a situation that is fuelled by favourable subsidies from the government.

"But when it comes to electrified trucks on a greater scale, the Norwegians are in the same situation as the rest of Europe - they also lack a sufficient infrastructure for being able to make a complete shift towards electrified trucks on truly commercial grounds. Not even subsidies can mend that gap short-term, we must all wait for the infrastructure to catch up."

Speech finished, we donned our hats and gloves and headed out into the snow to inspect and put to the test what was an impressive line-up of Scania trucks.

Over the course of the two days, myself, together with fellow journalists from Norway, Hungary, Denmark and the Baltics, spent over five hours finding out how the trucks, with a mix of body types, handled and performed in what was a winter wonderland - we all left for home suitably impressed!



Krone transport technology matches Noone Transport needs

Noone Transport, based in Co. Meath, Ireland, report continued growth of their European logistics operation as the company returns to Krone for an additional consignment of Cool Liner trailers.

A mixture of 10, multi-temp' and standard single-temp' Cool Liners were added to Noone's existing Krone double-deck and standard Cool Liners, for work on a range of UK and European contracts involving pharmaceuticals, foodstuffs, autoparts and retail.

Manufactured by Krone in Lubtheen, Germany, the Cool Liners' body strength lies mainly in the Duplex Steel outer skins and heavy-duty aluminium floor. Plus, for extra rigidity, the chassis is constructed using double -T, longitudinal beams and a Z-profile rear traverse section with diagonal reinforcements.

For added security, the rear doors are of 'container-type' design, while the loading security certificate complies with European standard, EN 12642 Code XL. Factors which Noone say are important to ensure reliability and low cost of ownership.

"As our contracts become more



diverse and our business continues to grow," says Financial Controller, Daniel Noone, "we need trailers which provide maximum flexibility and load security. Therefore, we opted for the Krone double-deckers and multi-temp' trailers

because they allow us to carry mixed cargo at different temperatures while guaranteeing load security and optimum utilisation of the load space."

For dual temperatures and to separate the load, Noone

is using Krone's ISOWALL moveable bulkheads, which are also manufactured at Krone's Lubtheen plant. The light-weight bulkhead weighs just 120 kg, is strong and easy for one person to operate: a Krone- designed balancer system, combined with a locking lever positioned at the top of the bulkhead, makes the ISOWALL easy to open, close and slide along the trailer.

Furthermore, when stowed to the roof, magnets hold the bulkhead in place, so there is no requirement for secondary locking or risk of forklift obstruction. Also, the ISOWALL can be positioned hard-up against the load for added security and efficient use of load space.

While in transit, each load benefits from KSC ProPlus Cool – the latest telematics system from Krone, which automatically monitors inside temperatures, coupling status, brake condition, door openings and trailer location. In addition, ProPlus Cool handles complete document management via WLAN, which enables the traffic office to connect to the Krone Telematics Box via WLAN to access and retrieve any relevant data.

"We bought our first Krone in 2008," adds Daniel Noone. "The build quality and technology continues to be of the highest standard and exactly matches our transport needs."

Bridgestone launch new Duravis R002 to help fleets cut costs

Bridgestone has recently introduced its new ultra-durable Duravis R002 tyres, designed to help fleets lower their operational costs by significantly reducing cost per kilometre.

The Duravis R002 offers a boosted wear life that is up to 45% percent improved on its predecessor and a cost per kilometre that is reduced by 15% percent vs its predecessor.

For savings not only in terms of cost, but also CO2 output, the new Duravis provides optimised fuel efficiency, with a B-C-B combination in steer, drive and trailer.

The Duravis R002 are multipurpose tyres for all types of on-road fleet vehicles operating in a wide range of applications, ranging from highway driving to regional roads. Arriving with a best-in-class 'A' grade on steer in wet grip – and winter ready, with 3PSFM and M+S markings on steer, drive and trailer – the Duravis R002 offers outstanding wet grip and a year-round performance.

Steven De Bock, Director Sales & Operations Commercial Products at Bridgestone EMEA, said: "Fleets are facing more challenges

than ever before, and Bridgestone has a responsibility to help our customers overcome them. Tyre wear is one of the biggest concerns for fleets wanting to avoid additional costs. With its exceptional performance, our new Duravis R002 tyre helps them to lower their operational cost."


As with all new Bridgestone's truck and bus tyres, Duravis R002 tyres will be supplied with electronic tagging system RFID (radio-frequency identification). With RFID, fleet customers enhance the traceability of their tyre casings, which ultimately helps to optimise their total cost of ownership. The RFID-enabled Duravis R002 tyres are able to work seamlessly with Bridgestone's customisable tyre management and maintenance service package, Total Tyre Care, to bring significant value to fleets.

The main sizes of the Duravis R002 are currently available from Bridgestone's tyre



dealer partners in Ireland and the UK with additional sizes becoming available in the coming months. The new Duravis R002 will also simplify Bridgestone's line-up in the versatility segment by replacing all current products.

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INTRODUCING MAN'S NEW INNOVATIVE 'SIMPLY MY TRUCK' GENERATION...

MAN Truck & Bus has introduced a completely newly developed truck generation for the first time in 20 years, setting what it says are new standards for – among other things – assistance systems, driver orientation and digital networking, as Export & Freight's Phil Eaglestone reports.

This new MAN 'Simply My Truck' generation offers everything which customers and drivers have always valued and expected from their MAN vehicles – only even better, focussing on four core topics: the driver in their work place, the vehicle's efficiency and its reliable usability, as well as the strong and competent partnership for customers.

The new MAN generation, which includes TGX, TGS, TGM and TGL, covers virtually every sector of the industry – from long-haul and construction to distribution and municipal services – with a choice of no fewer than eight different cabs.

Long-haul and heavy-duty transport are still covered by the new MAN TGX models, recognisable by their wide, long and high cabs. As before, the new MAN TGX features a choice of three engine series offering a range of power outputs: the top-of-the-range MAN D38 developing up to 640 hp; the mid-range MAN D26 from 430 hp to 510 hp; or for light long-haul transport the MAN D15 from 330 to 400 hp.

Alongside classic 4x2 and 6x2 semi-trailer tractors and chassis units, the 6x4 and 8x4 variants are also still available for the TGX, as they are a popular choice.

The new MAN TGS is targeted as before on the heavy-duty construction vehicle, distribution and municipal services sectors. This model series is characterised by narrow cabs, because in typical applications both low



unladen weight and good visibility are key.

In terms of power units, MAN offers the TGS with the D26 or D15 engine, covering a broad power range from 330 to 510 hp. The wide range of variants also makes the MAN TGS the king among the lions when it comes to drive configurations. Whether the 4x2 and 6x2 as semitrailer tractors or chassis units, the classic

6x4, 8x2 and 8x4 for a wide variety of sectors, or the specialist all-wheel drive rigs for rough terrain configured as 4x4, 6x6, 8x6 or 8x8.

Light and medium tonnage ranges in the new truck generation are again covered by the MAN TGL and MAN TGM. There is a choice of four new narrow cabs: short, long, high with a bed, and the crew cab. The crew cab is used in



THE NEW MAN GENERATION, WHICH INCLUDES TGX, TGS, TGM AND TGL, COVERS VIRTUALLY EVERY SECTOR OF THE INDUSTRY



the construction industry, by municipal service providers, as well as by emergency services.

With its 4-cylinder version of the D08 engine, the new TGL covers a range from 7.5 to 12 tonnes. If that unit's 160 to 220 hp power range is not sufficient, the TGL can also be equipped with the 6-cylinder 250 hp D08 engine. The tonnage range of the new MAN TGL takes up where the new MAN TGM stops, extending from 12, 15 and 18 tonnes to 26 tonnes gross vehicle weight.

While the MAN TGL is available exclusively in 4x2 versions, the MAN TGM also offers 6x2, 6x4 and 4x4 wheel configurations, which makes it attractive not only for medium-heavy overland distribution transport and urban logistics but also for many applications in construction, municipal services and fire-fighting.

Cockpit Design

The cockpit design of the new MAN truck generation is now divided into two levels, which makes reading and operating the controls ideal from an ergonomic point of view. At close hand, all of the operating elements that are required when driving are optimally arranged such that they can be reached comfortably from the driving position. The position of each operating element was adjusted. Overall, the operating elements are now turned significantly more towards the driver than in the previous series, yet without restricting the access to the co-driver's area and bunk area.

All of the displays that show visual information are positioned slightly further away from the driver. This design helps the eye to adjust the level of sharpness when switching between the view over the cockpit close up and the view over the road further away, which helps information to be perceived more quickly.

TipMatic Gearbox

One element that MAN has completely redeveloped and repositioned is the operation of the MAN TipMatic gearbox with a stalk switch on the right side of the steering wheel.

Thus, both the gear and the driving program of the gearbox are within easy reach and can be selected reliably – right behind the rim of the steering wheel. The new stalk switch also features the operation of the continuous brake.

Furthermore, the switch for operating the new electric parking brake is very close at hand; on the right, next to the main display on the instrument panel. It has been dimensioned in a way that enables it to be operated easily, even with gloves. Operating the parking brake when parking the vehicle, as well as releasing the parking brake when driving off, can be performed automatically under certain conditions.



EfficientCruise

The new MAN truck generation also features a new MAN EfficientCruise system. This GPS-based assistance system, available for the MAN TGX and TGS series, is an enhancement of the FGR cruise control and ACC adaptive cruise control systems. It determines the current position and driving direction of the truck on a continuous basis and links this information to saved road map data and the route planned on the navigation system. This enables the system to establish the topography of the road and to calculate the optimum speed and gear switching strategy for a manner of

driving that is particularly fuel-efficient.

Another noteworthy addition is a newly developed 'turn assist' which helps to prevent serious accidents in urban traffic, while a lane change assistant also warns the driver of vehicles in the next lanes.

Advanced Planning

A lot of consideration and thought went into the design of this new generation, according to MAN, who say that the slogan "Simply my Truck" is much more than that; it is a significant foundation for development. To find out how the ideal work place and living space in a truck should be designed first hand, the MAN developers presented over 700 drivers with different prototype solutions. The feedback from the professionals and their personal wishes went directly into the new series.

Additionally, MAN invited 300 customers from a total of 16 countries to Munich, in order to define the most important requirements for a new vehicle with them in workshops. The developers compared this diverse input with the feedback from the driver interviews, and implemented the resulting core ideas into the numerous innovative features of the new MAN truck generation.

Project in numbers

- 12,000,000 working hours were spent as part of the project
- 4,000,000 test kilometres driven up to market launch
- 2,800,000 lines of software code
- 167,000 working hours were put into the new vehicle design
- Around 22,000 new item numbers were integrated into all departments
- 3,000 cab colours are available as standard
- 2,100 MAN employees were directly involved in the project
- 8 cab sizes are available for the new MAN truck generation



Attendees at the inaugural BIFA Northern Ireland Young Forwarder Network meeting at Belfast Harbour offices in Belfast.



Carl Hobbis, Training Development Manager BIFA UK, Julie Gorman, Seetec Outsource Training & Skills and Carson McMullan, BIFA Northern Ireland.

FIRST MEETING OF BIFA YOUNG FORWARDERS NETWORK

Following last year's launch of the BIFA Young Forwarders Network (YFN), its first meeting of the Northern Ireland Region has taken place.

The YFN has been set-up to provide young members, or those new to the industry, with a platform to network with their peers, learn from industry professionals and boost their continuous professional development.

The well attended meeting, which took place at the Belfast Harbour Commissioners offices, was also attended by Seetec who are currently providing apprenticeship training in the Belfast area as well as representatives of Export and Freight magazine who will promote the YFN to the industry in Northern Ireland.

BIFA Northern Ireland's Carson McMullan says he's been very encouraged by the response from employers and managers, as well as freight forwarders who are new to the industry.

"BIFA began this initiative about 18 months ago and has been very successful in the rest of the UK, so we are hoping to replicate that success here in Northern Ireland," says Carson. "The idea is to help young forwarders develop their careers through knowledge improvement, networking opportunities and

social interaction, among other appropriate avenues, without distracting or disrupting them from their everyday work.

"We weren't sure how the launch of the YFN here would be supported, but we have been delighted by the reaction. One of the employers at the meeting commented that it was 'really what we want and need,' so that was good to hear."

The YFN will meet on a quarterly basis, coupled with visits to organisations such as Belfast Harbour, Dublin Port, major manufacturers in Northern Ireland and other places of industry interest.

In summary, its aims are to:

- Boost industry knowledge
- Share skills and experiences from industry professionals
- Inspire to promote the logistics and forwarding sector to the next generation
- Support personal network development
- Provide exclusive opportunities to visit places of industry interest

Number Six

The Northern Ireland group joins regional groups that have already been established in Anglia, the Midlands, North West, London East and London West, bringing the total number of regional groups to six.

Carl Hobbis, BIFA's training development manager, says: "We have had a really good response to the launch of the YFN and have already held over 20 well-attended events that are assisting in the development of future freight forwarding ambassadors and leaders for the sector.

"By creating several regional networking groups, run by young forwarders, the YFN aims to help early talent and young BIFA members develop their knowledge and professional skills, but in a more social, event-driven environment.

"Each networking group has a chairperson and vice-chairperson, and a local organising committee, governed by at least two regional employers, as well as a BIFA representative. Less than one year since it was created, the YFN is really helping to improve the promotion of the sector, making it more attractive to younger people and providing forums for them to learn."



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LAURENCE DRAKE

MANAGING DIRECTOR DAF TRUCKS



It's been six months since Laurence Drake moved from UK Sales Director into his role as DAF Trucks Managing Director. It's been an unusually demanding period, not least with all the political upheaval and the ongoing challenges surrounding Brexit, so has it had any detrimental impact on the business? Export & Freight's David Stokes has been finding out in an exclusive interview with the man now responsible for driving DAF Trucks forward into the future.

He tells us that while in his role as UK Sales Director, the Brexit upheaval last year created a continuous challenge as it meant uncertainty for customers, and some pessimistic views on the economic outlook and future trading. Capital expenditure on trucks is always a serious business consideration, he says, and when you added the possibility, at the time, of tariffs and what they could mean, it was definitely challenging.

"Of course, the saving grace from DAF's perspective, is we build trucks in Leyland and so the one positive we could take was

that whatever was to happen with tariffs, the effect on DAF customers would be less than for others. Hardly a usual sell that our bad is better than everyone else's bad, but at least it gave some reassurance!"

So, how was that situation ultimately managed?

I think the situation was managed well, despite the uncertainty; key to this was continually communicating with our dealers and our customers to manage every situation and be as flexible as best we could.

I believe this gave customers the confidence that we would be able to manage the situation better than most, and that is reflected by their continual support for DAF in achieving our highest ever market share over 6t in 2019, so all I can do is thank our employees at DAF, the best dealer network and obviously our customers who are the reason we do what we do.

Although Brexit gave us uncertainty that could have been detrimental to the business, overall we have come out stronger and see even more opportunities moving forward.

Has your long service with DAF made life any easier at the top?

Clearly, being in DAF for nearly 20 years and being around the business means I have a good understanding of what makes the business tick. This is an advantage in many ways, as I know all the people, know all the dealers and know many customers; and these

relationships are key to success as in uncertain times having people who are reliable and trustworthy is important.

Long before my time, there has always been a phrase that shows us as a collective - the DAF Family. As you know, our dealers are all independent businesses and yet DAF and the Dealers work together to provide great products and services to our customers.

I think being in DAF for so long means this culture and outlook is just inherent in the things I do, meaning the alignment between DAF and dealers is exceptional. This is clearly key to providing great customer focus and service.

Also, I should say that knowing the customers equally helps in the role as they will call me with what is going well and what isn't, and that type of honesty is key to ensuring we continually strive to be better - everyone in DAF at every level is accessible to all customers and I think that is important.

To what do you contribute DAF's continuing successes? The dealer network, perhaps? Are you happy with how our local dealer here TBF Thompson DAF has been performing?

DAF does have a great product but undoubtedly the excellent dealer network has enabled the success. In fact, it is probably something we don't promote enough. Our dealers can provide an all-around amazing back-up for every DAF. Not only do we have the most locations, so we are literally closer to our customers, we also have the best parts availability, the most accredited dealer technicians, the best roadside assistance in DAFaid, the best MOT pass rate and I could go on...Everything we do here is to maximise uptime and efficiencies for our customers so they can maximise their income.

As for TBF they are a super dealer and represent the DAF brand exactly how we like it to be with a focus on customer service, they have an excellent MOT pass rate of 98.5% for 2019 and, of course, a personal touch in terms of great customer relationships based on great staff retention enabling a constantly high customer experience. I don't think it's a coincidence that this summer TBF Thompson will mark 25 years as a DAF dealer, as we mark the same period as UK market leader.



There's been a recent change in your UK senior management structure, with Nigel Hunt retiring, and other figures being promoted, so can we expect to see any major changes in the direction of the business?

There have been a number of changes but, just like myself, most of the people taking on new roles have been at DAF for a number of years. I don't believe there is a need for any major change in business direction, although there will perhaps be a greater focus on our service capabilities and moving these to even higher levels.

With the complexity of vehicles and their ever growing connectivity, I do think we need to continually review customer expectations in terms not only of the truck and services, but also around their expectations on information and how it can be used to maximise uptime and compliance.

Turning to your product portfolio - electrification seems to be the way forward; you have introduced the CF Electric - how has that been performing on trials with some of your customers?

After the initial field trial phase of the CF Electric, we are now moving into limited production. The first vehicles were CF 4x2 tractors and we now have a CF 3 axle 6x2 rear steer rigid variant. The first vehicles to enter into operation with customers have now clocked up over 150,000 km and I understand they have been as reliable as their diesel equivalents. To ensure we can fully support these new vehicles the CF Electric is currently available for operation in the Netherlands, northern Germany and Belgium.

The LF series was recently voted Truck of the Year at the annual Commercial Fleet awards; you must be pleased with that?

Yes. We are extremely pleased as the LF is a great truck for DAF and our customers and it's always nice to receive recognition. In fact, 2019 was the fifth year in succession that the LF won its category at the annual Commercial Fleet awards. The versatility and reliability of the LF make it a great light and medium weight truck and a flexible platform for a diverse range of applications - from road sweepers to concrete mixers and from boxvans to refuse collection vehicles.

There have been other landmarks for DAF over the past year, not least focused on the CF and XF range, with some production milestones being reached. Tell us about those.

The latest range, which we introduced in 2017 at the CV Show in Birmingham is proving to be a real hit with operators and drivers here in the UK and across Europe. Great fuel economy and performance, great looks and comfort.

This meant we hit the production milestone of 100,000 new CF's & XF's in August last year. We are now introducing these models in other parts of the world and I expect operators in those countries will be just as keen to get their hands on them.



The DAF UK Driver Challenge is currently underway - how important do you feel this now annual event is, perhaps against a background of driver shortages?

It almost goes without saying that drivers play a crucial role in our industry, and that is an industry we all depend on. I've the utmost respect for the drivers and in everything we do at DAF we ensure the view of the driver is taken into account, whether that be in getting their input on truck design, to providing information on how to get the best out of their truck.

