

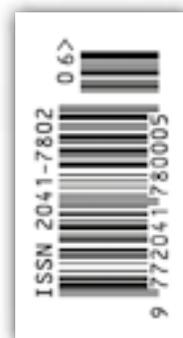
EXPORT &

INCORPORATING
**VAN &
PICKUP**
IRELAND

FREIGHT

£3.95

www.exportandfreight.com IRELAND'S TRANSPORT MAGAZINE SEPT-OCT 2020



THE FACE OF EVOLUTION

For more information visit volvotrucks.co.uk



YOU ASKED, WE DELIVERED.



SDC's Freespan Curtainsider
Enhance Your Productivity

T: +44 (0)28 7965 0765
E: sales@sdctrailers.com
W: www.sdctrailers.com



DOWNLOAD full PDF of this issue now at www.exportandfreight.com



SEPT-OCT 2020 COVER STORY

THE FACE OF EVOLUTION
For more information visit volvo Trucks.co.uk

Page 24

COMMENT

It's been a long, challenging spring and summer for all of us, but we have come through those dark and unprecedented days, albeit not totally unscathed, so welcome back to this, our first print issue of the magazine since March, although we hope you have continued to stay in touch through our website and newsletters.



Despite the lockdown, business has continued over the past six months, adapting to what has become, it seems, the 'new norm' and here at Export & Freight we look forward to helping promote your products, activities and services in the months ahead.

We don't know, none of us do, what the future holds; the Covid-19 virus has certainly not gone away, so we need to continue doing what we can to protect our businesses and our staff. That goes without saying! One thing is for sure, our economy and the country at large depends on the critical and continued support of the transport and logistics sector come what may, so a big 'thank you' is due to all our key workers in the industry who have gone above and beyond to protect the supply chain and everything else that is associated with it.

So, what have we got for you in this issue? All our regular features and columns are back, and we welcome some new additions – Pamela Dennison, CILT's National Manager in Northern Ireland, and David Mullan, Head of the Transport Regulation Unit, both of whom will have a regular slot in the magazine going forward.

We also have an in-depth interview with Peter O'Reilly, the new Chief Executive Officer at Transport Training Services, and we have been speaking, too, to Sam Whittaker, National Sales Director for Mercedes-Benz Trucks UK.

Our test drives this issue focus on the new Volvo FM and the DAF XF480, on the van and pick-up front, we have contributions from ThermoKing, Peugeot, Ford and Maxus, and in our shipping section we hear from Michael Robinson, Port Director, Belfast Harbour, on how the port has been coping with the lockdown; we also feature our annual Port Review.

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 and beyond by logging on to our website at www.exportandfreight.com - and look out for our weekly newsletter which will arrive regularly in an 'inbox' near you! In the meantime, Stay Safe.

Helen Beggs Editor-in-Chief/Publisher
Email: Helen@4squaremedia.net

IRELAND'S TRANSPORT MAGAZINE SUBSCRIPTION SERVICE

EXPORT & FREIGHT SUBSCRIPTIONS, 4 SM (NI) Ltd
Email: eleanor@4squaremedia.net
Tel: 028 9268 8888
Web: www.exportandfreight.com



GENERAL NEWS

NI businesses to benefit from Trader Support Service	Page 04
Apprentices must remain a priority for Employers	Page 06
Customers get early preview of Iveco S-Way	Page 12
South West College creates new degree in transport	Page 10
Thermo King Launches Advancer, a Trailer Refrigeration Innovation	Page 47
Remote Driver CPC may extend beyond lockdown	Page 50

TRUCK NEWS

Meet the Sales Team at Diamond Trucks	Page 20-21
New Volvo FM Designed to Attract Drivers	Page 24-25
Eye-Catching DAF XF480 FAW A Star of the Forest	Page 30-31
UK's First Electric Production Truck is Unveiled	Page 48

FACE TO FACE

Sam Whittaker, Mercedes-Benz National Sales Director	Page 16-17
Peter O'Reilly, CEO, Transport Training Services (N.I.)	Page 32-33

REGULAR FEATURES

Court Report	Page 26
John Martin, RHA Policy Manager for Northern Ireland	Page 22-23
Peter Morrow – Northern Ireland Manager FORS	Page 29
Seamus Leheny, Logistics UK Policy Manager-NI	Page 36
Pamela Dennison, National Officer CILT NI	Page 41
David Mullan, Head of the Transport Regulation Unit	Page 35

SHIPPING NEWS

Belfast Harbour delivers strong performance	Page 54
Stena Line supports local industry with docking programme	Page 56
Annual Port Review	Page 59

VAN & PICK-UP IRELAND

New era in CV market for MAXUS	Page 51
Ford Introduces Fuel Efficient Mild Hybrid Technology to Fiesta Van	Page 52
Peugeot Partner Technology Alerts Drivers to Risks	Page 53
Thermo King's electric refrigeration unit for sprinter vans	Page 53