The Driver Challenge is a way to celebrate the best in the business and showcase the wide variety of skills and knowledge that a driver needs. This is our third UK event, which goes from strength to strength and this year's winner will go forward to the DAF International Driver Challenge in 2021.

Events like the DAF Driver Challenge help to raise the profile of drivers and can

reach an audience outside the industry, and that can only be good as the sector struggles to attract and retain drivers.

Finally, what can we expect from DAF in the year ahead?

More of the same in reality as there is no need to reinvent the wheel. Clearly, with changing legislation and focus on the environment it is important for us to share what DAF and PACCAR are doing in terms of alternative technologies. Building on the electric truck vehicles sold in the Netherlands, I would expect electric vehicles to come to the UK and for the right types of operation the opportunity for operators to buy them. But clearly this depends on return on investment for that customer. PACCAR will always ensure the right solution is brought to market at the right time. Our facility in Silicon Valley ensures that future technologies are continually being assessed and reviewed. So, I'm confident we have what is needed for the future but for 2020 we clearly need to sell the great product and services we already deliver.



SDC PROVIDE EN 12642 XL ON FREESPAN AND INSULINER CURTAINSIDERS

As more operators continue to opt for EN 12642 XL vehicle certification, SDC has expanded their portfolio to include the standard on their Freespan and Insuliner curtainsiders. Each vehicle successfully completed structural testing carried out by independent assessment body TUV-NORD to certify the build.

EN 12642 XL is a whole-body, European load containment standard which details the safety and technical parameters required to secure a load for transport. Under advice issued by the DVSA, vehicles with EN 12642-XL certification are now deemed to comply with the DfT Code of Practice, 'Safety of Loads on Vehicles', provided that the goods are loaded with a positive fit. While trailers are not legally required to have EN 12642 XL in EU member states, it provides part of the load securing system and certifies that quality standards are met.

SDC's CTO Jimmy Dorrian said: "In response to market demand we are pleased to offer the EN - XL option to our customers providing an extra quality guarantee on our

Freespan and Insuliner curtainsiders. Each trailer passed a series of rigorous tests, fully loaded to simulate emergency manoeuvres in cornering and braking. While EN-XL provides extra assurances for load security, SDC also offer a wide range of load restraint options for compliance when cargo does not meet the positive fit guidelines. As the market leader, SDC are committed to delivering the highest level of quality and safety across our trailer portfolio and our engineers have over 40 years' experience in this field."

SDC offer EN 12642 XL as standard on their Freespan curtainsider, recently launched in the UK following years of manufacturing solely for the Irish market. Built on a robotically welded chassis,

the Freespan features a clear side aperture and 5* easy-roll curtain technology to advance efficiency, safety and reliability during loading and unloading. The second trailer to receive certification is SDC's Insuliner with integrated fridge for the transport of temperature sensitive cargo. Featuring insulated curtains, doors, roof and front bulkhead the Insuliner provides a thermally efficient solution with EN 12642 XL certification up to 29,000kg payload.

SDC Trailers full EN 12642 XL offering:

- Freespan Curtainsider
- Insuliner Curtainsider
- Wrap around rear step frame double deck trailers

- Fixed rear bulkhead step frame double deck trailers
- Straight frame 'Fastliner' trailer
- 13.6m Straight frame curtainsiders with fixed and sliding roof
- 15.65m Straight frame curtainsiders with fixed and sliding roof
- GRP Boxvan
- 34 pallet GRP Boxvan
- Platform
- Alloy double skin Boxvan
- Hydraulic lifting deck Curtainsider

SDC has confirmed they will be showcasing vehicles from their range of Curtainsider, Boxvan, Platform, Skeletal and Drawbar trailers at the upcoming IRHA Annual Conference in Wexford on 27th and 28th March.

Genie Insights Ltd, a County Antrim based family business, is now supporting the transport industry with fleet technology adoption.

While this 'Marketing Guardian' service is still a fundamental of the business today, the offering has diversified significantly, and the company now supplies fleet technology under its 'Fleet Guardian' banner. This division specialises in the sales, implementation and post-installation of various fleet and workshop technologies, including asset management; telematics; vehicle cameras and CCTV; and digital tachograph

Fleet and workshop digitisation is transforming how transport operations and fleet workshops are being managed, making them more productive, efficient and compliant, and Genie Insights has supported some of the country's largest operators in transitioning to paperless working, including Agro Merchants, Belfast Port Commercial, Go Ahead Ireland, Manfreight, McBurney Transport and McCulla Ireland.

Matt added: “We have been negotiating with other potential partners to add to our pool of technology options but we are taking our time to ensure that any partners are the right fit for our business and to make sure that we are well enough resourced to deliver them to the market. In the coming months we hope to be able to announce some further strategic alliances, one of which we believe will be a unique offering and is very much in line with market changes.”

EXPORT & FREIGHT 19

DIAMOND TRUCKS: AWARD WINNING AFTERSALES SERVICE PUTS THE CUSTOMER FIRST



When Renault Trucks won the Fleet Truck of the Year at the annual Export & Freight Transport & Logistics Awards in 2019, one of the main reasons was 'its aftersales support, with proud professionals who go the extra mile to keep customers' fleets running efficiently.'

And it is true: behind every good truck or van there is a professional aftersales team at the ready to deliver the highest levels of support for you and your vehicles – and that's how it is at award winning Newtownabbey based Diamond Trucks, where aftersales service is never an afterthought.

Diamond Trucks was recently voted Renault Trucks' Service Market Dealer of the Year 2019 which measures UK and Irish dealers on 24/7 breakdown response times, MOT pass rates, site standard audits and customer satisfaction surveys, as well as finishing first in the Renault Trucks UK and Ireland 'Big Challenge' competition which focused hyper-competitive 'Preventative Maintenance Schedule' parts; the essence of this challenge was to sell more of these particular parts in 2019 than in 2018.

Clearly, the aftersales team at the Renault Trucks' dealership, headed up by Aftersales Director David Watts, are passionate and positive about doing things better, always fully focused on the needs of their customers.

For example, when McKinstry Skip Hire Ltd recently took delivery of two 18-tonne Range D Higs, they commented: "The aftersales package was impressive. Diamond Trucks is on our doorstep, and we have a really good working relationship with the team there; they



are really on the ball, and any servicing or parts requirements are dealt with efficiently and promptly, so we minimise vehicle downtime."

Similar sentiments were expressed by County Down-based RAS Haulage who put a new Renault Trucks Range T520 High 6x2 tractor unit into service on its cement bulk tanker and aggregate tipper operation working across Northern Ireland's quarries. They remarked: "Our fleet is 100% Renault Trucks now, thanks to the service we receive from Diamond Trucks. We know all the people there very well, and it's their personal service that sets them apart."

Those remarks have been repeated time after time, and are well deserved, so what makes a good aftersales service? Comments David Watts, who originally trained as a diesel mechanic, with

a wealth of experience in several dealerships: "We would pride ourselves in building genuine relationships and partnership with customers over the long term. By getting to know their business and how it functions helps us to provide an added value service to them."

"We have a very solid, loyal and broad customer base in the haulage, distribution and construction sectors; many of them have been with Renault Trucks here for over 30 years, and we have been very successful in winning over new customers, not least because of Renault Trucks excellent product portfolio, which extends from the 3.5 tonne Master van right up to a 50 tonne eight wheeler and everything in between, including our flagship Renault T range High."

With full parts and service support, Diamond Trucks plays a pivotal role in the Renault Trucks dealer network; it is one of nine authorised dealers throughout the island of Ireland, with Toal Trucks at Middletown near Armagh acting as an authorised service dealer. And with a long established network of subcontractors, it means all of Northern Ireland is well covered.

Service Packages

Its service packages can be tailored to a customer's specific needs and range from standard support right up to full Repair &



Paul Addis, Robert Buckley and Jordan Ferris, the Diamond Trucks Parts Team.



The Diamond Trucks Workshop Technicians.



The Diamond Trucks Service Admin Team of James Jordan, Paul Lamont, Alan McCullough and David Watts; Aftersales Director.

Maintenance which provides operators total peace of mind and helps them achieve maximum uptime of their fleet. It also offers Preventative and Driveline Maintenance contracts which cover unforeseen and costly repairs, all of which help operators stay safe and compliant.

Diamond Trucks service department consists of a Service Reception which has a dedicated driver waiting area and tea/coffee making facilities as well as the workshop itself which consists of 13 service bays, one of which is dedicated to light commercial vehicles; there are several pits, ramps and lifts together with all the tooling and equipment required to carry out both responsive and effective servicing and repairs.

A 13-strong team of dedicated technicians, working on a two shift basis, are trained to the highest standard by Renault Trucks and possess the experience and know how to ensure a level of service, a quality of service and a delivery of service that is second to none. Only Original Equipment Approved Renault Truck Parts are used in all vehicle service, maintenance and repairs.

Adds David: "We always strive for a first time fix because we realise our customers cannot afford any unnecessary downtime. We also have two dedicated service vans on the road, fully equipped with tools and parts and manned by highly trained technicians, so we can respond quickly to any call-out from customers."

As part of the Renault Trucks network, Diamond Trucks also operates a round-the-clock breakdown service for all its customers through Renault Trucks 24/7, available throughout the island of Ireland and across Europe. Breakdown assistance vans aim to be with customers

within one hour of a call and strive to make all repairs on the roadside within one hour.

Parts Department

With a first time over the counter pick rate in excess of 93.5%, parts availability is never an issue at Diamond Trucks.

Its wide range of original approved parts covers all Renault Trucks vehicles, old and new, meeting all your requirements for maintenance and regular care of your vehicles and trailers. New parts, reconditioned parts, kits, accessories, workshop supplies allows you to choose the best solution for your needs.

"In addition to this, we also have at our disposal an extensive network of dealerships throughout the UK, so if we cannot readily source a part, we can call directly on them to assist in supplying whatever our customers need," says David. "Our well experienced parts team is always on hand to help customers identify and source the correct product."

Customers also have the option to join Renault Trucks' Parts4U club whereby your loyalty is rewarded with products at special discounts. Apart from great prices, there are fresh offers every quarter and when the parts are fitted by a Renault Trucks dealer, they will come with a 2-year warranty.

For those operating mixed fleets, Roadcrew, part of the Renault network, is virtually a one stop shop for 'all makes', with a wide range of truck and trailer products, accessories and consumables always on offer, meaning the parts department at Diamond Trucks has all bases well and truly covered.

SERVICES

- Tailored Service & Maintenance Packages
- Preventative Maintenance
- Brake Testing
- Smart Tachograph certified calibration
- LOLER compliant tail lift repairs
- 24/7 breakdown assistance
- Original Approved Renault Truck parts
- All Make parts
- Parts4U Club

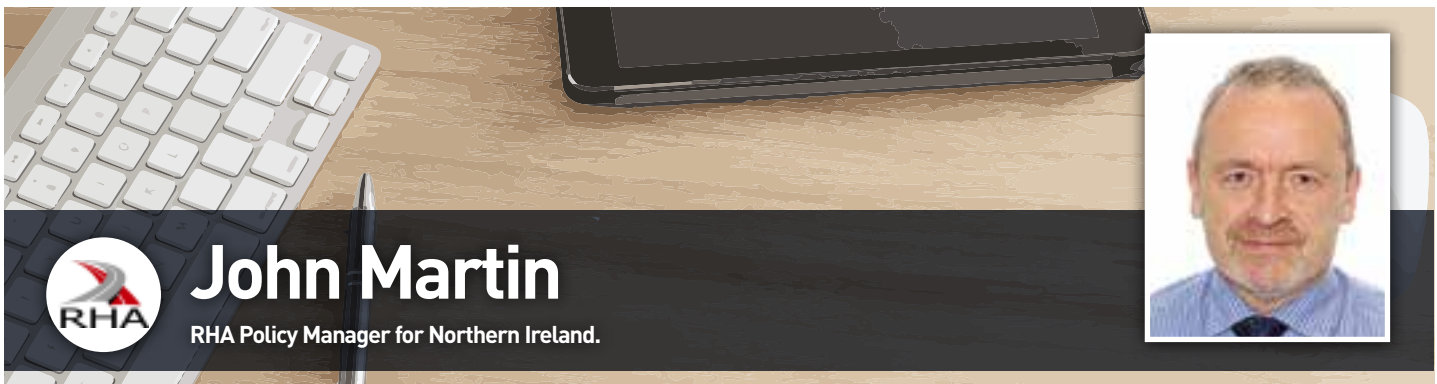
WORKSHOP - OPENING HOURS

Monday - Thursday: 08.00am - 20.30pm
Friday: 08.00am - 17.00pm
Saturday: 08.00am - 12.00am

PARTS - OPENING HOURS

Monday - Thursday: 08.00am - 20.30pm
Friday: 08.00am - 17.00pm
Saturday: 08.00am - 12.00am

Diamond Trucks
www.diamondtrucks.co.uk



John Martin

RHA Policy Manager for Northern Ireland.



CONCERNS RAISED OVER DAMAGE BY TREE & BRANCH STRIKES

I recently held a series of meetings with the Department for Infrastructure to raise the transport sectors concerns at the increased frequency of damage caused to HGVs, trailers and high value loads by trees or branches not being adequately lopped or trimmed along the roadside.

I also discussed my concerns with the Ulster Farmers Union and the Department for Agriculture, Environment and Rural Affairs.

Any tree or hedge situated on a landowner's land which is overhanging a road or footpath which is deemed to cause a danger the landowner may be liable in the event it damages a vehicle or a load, injures a person or causes an accident. This does not just apply to farmers it applies to anyone including householders, local councils, businesses, sports clubs or anyone who owns land with trees or bushes that overhang a public road.

As a result, the Department has issued a Tree and Hedge Cutting Notice and has also undertaken a social media campaign for landowners in late January 2020 to raise awareness of this issue and to remind everyone of their responsibility. The RHA would encourage any operator or driver who encounters a dangerous branch or tree that is overhanging a public road to report it to the Department for Infrastructure stating the details of the road, approximate location to dcu@infrastructure-ni.gov.uk or phone 028 9054 0540.

All landowners are responsible for lopping or cutting back any tree or hedge growing on their land adjacent to a public road or footway which:

- Endangers or obstructs the passage of all vehicles including HGVs or pedestrians, especially pedestrians with a visual impairment;



- Obstructs the view of drivers of vehicles;
- Obstructs or interferes with the light from any public lamp; or
- Obstructs the view of traffic signs or otherwise prejudices the safety or convenience of persons using the road?

Lopping or cutting back should be to such an extent that it will remove the obstruction or remedy the matter. Given that modern HGVs, trailers and loads can have an overall travelling height of up to 4.9 metres landowners should lop trees and branches back to a minimum of 5.5 metres to avoid any danger being caused to all 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.

Action Needed

If anyone is carrying out this work, they should:

- Quickly clear all hedge and tree cuttings from public roads and footways to ensure that all users of the road are not inconvenienced or endangered; and
- Ensure that any such works on a public road or footway are signed and secured in accordance with the Code of Practice for Safety at Street Works and Road Works or, in the case of works on a dual carriageway with hard shoulders, signed and secured in accordance with Chapter 8 of the Traffic Signs Manual.

If possible, roadside hedge cutting should be undertaken from early February to early March, and whilst it's appreciated this is a relatively short window this is designed to take cognizance of the important habitat that hedgerows provide

for many mammals and birds.

Hedge cutting can be undertaken outside this period, however it should only be undertaken in cases where it's deemed in the interests of public safety.

Many minor roads are bordered by hedges providing safe havens for small mammals and nesting birds and owners or occupiers should be aware that under the provisions of Article 4 of the Wildlife (Northern Ireland) Order 1985 it is an offence, with certain exceptions, to damage or destroy the nest of any wild bird while that nest is in use or being built, or to disturb any wild bird whilst it is in or near a nest containing eggs or young. So, avoid the bird nesting season from early March until late August and exercise vigilance at all other times outside of what would be considered the main nesting period.

Avoid, too, if possible, to cut during autumn and early winter as this removes berries and fruit, an important source of food for birds and wildlife over winter and it is advisable not to cut during periods of hard frost. Care should also be taken not to damage saplings in hedgerows.

The Department for Infrastructure can also serve notice under the provisions of the Roads (Northern Ireland) Order 1993 including Article 50 on owners or occupiers of land requiring them to remove or trim hedges or trees causing obstruction and in the event of failure to comply with the notice the Department may execute such works as are necessary and may recover the cost from the person on whom the notice was served.

Dextra Group specify SAF trailer axles to make light work of heavy duty delivery schedules

Dextra Group is based in Gillingham, Dorset and is at the cutting edge of luminaire development. It is now the UK's largest privately owned lighting manufacturer, providing lighting solutions for all facets of the lighting industry.

Dextra operates a 'working week' delivery policy with a wholly owned distribution facility and liveried fleet serving a wide and diverse range of outlets across the UK, Ireland and Europe, including site deliveries.

Because Dextra manufacturers in the UK and adopts a 'just in time' work ethic, having an efficient and reliable fleet is essential to the smooth running of the organisation.

Dextra Operations Director, Tim Pickford, explains why they chose SAF-HOLLAND axles for their new trailers. "We specified SAF axles and suspension along with the Tire Pilot inflation system for our new trailers on the basis of further optimising operational efficiency. The proven reliability of the SAF INTRA family of axles is naturally very important to us, as is the light weight of the system which enables us to maximise payload.



"And Tire Pilot brings us significant savings not only in terms of tyre wear, but also fuel economy as the trailer tyres are maintained at exactly the right pressure, reducing rolling resistance, thereby saving fuel. Overall it's showed itself to be a very efficient unit which is why we've recently ordered more

trailers to the same specification."

A key part of Dextra's distribution facility is its onsite vehicle workshop, managed by Chris Davies, who said: "We like SAF axles simply because they're extremely rugged and yet have fewer components so they're quicker and easier to work on.

"Also, we get really long service life from pads and discs on SAF axles which means less time required by our technicians. Tire Pilot does a great job of looking after the tyres so the trailer spends more time on the road delivering our products rather than being sat here in the workshop."

Dextra's eye-catching fleet can regularly be seen traversing the UK, Ireland and European road network delivering high-efficiency lighting solutions using appropriately efficient, SAF-equipped semi-trailers.

More Information

For more information about the complete SAF-HOLLAND range and other premium quality products offering meaningful cost savings, class-leading operational efficiency, low maintenance and outstanding service life, please contact: Craig Lawton, IMS Group Regional Sales Manager on 07951 467 309, or email: craig.lawton@imslimited.com. www.imslimited.com

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UPGRADED MERCEDES-BENZ ACTROS A DREAM TO DRIVE



Mercedes-Benz upgraded Actros has been described as 'a truck ahead of its time,' and after spending a few hours behind the wheel, taking in the Northern Ireland countryside, it is difficult to argue with that, as Export & Freight's Phil Eaglestone has been discovering.

When we picked up our Actros, complete with Gigaspace cab, at Mercedes-Benz Truck & Van NI, we knew we were in for a treat. Packed with technology, vehicle safety and driver assistance features, it is no surprise it was voted 2020 International Truck of the Year by a jury of 24 commercial vehicle editors and senior journalists from across Europe.

Designed specifically to meet the continually growing demands in long-distance and heavy-duty distribution haulage, this new Actros may not outwardly look a whole lot different from its predecessors, but there are some subtle differences – like the absence of conventional exterior rear-view mirrors.

Instead, Mercedes-Benz has introduced a MirrorCam system. The clue being in its name, MirrorCam utilises cameras and screens to provide views of the sides and rear of the truck, thus supporting the driver in manoeuvring, cornering or changing lanes; this improved all-around visibility also contributes to the truck's aerodynamic efficiency. MirrorCam can also work with the optional Sideguard Assist system that can warn the driver of cyclists and other obstructions that may have moved into the previous blind spot on the offside of the truck.

Another bonus is the fact that the driver can turn on the cameras from the comfort of his bunk bed, if they hear a noise around the truck while parked at night, providing additional safety without having to exit the cab or open the curtains to investigate. How good is that?

The MirrorCam system works really well with the Actros' Multimedia Cockpit. The new, state-of-the-art workplace includes a primary colour display screen which replaces the conventional instrument cluster and offers a clearly arranged presentation of all vehicle and operating statuses and vehicle information, while a secondary multi-touch-display screen comprises an integrated radio infotainment system and facilitates handling of functions such as heating/air conditioning, telephony and interior lighting.

The MirrorCam system really came into its own when we arrived at the Transport Training Services site at Nutts Corner to carry out some challenging reversing manoeuvres!

Always in Control

That exercise completed, we headed back up the road to put some of the truck's other innovative features to the test – not least Predictive Powertrain Control.

Employing GPS and mapping data to keep the truck in the correct gear on motorways, Predictive Powertrain Control now also comes with a function that enables use of the system's benefits on A and B roads, too, meaning you can tackle twisting hilly rural roads without needing to use the pedals at all.

The system also identifies junctions, roundabouts and traffic signs integrated in 3D maps. On the basis of this data, Predictive Powertrain Control optimises shift points, gear steps and the set cruise control speed.

What's more: the vehicle's kinetic energy is used to avoid unnecessary acceleration, shifting or braking. This means that cruise control can be used in virtually all driving situations. Predictive Powertrain Control can be used in conjunction with cruise control at speeds between 25 and 90 km/h. It all combines to make driving so much more relaxed and stress free – and we are told it allows fuel savings of up to 5% to be achieved.



Now fitted as standard, the latest generation of Active Brake Assist 5 is an innovative safety system that can perform emergency braking when approaching stationary and moving objects, and perform partial or full braking for moving or standing pedestrians in certain conditions up to a vehicle speed of 50 km/h – improving safety for you and other road users.

The parking brake is activated automatically on switching off the engine, but it can also be switched on and off using the lever in the cockpit. The integrated HOLD function is activated when the vehicle is at a standstill simply by pressing the brake pedal more firmly, for example at a red traffic light or on an uphill gradient. It is released as soon as the accelerator is pressed again. This avoids the danger of the vehicle rolling back when moving off on an uphill gradient.

As with many family saloon cars these days, the Actros features keyless start. In order to start with the engine start-stop-button it is merely sufficient for the key to be anywhere in the vehicle, which means it can remain in the driver's jacket or trouser pocket while on the move.

A convenience central locking system is also available as an option. In addition to the

mandatory light check, it also allows separate locking and unlocking of the driver's and co-driver's door. The simple handling functions also include closing of the side windows and the sliding/tilting roof at the push of a button.

Home Comforts

The truck's comfortable working environment – akin to a home from home, really – is further enhanced by the provision of an air-suspended seat that can be adjusted to meet the driver's requirements; it is equipped with pneumatic height adjustment, seat cushion angle and depth adjustment, plus it has a headrest with an integrated, height-adjustable 3-point automatic seat belt.

The multifunction leather steering wheel with touch control buttons enhances ease of operation. A diverse range of vehicle systems and functions can be operated, and information called up by swiping and pressing the buttons.

In addition to the interior light to illuminate the entire cab and two reading lights, it also comprises a subtle blue night light to help the driver find their way around the cab while on the move.

Anyone who spends a lot of time on the road, of course, needs space of their own – and space for the essentials that are on board during long journeys – and the Gigaspace cab on our test model didn't disappoint; it has vast amounts of stowage space in addition to good sized bunk beds; there are, for example, two spacious drawers under the bed, one of which can optionally take the form of a refrigerator.

The GigaSpace offers not only lots of stowage capacity, but also excellent freedom of movement and headroom on the co-driver's side. The upper stowage compartments with hinged lids are illuminated on the inside, lined with slip-resistant felt and offer two drivers adequate space for everything they need to take along with them.

Verdict

We were only behind the wheel for a couple of hours, and it would take more than that to get your head around all the various innovative driver assist and safety features, but for the time we did spend on the road, this latest Actros not only lived up to our expectations, it exceeded them in all areas. It was a dream to drive, pure and simple.



County Down Operator Fined for Multiple Offences

A County Down driver has been convicted at Belfast Magistrates' Court and fined a total of £2,250 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers inspected a 3 axle DAF artic in combination with a 3 axle LMA trailer in the Craigavon area.

During the examination it was noted the vehicle was not specified on a valid Goods Operator Licence, there was no Goods Vehicle Test Certificate in place, and the vehicle tachograph calibration had expired a number of months previously.

The vehicle was also encountered on a number of occasions over the following months and various offences were detected including no operator's licence, recording equipment (digital) not inspected and calibrated every 2 years and failure to download relevant data from a Tachograph Vehicle Unit. The operator was cautioned and interviewed.

Tachograph Unit Not Calibrated

A County Tyrone operator was convicted at Belfast Magistrates' Court and fined a total of £650 plus a £15 offender levy after DVA Enforcement Officers stopped a 3 axle Renault articulated lorry in combination with a 3 axle trailer.

During an examination of the driver's digital smartcard it was noted it had never been downloaded in accordance with EU regulations and the tachograph data had not been downloaded in 269 days.

The vehicle was also overloaded on the gross train weight by 1,080kgs, in addition the vehicle tachograph unit was not calibrated. The operator was interviewed and cautioned.

Operator Fined £600 on Series of Charges

A Belfast operator has been convicted and fined a total of £600 plus a £15 offender levy at Laganside Magistrates' Court.

The conviction arose when DVA Enforcement Officers stopped a 2 axle large goods vehicle in the Belfast area and directed the driver to take the vehicle to the Department's weighbridge at Garmoye Street, Belfast.

A number of offences were detected including contravention of conditions of Operators Licence, recording equipment (digital) not calibrated and failure to download relevant data from a Tachograph. The operator was cautioned and interviewed.

Tanker Found to Be Overloaded

A County Down driver was convicted at Newry Magistrates' Court and fined a total of £600 plus a £15 offender levy after DVA Enforcement Officers examined a 3 axle Scania articulated lorry in combination with a 3 axle tanker at the Department's weighbridge at Loughbrickland.

The vehicle was weighed and found to be overloaded on the 2 axle by 140kgs and also overloaded on the gross train weight by 2,190kgs.

In addition it was noted that the vehicle had been driven on numerous occasions with no driver's card being utilised. The operator was cautioned and interviewed.

Fined for Overweight Tipper

A County Fermanagh operator was convicted at Enniskillen Magistrates' Court and fined a total of £500 plus a £15 offender levy. The conviction arose when DVA Enforcement Officers stopped a MAN tipper lorry in the Enniskillen area.

As a weight docket could not be provided the driver was directed to take the vehicle to a nearby weighbridge and following a weight check the vehicle found to be overloaded by 6,820kgs (21.3%) on the maximum authorised weight. The operator was interviewed and cautioned.



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Simply goes from strength to strength supporting SMEs in Northern Ireland

Simply, the SME funder, has had a storming nine months since it launched officially in Northern Ireland in April last year.

From the very beginning it had ambitious plans for growth and now it has a team of seven people, all aiming to help the region's small and medium-sized businesses grow and prosper now and in the future.

Recently three new area sales managers came on board – Sean Darcy (ex Close Brothers, covering south west Northern Ireland); Grainne Williamson (ex Danske Bank, covering Greater Belfast); and Ross Ferguson (ex Evolution Funding, looking after vendor relationships) – all bringing a wealth of relevant and valuable knowledge to the existing team.

In addition to this, Simply has now taken extra space in the Clockwise offices in River House in Belfast to accommodate this expansion and to prepare for increased market share in 2020.

As the first lender in a long time to properly commit to Northern Ireland by establishing a local presence here, Simply has been serious about supporting the local business economy since it started.

Firms here – with their growing need for finance – have welcomed

Simply with open arms. It has completed over 300 transactions in the last nine months in the region, something that really puts it on the map.

The focus for the next 12 months centres around continuing to deliver an exceptional service to SMEs in the region, supporting them whatever next year may bring, as well as building on the success to date, increasing Simply's product offering to SMEs and serving the whole of the market.

Gary Coburn, head of sales in Northern Ireland commented: "Small and medium-sized enterprises are the bedrock of our economy. In Northern Ireland, 75% of employment and turnover is provided by the 118000 SMEs that trade here. Businesses need a choice when it comes to funding and reliable lenders need to be able to provide facilities in line with their aspirations with a consistent level of service from application through to completion. We've built a successful business in Northern Ireland in a very short amount of time - Simply already has a strong reputation and therefore it has seen solid growth."



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Dennison Commercials Celebrates 50 Years in Business with Charity Pledge

Dennisons has pledged to raise £50,000 for charity in its 50th year of business.

Starting in 1970 as a small family business, today, Dennisons operates across six sites throughout Northern Ireland with circa 250 staff, providing a wide range of specialist services across multiple sectors.

A family of businesses working together, Dennisons now offer Volvo new and used truck sales, vehicle rentals, a commercial bodyshop, service and parts supplies, commercial vehicle breaking and more recently, Dennisons has opened Dennison JCB – a JCB dealership providing sales, parts and service to the north of Ireland including Donegal.

To mark their golden anniversary, staff will take part in a series of fundraising events in 2020 for Northern Ireland Children's Hospice.

Fiona McCann, Corporate



John Jenkins, Managing Director of Dennisons along with Fiona McCann, Corporate Engagement Executive of Northern Ireland Children's Hospice.

Fundraiser for Northern Ireland Hospice, thanked Dennisons, stating: "We are the only Children's Hospice in Northern Ireland. We care for children of all ages, from babies to teenagers who have life-limiting and life-threatening conditions or who need our support at the end of their lives. We are very grateful to Dennisons; this fundraising commitment will

help us to continue to provide vital care services for children, as well as giving families the opportunity to rest and enjoy the time they have together."

John Jenkins, Managing Director of Dennisons, added: "Celebrating 50 years in business is a very important milestone for us, and we wanted to do something special to mark this momentous occasion.

We gave our staff the opportunity to choose a new charity to support for 2020 and Northern Ireland Children's Hospice was the clear winner.

"It seemed quite fitting to try to raise £50,000 in our 50th year to support this wonderful charity who carry out fantastic work across Northern Ireland.

"As we reflect over the last five decades, Dennisons is a story of great achievements in the past and future innovation; it's a story of our incredible staff working together to achieve the highest standards in our industry and, above all, the support from our wonderful and loyal customers. We look forward to celebrating our anniversary throughout the year as we tell the story of Dennisons."

Donate

To donate to the challenge, visit Dennisons JustGiving page - <https://www.justgiving.com/fundraising/dennisons>, or email, Amanda.gaston@dennisons.co.uk, for more information.

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Since Close Brothers Commercial Finance began operating in Ireland over ten years ago, we have been leading the way towards more sustainable funding for Irish SMEs. Our asset finance, invoice finance and asset based lending solutions can offer firms across the country more flexibility in managing their cash flow.

Today, with offices in Belfast, Dublin, Cork and Galway, and a wider team situated across Ireland, we are able to share our expertise more effectively than ever before. Our goal is to support businesses. We work in a range of sectors and appreciate the differences in the way businesses operate.

In transport and related industries, a common challenge is that working capital is locked up in machinery or vehicles. This often means that there is limited headroom to adapt, and whilst delivering business as usual may be achievable, it can be difficult or almost impossible to drive new levels of productivity without access to cash for reinvestment.

To grow and succeed, owners need to put time, experience and money back into their businesses, but how does a company with pressures on cash flow achieve this?

Refinancing solutions

A refinancing solution can help. This type of funding gives you access to cash tied up in essential assets, such as lorries and trailers. At Close Brothers, we release working capital against the value of your asset and lease it back to you over an agreed period. This gives you immediate access to funding that might otherwise be inaccessible, and at the end of the agreed refinancing term, you own the assets outright again.

Our alternative finance options are designed

to give you access to working capital without limiting access to assets or interrupting workflow. We can arrange for repayments to match income patterns (for instance, seasonal peaks and troughs) and, if you already have finance agreements in place, we can refinance existing debt to reduce monthly outgoings and ease cash flow. We offer a flexible range of financing options tailored to your needs.

The Close Brothers team has comprehensive knowledge of the transport industry and extensive experience providing sustainable funding. We aim to give businesses growth opportunities. We can help you find an affordable way to secure the new assets you need to grow by arranging a bespoke refinance package.

£340,000 refinance deal

Last year, we secured a refinance solution for an Irish company. Speaking about the deal, Head of Sales Ireland at Close Brothers Commercial Finance, Adrian Madden, said: "The company in question needed to borrow just over £340,000 and were keen to find funding which wouldn't impede cash flow or day-to-day work. We suggested refinancing which would release funds back into the business.

"The solution allowed the firm to invest in a new vehicle, and take on new contracts in the private sector, without being encumbered with unsecured debt.

"We refinanced existing assets to give them the money they needed and offered a structured plan with tailored repayments which matched their income pattern.

"This gave the business the best of both worlds: they benefitted from uninterrupted use of the asset and were able to spread the cost over a longer period."

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

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GEOFF POTTER



MANAGING DIRECTOR GRAY & ADAMS

Gray & Adams Managing Director Geoff Potter, who is settling into his new role at the specialist trailer manufacturer, is looking forward to a bright future for the company despite the challenges ahead. He has told Export & Freight's David Stokes, in an exclusive interview, that the company has 'exciting developments' in the pipeline.

Just several months into the job, Geoff has succeeded Billy Dougan at the helm.

"Billy has been a great ambassador for Gray & Adams and I'm very appreciative of the foundation he has built during his 25-year tenure. I'm really looking forward to continuing to work with our established customers as well as developing new opportunities."

By all accounts, Geoff has plenty to bring to the role, with a wealth of experience in the automotive & transport industry over many years.

After completing NFC's graduate management training programme, he held roles in Branch Management and National Accounts Management, but as he tells us, "as my next role with NFC would have meant relocating to Great Britain, I decided to pursue other local opportunities and spent a number of years with DAF Trucks (or Leyland DAF as it was then) followed by over 16 years in the bus industry."

He is referring to his time at Ballymena-based Wrightbus where he was initially responsible for Customcare, their worldwide aftermarket division, before taking responsibility for their Double Deck division.

"I'm fortunate to have been involved in some great projects and believe the experience gained in operations, engineering, product development and customer service will be of benefit in my role at Gray & Adams."

He adds: "There's no doubt that it's a challenging role, however I have the benefit of being part of a highly experienced, customer centric, innovative, hardworking team."



So, will he be making any major operational changes? "Markets are constantly changing, and businesses have to continuously adjust, so yes there will be change. However, it will be refinements and improvements as opposed to major restructuring."

Challenges

Of course, manufacturing has had its challenges in recent years, so how does he think Gray & Adams will cope in the present climate? What challenges does he see the industry facing at the moment?

"Overall, I see a very bright future for Gray & Adams. However, like many businesses, Brexit and the environment will be two major challenges. From a Brexit perspective, things are currently in a holding pattern while the situation develops, but the industry will do whatever it takes to be successful – regardless of the outcome."

"The environment, meanwhile, is playing an increasingly prominent role and there's no doubt that deforestation, plastic pollution, global warming and air quality all need to





be addressed. However, I'm concerned that the global warming debate in particular has become politically weaponised, with reality and facts now taking a back seat and emotion playing the leading role."

Care to elaborate? "I believe we need an environmental strategy which encourages the use of optimised solutions from a range of clean propulsion technologies, rather than a single technology solution. There's no such a thing as a 'one size fits all' solution and I'm sure that clean combustion engines, fuel cell and battery electric will all play important future roles in transport mobility. The future will be eclectic not just electric."

Adds Geoff: "Our industry must play a pivotal role in assisting policy makers to develop balanced, realistically deliverable environmental policies which are based on complete lifecycle emissions, as opposed to the current trend of solely focusing on exhaust emissions."

Customer Care

Gray & Adams has an extensive base of high-profile clients, so where does customer service rank on his list priorities? "At Gray & Adams we understand the importance of customer service and we'll continue to make product and service developments that reinforce our position as the industry leader."

He adds: "A major element of the Gray & Adams business culture is the understanding that one size definitely doesn't fit all. G&A is synonymous with high quality tailored products which successfully integrate elements of the customers' DNA and we will undoubtedly continue to listen to our customers and work closely with them to meet their specific requirements."

Gray and Adams has always been regarded as an extremely innovative company, so what new developments, if any, can we expect in the year ahead? Replies Geoff, with a smile: "Yes, there will be exciting developments, but you'll have to watch this space."





NI Trucks' Mark Smith, Stephen Sproule, Gary Bridge collect the award from IVECO's Sascha Kaehne (left) and Adam Harris (right).

NI Trucks is IVECO UK Dealer of the Year

NI Trucks has been named IVECO Dealer of the Year at the recent UK dealer conference, held at IVECO's headquarters in Basildon.

More than 150 staff from across IVECO's UK and Irish dealer network joined the afternoon convention and gala dinner to celebrate the brand's collective successes during 2019, and to focus on the company's ambitions and plans for an exciting 2020 – set against the backdrop of its new IVECO S-WAY heavy truck. The highlight of the proceedings saw NI Trucks, which has long-established sites in

Mallusk and Portadown, recognised for its passion and commitment to IVECO, and for meeting the highest possible standards.

The dealer's victory followed an in-depth analysis of all aspects of its business, ranging from vehicle and parts sales, to dealer profitability, overall business structure and succession planning, as well as the team's performance against stringent service and maintenance targets.

Renault to Deliver 20 Electric Trucks to Carlsberg Group

Renault Trucks is taking a critical step in the transformation of urban transport by announcing the signing of a contract with the Carlsberg Group to deliver 20 D Wide Z.E.

The 100% electric 26-tonne trucks, which will be delivered in 2020, will be operated by Carlsberg Group's Swiss subsidiary, the Feldschlösschen brewery. Bruno Blin, president of Renault Trucks, says: "It is the first order

of this scale in Europe. It proves to our customers that the transport sector is undergoing a major transformation and reflects an industrial and commercial reality: our Renault Trucks electric trucks are rolling off the assembly line and will

be on the roads of Europe in a few weeks' time."

The trucks will make daily delivery rounds of between 100 and 200km to supply Feldschlösschen's Swiss clients from the brewer's 15 logistics centres across Switzerland.