Find us on facebook [ExportandFreight](https://www.facebook.com/ExportandFreight)
 Follow us on twitter [@ExportFreight](https://twitter.com/ExportFreight)
 Follow us on LinkedIn [Export and Freight](https://www.linkedin.com/company/Export-and-Freight)
 YouTube

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

AVAILABLE FROM YOUR LOCAL NEWSAGENT

Helen Beggs **Editor-in-Chief**, David Stokes **Editor**, Phil Eaglestone **Commercial Vehicle Editor**, Joel Byers **Production Manager**, Nick Stokes **Designer**, Eleanor Blane **Accounts Manager**, Helen Beggs & Garfield Harrison **Publishers**

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



Northern Ireland Businesses to Benefit from Vital £200m Trader Support Service

The government has announced the creation of a £200 million Trader Support Service which will provide a lifeline for Northern Ireland businesses who are adjusting to new trading procedures post-EU exit.

However, with less than 150 days until the end of the Brexit transition period, the new systems must be trialled and implemented urgently to provide industry with confidence, says Seamus Leheny, Policy Manager for Northern Ireland at Logistics UK (formerly FTA).

“For some time, we have been urging the government to provide financial and administrative support to Northern Ireland businesses to help them adjust to the complex new trading procedures they will be faced with post-EU exit.

“This announcement is extremely

welcome in a sector charged with maintaining NI's trading links between GB and Europe. This £200 million support package will be vital to the successful implementation of the NI Protocol and ultimately, keeping trade between NI and GB moving as efficiently as possible once the Brexit transition period concludes on 31 December 2020.

“Northern Irish businesses face significant challenges at the end of the transition period, not least the challenges of customs documentation and other formalities, which many would be encountering for the first time.

The support package announced by Mr Gove will provide a vital lifeline for NI businesses concerned about the new administrative tasks facing them, and counters our argument that the cost of implementing or enforcing new border arrangements should not fall onto business or logistics providers.

“However, with less than 150 days until the end of the transition period – and the scheme operator only due to be announced in September – that leaves very little space for the new systems to be trialled and implemented. This will be made more complex by the

challenges posed by the festive season – traditionally the logistics sector's busiest working period. A solution for the transit of NI goods via Dublin Port to/from GB is critical, and an agreement for market access to the island of Ireland must be prioritised.

“We will continue working with the government to ensure the scheme is up and running as soon as possible. In the meantime, we advise all our members to continue with their Brexit preparations to ensure the protection of the GB/NI supply chain, which is critical to a smooth transition out of the EU.”

Combi-CS pedestrian stacker wins prestigious IFOY Award

County Monaghan based Combilift is a winner at this year's IFOY Awards 2020 – one of the most prestigious and hotly contested international awards in the materials handling industry which honours the best products and solutions of the year.

The company won the Warehouse Truck Lowlifter Category with its innovative Combi-CS pedestrian counterbalance stacker.

The Combi-CS is the only pedestrian counterbalance stacker that will operate in a conventional reach truck aisle for space saving and productive storage and handling. It features Combilift's unique, internationally patented and award winning multi-position tiller arm which can be turned to the left or right of the unit to position the rear drive wheel, allowing the operator to remain in the safest position- at the side of the machine rather than at the rear as is the case with other pedestrian stackers. This ensures optimum visibility of the load and surroundings as well as guaranteeing maximum safety in areas where other personnel or members of the public may be present.

Due to the current circumstances, the hundreds of people that normally attend the IFOY ceremony could not get together

personally, so the organisers rolled out the virtual red carpet for the winners on the Internet at www.ifoy.org.

IFOY founder and Executive Chairperson of the IFOY Jury Anita Würmser said: “Special times require special solutions and this year's IFOY Awards were dedicated to the best innovations in intralogistics and moreover to the people who make intralogistics happen.”

Finalists' products underwent stringent IFOY audit and innovation checks by industry experts and journalists from leading logistics media from 19 countries also tested and evaluated the equipment for qualities such as technology, design, ergonomics, safety, marketability, customer benefit and sustainability.

Some of the jury's comments on the Combi-CS were as follows: “The Combi-CS is a really compact smart pedestrian operated truck and a nice hands-on solution. It offers significant added value in terms of narrow aisle operation and safety in confined environments.



Combilift CEO and Co-founder Martin McVicar.

It is a customer-focussed solution with a very high level of market relevance.”

Combilift CEO and Co-founder Martin McVicar said: “On behalf of the whole Combilift team I am delighted to receive the IFOY 2020 Award and proud that this innovative product has been recognised as valuable solution for the intralogistics sector. We extend our thanks to the IFOY jury for selecting us for this important award.”



Helping businesses thrive again.

Release working capital from assets, such as machinery, stock and customer invoices.

closecommercialfinance.ie

SUPERHUMAN

Day in day out, mile after mile...
...superior comfort goes a long way.



The new MAN TGX.