PACCAR Achieves Record Annual Revenues

PACCAR reported record annual revenues and profits in 2019 and has earned an impressive 81 consecutive years of net income.

Commented Preston Feight, chief executive officer: "PACCAR's vibrant results reflect the company's premium-quality products and services, strong global truck markets, record truck production and record aftermarket parts sales. I am very proud of our employees who have delivered outstanding products and services to our customers.

"The North American and European economies are projected to continue growing in 2020. We expect 2020 to be another strong year for PACCAR."

New Remote Tacho Download for DAF Connect

DAF Trucks is introducing a new function for its DAF Connect fleet management platform: Remote Tacho Download, allowing transport operators to read, store and analyse driver cards and tachographs online and in real time.

Remote Tacho Download helps operators to maintain an accurate tacho administration system and to save time. Remote Tacho Download is added as an app to the DAF Connect dashboard, the online fleet management platform that monitors the performance of vehicles, fleets and drivers in real time. The new application offers quick and comprehensive access to the full range of tacho information available from connected vehicles and their drivers. Driving times and rest periods are shown in real time.

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TIME TO TACKLE THE SKILLS SHORTAGE

Logistics, in my opinion, has never been so crucial. Throughout the rise of internet shopping, Brexit and the advancement of technology, the industry has played a vital role in ensuring the UK continues to trade efficiently and effectively. However, despite being one of the UK's largest sectors – contributing £124 billion gross value added (GVA) to the nation's economy each year – logistics is frequently overlooked in terms of workforce recruitment.

Last year FTA's Logistics Skills Report 2019 outlined a shortage of workers across the industry with 64% of logistics businesses struggling to fill vacancies.

With an existing shortfall of 59,000 HGV drivers in the UK, and with 33% of HGV drivers projected to retire over the next five years, more than 100,000 positions will need to be filled. For me, this is a key concern for such a developing, fast paced industry and is, in my opinion, a result of many factors.

As well as long working hours, public perception of the role can be quite negative, despite it requiring specialist skills and qualifications.

The need for such skills and qualifications is also a barrier when compared to lower skilled roles. FTA – the only business group that represents all of logistics – has been vocal in campaigning for the government to adapt the Apprenticeship Levy to become a Skills Levy, enabling previously unused funds to become available for more flexible training programmes which could be vital to closing this shortage gap.

The report also highlighted the industry's reliance on EU workers – 13% of the entire logistics



workforce are EU nationals – something both FTA and I feel needs to be recognised by government. The number of EU nationals moving to the UK for work has dropped to be more than 50% lower than previous levels and as a result, declining EU net migration has contributed to a 43% rise in job vacancies in the transport and storage industry over the past 24 months.

Despite this, on the 19 January 2020, the government proposed to bring forward restrictions on EU migrants deemed 'low-skilled' which will, in my opinion, worsen the severe labour shortage that exists.

Even if the £30,000 salary threshold – recommended by the Migration Advisory Committee – for the employment of non-UK workers after Brexit was to be reduced, businesses would still face issues

recruiting non-UK workers due to the proposed future immigration system. Under the proposed system, non-UK workers must meet the required Regulated Qualification Framework (RQF) Level 3 threshold however, despite the high level of skill and knowledge required, being an LGV driver is officially a Level 2 qualification. As a result, these drivers would not be considered, whether they earn the salary threshold or not.

And while the proposed scheme is likely to include a temporary provision for additional EU workers for sectors suffering from a 'specific shortage' of staff, it is my belief that the arbitrary salary and qualification standards should be scrapped.

Government must acknowledge how reliant the industry is on EU workers and reconsider its approach to ensure vital workers are welcomed post-Brexit transition period thus allowing Northern Ireland, and indeed the whole of the UK, to continue trading.

Now that we have a functioning local Assembly back up and running, we can pursue the skills gap with relevant Ministers and MLAs and highlight the impact it is having on the entire logistics industry.

Unlike Great Britain, we share a land border with an EU member state and if we cannot train the right staff or, if we are unable to recruit due to migration rules, those businesses and potential workers only have to move a few miles south for other options and offers.

Digital innovations on the road ahead in 2020

New technologies are accelerating the pace of change for businesses across Europe, with many businesses unsure how developments in AI and Machine Learning, data analytics and other innovations will impact their operations in 2020, writes Derek Bryan, VP EMEA, Verizon Connect.

Against this landscape, we've looked at the technologies and innovations that are likely to be the most transformative in the coming year. Here we look the top trends in technology that will drive the mobile workforce on the road ahead and how they will help transform fleets, supply chains, logistics and businesses themselves.

AI and Machine Learning will open up new possibilities that seemed unimaginable only a short few years ago. With more computing power at the edge, businesses will be able to capture more data from across every aspect of their operations. At the same time, AI and Machine Learning will help create new ways to use these insights to transform customer experience.

Embracing AI at scale will also help accelerate the rollout of next-generation predictive and preventative technology across businesses of all sizes. This will give businesses near real-time updates into the past and future performance of every asset at their disposal. Thanks to recent advances in technology, assets ranging from cranes to trailers are now capable of reporting more information to managers than ever before.

Bridging the gap

We'll see new solutions that combine vehicle location data and technician status insights to help operations managers make faster and



Derek Bryan, VP EMEA, Verizon Connect.

more informed decision-making. In addition, fleet managers will do all of the above using a single application, without having to switch between separate telematics and field service systems. As a result, fleet-reliant businesses will stay consistently and firmly connected, helping to mitigate the risk of disruption.

We will also see mobile workers harness the power of voice recognition technology to help improve their safety. Despite the growing popularity of consumer digital assistants in recent years, there has been a slower rate of adoption of this technology from enterprises. Improved voice recognition technology will, however, become an ever more powerful

tool for the mobile worker, allowing hands free input of data, activation of tasks and streamlined communication with managers.

One of the key potential outcomes of the move to 5G is the use of the vehicle as the centrepiece of a mobile work environment, helping it to serve as a single point of contact for all types of connected work. Integrating additional technologies like inventory control using RFID, Wi-Fi and online capture of data and quick information exchange would further solidify the vehicle as the workspace of the future.

Final thoughts

One certainty about the future of fleet management is that technological innovation will continue to determine the competitive landscape for businesses. From enhancing customer experience to opening up operational efficiencies, fleet managers should be constantly looking for new capabilities enabled by technologies. At the same time, the foundations of future implementations also need to be set to make sure existing business models are capable of handling the change.

A single, centralised platform at the heart of the fleet-based business will help fleet managers to reduce any friction from transformation and transition smoothly into the new digital business landscape.



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DAF Trucks posts largest ever UK market share in 2019

DAF Trucks has taken its largest-ever share of the UK truck market in 2019, with an expected 30.5% of the market above 6.0 tonnes GVW – up from 27.2% in 2018 and out-performing the company's previous high of 30.1% in 2016.

The record-breaking share results from 14,814 DAF registrations in 2019 – the highest volume for any manufacturer since 1988 (when DAF Trucks registered over 15,000 trucks and when the total UK market above 6.0-tonnes was almost 68,000 units).

"Our all-time-high market share in 2019 marking 25 uninterrupted years of market leadership in the UK is testament to one thing," said Laurence Drake, DAF Trucks' new Managing Director in the UK, "our customers, and their continued support and the confidence they place in the DAF brand. And I promise this," he said, "we will continue to respond and adapt to customers' needs to bring unrivalled products and services for the next 25 years."

The overall 2019 UK market, which DAF Trucks expects to be close to 48,500, would be the third-highest over the previous ten years. Early forecasts from analysts, including at DAF Trucks, predicted that 2019 would deliver a far smaller

market – 41,000 units – with the end-of-year figure far exceeding those expectations.

Catalysts for this higher demand were concerns over potential tariffs for imported chassis ahead of the UK's originally scheduled Brexit date of March '19, the introduction of SMART tachos causing a pull forward in June and further Brexit concerns before its rescheduled October deadline. DAF Trucks' order book was further boosted by customers investing in Euro-6 compliant vehicles to comply with London's Ultra Low Emission Zone and other planned Clean Air Zones throughout the UK.

"The best products and services," added Drake, "are developed through close cooperation with end-users. We rely on those relationships; with customers who tell us what we do right, and perhaps more importantly, what we do wrong. This dialogue enables us to develop and deliver products and services that meet the market's ever-changing requirements.

"And, of course, truck manufacturers are only as successful as their dealer networks, and in the DAF Dealer network we have the very best in the business. 134 locations supported with an industry-leading portfolio of aftersales services, including our benchmark DAFaid roadside assistance programme.

"Looking towards the potential market in 2020, we expect to see a market reduced in size by the end of this year; perhaps down to between 40 and 41,000 units. But," he added, "amid much political uncertainty, confidence in an accurate prediction is low."

Built in Britain

The vast majority of DAF vehicles for the UK market are built at Leyland Trucks in Lancashire. The state-of-the-art production facility produced over 19,500 vehicles in 2019, with more than 12,500 going to UK operators and just over 7,100 exported across the world to 51 countries.

- Record-breaking 30.5% share of market above 6.0 tonnes GVW
- 14,814 vehicle registrations one of the highest ever for DAF Trucks
- All-time-high share coincides with 25 successive years as UK market leader
- "...we will continue to respond and adapt to customers' needs to bring unrivalled products and services for the next 25 years." DAF Trucks new Managing Director, Laurence Drake

FORS professional training programme for 2020

FORS has announced the 2020 schedule for its acclaimed FORS Practitioner training sessions. The series of ten workshops are each delivered by transport experts at key venues across the UK, giving managers the tools and knowledge to embed FORS best practice across their business.

FORS Practitioner is a series of 10 workshops covering all aspects of fleet management, specifically designed to equip delegates with the tools they need to make their operations safer, smarter and greener. Delegates attending all 10 workshops become qualified FORS Practitioners, joining an elite group of over 1,900 individuals who have reached FORS Practitioner status.

The series provides a complete package of fleet management, inclusive of managing work-related road risk, safe and efficient fleet utilisation, reducing fuel use and minimising fines and charges.

To date, more than 1,900 managers across the UK have achieved FORS Practitioner status by completing the ten FORS Practitioner workshops, and now possess a comprehensive grounding in all aspects

of fleet management and operational best practice.

The FORS Practitioner workshops are: Developing Fleet Management Policy, Managing Work-Related Road Risk, Managing Driver Fitness and Health, Managing Driver Training and Development, Collision Procedures and Analysis, Safe and Efficient Fleet Management, Reducing Fuel Use and Minimising Environmental

Impacts, Minimising Transport Fines and Charges, Measuring and Monitoring Road Fleet Performance and Managing Noise in Logistics.

The latest series of workshops are due to take place between January and March in Edinburgh, Altrincham, Birmingham, Cardiff, London, Croydon, Bedford and Corby, with dates added for the remainder of the year in the coming weeks.



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Joint Venture to Introduce Zero-Emission Heavy-Duty Trucks

FPT Industrial and IVECO and NIKOLA have unveiled plans for a joint venture and collaboration agreement to accelerate industry transformation towards emission neutrality of Class 8 heavy-duty trucks in North America and Europe through the adoption of fuel-cell technology.

This comes three months after CNH Industrial's announcement, involving its FPT Industrial powertrain brand and its IVECO commercial vehicles division, of the intention to enter into a strategic partnership with NIKOLA Motors.

The partnership includes the creation of a European joint venture to develop and distribute cab-over hydrogen fuel-cell and battery-electric trucks for the European market.

NIKOLA will provide its class-leading fuel-cell expertise and advanced technologies, as well as its disruptive business model that foresees an industry-

first all-inclusive lease rate.

IVECO, together with FPT Industrial, will contribute their engineering and manufacturing expertise to industrialise the fuel-cell and battery electric trucks.

Development of the joint-venture's first truck has started: the battery electric NIKOLA TRE, which is based on the new IVECO SWAY platform and integrates NIKOLA's truck technology, controls and infotainment.

Testing is expected to begin in mid-2020, with the European public launch planned for the IAA 2020 commercial vehicle exhibition.



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EXPORT & FREIGHT

**TRANSPORT & LOGISTICS
AWARDS 2020**



**GALA DINNER
THURSDAY 17th SEPTEMBER
CROWNE PLAZA, SHAWS BRIDGE, BELFAST**

**STRICT DEADLINE
29th MAY 2020**

**ENTRIES SUBMITTED AFTER THIS DATE WILL
NOT BE ACCEPTED AS JUDGING DAYS ARE IN JUNE**

Entries are invited from individuals or companies connected with the road transport & logistics industry, for any or all of the categories listed

EXPORT & FREIGHT TRANSPORT & LOGISTICS AWARDS 2020 CATEGORIES ANNOUNCED

TRANSPORT MANAGER OF THE YEAR



a. This award will be presented to the applicant who demonstrates the highest levels of up to date knowledge, professionalism and ability in managing all aspects of a modern transport undertaking.

b. The applicant will be assessed against all aspects of transport management including – driver recruitment, maintenance, driver licensing, operator licensing, drivers hours/rest periods, vehicle testing, contracts of employment, vehicle excise, financial management, use of IT, fuel efficiency and disciplinary procedures.

CHILLED OPERATOR OF THE YEAR



This award will be presented to the best Chilled Operator who presents an up-to-date modern fleet with a high quality distribution service. The judges will be looking for an operator who complies with all temperature controlled regulations and service options.

OWN ACCOUNT OPERATOR OF THE YEAR (Restricted Licence Holder)



a. This award will be presented to the applicant who operates under an own account (Restricted) operator's licence and demonstrates the highest levels of up to date knowledge, professionalism and high quality service to their respective customer base.

b. Judges will pay particular regard to all aspects of the business including a well-presented modern fleet who deliver a highly efficient and effective service to their customer base. Other aspects on the business will be assessed including business planning, employee retention and recruitment, training, fleet compliance, operator licensing, contracts of employment, use of IT, fuel efficiency and environmental issues

SAFETY AWARD



Each company will need to demonstrate how they manage, control, and monitor the quality aspects of their respective companies and be able to describe roles, responsibilities, and methodologies for ensuring compliance with all regulatory bodies. Review of the company's strategy and controls currently employed, or to be developed and implemented by the company, to consistently deliver products and services that meet the requirements of the Safety Award.

*Read more at <https://exportandfreight.com/awards-enter-20/>

APPRENTICE OF THE YEAR



This will be awarded to an Apprentice, someone not certificated at Level 3 before Sept 2019, who has demonstrated skill and determination in the course of their training and working in a workshop.

NATIONAL & INTERNATIONAL HAULIER OF THE YEAR (over 20 Vehicles)



a. This award will be presented to the applicant who operates under a standard operator's licence with more than 20 vehicles specified on their operators licence and demonstrates the highest levels of up to date knowledge, professionalism and high quality service to their respective customer base.

b. Judges will pay particular regard to all aspects of the business including a well-presented modern fleet who deliver a highly efficient and effective service to their customer base. Other aspects on the business will be assessed including business planning, employee retention and recruitment, training, fleet compliance, operator licensing, contracts of employment, use of IT, fuel efficiency and environmental issues.

HAULIER OF THE YEAR (up to 20 Vehicles)



a. This award will be presented to the applicant who operates under a standard operator's licence with 20 or less vehicles specified on their operator's licence and demonstrates the highest levels of up to date knowledge, professionalism and high quality service to their respective customer base.

b. Judges will pay particular regard to all aspects of the business including a well-presented modern fleet who deliver a highly efficient and effective service to their customer base. Other aspects on the business will be assessed including business planning, employee retention and recruitment, training, fleet compliance, operator licensing, contracts of employment, use of IT, fuel efficiency and environmental issues.

TOP TRAINING & DEVELOPMENT OPERATOR OF THE YEAR



This award will be presented to the operator who demonstrates the highest standards of in-house training programmes developed in line with best practice and leading edge training providers to ensure compliance, enhance safety and develop staff. The training must be designed and provided for delivery to staff solely within the business and not for delivery to external 3rd party customers.

AWARDS SPONSORS



DRIVER OF THE YEAR

This Award will be presented to the commercial vehicle driver who offers a high standard of driving skills, excellent driving record, immaculate vehicle and dress code and dedication to the trade. This will be a practical test held at Transport Training Services, Nutts Corner, in August. Please send a CV and hi res image of the candidate. A practical driving test will determine the winner.

INNOVATION EXCELLENCE AWARD

The Innovation Excellence Award is open to all companies operating within the transport and logistics sector who have invested in innovative solutions to make their operations more efficient, profitable and successful. This can be any type of innovation from the latest equipment and facilities to cutting edge technology or environmental solutions. Any type of transport operation is invited to enter from shipping lines to hauliers, van fleet operators to own account fleets. The contender is invited to illustrate in the entry their innovative solutions for their business.

EXCELLENCE IN CUSTOMER SERVICE AWARD**TBC**

This will be open to all companies who pride themselves in the level of their customer service including Dealers, Service Agents, Equipment Suppliers, Hauliers, Shipping companies etc. Entrants should show how they have gone the extra mile to provide the highest level of excellence in their service to all customers and outline why their company deserves the accolade of the best Service Provider. Customer testimonies, though not essential, are advised, as these will show examples of quality customer service. These will be totally confidential and shredded once the judging has taken place.

TOP TEAM OF THE YEAR

This award is open to all companies and businesses in every sector of the logistics industry - from transport and logistics operators to exporters, warehousing experts, shipping companies and dealerships - and recognises teams within the organisation who by working together on a project, initiative or strategy have made a significant and positive contribution, perhaps by overcoming difficulties and challenges to do so.

A team, by definition, could be made up by just two people, or a hundred; size is not important. What is important is that the team can demonstrate outstanding achievement or accomplishment in their area or field of expertise.

HOME AND BUSINESS DELIVERY OPERATOR OF THE YEAR**TBC**

This award is aimed at operators in the Home and Business Delivery sectors who can clearly demonstrate high standards of operational compliance and customer service. Operators will be required to provide evidence of safe and efficient best practice in the areas of; vehicle maintenance and standards; driver licencing, competence and behaviour; safe working environment including working practices and fuel efficiency; demonstrate how peak flows in demand are handled; proven on-time delivery statistics; and customer service. Entries are encouraged from companies who consider themselves the delivery operator of choice for the retailer, business owner and consumer.

TOP FLEET OF THE YEAR**TBC**

This will be presented to an outstanding fleet of vehicles based on appearance, quality, maintenance programmes, driver efficiency, skill and professionalism. Judges will be looking for carefully planned maintenance systems, low levels of downtime, well-kept vehicles and drivers and investment in the latest models, driving aids and technology.

TRAILER FLEET OF THE YEAR

This award will be presented to an operator whose trailer fleet consistently offers exceptional standards in every aspect of operation, including use of innovation, safety performance, vehicle efficiency and operational uptime. The winner will also be able to demonstrate how their trailer specification is tailored to their operational requirements and supports their business objectives. Please send details of your trailer fleet including any specialist operations offered.

VAN OF THE YEAR**TBC**

This Award invites all van manufacturers to nominate one vehicle from their model range with a 900-1700 kg payload, which they see as the ultimate fleet van for the UK and Ireland. The only conditions are that the nominated vehicle must be reasonably new and a proven workhorse for a wide range of locally, nationally or internationally running fleets. One will be picked as Van of the Year by an independent panel of Judges.

LIVERIED VEHICLE OF THE YEAR**TBC**

This Award is open to any company who owns and operates an individual vehicle with an outstanding livery and befitting a flagship vehicle within the company. Entries must be accompanied by hi res photographs of the vehicle and details of the livery, what the vehicle is used for operationally and why the company invested in the unit.

FLEET TRUCK OF THE YEAR

This award invites all truck manufacturers to nominate one vehicle from their model range over 18 tonnes GVW which they see as the ultimate fleet truck for the UK and Ireland, the only conditions being that the nominated vehicle must be reasonably new and a proven workhorse for a wide range of locally, nationally or internationally running fleets. One will be picked as Fleet Truck of the Year by an independent panel of judges.

LOGISTICS & WAREHOUSING SPECIALIST

This will be presented to a national organisation with bases in Ireland/ UK and/or Europe offering a high level of international logistics service covering all aspects of the supply chain including haulage, warehousing, and distribution. The winner will prove a total commitment to providing an excellent range of logistics services and exceptional levels of customer care.

TRANSPORT PERSONALITY OF THE YEAR

This award will be presented to the individual whose personal achievement deserves industry recognition.

AWARDS SPONSORS

SO HOW DO YOU ENTER?

**IT'S NOT AS COMPLICATED AS YOU MIGHT THINK.
IN FACT, OUR ADVICE AS ALWAYS IS: KEEP IT SIMPLE.**

ALL CHANGE FOR JUDGING 2020

This year awards category finalists will be judged by either telephone interview, site visit or face to face interview. Finalists will be called to attend by judges in June. Please make sure you are available in June.

HOW DO YOU ENTER?

Your entry will not be judged on presentation but make sure it is easy to read and is filled by both reasons why you should win and evidence to support these reasons.

Any factual information, such as operational, service, financial or personal details, to back up any claims expressed in your entry, should be clearly and concisely laid out.

You don't have to be a big concern to enter. You could be an individual, a company with less than 10 employees or a large national/international outfit. You will be judged on merit, not size.

The judges are looking for excellence, outstanding qualities or contributions, unrivalled service and innovation, individuals and organisations who have gone the extra mile – so demonstrate all of that in your entry; make it stand out from the rest!

If you have faced any difficulties or obstacles in achieving your goals, make sure you note it on your entry.

If you need to provide any additional information to support your entry, keep it as brief and to the point as possible. Feel free to send customer testimonies to support your entries.

- **ENTRIES SHOULD STATE THE CATEGORY THEY ARE ENTERING.**
- **ENTRIES MUST BE MADE BY EMAILING A WORD / PDF DOCUMENT STATING THE AWARD CATEGORY TO HELEN@4SQUAREMEDIA.NET**
- **A MINIMUM OF 2 HIGH RES IMAGES THAT BEST DEPICT YOUR ENTRY TO BE SUPPLIED IN HIGH RESOLUTION (IF AN IMAGE IS EMBEDDED IN YOUR ENTRY, PLEASE ALSO SUPPLY SEPARATELY - THIS IS FOR MULTI MEDIA USE, SHOULD YOU BE A FINALIST)**
- **ENTRIES SHOULD NOT EXCEED 1000 WORDS (APPROX.)**
- **SEPARATE AWARD ENTRIES TO BE EMAILED FOR EACH CATEGORY ENTERED.**
- **LARGE FILES CAN BE SENT VIA WETRANSFER - EMAIL TO BE SENT TO HELEN@4SQUAREMEDIA.NET TO ADVISE THEREOF.**
- **AWARD ENTRY ENQUIRIES CAN BE MADE TO HELEN BEGGS: HELEN@4SQUAREMEDIA.NET OR M: 07779 713762**

You can also submit supporting corporate material – brochures etc, including photographs of projects, services or products. You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category. The judges' decision is final and no correspondence will be entered into.

All entries are private & confidential. The winner will remain confidential until the event.

All entries should be received by 29th May 2020.

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Continental launches new Conti CoachRegio intercity bus tyres

Continental has launched a new tyre line for intercity buses, Conti CoachRegio. The range includes an all-axle fitment tyre as well as a dedicated drive axle tyre.

The new design fulfils the needs of bus and coach operators who run short distance travel and intercity transportation, as well as those who operate buses, tour buses, school buses or workers shuttles.

The range is available as Conti CoachRegio HA3 295/80 R 22.5 for all-round fitment as well as a drive axle tyre, the Conti CoachRegio HD3.

The latter will also be available from Q4 2020 as ContiRe CoachRegio HD3, manufactured using Continental's hot retreading solution, which provides multiple service lives thanks

to the durable and robust casing of Continental tyres.

Lutz Stäbner, Head of Product Management for Continental truck and bus tyres in Europe, the Middle East, and Africa said, "With this new tyre line, our balanced compound has enabled Continental to overcome the technical challenge of developing a tyre with increased safety and mileage, whilst also delivering low rolling resistance performance for regional bus applications.

"With the Conti CoachRegio, we introduce efficient tyres that save fuel, last longer and offer better handling as well as



comfort without compromising on the most important requirement – safety."

FTA Launches Strategic Supply Chain Consultancy Practice

The FTA has strengthened its consultancy offering for businesses across the supply chain with the launch of a new strategic consultancy arm.

Led by a group of industry experts - Eddy de Jong, Martin Palmer and Paul Wilson, who each have more than 25 years knowledge of specialist logistics consultancy working on major projects with the biggest brands across the sector – the new strategic consultancy offering will broaden FTA's service capacity, particularly with deep warehousing knowledge and experience.

Core consultancy services offered by the new team will include warehouse

improvement and optimisation, including process mapping and review, manpower modelling, systems functionality assessments and cost evaluations, as well as a full warehouse design and automation service.

This will include operational profiling, modelling for storage and pick method design, warehouse sizing and layout design and staffing requirements.

Ingersoll Rand Introduces Trane Technologies

Ingersoll-Rand has introduced its pure-play climate company, announcing the new company name, strategy and executive leadership team.

The climate company will be named Trane Technologies plc, elevating its market leading Trane brand and celebrating the power of technological innovation.

Through its strategic brands, Trane and Thermo King, and portfolio of climate-focused innovations, Trane

Technologies aims to create efficient and sustainable solutions for buildings, homes and transportation.

"Global megatrends are pushing climate action to the forefront of the world's agenda," said Michael W. Lamach, chairman and CEO of the current Ingersoll Rand

and of the future Trane Technologies. "We excel where these megatrends intersect with our advanced technologies and powerful innovation. Building on our leadership in sustainability, Trane Technologies will redefine the status quo for our industry and challenge what is possible for our customers and the world."

GLS Ireland delivers worldwide

The parcel service provider GLS Ireland has added GlobalBusinessParcel to its portfolio of services.

Whether the USA, Japan or Australia, consignments reach major business centres in three to five days, with customers benefiting from speedy and straightforward processing.

With GlobalBusinessParcel, GLS now delivers documents and goods to almost every corner of the globe. Andreas Rickert, Managing Director of GLS Ireland, says: "Our new product is tailored to the needs of SMEs who wish to diversify into global markets and who attach great importance to having a single shipping partner.

"GlobalBusinessParcel is another solution that allows us to offer greater flexibility for senders. We are delighted with the interest already shown by our customers. Demand is particularly high for shipping to the USA."

Ireland's first Electric Bus takes to the road

Ireland's first fully-electric bus has gone into operation, representing another milestone in the country's transition to a low-carbon future.

The Volvo bus – commissioned by Tifco Hotel Group – will operate an 8km round trip between the Crowne Plaza and Holiday Inn Express Hotel and Dublin Airport.

ESB, through its Smart Energy Services business, is providing a high-powered electric vehicle charging solution which will be located on the hotel grounds. The bus, a one-door 12m Generation 2 7900e with 200kW battery capacity, will charge fully in 50 minutes.

The new shuttle bus, which is replacing an existing diesel bus, is estimated to cover an average annual mileage of around 88,000km. It will provide a complimentary service for guests of the hotel, with drop off and pick up at terminal two at the Airport.

ROAD HAULAGE ASSOCIATION: REAL SUPPORT WHERE IT MATTERS MOST

BY JOHN MARTIN, RHA POLICY MANAGER (NI)

Are Enforcement Agencies effective, compliant and value for money?

The Road Haulage Association provides operators across Northern Ireland with the highest levels of support and where relevant, challenges enforcement agencies on the function and service they provide to ensure effectiveness, accountability, compliance and value for money, writes John Martin, RHA Policy Manager (NI).

Whilst the RHA is traditionally seen as an organisation that represents road hauliers we actually represent all businesses that operate goods vehicles. I'm conscious margins are extremely tight within the sector with approximately 3% profit appearing to be the industry average.

In order to ensure a profitable return on capital invested operators need to ensure they operate efficiently when considering vehicle purchases, fuel efficiency, driver time management, vehicle maintenance, training, general compliance and business management.

If all aspects of the business are managed efficiently it's anticipated that you will remain competitive, obtain a profitable return on your capital invested and remain compliant.

However, one element that individual businesses or operators cannot control is unfair competition from operators who are prepared to cut corners, not operate within the rules and undercut operators who comply. This is where effective goods vehicle operator licensing and enforcement is meant to play a role!

Service Delivery

I'm in the process of undertaking an assessment of how effective operator licensing and enforcement is in complying



with the legal mandates under which they operate, how they spend their budgets on service delivery and is it value for money.

I've already been instrumental in getting the Department for Infrastructure to re-establish the NI Road Freight Forum with the first meeting scheduled for late Feb 20. I've also undertaken considerable background work on the Carriage of Dangerous Goods enforcement by the Health & Safety Executive (NI) and the PSNI and have been instrumental in organising a meeting with them and the PSNI scheduled for late Feb 20.

Some of the various Departments and Agencies tasked with enforcement responsibilities within NI have to comply with legal requirements on their enforcement activities and I intend to raise concerns at the level, effectiveness and compliance with these mandates.

It's hoped this will ensure resources are targeted at the most non compliant operators and legitimate operator's receive

the protection required resulting in a level playing field, fair competition, enhanced road safety, reduction in damage to the road and bridge network and the environmental.

Revenues & Fees

I'm not sure if many transport operators are aware that when they pay a test fee to DVA to have their HGV or trailer tested for roadworthiness they also pay an additional fee incorporated into the overall fee to cover the cost of compliance assurance activity (Enforcement and Operator Licensing support) associated with the introduction of the Goods Vehicles (Licensing of Operators) Act (NI) 2010.

DVA receive £38.50 for every HGV tested and £15 for every trailer tested to pay for compliance assurance activity – enforcement!

From initial assessment of information obtained under a Freedom of Information request the revenue generated by DVA for this activity is set out in the table below along with some of their activity indicators.

Financial year	Revenue generated for compliance assurance activity	Vehicles checked by enforcement (HGV's and trailers)	Number of infringements prosecuted	Fixed Penalty notices issued	Compliance Audits	Cost per vehicle checked
16/17	£1,270000	2969	391	914	111	£427
17/18	£1,280000	2777	391	1318	38	£460
18/19	£1,330000	2180	703	912	63	£610

Football Legend to Guest Star at FTA Northern Ireland Logistics Lunch

Former Premier League footballer Andy Cole will be speaking at FTA's annual Northern Ireland Logistics Lunch, to be held at the Merchant Hotel in Belfast on Friday 5 June 2020.

Famed for his role in helping Manchester United secure a treble victory in 1999 – the Premier League, FA Cup and Champions League titles – the ex-England striker will inspire the audience with his tales of success, failure and resilience as post-lunch entertainment.

Seamus Leheny, Policy Manager for Northern Ireland at

FTA, commented: "We are thrilled to have secured Andy Cole as post-lunch entertainment at this annual event.

The annual lunch is the perfect forum at which to recognise industry achievements, network with peers, enjoy a delicious three course lunch and informally debate the key issues and opportunities facing the logistics with logistics experts from across the province."

The event also serves as a fundraiser for PIPS Charity, a Belfast-based organisation providing suicide prevention and bereavement support services, counselling and therapies throughout Northern Ireland.

For more information or to book a place, please visit fta.co.uk/PRnillunch



Andy Cole



(Picture Credit Mark Breen)

Alastair Fisher in his new VW POLO GTI R5 taking air at the Galway international Rally in 2020.

The Fisher name back on top spot

Alastair Fisher's victory in the Modern Tyre Services backed VW Polo R5 on the Galway Rally brought back many poignant memories for rally fans throughout Ireland. Alastair's victory came 21 years since his uncle Bertie's victory on the event.

With twenty Irish Tarmac Rally Championship victories to his name, the legendary Bertie Fisher is still the most successful rally driver in Irish rallying history.

With co-driver Gordon Noble, Alastair led the Galway rally from start to finish against one of the best entries seen in Ireland in years with the top twenty cars virtually all state of the art R5 cars.

With 45 branches across Ireland, Modern Tyres has been supporting Alastair Fisher for eight years as he progressed through the WRC Academy, the Junior World Rally Championship, the British Rally Championship and now the Irish Tarmac Championship.

IRTE Ireland North Student Awards

The Institute of Road Transport Engineers (IRTE) Ireland North region is holding its annual student awards evening at the end of February.

There is an open invitation to the event, which rewards rising talent in the heavy vehicle sector, is to take place on Thursday 27th February from 19.30 at Transport Training Services, Dundrod.

Awards will be presented to

winners in four categories, including Apprentice Technicians in Heavy Vehicle level two and level three; Automotive Management level five; and regional winner of the 2019 IRTE Apprentice Skills Challenge.

This year the awards will be presented by Martin McVicar,

Managing Director of Combilift.

Bruce McGill, CEO of the Society of Operations Engineers (SOE) will also present a special long service award to an individual with forty years as an IRTE member.

Daniel Moir, CEO of the IRTE will also be in attendance.

Sponsors of the awards include Halfords, Kerrs Tyres, Search Workshop Supplies and Transport Training Services.

The IRTE is a professional sector of the SOE and supports HGV and PSV professionals throughout their careers, encouraging high standards in heavy vehicle maintenance.

If you would like to attend this event, please visit <https://www.soe.org.uk/events/apprentice-award-event.html> to register your attendance.



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Peter Morrow

FORS Manager – Northern Ireland.



SAFER CITY DRIVING FOR ALL ROAD USERS

For commercial vehicle drivers today, understanding how to drive safely and efficiently in urban environments is a given, and a crucial part of many drivers' work, no matter where they are based.

Arguably, inner cities are one of the most challenging environments for commercial vehicle drivers, where densely populated areas and busy streets can result in serious safety concerns for all road users.

FORS believes that commercial vehicle drivers have a duty of care to those with whom they share the road. Indeed, when the scheme began 12 years ago, improving road safety for all road users was its most important goal, and a principle which remains central to the FORS remit today.

FORS believes that the route to safest possible urban driving is through robust training, and its progressive model ensures city driving is embedded throughout.

For example from FORS Bronze level, drivers must have completed a safety eLearning module within the past 12 months of audit.

Further urban driving training is required as members move to FORS Silver, where HGV drivers must have completed either a Safe Urban Driving training course, or a FORS

approved work related road safety training course with an on-cycle element, within the five years prior to accreditation.

FORS Silver also requires members undertake the FORS Professional LoCity 'Time to clean up' eLearning module, to understand fuel efficient driving techniques.

Finally, at FORS Gold, members must take the FORS Professional LoCITY Driving course learning how to reduce emissions and minimise the environmental impact of HGVs, through pre-journey planning, vehicle checks, fuel-efficient driving and alternative fuels.

Consisting of two 3.5-hour modules, one classroom-based and one practical, the FORS Professional Safe Urban Driving course is fully aligned to meet the requirements of both the Transport for London (TfL) Work Related Road Risk (WRRR) and the Construction Logistics & Community Safety (CLOCS) Standard.

Taking place over one day, the classroom module focuses on safely sharing the road and highlights the vulnerability of other road

users, explaining how urban streetscapes are evolving to encourage more walking and cycling. The practical module supports this by giving drivers a chance to get on bikes and experience the road from a cyclist's point of view.

Past participants have been pleasantly surprised by what they learnt after seeing the road from a cyclist's point of view, with 89 per cent of attendees stating that their understanding of the issued face by vulnerable road users had improved as a result of the training, and drivers coming away confident that they are able to apply the advice in their daily operations.

Both the FORS Professional LoCITY Driving and Safe Urban Driving courses are driver CPC-accredited and offer essential training for all commercial drivers operating HGVs and passenger carrying vehicles, to learn how to share the road safely with vulnerable road users such as cyclists and pedestrians, whether in urban or rural areas.

For more information about becoming a FORS member, visit: www.fors-online.org.uk



HIRECO NI GO 'ALL ELECTRIC' WITH LDV'S LATEST EV80 VANS FOR SALE OR HIRE

Hireco in Northern Ireland is best known as a leading trailer rental and maintenance company, with hundreds of trailers and tractor units available for hire – now it is going 'electric' with a move into the van rental and sales market.





In breaking new ground in Belfast, the company has acquired its first all-electric LDV vans for sale, hire or leasing.

In doing so, it is anticipating a growing demand for all electric vehicles as the transition away from traditional petrol - and diesel - powered units gathers momentum.

Here at Export & Freight, we had the opportunity recently to take one of Hireco NI's new LDV EV80 all electric vans – now available for contract hire - out on to the road to see what the attraction might be for customers seeking to improve their 'green' credentials.

One of the first things that strike you is how quiet the van is; it looks, drives and feels just like the diesel equivalent - and with zero emissions, it certainly has considerably less impact on the environment.

Ideal for both city driving and short journeys, the EV80 boasts up to a maximum of 120 miles on a single charge and will fast charge to 80% in an hour and a half, meaning you can charge the van while you carry out your work or load and unload the cargo.

A sophisticated electric power system, high-capacity lithium ion phosphate battery, permanent magnet synchronous electric motor and intelligent electric motor controller give you

high-efficiency and steady power output.

Digital intelligent continuously variable transmission (CVT) Intelligent switching between the three power modes leads to a seamless speed change and gives an exceedingly smooth driving experience. Essentially, the van is an automatic, so you don't have to concern yourself with gear changing or operating a clutch! As for handling and steering, you'll not notice much difference compared to a diesel van. If anything, it feels more responsive and a touch lighter.

For those wishing to use the van for delivery operations in town or city centres, the EPB Electric park brake makes parking convenient and reliable - and helps prolong park brake parts' service life.

The only feature of this van that is more impressive than the range and charging rate is the vast running cost saving over a diesel equivalent that customers are surely going to love.

The 3,500Kgs GVW EV80 panel van has a payload of almost 1,000kgs, and there is a chassis cab variant that offers a body and payload allowance of around 1,300kgs. Both come with a 56kWh battery, and 92kWh rated motor and CCS (combined charging system) type 2, capable of both DC and optional AC charging.