With the new MAN TGX drivers enjoy unbeatable comfort while meeting their superhuman challenges. The revolutionary cab design is equipped with innovative features like MAN SmartSelect infotainment and a digitised cockpit with two 12 inch colour displays. It's a design philosophy built around the people that rely on MAN every day and one we call **#simplymytruck**. To find out more visit truck.man.eu/mantg



Apprentices Must Remain a Priority for Employers, says new CEO of TTS

Under normal circumstances, Transport Training Services (TTS) provides training for around 200 employed apprentices. Training is a combination of tutor training at TTS's purpose-built, modern facility at Nutts Corner Business Park and 'on-the-job' training in the workplace. With the COVID-19 outbreak and subsequent 'lockdown', the TTS training facility was closed, and many apprentices were furloughed by their employers.

Although TTS has moved to online training platforms during lockdown, the main challenge faced by apprentices in progressing their learning has been on the employer side of things. Around 80-85% of TTS apprentices were put on furlough, with the exception of some of the heavy vehicle employers that worked through lockdown to service/repair vehicles delivering food for example, so most have been unable to submit work-based evidence as part of their assessments.

TTS's goal throughout has been to keep existing apprentices engaged and on track to graduate when they are due to, something that has so far been successful. With the exception of one apprentice, who decided on a change of career path, all TTS apprentices remain engaged in their development programme, evidenced by their e-portfolio scores.

Although some apprentices are starting back to work, others are, unfortunately still under threat with some having been informed by employers that they are on 90 days' notice at risk of redundancy.

TTS is appealing to employers to see the value in keeping apprentices employed, even in difficult economic times. Given the inexpensiveness of apprentices relative to their productivity, they offer employers good value when money is tight.

In fact, Institute for the Motor Industry (IMI) carried out an extensive two-year study, co-funded by the UK Commission for Employment and Skills, which showed apprentices typically generate a return on investment of between 150% and 300% and typically generate profit within 18-24 months. 'Growing your own' technicians through apprenticeships also reduces long-term recruitment and training costs.



TTS trainer, Michael Hutchinson, with former TTS apprentice, Andrew Milliken who now works at Woodside Logistics Group.

Peter O'Reilly, the new CEO of TTS, is urging employers to take a long-term view when considering staffing requirements over the coming weeks. He firmly believes that young people are key to securing the future workforce.

"We know the potentially devastating effect that not investing in apprentice training can have. There is a knock-on effect later down the line, something the sectors that we work with are experiencing now. During the last recession, many employers chose not to invest in apprentices and that's partly how today's skills gaps have come about. It is our hope that employers will bear this in mind when considering their existing and future apprentice needs".

Prior to lockdown, Peter had just accepted the role of CEO when the previous post-holder,

Martin Hutchinson, stepped down due to retirement. (See separate in-depth interview with Peter elsewhere in this issue of Export & Freight)

Looking forward to new recruitment, TTS is not slowing down. The organisation is committed to getting more motivated young people into apprenticeship roles to support employers in the transport industry to secure the future workforce of the sector.

Being an independent training provider, TTS is not restricted to a September start for apprentices and can have late starters, unlike the government owned further education institutions, so apprentice numbers could increase later in the year, should the economy recover more quickly than expected. While the pipeline of potential new apprentices looks promising, only time will tell how many will get placed with an employer.

Franchise Brands

With around one-third of all automotive and transport apprentices being trained by Transport Training Services, it is the largest provider in Northern Ireland, training apprentices for franchise brands such as BMW, Mercedes, Ford, VW, Toyota, Honda, Nissan, Renault, Kia, Hyundai and Seat under the ApprenticeshipsNI scheme, as well as locally for Charles Hurst Group, The Agnew Group, Donnelly Group and TrustFord, and for heavy vehicles, TTS partner employers include Road Trucks (Scania), TBF Thompson (DAF), NI Trucks (Iveco) and Diamond Trucks (Renault).

As well as the large truck and car dealers, TTS also helps recruit and train motivated, job-ready young people who are keen to begin their journey in the industry for smaller independent employers and family businesses throughout Northern Ireland.

NOx emissions from trucks slashed by 59 percent since 2013

Haulage operators have slashed NOx emissions from trucks by at least 59 percent in only six years, according to government statistics.

Department for Transport figures show a continual year-on-year decline since 2013 as the RHA predicts the industry will have reduced its NOx output by at least 80 percent by 2025.

The RHA said that the industry's £1.9bn investment in Euro VI vehicles is driving the huge reduction as it publishes its

annual NOx Emission Assessment from heavy goods vehicles today (Wednesday 12 August).

Welcoming the report, Chris Ashley, the RHA's head of policy on the environment, said the latest assessment shows what can be achieved when well-designed standards, in this instance Euro VI, are phased in sustainably.

"As the Government's 'green recovery' agenda gathers pace we believe this positive experience can be applied to the decarbonisation agenda, but a repeat of DEFRA's flawed Clean Air Zone policy must be avoided. "Hauliers are willing to invest in the technology needed for a clean environment, but they must have

confidence that the regulatory framework will not retrospectively undermine that investment."