There's no doubt, this is an outstanding vehicle for city driving and is already being used by delivery and utility companies, together with

selected city councils, all over the UK – now Hireco NI's customers can join them without having to invest in purchasing the all-electric.

Having installed multiple electric charging points at our depot providing charge for customers when required. We can also install charging stations at customers premises as part of the package.

External Features

- Electric and heated side mirrors
- Daytime running lights
- Single sliding side door

Cargo Area

- Low cargo floor height
- Non slip entry steps
- Recessed tie down points
- Easy clean non-slip cargo mat
- Cargo area illumination

Interior Features

- Air-conditioning
- Electric windows
- FM/AM/MP3 Player
- Three-seater cabin
- Driver seat with arm rest
- Eight-way adjustable driver's seat
- Dual passenger seat
- Deep door storage & overhead storage
- Integrated cup holders



Vauxhall LCV Ends Year on a High

Vauxhall LCVs ended 2019 on a high, with a 27 per cent increase in sales volumes boosting its van market share by two percentage points to a total of 9.7 per cent.

The all-new Luton-built

Vivaro's popularity played a major part in the success, which saw Vauxhall LCV numbers grow by around 8,000 units in 2019, to a total of 36,000 sales. In December alone, Vivaro recorded a 14.2 per cent month-on-month segment increase versus 2018, with around 3,200 sales.

Over one-million Vivaros have now been built at Vauxhall's Luton plant – the only one of its kind in the UK – and with class-leading credentials and multiple body styles, it's no surprise that Vivaro is stealing a march on its rivals.

The recently launched Combo Cargo also played a supporting role in Vauxhall LCV's success, increasing its month-on-month segment share in December by 17.5 per cent, versus 2018, taking it to the segment's number-one spot.

Vauxhall passenger cars also



continued to hold their own in what was a challenging year for the motor industry. The Insignia maintained its segment-leading position by the end of the year, and even in its run-out phase, the previous generation Corsa still finished 2019 in its segment's number-two spot, helped by

being the UK's best-selling car overall in September alone.

In December, the Combo Life and Crossland X family models also led their segments, with the popular Grandland X SUV in the number-two spot.

Overall, 2019 was a transitional

year for Vauxhall, with two model lines being dropped (Mokka X and ADAM), and a ramp-down in outgoing Corsa sales in Q4 ahead of the new model arriving this month. Yet the strength of the company's sales performance in other areas resulted in only a small decrease from a volume of 205,000 in 2018, to just under 200,000 last year.

However, 2020 is set to be a landmark year for the company, with four new electric/hybrid models added to its range, capitalising on the UK's increasing appetite for cleaner and greener mobility. Leading the charge will be Vauxhall's first hybrid model, the 300PS, all-wheel-drive Grandland X Hybrid4, followed closely by the all-new Corsa-e, with its 209-mile range.

And after a short hiatus, the Mokka name will return later this year, but not only will it grace an all-new model, but one with full-electric capability, too.

The success enjoyed by Vauxhall's new Vivaro LCV in 2019 is set for an even higher level in 2020, as the all-electric Vivaro-e joins the range.

Boost for Mercedes Sprinter, Vito and eVito models

Mercedes-Benz Vans UK Ltd has enhanced the capabilities of its class-leading connectivity system, Mercedes PRO connect, with the addition of two new services – Remote Access and Digital Drivers' Log.

Remote Vehicle Access means that a driver assigned to a vehicle can lock and unlock the vehicle and operate the optional auxiliary heater (if fitted) from anywhere in the world. This allows packages to be dropped off to the load compartment, for example, even if the driver is not with the vehicle. In addition, the driver is able to set the vehicles' optional auxiliary heater.

If the keys are locked in the vehicle, they can also now be retrieved more easily. It also offers improved anti-theft protection, as unlocked vehicle doors are noticed, flagged on the system, and can be remotely locked again.

Digital Driver's Log enables journey logs to be generated into an exportable PDF file that can be kept for company records, or can be used to assist vehicle managers or administrators in calculating personal versus business mileage

and a complete record of all journeys. This enables more efficient working procedures, as tedious and error-prone manual entries in a journey log are no longer necessary.

Since the introduction of Mercedes PRO connect with the latest generation of the Sprinter in June 2018, Mercedes-Benz Vans has connected 9,500 new Sprinter vehicles in the UK, giving customers greater security, safety and efficiency benefits.

Mercedes PRO connect constantly updates itself, giving customers new features and benefits up to every six months. In 2019, Mercedes-Benz Vans added Drive Style monitoring and electric mobility services to Mercedes PRO connect.

Further new features to the system in the past six months also included real-time

variable servicing monitoring, parking time monitor and additional geo-fence options.

Steve Bridge, Managing Director, Mercedes-Benz Vans UK Ltd, said: "We are committed to enhancing the value our connected vehicle services that we offer to our customers to help keep their businesses moving. We don't want to introduce gimmicks; we truly believe that these digital services will add genuine value to the van community and provide small ways to give them one less thing to think about. As is always the case too, we welcome feedback from van drivers and operators about their use of Mercedes PRO connect and any ideas of what they would like to see developed, so that we can continue to provide the most innovative solution for this hard working community."

Mercedes-Benz Vans is offering these new digital services for all vehicles activated after 13.01.2020. All Mercedes PRO connect services including the newly released 'Remote Access' and 'Digital Drivers Log' are now included free of charge, for three years.

Mercedes-Benz Vans is also working on an update to remotely retrofit the software to previously connected vehicles, to allow all eligible customers to benefit from these exciting updates, which should be available by the end of Q1 2020.



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Ford Celebrates Strongest Ever January CV Sales

Ford of Britain has reported its best-ever January commercial vehicles sales with 8,700 units registered, a year-on-year increase of 4.9%.

Ford remains the market leader for both commercial and passenger vehicles in the UK, occupying the top slots in both segments. The Transit Custom and Transit are the first and second best-selling CV in the UK respectively, while Ranger and Transit Connect take 6th and 7th place. More than double the amount of Transit Custom units

were sold compared to its nearest rival.

Andy Barratt, Managing Director for Ford of Britain and Ireland, said: "Ford has made a strong start to the year as we continue to grow our commercial vehicle leadership and build on our strengths in passenger vehicles in the UK, with launches of the all-new Puma

crossover and Kuga SUV early this year."

Passenger vehicles have enjoyed similar success in January, with Fiesta and Focus remaining the two best-selling models in the UK.

Industry-wide passenger car sales were down 7.9 per cent in January compared with the same month last year. Ford's combined passenger vehicle and CV market share for January was 14.5 per cent – an increase of 1.5 per cent year-on-year.

LDV to Rebrand as Maxus

2020 is already shaping up to be a momentous year for LDV with the announcement that from April, LDV will rebrand as MAXUS across right-hand drive Europe.

The rebrand coincides with the launch of two new models that will underpin the brand's transformation: the all-new Deliver 9 and the newest EV in the brand's stable, the E Deliver 31.

In 2009, LDV was bought by China's largest automotive manufacturer, SAIC, and was manufactured under the MAXUS moniker for the home market in addition to selected left-hand drive markets in Europe such as Spain, Belgium and The Netherlands.

In 2015, renowned Dublin-based distributor, The Harris Group, secured the distribution rights to the brand for the UK, Ireland and right-hand drive Europe. Harris has a strong heritage in commercial vehicles and launched the flagship V80 and electric variant, the EV80 under the LDV badge, which had retained strong brand recognition in the UK and Ireland.

The brand has since been firmly re-established in both markets with a loyal following and many marquee clients, supported by a strong dealer network, which is poised for further growth this year.

But, according to Denise Harris, CEO of The Harris Group, which was founded by her late husband, Pino in the 1960s, now is the optimum time to consolidate the brand as MAXUS enters a new era of automotive excellence.

"When it comes to changing a brand name, you have to think very seriously about the benefits and also the possible consequences, and decide if it really is the right thing to do for the brand and the wider business. The LDV brand is much-loved by many loyal customers

but, with the advent of new models on new platforms that will undoubtedly change brand perceptions, I am confident that the market will welcome the transition," said Denise Harris.

"As the MAXUS brand grows, both in China and across Europe, and with more and more models and variants being introduced to the market, it makes sense for us to align with the global MAXUS brand. As a company and main distributor, we are really excited to be part of this evolution and I think that our enhanced offering will inject new life into the LCV market."

By April 3rd, all elements of the rebrand will be complete with new MAXUS signage and collateral across all dealerships, a new website www.saicmaxus.co.uk, and two new MAXUS models, plus variants on the road in 2020. The rebrand relates to all new platform vehicles from 2020.

Mark Barrett, general manager of MAXUS UK and Ireland, said: "2020 is going to be the brand's biggest year ever with the impending launch of our game-changing diesel panel van,

the Deliver 9 and the arrival to market of MAXUS' second EV model, the E Deliver 3, which was unveiled last year at the Commercial Vehicle Show.

"With cutting edge design, a brand-new platform and 2.0-litre engine, the LDV Deliver 9 will be the brand's most comprehensive and versatile offering to date. Available in a choice of three lengths, three heights and a choice of front or rear wheel drive, this van really is on another level."

Full details, spec and pricing are still under wraps, but Mark promises a big reveal for this new model at the Commercial Vehicle (CV) Show in Birmingham in April, when it will line up alongside the E Deliver 3, which was formerly known as the EV30.

The E Deliver 3 is a fully electric small van of zero emissions and an industry-leading battery range, clocking up to 198 miles/320km (NEDC) / (168 miles / 270km WLTP2) range on a single charge (52.5kWh battery). It has been billed as the little brother to the company's EV80, but is the first vehicle in the range that is only available as a fully electric model.



(L-R) John Barr, Isuzu Dealer of the Year, William Brown, Managing Director Isuzu UK and Peter Eakin, Special Appreciation Award.



(L-R) Robbie Wallace, Regional Manager Isuzu UK, Alastair Kerr and Joel Eakin.

Isuzu Northern Ireland Dealers Dominate Awards

Isuzu's Northern Ireland dealers turned out in force at the company's annual conference in Newcastle recently - and swept the boards across a wide range of Awards.

Isuzu Japan Directors Mr Hosokawa and Mr Inaba joined the event, hosted by UK Managing Director William Brown.

Presenting John Barr Cars with the prestigious Dealer of the Year Award for an unprecedented third year in a row, and Eakin Bros with a special recognition Award for 18 years' service with the brand, William Brown highlighted that Isuzu Northern Ireland lead the way in Europe.

"John Barr Cars Antrim and Eakin Bros Maydown are two of the finest Isuzu sites in all of Europe," said William. "Both businesses relocated their rapidly growing Isuzu pick-up franchises to new larger premises in 2019, investing millions of pounds to give customers prime facilities of the highest order. Customer care is extremely important and Isuzu owners consistently praise the hands-on, friendly, personable service our family run dealers deliver in Northern Ireland. It really does set us apart from the big faceless Groups."

He also highlighted the strong sales performance

of the Isuzu D-Max in the face of very tough market conditions over the last three years. "Our dealers have delivered a resilient performance and maintained market share consistently, while some major manufacturers have dropped back significantly. We've seen big hitting competitors like Mercedes and Fiat completely pull out of the market and other Japanese makes fall back significantly. All we build at Isuzu are commercial vehicles, our buyers love their D-Max's - 2019 was indeed our record year for industry Awards and D-Max swept the boards across the UK."

The importance of individual sales team members is traditionally celebrated at the annual Isuzu Awards, and this year Robbie Wallace of Gormley Motors and Joel Eakin from Eakin Bros were presented with the Isuzu Pick-Up Professional awards, which recognises their achievements at the company's Training Centre in Solihull. Billy Smyth from Eakin Bros was also recognised with the Salesman Guild Award

for many years top sales performance.

"Our dealers and their sales forces are the lifeblood of our business," said Mr Hosokawa, "and it has been a real honour to attend this evening and meet so many highly trained, committed and motivated Northern Ireland members of the extended Isuzu family. They are clearly listening to our many customers, and we will strive to keep building pick-ups to meet that demand."

"After feedback from the Northern Ireland market we've extended our 5 year Roadside Assist and Recovery programme, along with our 5 year/125,000 mile warranty, to cover our pick-ups anywhere across Europe," added Mr Inaba. "Recent political developments in the UK will not adversely impact NI customers, wherever they travel on the island of Ireland. We believe that delivers value for our customers, everybody wants complete peace of mind when making major investments. Isuzu's are reliable, and built to work as hard as our many NI owners; it's a no-nonsense winning formula."

Green Enthusiasm Needs Government Supports Says Logistics Industry

Logistics operators are among the first to identify the benefits of switching to electric vehicles, according to FTA, with nine out of ten operators who are already using EVs planning to expand their fleets within the next three years.

However, according to a new report from FTA, further expansion will require the government to urgently address the limitations which prevent wider adoption across the UK's fleet.

Denise Beedell, FTA's Policy Manager for Vans and Urban, comments: "While the report shows there is incredible determination to create positive

change across the logistics industry, it also identifies significant barriers that remain, preventing further uptake. FTA - the business organisation representing the sector - is calling on government to address these issues which include grid capacity constraints as well as limited vehicle types and vehicle availability, if the roll out of the

UK's EV fleet is to continue.

"The report outlines fleet operators' frustrations with the limited vehicle-types available: 71% of respondents who decided against purchasing EVs cited this as the primary reason. For a number of years, FTA has urged manufacturers to progress the development of heavier EVs over 3.5 tonnes, as well as models

such as tippers and pickups, and would like to see more definitive timelines from manufacturers as to when such vehicles will be available. In the meantime, FTA is asking government to recognise these limitations when implementing local and national policies on vehicle access."

FTA's survey was conducted across a range of fleet operators from small, local businesses to large, international fleets. The guide can be accessed via the following link: fta.co.uk/evreport

Another Record-Breaking Year For Mercedes-Benz Vans

Mercedes-Benz Vans sold 44,130 vehicles in 2019 – a 14.4% increase on the previous year, representing another record broken for the manufacturer.

In fact, in 2019, the brand secured record monthly sales performances in January through to August consecutively, and achieved record Vito, Sprinter chassis, and X-Class sales.

This result positioned Mercedes-Benz in position three in the overall van market (which itself was up just 4.2% overall on 2018), with the Sprinter in the top position for the large van market in the UK.

The brand also lent more money than ever before

to businesses requiring a van to keep them moving, and succeeded in lending over £400m, which is +£44m on the previous best ever year.

Steve Bridge, Managing Director, Mercedes-Benz Vans UK Ltd, added: "We are so proud to keep Britain's businesses moving and record figures like this confirm that we have got it right; not just the right product, but the right services, processes and of course, people. In fact, our network of people, both at head office and



across our nationwide Dealer network, work hard to bring our brand values to life, and I couldn't be more proud of them for achieving this record-breaking result and supporting the fantastic van community in all that they do."

Lord Mayor unveils new electric vehicles for Belfast parks



Mayor Councillor Daniel Baker unveiling the new electric vehicles which will be used in Belfast parks.

Belfast's First Citizen has called on people from across the city to help shape action on climate change by sharing their views on Council's draft resilience strategy.

The appeal comes as Lord Mayor Councillor Daniel Baker unveiled new electric vehicles which will be used in parks across Belfast.

Introducing the 12 electric vehicles is part of Belfast City Council's plans to review its fleet, with long-term ambitions set for transition to low carbon transport options in the future.

Lord Mayor of Belfast Councillor Daniel Baker said: "Climate change has reached a point where we need to make urgent and concerted efforts to understand and prepare for its impact. Our goal is to transition Belfast to an inclusive, low carbon, climate-resilient economy within a generation, so there is work to be done."

Van market up +5.9% marking positive start to 2020

The UK new light commercial vehicle (LCV) market enjoyed growth in the first month of the year, according to the latest figures released by the Society of Motor Manufacturers and Traders (SMMT).

Registrations rose +5.9% in January after three months of decline towards the end of 2019, caused by pent-up demand due to regulatory changes, as well as operators taking advantage of some

compelling deals on the latest models.

Small vans weighing less than or equal to 2.0 tonnes and mid-sized vans weighing more than 2.0-2.5 tonnes led the charge,

with double-digit growth for both segments at +26.3% and +41.7% respectively. 4x4s experienced a moderate growth of +6.3% while pickup registrations fell -9.7% and larger vans weighing more than 2.5-3.5 tonnes remain stable at -0.9%.

Mike Hawes, SMMT Chief Executive, said, "January's growth is welcome news for the commercial vehicle sector. Especially welcome is the increased uptake of alternatively fuelled commercial vehicles, essential if we are to address both climate change and air quality goals. The fastest way to do this is by encouraging uptake of the latest low emission vehicles, regardless of fuel type, and business confidence remains vital for this transition."

Iceland Places Its Largest Ever Order with Cartwright



Frozen food specialist Iceland has just added 43 Cartwright multi-temperature refrigerated trailers to its vehicle fleet.

A major retail success story, Iceland has over 1,000 stores throughout the UK as well as owned or franchised stores across Europe and a global export business. The company has been a customer of Cartwright since 2014.

The order is the culmination of a series of collaborative meetings between Iceland, Cartwright and XPO who operate the distribution centres.

Following advice from Cartwright and XPO, Iceland has upgraded its equipment specification from tandem axle to tri-axle trailers having taken into account the operational benefits and residual value advantages.

Specification on the trailers includes a lift axle which aids manoeuvrability when delivering to stores as well as the benefit of improved stability a tri-axle gives. The trailers are equipped with a Thermo King Spectrum fridge and DHollandia tail-lift and were supplied under a full contract hire package through Cartwright Finance Sales.

BIFA welcomes deadline extension for Customs grant scheme applications

The British International Freight Association has welcomed news that HM Revenue and Customs (HMRC) has extended the deadline for businesses to apply for customs support funding to 31 January 2021.

The scheme, first announced in September 2019, had been due to close on 31 January 2020. To date, applications have been made for around £18.5 million out of a possible £26 million – meaning there is at least £7.5 million left to claim from HMRC.

Robert Keen, director general of BIFA, the trade association

for UK freight forwarding and logistics companies, says: "The news of a further extension to the deadline for this funding is very welcome, and we are encouraging our members who believe they might benefit to apply; if they have not done so already."

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

completing customs declarations with the aim of supporting training and the upgrade of IT systems.

Keen adds: "This scheme is intended to help support the extra demand for customs brokerage services associated with the UK's departure from the EU, as well as issues associated with the replacement of the current system used to process

customs entries."

BIFA says the grants could be used to support a business that is extending and taking on new staff, or to help train an existing employee to start completing customs declarations for the company. Training can be delivered by an external provider, or an in-house trainer.

FORS Becomes Official Supporter of Mental Health Charity

FORS has announced Mates in Mind as a new FORS Associate and hopes the link with the charity will further reinforce the need for operators across road transport to take mental health concerns as seriously as other staff safety considerations.

As a FORS Associate, Mates In Mind will offer all FORS members access to employer mental health guidance resources and regular news updates regarding the latest developments in mental health in the workplace.

In addition, FORS members who choose to become Mates in Mind Supporters themselves will be able to access a broad range of Mates in Mind services and support, offering a flexible range of options to help them to take-action in line with their business priorities and needs. This includes an assessment piece, general awareness training courses and a suite of tools and communications resources to support their own bespoke programmes.