Imposing high charges on technology deemed 'obsolete' without first checking there is a sufficient supply of the desired technology is a recipe for disaster. It leads to stranded assets, market distortion and waste.

With this week's dreadful news that the economy is officially in recession the Government must take a more sustainable approach to goods moving around the country – one which recognises that environmental and social wellbeing depends on economic wellbeing, he added.



Now standard* on new Actros: Active Brake Assist 5.

Everyone talks, one delivers. The new Actros.

More information can be found at www.mbtucks.co.uk

*Standard for vehicles in which an emergency braking assistant is legally prescribed.



For more information
scan the QR code.

Mercedes-Benz
Trucks you can trust





NEW GENERATION OF TRUCKS WITH THE DRIVER IN MIND

Volvo Trucks is introducing four new trucks, with a strong focus on the driver environment, safety and productivity. “We are really proud of this big forward-looking investment,” says Roger Alm, President of Volvo Trucks.

The four heavy-duty trucks; Volvo FH, FH16, FM and FMX, represent about two thirds of Volvo Trucks sales.

The new Volvo FM and Volvo FMX have a brand new cab, as well as many of the same instrument display functions as their larger

Volvo counterparts. Their interior volume has been increased by up to one cubic metre, providing better comfort and more working room.

In the Volvo FH and Volvo FH16 safety has been further improved with functions such as adaptive high beam headlights which automatically detect oncoming traffic. Volvo Trucks is the first truck manufacturer to launch this solution.

The driver’s area now has a completely new interface for information and communication, aimed at making it easier to overview and

manage different functions, creating less stress and distraction. The instrument display is fully digital, with a 12-inch screen that makes it easy for the driver to choose the information needed at any time. A 9-inch side display can provide infotainment, navigation assistance, transport information and camera monitoring.

“Our new trucks will help drivers work even more safely and productively and give our customers stronger arguments when competing to attract the best drivers,” adds Roger Alm.

SAFETY FEATURES

Volvo Trucks new European heavy-duty truck range comes with innovative safety features, improved visibility and a human-centric driver environment that minimises distractions to improve safety for all road users.



“The new range comes packed with advanced safety technologies which, when combined with the right driver behaviour, can help us get one step closer to our vision of zero accidents,” says Anna Wrige Berling, Traffic and Product Safety Director at Volvo Trucks.

The new cab of the Volvo FM and Volvo FMX has a number of improvements in driver visibility, which can be further improved by adding a passenger corner camera that gives a complementary view of the side of the truck on the 9-inch side display.

The Volvo FH and Volvo FH16 can also come with the passenger corner camera as well as adaptive high beam headlights. The system improves safety for all road

users by automatically disabling selected segments of the LED high beam when the truck approaches oncoming traffic or another vehicle from behind without reducing light in other areas. Those who normally don’t drive with high beam on because of high traffic levels will now be able to actually do so - and get much better light where they need it.

Standard on all trucks within the new product range is the Electronically controlled Brake System (EBS), which is a prerequisite for safety features such as Collision Warning with Emergency Brake and Electronic Stability Control. Safety is further improved by the road sign recognition system that is able to detect road signs such as overtaking restrictions, road type and speed limits.

ADAPTED FOR YOUR NEEDS



VOLVO FH16

Combining comfort with power

The new generation of the Volvo FH16 successfully combines new safety features, a driver-centric working environment and the latest technologies. Increased front-axle load capacity, and tag and pusher axles with better steering angles, improve the manoeuvrability and productivity. The upgraded dashboard includes practical new storage spaces and a fully digital 12-inch high-resolution instrument display. For especially demanding operations a new 38-tonne bogie is also available.

HIGHLIGHTS

- Adaptive high beam headlights improve safety for all road users.
- Increased front-axle load capacity, and tag and pusher axles with better steering angles.
- New 38-tonne bogie available for especially demanding operations.
- 9-inch side display.



VOLVO FH

The ultimate long-haul experience

The new Volvo FH has a re-imagined cab, innovative safety features and a driver-focused working environment. The updated interior workspace is centred around a modernised dashboard which features a fully digital 12-inch high-resolution instrument display. Externally, the adaptive high beam headlamps improve safety for all road users. Using various driveline and chassis configurations, the Volvo FH can be tailored to suit a wide range of applications and enable significant fuel and CO₂ savings.

HIGHLIGHTS

- Adaptive high-beam headlights improve safety for all road users.
- Euro 6 compliant gas-powered LNG engine offered in many European markets.
- 9-inch side display.



VOLVO FM

The comfortable workplace

The new Volvo FM heavy-duty truck is designed to be the ultimate workplace on wheels. The all-new cab has an aerodynamic shape and raised A-pillars that give it up to one extra cubic metre of space and more light. A new steering wheel with a neck tilt option offers the driver a more ergonomic driving position. The interior is highlighted by a new dashboard that includes a 12-inch high-resolution instrument display with a user-friendly interface. In addition to the improved visibility for drivers, other safety advances on the new Volvo FM include Adaptive Cruise Control (ACC) that now works at all speeds down to zero km/h.

HIGHLIGHTS

- A new cab with more space and an aerodynamic shape.
- Better visibility with a lowered door line, new rear-view mirrors and a passenger corner camera.
- 12-inch digital display with four different screen views.
- 9-inch side display.



VOLVO FMX

Always delivering – on and off road

The new Volvo FMX features an entirely new cab, increased payloads and innovative safety features. It is available with the heaviest addition to Volvo's chassis range – an optional 38-tonne bogie that allows for a Gross Combination Weight (GCW) of up to 150 tonnes. For particularly rough applications like mining, an optional steel roof hatch with an emergency exit handle that removes the entire hatch is offered. On the inside, the spacious interior is characterised by a modern dynamic cluster featuring a 12-inch high-resolution instrument display, and a new steering wheel with a neck tilt option that offers the driver a more ergonomic driving position.

HIGHLIGHTS

- Entirely new cab, with a tough exterior.
- Optional 38-tonne bogie allows for a GCW of up to 150 tonnes.
- New traction control panel helps the driver handle potentially dangerous situations.
- 9-inch side display.

South West College Creates New Degree Pathway in Transport and Supply Chain Management

The Foundation Degree and top up BSc Hons Transport and Supply Chains programmes will be delivered in Full time and Part time learning mode by South West College with The Open University validation.

These programmes have established strong links with industry, and this is a guarantee of the relevance of the programmes and provides direct and practical access to resources that contribute to the accomplishment of the course aims and objectives.

This programme is the first of its kind in Northern Ireland, it provides students with a core knowledge and the higher technical skills in Transport and focuses on the practical application of knowledge and skills in both the Academic and Work Based Learning components of the programme.

A universal approach to the course

coupled with opportunities to work with students from other Higher Education programmes will enable participants to gain an appreciation of the importance of a team approach in the modern and vibrant Transport sector.

This multi-disciplinary approach is critical to ensure the successful and timely delivery of Transport and Supply Chain Management projects. Students can choose to combine part-time learning with employment or alternatively full-time education.

Upon successful completion of the Foundation Degree in Transport & Supply Chain Management programme, graduates can consider

entering into employment within the Transport and Supply Chain sector or continuing to study by applying for a place on a BSc programme in a relevant discipline including the level 6 BSc (Hons) Top-Up Degree in Transport and Supply Chain Management at South West College.

Validated by the Open University, it establishes a collaborative partnership, providing a supportive framework and using groups of experts from academic institutions, the professions, the business community creating quality of institutions and the learning programmes that is being provided.

These qualifications have been in the pipeline for some time and were created in response to industry demand.

For employers, this is an opportunity to upskill existing staff or recruit new apprentices as they work towards becoming fully qualified industry managers.

Supported by The Chartered Institute of Logistics and Transport it allows successful graduates to become members with the only professional body within the industry – CILT (UK).

SWC is now open for enrolment – for further information please contact linda.clarke@swc.ac.uk



DAF Trucks 'Ready-to-Go' at the Commercial Motor Show

DAF Trucks' Ready-to-Go programme, the market-leader's stock portfolio of pre-bodied construction, waste and utility sector trucks, will receive special focus at the Commercial Motor Show at the end of September.

Ready-to-Go features a diverse selection of immediately available DAF LF and CF chassis equipped with bodywork from industry leading names including Hyva and Bevans.

With operators facing the challenges of an erratic, unpredictable economy, DAF Trucks has seen more and more truck operators

requiring vehicles at short notice – particularly true of the UK's home-improvement market where demand for materials has surged during coronavirus lockdown restrictions. As a result, DAF has experienced a spike in demand for LF Skiploaders with Hyva bodywork and LF Scaffold trucks with Bevans bodies.

The Ready-to-Go range also includes hook-loaders, tippers and mixers, with DAF Trucks again seeing a steady increase in demand for all these vehicle types. The rise in demand is also precipitated as operators 'upgrade' to Euro VI ahead of the introduction in March 2021 of Low Emission Zone standards in London for all commercial vehicles above 3.5-tonnes.

Further afield, and despite plans for the introduction of Clean Air Zones (CAZs)

in several UK cities having been thrown into doubt, DAF Trucks is seeing operators continue to upgrade their grades to the Euro VI emissions standard.

Key to the appeal of the DAF Ready-to-Go programme is immediate availability of the complete vehicle – often an urgent requirement for operators facing untenable VOR workshop repairs or confronted by fast-moving and unexpected contract demands.

DAF Trucks works with the UK's leading bodybuilders to ensure exacting specifications meet with a wide range of customer demands, from steel-bodied tippers, to skips, to hook-loaders, to mixers, and more besides – all supplied through the DAF Dealer network, cutting delivery from months to weeks or even days.