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Belfast Harbour Tonnages Remain Strong

Trade tonnages handled by Belfast Harbour during 2019 have remained strong at more than 24m tonnes for the second year running.

Positive growth was recorded in several sectors including Roll-on / Roll-Off (Ro-Ro) freight vehicles and exports of aggregates, while last year's more favourable weather conditions led to lower imports of grain, animal feeds and fuels.

Ro-Ro units rose by 4% to a record 542,000, reflecting the continued popularity of Stena Line's freight traffic routes to Scotland and England. Exports of stone by Co Down based Conexpo for GB and European infrastructure projects exceeded 1m tonnes for the first time. Tonnages in the wider aggregates sector grew by 4% to a record 1.6m tonnes.

Northern Ireland's tourism sector also benefitted from record numbers of cruise and ferry passenger numbers, up by 6% to over 1.6m, the highest figure recorded in 16 years. The number of tourist coaches carried also increased by 10% to a record 10,000.

Joe O'Neill, Belfast Harbour's CEO, said: "Although there has been prolonged uncertainty about Brexit's implications for Northern Ireland, port-related trading activity



within the local economy has been steady with tonnage levels staying above 24M Tonnes for the second consecutive year. This reflects Belfast Harbour's highly diversified and resilient business model which enables us to operate across every major cargo sector.

"Belfast Harbour's long-term strategy is to be the world's best regional port. That will require significant ongoing investment in infrastructure to deliver projects in partnership with key customers such as Stena Line and also attract new trades to Belfast. To that end, we are currently investing £55m

to upgrade the Belfast-Liverpool ferry terminal to facilitate two new leading-edge vessels which Stena is introducing and are purchasing ten new cranes at the Port's container terminal to improve the efficiency of container handling."

The 2019 figures also revealed that container traffic increased by 2%, surpassing the 130,000 units handled threshold for the first time since 2008.

Michael Robinson, Belfast Harbour's Port Director, added: "Over the longer-term, the mix of trades handled by the

port will continue to evolve as consumer spending habits change and the drive to decarbonise the economy accelerates.

"While this will lead to a decline in fossil fuel imports which have been a staple of the port industry for the last century, it also presents opportunities to further develop trades related to the green economy and sectors such as offshore wind where Belfast Harbour has a proven track record

"By investing in facilities that cater for the next-generation of larger and more efficient vessels we can provide economies of scale for existing importers and exporters and attract new business to Belfast."

Belfast Harbour in Numbers

- 24m tonnes cargo annually
- 2,000-acre estate
- 8km of quays / 30km of roads
- £250m invested in past decade
- £254m investment committed by 2023
- 70% of all NI's seaborne trade
- 1.6m ferry passengers annually
- 285,000 cruise passengers annually
- 760 businesses and tenants

Investing in future success



Belfast Harbour would like to thank all port users for their support in making last year another successful year for us all. We are currently investing £55m in our RoRo and container terminal facilities to ensure this success continues and we deliver on our aspiration of being the best regional port in the world.



BRITTANY FERRIES OFFERS IRISH HAULIERS DIRECT GATEWAY TO EUROPE

It is more than four decades since Brittany Ferries began operating in Ireland; today it serves a loyal, diverse and expanding customer base on its sailings between Ireland, northern Spain and France.

The route between Ireland and northern Spain was launched in the spring of 2018 offering capacity for a mix of freight and passenger traffic, with both Irish and Spanish hauliers recognising the many benefits of this direct sailing between the two countries, volumes have been steadily growing,

After almost two years of operating the Spanish sailing between Cork and Santander and following research and feedback from our freight customers, the route will change to operate between Rosslare and Bilbao – this with effect from the end of February 2020.

In making this change, Brittany Ferries aims to capture further freight business due to amongst many reasons, the location of Rosslare port, the wider range of shipping options available to the freight market, and the facilities the port can offer.

Complementing the twice weekly service between Rosslare and Bilbao and the seasonal Cork to Roscoff route, there will also be an additional weekly service between Rosslare and Roscoff.

With a capacity for up to 95 freight units and with Brexit on the horizon, hauliers will appreciate this direct connection between Ireland and mainland Europe, offering seamless transit whatever the result of the ongoing political negotiations.



By using this service from Rosslare to France and to Northern Spain, hauliers can greatly reduce their road miles, up to a thousand miles in some cases and that in turn saves on fuel, wear and tear of their trucks and also provides drivers with the opportunity to take their full daily (or weekly) rest periods during the crossing. "They can, in effect, put their feet up while their truck is still on the move." Safety and security is of course a major factor for hauliers and drivers. Spending more of the

journey at sea rather than on the road also means drivers don't have to rest up on lay-bys or lorry parks on the continent – a clear risk to drivers, their vehicles and cargo.

Both the ferry ports of Bilbao and Rosslare are conveniently located, as is the port of Roscoff, enabling drivers to quickly access the motorway networks.

But it is not only the Brittany Ferries routes that are designed with the driver in mind. The ferry operator also places drivers' personal comforts high on its list of priorities. That's why there are specially reserved areas in tranquil surroundings for them to dine in, with cuisine of the highest quality. And when it comes to their all-important rest, every driver is allocated comfortable en-suite and air-conditioned cabin accommodation, with linen, towels and toiletries provided.

In recognition of the increasing flow of fresh produce and fish between Ireland and Spain, the ship offers a substantial number of on board plug-in points. Brittany Ferries also handles a full range of unaccompanied wheeled freight items such as mobile homes, trailers, tractors and trade cars. In addition, rubber tracked vehicles can be carried on some of its services.

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

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Re-Gen WTE Ltd renews long-term licence with Warrenpoint Harbour

Newry-headquartered Re-Gen WTE Ltd has agreed another long-term licence with Warrenpoint Harbour Authority to export 'Refuse Derived Fuel' products from the port.



Kieran Grant, Finance Director of Warrenpoint Harbour with Joseph Doherty, Managing Director of Re-Gen and David Holmes, CEO of Warrenpoint Harbour agree a long term licence to ship products from the Port.

The company processes around 200,000 tonnes of waste at its facility every year and Warrenpoint Port is an important transit point for processed, non-recyclable 'Black Bin' waste, destined for Europe.

Anything recyclable is recovered from the waste before it is prepared in the form of 'Solid Recovered Fuel' (SRF). It is then shipped to Waste to Energy (WtE) plants in Europe, where it is incinerated instead of coal and oil, to generate electricity for home heating.

Commenting on the licence renewal, Joseph Doherty, Managing Director of Re-Gen Waste said: "The Port has been a valuable partner and an essential part of our supply chain solution. By providing a professional facility, Re-Gen can service our customer base amongst councils in Northern

Ireland and overseas power plants, such as in Vasteras, Sweden.

"This is a win-win scenario for Re-Gen WTE Ltd, WPHA and local government as it advances the green agenda by being an important substitute for fossil fuels, as well as enabling councils in Northern Ireland to divert non-recyclable waste away from landfills."

David Holmes, CEO of WPHA added: "Warrenpoint Harbour is delighted to be part of this refreshingly green initiative, which so sustainably and responsibly tackles waste issues. Re-Gen is a market leader in this area of green expertise and the Port is committed to continuing to play its part in enabling their success story."

Re-Gen WTE Ltd is a sister company of Re-Gen Waste Ltd, which employs 240 staff across a wide range of disciplines. Its operations include, mixed dry recycling (MDR) processing, municipal solid waste (MSW) processing, transport and engineering.

The company operates its purpose-built installation 24 hours a day and has processed nearly two million tonnes of household waste to date.

Buoyancy in Container Traffic a Positive for Port of Cork

The Port of Cork has reported that the combined total traffic through both the Port of Cork and Bantry Bay Port Company took a dip of 5% from 10.6 million tonnes, to just over 10 million tonnes in 2019. The cause for this minor decline is attributed to less volumes of dry bulk cargo through the port. Overall total imports decreased by 7% while exports decreased by 3%.

A key area, particularly for the Port of Cork as they look to complete and open Cork Container Terminal in 2020, was the continued increase in container or LoLo traffic in 2019. Over 240,000 TEUs were handled in 2019, a 5% increase on the previous year.

Brendan Keating, Port of Cork Chief Executive said: '2020 will be a significant year for the Port of Cork as we prepare to complete and open the €86 million Cork Container Terminal development in Ringaskiddy, so seeing continued growth in container volumes through both Tivoli and Ringaskiddy is very encouraging.'

He continued: 'Once operational the new

terminal will enable the port to handle up to 450,000 TEU per annum. We already possess significant natural depth in Cork harbour, and our work in Ringaskiddy Port will enable us to accommodate vessels of 5500 to 6000 TEU, which will provide us with a great deal of additional potential for increasing container traffic.'

In 2019 oil traffic handled through Whitegate Oil Refinery owned by Canadian company Irving Oil, saw a decrease of 9% partially due to a planned maintenance shut down in August.

In 2019 the Port of Cork handled 100 cruise liners bringing over 243,000 passengers and crew

to the region, while Bantry Bay Port Company welcomed 10 cruise liners to the harbour town. In 2020 a record 102 cruise ships are scheduled to call between March and December.

The Port of Cork jointly with Lanber Holdings purchased Marino Point in 2017 and following consultation with Belvelly Marino Development Company, stakeholders, residents and a design team, the Belvelly Port Facility Masterplan was developed. The masterplan sets out the strategic approach of Belvelly Marino Development Company and is a guide to the future development of Belvelly Port Facility. It is envisaged that Marino Point will be developed to accommodate a range of industrial and port related activities and could become a dynamic industrial hub for the area, thus creating employment.

Brendan Keating said: 'As part of the Project Ireland 2040 National Planning Framework, one of the key future growth enablers for Cork is to deliver large scale regeneration projects for the provision of new employment and supporting infrastructure in Cork Docklands, as integrated, sustainable developments, including relocation of sites from the City Docks. Belvelly Port Facility has been identified to enable this type of growth.'



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guide to 2020 **SHIPPING**

IRELAND BOASTS A LEADING EDGE PORTFOLIO OF SHIPPING SERVICES THROUGH A VARIETY OF SHIPPING LINES AND AGENTS THROUGHOUT THE ISLAND.



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WELCOME TO OUR ANNUAL COMPREHENSIVE GUIDE TO SHIPPING

This exclusive and comprehensive listing of every freight and passenger ferry operator, shipping line and shipping agency in Ireland has proved to be an invaluable reference point for the industry down through the years.

It covers every area across the ro-ro and lo-lo sectors, highlighting sailing frequencies, routes, operators, vessels, cargo types and contact details, as well as the various shipping agents services being offered – everything from customs clearance and freight forwarding to import and export container services, abnormal loads and dangerous goods, and much more.

The annual guide is designed in a simple, easy to understand format so that potential customers can see at a glance whatever information they need.



LOAD-ON/LOAD-OFF services

CRONUS LOGISTICS

www.cronus-logistics.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
BRISTOL	WARRENPOINT	CRONUS LOGISTICS	2/WEEKLY	Sun & Thurs	MV Greta	LO LO LO LO	T: 028 4175 3241	Email: sales@cronus-logistics.com

ROLL-ON/ROLL-OFF services

BRITTANY FERRIES

www.brittanyferriesfreight.co.uk

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAEN, FRANCE	Portsmouth	Brittany Ferries	Up to 3 daily returns	Portsmouth: Morning/ afternoon/night Caen: Morning /afternoon/night	Normandie Mont St Michel	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
LE HAVRE, FRANCE	Portsmouth	Brittany Ferries	Up to 12 x weekly returns	Le Havre: Afternoon/night	Baie de Seine Etretat	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
CHERBOURG, FRANCE	Portsmouth	Brittany Ferries	Daily April to September	See website www.brittanyferriesfreight.co.uk	Normandie Express	Fast craft Small vans only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
CHERBOURG, FRANCE	Poole	Brittany Ferries	Up to 7 x weekly returns	See website www.brittanyferriesfreight.co.uk	Barfleur	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
ROSCOFF, FRANCE	Plymouth	Brittany Ferries	Up to 10 x weekly returns	See website www.brittanyferriesfreight.co.uk	Armorique Pont-Aven	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
ST MALO, FRANCE	Portsmouth	Brittany Ferries	Up to 7 x weekly	See website www.brittanyferriesfreight.co.uk	Bretagne Pont-Aven	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
SANTANDER, SPAIN	Plymouth	Brittany Ferries	1 x weekly	See website www.brittanyferriesfreight.co.uk	Pont-Aven	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
BILBAO, SPAIN	Portsmouth Poole	Brittany Ferries	3 x weekly 2 x weekly	See website www.brittanyferriesfreight.co.uk	Cap Finistère Baie de Seine Pelican	Multi-purpose Multi-purpose Freight only	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
SANTANDER, SPAIN	Portsmouth	Brittany Ferries	3 x weekly	See website www.brittanyferriesfreight.co.uk	Pont-Aven Cap Finistère Baie de Seine	Multi-purpose Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
ROSCOFF, FRANCE	Cork / Rosslare	Brittany Ferries	Up to 1 x weekly	See website www.brittanyferriesfreight.co.uk	Pont-Aven Connemara / Kerry	Multi-purpose Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com
BILBAO, SPAIN	Rosslare	Brittany Ferries	2 x weekly	See website www.brittanyferriesfreight.co.uk	Connemara / Kerry	Multi-purpose	Tel: 0330 159 5001	Brittany Ferries Email: freight.sales @brittanyferries.com

ROLL-ON/ROLL-OFF services

IRISH FERRIES

www.irishferriesfreight.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HOLYHEAD	Dublin	Irish Ferries	Up to 6 round trips per day	Dublin 02.00; 08.05; 14.30; 20.55 Holyhead 02.40; 08.15; 14.10; 20.15	Ulysses, WB Yeats, Epsilon, Dublin Swift Visit www.irishferriesfreight.com	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353 (0) 818221560	Email: dublinfreight@irishferries.com Skype: irishferriesfreight
PEMBROKE	Rosslare	Irish Ferries	2 round trips per day	Rosslare: 08.45, 20.45 Pembroke: 14.45, 02.45	Isle of Inishmore	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353 (0) 818221560	Email: dublinfreight@irishferries.com Skype: irishferriesfreight
CHERBOURG	Dublin	Irish Ferries	Visit www.irishferriesfreight.com	Visit www.irishferriesfreight.com	W.B. Yeats, Epsilon	Ro/Ro Freight, Passengers, Cars, Coaches	Dublin T: +353 (0) 818221560	Email: dublinfreight@irishferries.com Skype: irishferriesfreight

MOTIS

www.motis.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
NOVARA, ITALY	Freiburg	Intermodal (Motis)	1 x every 3 hours each direction	Approx every 3 hours starting	Intermodal Truck Train	Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
FOLKESTONE	Calais	Eurotunnel/ (MOTIS)	Up to 6 Departures Per Hour	Visit: www.motis.com	Multiple	Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
MONT BLANC & FREJUS TUNNEL, FRANCE	Mont Blanc & Frejus Tunnel (Italy)	Mont Blanc & Frejus Tunnels	On arrival	On arrival	Multiple	All vehicles travelling with non-hazardous cargo	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Office MOTIS Email: sales@motis.com www.motis.com
HELSINGBORG (Sweden)	Puttgarden (Germany)	Scandlines (Motis)	1 x every 45 minutes	Visit: www.motis.com	Multiple	Passengers/ Passenger vehicles, Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
IJMUIDEN (Holland)	Newcastle	DFDS (Motis)	1 x Daily Passenger	17:00	Multiple	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
HELSINKI (Finland)	Rostock (Germany)	Finnlines (Motis)	1 x Daily Passenger	Visit: www.motis.com	Multiple	Passengers/ Passenger vehicles Ro/Ro freight	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com
PATRAS (Greece)	Ancona (Italy)	Minoan Lines/ Superfast/ Aneklines	Average 4 x Daily	Visit: www.motis.com	Multiple	Freight/ Passenger	T. 028 3025 2500 F. 028 3025 2552	Booking & Sales Office MOTIS Email: sales@motis.com www.motis.com

P&O FERRIES

www.poferriesfreight.com www.pofreight.com

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAIRNRNRYAN	Larne	P&O Ferries	Up to 7 daily return sailings	Regular sailings 24 hours	European Causeway, European Highlander	RoRo Freight / Passengers, cars, caravans & coaches	Freight: T. +44 845 832 22 22 Passenger: +44 (0) 1304 448 888	Email: freight.larne@poferries.com Freight sales & bookings poferriesfreight.com
LIVERPOOL	Dublin	P&O Ferries	Up to 3 daily return sailings	From Dublin 09.00, 15.00, 21.30. From Liverpool 03.00, 09.30, 21.00	Norbay, Norbank, Pennant	RoRo & LoLo Freight, cars & passengers	Freight: T. +44 845 832 22 22 / +353 1 876 2345 Passenger: +44 (0) 1304 448 888	Email: freight.dublin@poferries.com Freight sales & bookings poferriesfreight.com
EUROPOORT NL	Hull	P&O Ferries	1 x daily each direction	Hull 20.30 Europort 21.00	Pride of Hull, Pride of Rotterdam	ROPAX	T. +44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Hull	P&O Ferries	1 x daily each direction	Hull 18.30 Zeebrugge 19.00	Pride of York, Price of Bruges	ROPAX	T. +44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Hull	P&O Ferries	3 per week each way	Hull: Tue, Thu, Sun, Zee: Mon, Wed, Fri	mv Elisabeth	LOLO	T. +44 (0) 1482 708 288	freight.bookings.hull@poferries.com
EUROPOORT NL	Teesport	P&O Ferries	3 per week each way	Tees: Tue, Thu, Sun, Europort: Mon, Wed, Fri	mv Wilhelmine	RORO	T. +44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Teesport	P&O Ferries	Daily Mon-Sat	Tees: Mon & Sat, 19.30; Tue-Thu, 19.00 Zee: Mon-Fri, 20.30; Sat, 20.00	Bore Song, Estraden	RORO	T. +44 (0) 1482 708 288	freight.bookings.hull@poferries.com
ZEEBRUGGE BE	Tilbury	P&O Ferries	Up to 2 per day each way	From Tilbury: Mon 21.00; Tue-Fri 10.00 & 22.00; Sat 10.00; Sun 18.00 From Zee: Mon 22.00; Tue-Fri 11.00 & 23.00; Sat-Sun 20.00	Norsky, Norstream	RORO	T. +44 (0) 1304 862 537	freight.tops.tilbury@poferries.com
DOVER	Calais	P&O Ferries	1 x every 45-60min each direction	1 departure approx. every 45-60min each direction	Spirit of France, Spirit of Britain, Pride of Kent, Pride of Canterbury, Pride of Burgundy, European Seaway	Ro/Ro freight/ Passengers	Freight: T. +44 (0) 1304 86 38 75 Passenger: +44 (0) 1304 448 888	freightsupport@poferries.com