"Ready-to-Go provides the ultimate rapid response service for operators," said DAF Trucks Marketing Manager, Phil Moon, "we understand the pressures that site contractors, for example, are under, and, that there is often a 'standard' vehicle specification that typically meets operators' needs. What we can't predict, however, is when they'll need them – and that's where our Ready-to-Go programme provides a genuine service. Available through our 134-point UK DAF Dealer network, operators can quickly access our Ready-to-Go portfolio, identify their ideal vehicle and then have it in service, often within days."



Helping businesses thrive again.

Release working capital from assets, such as machinery, stock and customer invoices.

closecommercialfinance.ie



DAF XF PURE EXCELLENCE

Efficiency in motion

Setting the standard in driveline excellence.

Delivering industry-leading fuel efficiency.

Outstanding driver comfort.



Everything you'd expect
from the #1 truck brand!

WWW.DAF.COM

A PACCAR COMPANY DRIVEN BY QUALITY

DAF



Customers Get Early Preview of new Iveco S-Way

NI Trucks and Emerald Truck and Van have given their customers an early preview of the new Iveco S-WAY.

Although the Covid-19 pandemic and ensuing lockdown caused major disruption across the EU Heavy Truck Manufacturing industry creating delays in production schedules as a consequence, customers here weren't to be denied! In response to the lockdown, Iveco UK commandeered an

army of LHD 4x2 S-WAY units to let customers across the UK & Ireland see the new truck.

Rod Hawkins, Heavy Truck Business Development Manager for all Ireland, conducted an S-Way Road show, kicking off at Mallusk and moving on to Portadown, Newry, Dublin, Tullamore, Cork, finishing in Enniscorthy.

"The new S-WAY was very well received by a wide spectrum of operators including 'Own Account' and dedicated 'Transport & Logistics' sectors. S-WAY has already proved to be a 'game changer' as far as brand perception and driver appeal are concerned," says Rod. "This change in perception has been verified by the high volume of

factory orders placed even before anyone has seen or driven an RHD version of the new model."

Rod adds: "NI Trucks and Emerald Truck & Van would like to thank everyone who attended the event and we look forward to a more comprehensive launch of RHD models later in the year."

Logistics UK's Fleet Engineer Conference is Back for 2020

Inspecting and maintaining vehicles and trailers effectively in a today's increasingly technological world is becoming more challenging for commercial vehicle engineers.

To help those responsible for the maintenance of fleets of all sizes, Logistics UK will be holding its first virtual Fleet Engineer Conference on 21 October 2020.

Using a cutting edge, immersive conference and networking platform, the one-day event will provide delegates with exclusive opportunities to hear about the very latest developments in commercial vehicle technology, maintenance legislation changes and best practice advice from leading names from across the sector.

Sponsored by Brigade Electronics, Clarios, Continental Tyres, ExxonMobil, Logistics UK Recovery and Schmitz Cargobull,

the event will be ideal for those with responsibility for specifying commercial vehicles, ensuring roadworthiness, compliance and maintaining vehicles.

Phil Lloyd, Head of Engineering Policy at Logistics UK, comments: "Vehicle technologies in logistics are evolving constantly with an increasing number of new applications and different vehicle configurations making fleet management a more complex engineering task. With these technological developments coming in thick and fast, it can be challenging to stay ahead of the game.

"Logistics UK's Fleet Engineer Conference 2020 will focus on how engineers can

inspect and maintain vehicles & trailers effectively – embracing new and evolving technologies, but without losing sight of the basic, most essential practices. And, thanks to cutting-edge virtual conference technology, delegates can enjoy the event from the comfort of home or work."

Mat Wilkinson, Commercial Director at Continental Tyres, said: "Continental Tyres is delighted to sponsor the inaugural Logistics UK Fleet Engineer virtual event. These are challenging times for the road transport industry, and this event offers Continental the opportunity to meet and engage with industry colleagues, to provide the tools and solutions fleets need to help, now and in the future. We look forward to exploring how the latest tyre technology can serve fleets, to drive down emissions, and maximise efficiency."

Book before 11 September 2020 using promo code EARLYBIRD to benefit from a 25% discount and secure your place at £149 + VAT. For more information, or to book your place, visit www.logistics.org.uk/events/fleet-engineer or call 03717 11 22 22.

A D V A N C E R

— built from ambition —



The new landmark in trailer refrigeration

Advancer delivers a level of **performance** that's simply never been seen before. Designed with the ambition to push **innovation** to its very limit. To set a new standard for **efficiency** and reliability. To exceed your ambition for continued excellence. And to offer the **intelligence** needed to take your fleet to the next level – and beyond.



ALL MAJOR DESTINATIONS COVERED BY STERAC TRANSPORT & LOGISTIK

Based in Hamburg, Germany, STERAC Transport & Logistik is a family owned logistics company offering European transport and logistics solutions since 1979.

The company has been servicing the UK & Ireland market since day one, together with multiple partners all over the whole country.

Known throughout the DE-UK trade, STERAC operates and maintains its own fleet of 200+ trailers, mainly using the RoRo Ports of Felixstowe and Immingham, providing more than 30 daily departures to Great Britain and Ireland and vice versa.

Additionally, the company offers highly competitive road transportation and delivery services through its network of reputable partners. All units can be tracked being monitored at all times by STERAC staff, with domestic coverage, warehouse and fulfilment services also available.

"From our logistics hub in Northern Germany we offer daily road freight departures to almost all major European destinations. Very

well-trained staff, highly sophisticated IT systems and high quality standards such as IFS Logistics certifications, ISO 9001, AEO, SQAS, GS1 and USDA Organic, help us to accomplish all customer and market needs."

Overseas transport is handled through the port of Hamburg, where storage of more than 25,000 pallets, all kinds of logistic services, customs services, together with bonded warehouses, are available.

"Being Brexit ready, we can offer customers assistance in the management of customs operations as well as information and advice to simplify, speed up and facilitate the import-export of goods. Working to secure the supply chain of our clients, we can help with all the customs procedures necessary for the transport of goods after the 31st December 2020 deadline."



»» IT ALWAYS SEEMS IMPOSSIBLE UNTIL IT'S DONE



WE ARE MAKING BREXIT WORK



Own fleet of more than
200 trailers



30 daily departures from
and to Great Britain

Well prepared for Brexit

Even after Great Britain has left the EU, STERAC is your reliable logistics partner. As an expert for Great Britain for more than 40 years, we help you seize new opportunities and minimise your risks together with us. Brexit also has potential for you. Now is the time to discover it.

THINK BEYOND THE BORDERS

STERAC[®]
TRANSPORT & LOGISTICS

Contact:

+49 40 737 500-100  brexit@sterac.de  www.sterac.de



SAM WHITTAKER

SALES DIRECTOR, MERCEDES-BENZ TRUCKS UK



Mercedes-Benz
Trucks you can trust

Sam Whittaker's first 'official' engagement since being appointed National Sales Director for Mercedes-Benz Trucks UK was a visit to Newtownabbey based dealers Mercedes-Benz Truck & Van NI just before the country went into lockdown because of the Covid-19 pandemic. Export & Freight caught up with him back then when this report was first compiled.

His goal, he told us at the time, is to have an extensive network of trusted relationships with customers, suppliers, dealers and colleagues. "I have a big affinity with Ireland and with our customers here and am excited to continue

building on that relationship in my new role," says Sam, who has been a regular visitor to Northern Ireland for the past 20 years or more.

"But it is not all about me; it's about the fantastic team we have - both at Mercedes-

Benz Trucks UK and in our hard-working dealerships around the country."

Sam joined Mercedes-Benz as a trainee in 1992 and since 1997 has worked for the truck business unit in a succession of increasingly senior management positions covering all aspects of vehicle sales, marketing, key account management and aftersales. His most recent role was that of Customer Service & Parts Director.

It's been quite a journey, so what have you learned along the way?

My very first contact with the Mercedes-Benz brand was with a local dealership during my school holidays, when I cleaned cars on the forecourt and delivered them back to their owners. So, you could say it has been a long and varied journey!

Taking a long-term view, building trust in the brand and with customers, following through on what you promise, are all important. If you are loyal to your customers that loyalty will be reciprocated. I have learned, too, that you don't need to shout to make your point heard; you can be genuine, authentic and be yourself and still demand a high performance from your team of people.

How different is your new role from your previous post?

You don't so much change roles as morph into another one. In my previous position I worked to create a 'customer first' culture within my team to provide a better speed of response and a more sales focused approach to customer service and parts, developing the business beyond purely fixing trucks and dealing with problems. In the last five years, we have increased our business by 50% which is a huge achievement going forward.

My new role - and the role of my team - is to continue to engage with the big family firms, looking after the wider range of the business.

We just don't sell trucks - we form relationships and friendships and build trust. I think that customers appreciate that, and hopefully they remain loyal to the brand as a result.

One of the things we have introduced is a





BUT IT IS NOT ALL ABOUT ME, IT'S ABOUT THE FANTASTIC TEAM OF TALENTED PEOPLE WE HAVE HERE AT MERCEDES-BENZ, AND THAT INCLUDES OUR HARD-WORKING DEALERSHIPS AROUND THE COUNTRY.

Customer Experience Centre on a 76 acre site at Wentworth Park near Barnsley where people can learn more about our products and put them to the test; we are not just showing them a video, they can experience the real thing first hand, see all our new technology in action and go away better informed about our brand.

To date, we have had well over 400 visitors to the centre and I am delighted to say that MBNI Truck & Van have also been inviting customers to enjoy the experience. We want to see about another thousand customers through the centre and we want to see all our dealerships and partners use the facilities to promote and bring to life our product portfolio, and even to host their own customer events.

Do you have a firm strategy going forward?

I want to create a consistent and persistent approach, focusing on those customers with whom we want to have a long-term relationship; that is what's really important. I want - for myself and for my team - to remain easily accessible to our dealerships and to our customers, so that they can feel comfortable picking up the phone to discuss whatever ideas or problems they have.

You must be pleased with the new Actros being voted International Truck of the Year 2020?