ROLL-ON/ROLL-OFF services

STENALINE GROUP

www.stenaline.co.uk

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
HEYSHAM	Belfast	Stena Line	2 x Daily Tues-Fri 1 x Daily Sat, Sun, Mon each direction	Tues - Sat 09:00 Mon - Fri & Sun 21:00 both directions	Stena Hibernia Stena Scotia	Ro/Ro Freight Service	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
BIRKENHEAD (Liverpool)	Belfast	Stena Line	3 x Daily Tues - Fri 2 x Daily Sat, Sun, Mon each direction	10:30 & 22:30 both directions No Monday a.m. sailings From Belfast Mon 16:00, Tues-Fri 15:30 From Liverpool Mon 05:00, Tues-Fri 03:30	Stena Lagan Stena Mersey Stena Forerunner	Ro/Ro Freight Passengers/ Cars/Coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
CAIRNRYAN	Belfast	Stena Line	6 x Return crossings per day	Regular sailings day & night	Superfast VII Superfast VIII	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 028 9078 6088	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
CHERBOURG	Rosslare	Stena Line	3 x Weekly each direction	From Rosslare: Tues 21:30, Thurs 20:30 & Sat 16:30 From Cherbourg: Wed 21:00, Fri 20:30 & Sun 15:00	Stena Horizon	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi @stenaline.com
HOLYHEAD	Dublin	Stena Line	4 x Return crossings per day	From Holyhead 02:30/ 08:55/14:00/20:30 From Dublin 02:15/ 08:10/14:50/20:40	Stena Adventurer Superfast X	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
FISHGUARD	Rosslare	Stena Line	2 x Return crossings per day	From Rosslare: 08:00 / 18:10 From Fishguard: 13:10 / 23:45	Stena Europe	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062 F: 028 90 786088 calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi @stenaline.com
HARWICH	Rotterdam	Stena Line	2 x Daily Tues - Fri 1 x Daily Mon, Sun each direction	From Harwich: Tues - Fri 08:00 Mon - Fri 22:30 Sun 21:00 From Rotterdam: Tues - Fri 11:30 Mon - Fri 21:00 Sun 20:00	Somerset Bore Bay	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
HARWICH	Hoek Van Holland	Stena Line	2 x Return crossings per day	From Harwich: Mon-Sat 09:00 Sun 10:00, Daily 23:00 From Hoek: Mon-Sat 14:15 Sun 13:45 Mon - Sun 22:00	Stena Hollandica Stena Britannica	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
HOEK VAN HOLLAND	Killingholme	Stena Line	1 x Return crossing per day	From Killingholme: Mon-Fri 20:30 Sat-Sun 20:00 From Hoek: Mon-Fri 20:30 Sat-Sun 20:00	Stena Transporter Stena Transit	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com
KILLINGHOLME	Rotterdam	Stena Line	1 x Daily Mon - Fri, Sun each direction	From Rotterdam: Mon-Fri 19:45 & Sun 19:00 From Killingholme: Mon-Fri 19:45 & Sun 19:00	Stena Scotia	Ro/Ro Freight	T: 0845 070 4000 F: 01255 252246 T: 0031174315858 (H) F: 0031174389468	Freight Reservations Email: freightbooking.nl @stenaline.com

SEATRUCK

www.seatruckferries.com

ROUTE	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
Warrenpoint - Heysham Route	Seatruck Ferries	11 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Performance & Precision	Ro/Ro Freight Trade Cars	Warrenpoint: T: 028 4175 4400 Heysham: T: 01524 853512	Email: warrenpoint.booking @seatruckgroup.co.uk heysham.booking @seatruckgroup.co.uk
Dublin - Heysham Route	Seatruck Ferries	6 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Panorama Seatruck Pace	Ro/Ro Freight Trade Cars	Heysham: T: 01524 853512 Dublin: T: 00353 1 8230492	Email: heysham.booking @seatruckgroup.co.uk dublin.booking @seatruckgroup.co.uk
Dublin - Liverpool Route	Seatruck Ferries	20 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Power, Seatruck Progress, Seatruck Pace, Clipper Point & Seatruck Panorama	Ro/Ro Freight Trade Cars	Liverpool: T: 0151 9333660 Dublin: T: 00353 1 8230492	Email: liverpool.booking @seatruckgroup.co.uk dublin.booking @seatruckgroup.co.uk

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AGENT	DESTINATION
Containerships (Dublin) Limited Unit D2 Swords Enterprise Park, Feltrim Road, Swords, Co. Dublin, Rep. of Ireland K67 F256 Tel: + 353 (1) 8107454 Fax: + 353 (1) 8138190 Mob + 353 (0) 86 781 6421 www.containershipsgroup.com	<div> <div>➤ WESTERN EUROPE</div> <div>➤ EASTERN EUROPE</div> <div>➤ CIS</div> <div>➤ SCANDINAVIA</div> <div>○ NORTH AMERICA</div> <div>○ SOUTH AMERICA</div> <div>○ CENTRAL AMERICA</div> </div> <div> <div>○ CARIBBEAN</div> <div>○ AFRICA</div> <div>○ MIDDLE EAST</div> <div>○ INDIAN SUB-CONTINENT</div> <div>○ SOUTH EAST ASIA</div> <div>○ FAR EAST</div> <div>○ AUSTRALASIA</div> </div>
SPECIALIST SERVICES	
➤ Abnormal Load Experts	➤ Dangerous
➤ Import & Export container services	➤ Refrigerated

AGENT	DESTINATION
 HAMILTON SHIPPING CONTAINER SERVICES 2-10 Duncrue Road, Belfast BT3 9BP Tel: 028 9035 7000 Fax: 028 9075 6666 Email: sales@hamiltonshipping.com www.hamiltonshipping.com	<div> <div>➤ WESTERN EUROPE</div> <div>➤ EASTERN EUROPE</div> <div>➤ CIS</div> <div>➤ SCANDINAVIA</div> <div>➤ NORTH AMERICA</div> <div>➤ SOUTH AMERICA</div> <div>➤ CENTRAL AMERICA</div> </div> <div> <div>➤ CARIBBEAN</div> <div>➤ AFRICA</div> <div>➤ MIDDLE EAST</div> <div>➤ INDIAN SUB-CONTINENT</div> <div>➤ SOUTH EAST ASIA</div> <div>➤ FAR EAST</div> <div>➤ AUSTRALASIA</div> </div>
SPECIALIST SERVICES	
➤ Customs Clearance	➤ Freight Forwarding
➤ Logistics	➤ Port Warehousing & Storage

AGENT	DESTINATION
Heyn Handling Solutions 1 Corry Place, Belfast Harbour Estate, Belfast, Northern Ireland BT3 9AH Tel: +44 (0) 28 90350035 Fax: +44 (0) 28 90350011 Email: info@heyn.co.uk www.heyn.co.uk	<div> <div>➤ WESTERN EUROPE</div> <div>➤ EASTERN EUROPE</div> <div>➤ CIS</div> <div>➤ SCANDINAVIA</div> <div>➤ NORTH AMERICA</div> <div>➤ SOUTH AMERICA</div> <div>➤ CENTRAL AMERICA</div> </div> <div> <div>➤ CARIBBEAN</div> <div>➤ AFRICA</div> <div>➤ MIDDLE EAST</div> <div>➤ INDIAN SUB-CONTINENT</div> <div>➤ SOUTH EAST ASIA</div> <div>➤ FAR EAST</div> <div>➤ AUSTRALASIA</div> </div>
SPECIALIST SERVICES	
➤ Customs Clearance	➤ Freight Forwarding
➤ Pharma	➤ Refrigerated





INTERNATIONAL SHIPPING DESTINATIONS

WESTERN EUROPE



EASTERN EUROPE



CIS



SCANDINAVIA



NORTH AMERICA



SOUTH AMERICA



CENTRAL AMERICA



INDIAN SUB-CONTINENT



CARIBBEAN



AFRICA



MIDDLE EAST



SOUTH EAST ASIA



FAR EAST



AUSTRALASIA



INTERNATIONAL SHIPPING LINES REPRESENTED
IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

SHIPPING AGENTS

AGENT



61 Carrickfergus Road,
Ballynure, Co Antrim BT39 9QJ
Tel: 028 9334 4848
Email: freight@woodsides.com

DESTINATION

- WESTERN EUROPE
- EASTERN EUROPE
- CIS
- SCANDINAVIA
- NORTH AMERICA
- SOUTH AMERICA
- CENTRAL AMERICA
- CARIBBEAN
- AFRICA
- MIDDLE EAST
- INDIAN SUB-CONTINENT
- SOUTH EAST ASIA
- FAR EAST
- AUSTRALASIA

SPECIALIST SERVICES

- Customs Clearance
- Import & Export container services
- Personal Effects
- Freight Forwarding

AGENT

B.G. Freight Line

NI: Victoria Terminal 3,
Westbank Road, Belfast BT3 9JL
Tel: 028 9078 7021
Fax: 028 9077 4299
Email: moreinfo@peelports.com
www.bgfreetline.com

ROI: Unit 15 B, Kinsealy Business
Park, Kinswealy Lane, Kinsealy, Dublin
Tel: +353 1 803 8700
Fax: +353 1 803 8738

DESTINATION

- WESTERN EUROPE
- EASTERN EUROPE
- CIS
- SCANDINAVIA
- NORTH AMERICA
- SOUTH AMERICA
- CENTRAL AMERICA
- CARIBBEAN
- AFRICA
- MIDDLE EAST
- INDIAN SUB-CONTINENT
- SOUTH EAST ASIA
- FAR EAST
- AUSTRALASIA

SPECIALIST SERVICES

- Import & Export container services

AGENT

Atlantic Container Agencies Ltd.

The Malt House North,
Grand Canal Quay, Dublin 2
Tel: + 353 1 6350005
Fax: + 353 1 1251065
Email: pwallace@aclcargo.com
www.aclcargo.com

DESTINATION

- WESTERN EUROPE
- EASTERN EUROPE
- CIS
- SCANDINAVIA
- NORTH AMERICA
- SOUTH AMERICA
- CENTRAL AMERICA
- CARIBBEAN
- AFRICA
- MIDDLE EAST
- INDIAN SUB-CONTINENT
- SOUTH EAST ASIA
- FAR EAST
- AUSTRALASIA

SPECIALIST SERVICES

- Abnormal Load Experts
- Import & Export Container Services

INTERNATIONAL SHIPPING LINES REPRESENTED
IN NORTHERN IRELAND AND REPUBLIC OF IRELAND

SHIPPING AGENTS

AGENT	DESTINATION
Jenkinson Logistics	<ul style="list-style-type: none"> WESTERN EUROPE EASTERN EUROPE CIS SCANDINAVIA NORTH AMERICA SOUTH AMERICA CENTRAL AMERICA CARIBBEAN AFRICA MIDDLE EAST INDIAN SUB-CONTINENT SOUTH EAST ASIA FAR EAST AUSTRALASIA
5 Edgewater Road, Belfast BT3 9JQ Tel: +44-28-90781810 Fax: +44-28-90781812 www.jenkinson.ie	
SPECIALIST SERVICES	
<ul style="list-style-type: none"> Customs Clearance Export Documentation Services Import & Export container services Freight Forwarding 	

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<ul style="list-style-type: none"> Import & Export Container Services Project Cargo Management Pharma Refrigerated 	



Artemis to Help Develop World's First Zero Emissions Workboat

Artemis Technologies has announced a joint venture with Denmark's Tuco Marine Group to produce the world's first zero emissions workboat, part of which will be made in Belfast.

Artemis Technologies, a leading high-performance maritime design and applied technologies company, will collaborate with Tuco Marine Group to integrate its new electric eFoil propulsion system into an 11m carbon fibre vessel.

This will serve as a demonstrator vessel as proof of concept for the innovative technology that will be marketed to the marine trade by Artemis Technologies and Tuco Marine Group, which supplies a range of different composite structures for the shipping industry.

The hydrofoils and propulsion system for the proof of concept vessel will be manufactured and assembled in Belfast Harbour, following a multi-million-pound investment in the project.

Artemis Technologies, Chief Executive, Iain Percy OBE, double Olympic Gold medallist and veteran of four America's Cup challenges, said: "This Joint Venture with Tuco Marine Group will introduce our unique foiling solutions to the workboat market which could now benefit from zero emissions and fuel savings of up to 90%.

"Last year when we announced our plans to create a new advanced manufacturing facility in Belfast, we laid out our commitment to developing technology that will decarbonise maritime and plans for the development of an 'autonomous sailing vessel'. This electric foiling technology is the next natural stage of this project and a step in the right direction to realising our vision.

"As the first ever electric foiling solution for vessels, this is a truly transformative project and it is incredibly exciting to be part of one of the solutions to climate change.

"The technology is perfect for those requiring high speed vessels with minimal environmental impact. Initially targeted at the Aquaculture, Off Shore Energy, Water Taxi, Leisure and Defence sectors, the proof of concept for the technology will provide an immediate route to market.

"Integrating our new electric eFoil propulsion system into a composite autonomously controlled hydrofoil presents a scalable solution that can be applied to much larger vessels such as high-speed passenger ferries.

"Belfast's rich maritime history provides the perfect setting to play a role in the development of such technology and we're incredibly excited as to what this project will mean for our future as a company and in Northern Ireland."

Last March it was revealed that the Artemis Technologies-led bid - "Decarbonisation of Maritime Transportation - a Return to Commercial Sailing" - was the only application from Northern Ireland and from the maritime industry to be selected for the next stage of the UK Research and Innovation's Strength in Places Fund.

Recipients of the major seedcorn programme will be announced in spring 2020 and if successful, the Belfast Maritime Consortium will receive more than £30m towards its plans to decarbonise maritime transportation.

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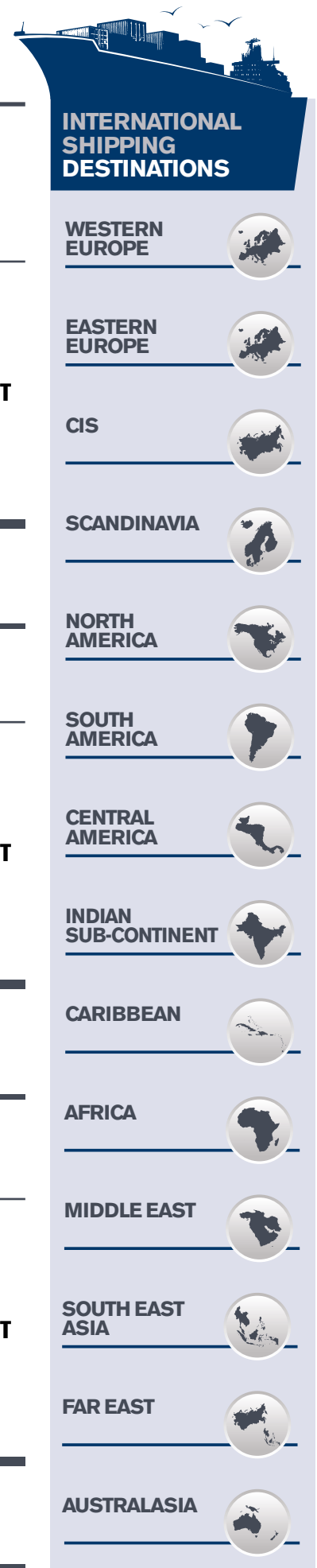
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SPECIALIST SERVICES	
➤ Air	➤ Dangerous Goods
➤ Pharma	➤ Other - Fredd - Security Screening





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NEW STENA LINE FERRY NOW IN SERVICE ON THE IRISH SEA

NOT even Storm Brendan could prevent Stena Line's newest ferry Stena Estrid making its maiden voyage in January on the Holyhead to Dublin route.

After more than six years' in planning and construction, Estrid braved the challenging sea conditions created by Storm Brendan to set sail from the Port of Holyhead, and on arriving in Dublin it received a traditional maritime water cannon salute.

With two daily return trips, a crossing time of three hours and 15 minutes is barely enough time for passengers to check out the range of excellent facilities on board, including Estrid's spectacular Sky Bar, two Happy World children's play areas, a relaxing Hygge reclining lounge, Stena Plus lounge, two movie lounges, bigger Truckers lounge, Taste restaurant, and a bigger better shopping experience.

Ian Davies, Stena Line's Trade Director (Irish Sea South), said: "The introduction of Stena Estrid on the Holyhead to Dublin route is the result of a very significant investment that reflects our commitment to this extremely important region.

"I'm proud that Stena Line continues to shape the industry for the next generation of freight and travel customers, for whom we are determined to deliver the best possible service. Stena Estrid will enable us to do this

with more efficient loading and unloading operations, increased freight capacity and the best Scandinavian quality, style and design in our facilities -in an onboard environment that is spacious and light, with amazing panoramic views."

Five Good Reasons

To give customers a taste of what to expect, David Holderness, Stena Line's Freight Commercial Manager (Irish Sea South) has put together five good reasons why Stena Estrid is great news for freight traffic on the Irish Sea.

Significant increase in freight capacity on key departures for 'just in time' freight

At 215 metres in length, Stena Estrid will provide deck space of 3,100 lane meters, a massive increase of more than 50 per cent increase in freight capacity compared to her predecessor Stena Superfast X. Estrid has a separate car deck meaning that her main decks will primarily be dedicated to freight traffic.

Speedy and efficient loading and unloading operations

Stena Estrid's clear and unobstructed drive-through decks with two-tier / double

lane access will bring speedier loading and disembarkation and more efficient turn-rounds - vital areas of focus as freight volumes and the mix of unaccompanied traffic continue to increase.

Capacity for high vehicles, open deck shipments and project cargo

With 5.2 metre height on both main decks, Stena Estrid has full capability to carry high vehicles, and her open deck space allows a good mix of hazardous loads and units with the requirement to keep fridge motors running. Increased weight limits on the ship's ramps and wider access also give greater scope for project cargo.

Superior onboard experience with enhanced freight driver facilities

Amongst the many new and improved features onboard, Stena Estrid has a dedicated and entirely separate 170-seat Truckers Lounge with six 55" television screens. There are many more comfort cabins onboard offering freight drivers high quality Dux mattresses and a maximum of two drivers to a cabin. All cabins are equipped with Bazeport Infotainment televisions and a fresh new design. Passenger

areas are more spacious with a spectacular atrium feature and lots of natural light flowing through large panoramic windows. Other features include two movie lounges, a new Hygge Recline lounge, a bigger restaurant and bar, and an even better Stena Shopping experience to buy presents for the loved ones after a long trip away.

Lower emissions footprint per freight unit

Sweden is ranked as one of the most sustainable countries in the world, and as a Swedish company, sustainability is a key part of Stena Line's strategy. Stena Estrid has a wide range of features to reduce its environmental footprint, including lower emissions, a significant reduction in single-use plastic onboard, gentle anti-fouling hull paint containing a bio-repellent ingredient, bio-degradable lube oils (for propellers etc), multi-fraction recycling facilities, LED lighting in all areas, and solar films on windows to save energy.

More to Come

Stena Estrid is the first of three new next generation ferries that will operate on the Irish Sea. Sister ship Stena Edda is expected to commence operations from Liverpool to Belfast this spring, with a third vessel Stena Embla to be introduced on the same route in early 2021.

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