It is awesome. It is always great to get an accolade like that. It energises the whole team.

The new Actros is a fantastic truck and we are delighted that the judges recognised some of the innovations on the vehicle. It is, as they said, a game changer and will drive a new world of truck design. The new generation of Actros is really special, a completely connected



truck and the safest truck on the road, so why wouldn't any operator want it?

You are also responsible for the Truck Connectivity business; tell us a little about that?

It is all about keeping the customer informed, keeping the workshop informed, alerting us to

what may be or is happening within the fleet, encouraging preventative maintenance, it's about having a completely connected truck that provides information, value and benefits for the customer, and not just for the sake of doing it.

You've come into the role at a very interesting time, what with Brexit virtually done and dusted, so how is the business coping?

We spent a huge amount of time and money, around £20m, building up stocks of parts in the UK and taking up more warehousing to cope with any eventuality, and we applied for - and we were granted - Authorised Economic Operator Status to ensure our vehicles and parts can move through the UK border with reduced disruption.

I believe everybody wants to have some form of trading agreement, but whatever the eventual outcome, we aim to remain close to our customers and dealers, working in partnership to provide them with the best possible service.

How important is the dealer network?

It is essential, the lifeblood of our business. All our dealers are franchised partners and I want them to feel part of our truck team. We are on a march with our network. We have a number of new sites opening up, and we have got some new partners in the business to complement our well-established partners, so it is all good, an exciting time in our growth as we go forward.

Thermo King and BPW Announce Collaboration

Thermo King and BPW have announced the collaboration of both companies to develop a new economical and ecological refrigerated trailer solution.

Thermo King and BPW combined their research and development expertise to transform the way refrigerated trailers are powered. Since autumn 2019, both companies have worked together to create a sustainable power solution for refrigerated trailers that will not only be environmentally friendly but also bring transport companies substantial cost savings.

Now, both companies have reached a significant junction and are convinced that continued progress will soon deliver to market a reliable and efficient solution making zero-emission trailer transport refrigeration a reality. The partnership will be communicating major developmental milestones over the coming months with a sneak-preview later this year.

"For decades, Thermo King has considered it our responsibility to lead the refrigerated transport industry and always deliver solutions that our customers expect from us," said Francesco Incalza, president of Thermo King Europe, Middle East and Africa. "We're leaders in electrification, we have the largest range of zero and low-emissions solutions in all segments of the market. Our customers value us for our commitment to the continuous advancement of the industry. The partnership with BPW perfectly reflects this approach



Pictured (from left to right) are Thore Bakker (BPW), Dr. Markus Kliffken (BPW), Francesco Incalza (Thermo King), Bernd Lipp (Thermo King). The photo was taken before COVID-19 pandemic.

and brings us closer to meeting our 2030 sustainability goals and combatting exhaust, CO2 and noise pollutions in our industry."

Thore Bakker, General Manager Trailer Solutions & Mobility Services at BPW, adds "In times of climate change, new traffic regulations in urban areas, the transport industry is more than ever challenged to find new ways of doing business economically and ecologically. Together with Thermo King,

BPW is addressing the urgent problems of refrigerated transport, whose refrigeration units are still powered by a separate diesel engine today. By combining our competences as technology leaders for freight transport solutions we can make temperature control systems more environmentally friendly through new energy concepts in the trailer. This will also have a positive implication to the Total Cost of Ownership of the freight forwarder along the transportation supply chain."

Hiab's MULTILIFT launches two new hooklifts

Hiab has launched MULTILIFT Optima 15S and MULTILIFT Optima 25S hooklifts for two and four axle trucks to complete the MULTILIFT Optima product range.

The Optima range has an updated easy-to-use controller with one additional function. There are now three levers and one button available to control up to four options. The hooklift can be customised with optional features, such as automatic sequence control, hydraulic locks and fast speed functions for greater ease-of-use, safety and productivity. Optima hooklifts have a light, yet robust construction to provide better fuel efficiency and reduce CO2 emissions. All Optima hooklifts offer great value and deliver quality, safety, and reliability.

The MULTILIFT Optima 20s

for three axle trucks was launched in 2016 and offers a 20 tonne capacity, while the

15S and 25S offer 15 and 25 tonne capacity for two and four axle trucks respectively.



"The MULTILIFT Optima hooklift range gives our customers the ability to work faster and carry more payload while reducing their CO2 emissions. This is the cost-efficient choice for customers who need the right functions for safe, reliable and fast performance for repetitive, everyday loading tasks," says Henri Jahnonen Director, Sales and Product Business Management, Hiab.

Customers within Hiab's service network area have the option of signing a Hiab ProCare™ service contract for their equipment. Hiab ProCare offers scheduled and preventive maintenance using original spare parts to retain the high quality of the equipment and reduce the risk of costly breakdowns and unexpected downtime.

we think transport



Dream of **PERFORMANCE,**
RELIABILITY and **SUPPORT.**

REST ASSURED WITH BPW.

A close-up photograph of a black metal hub with five silver-colored wheel bolts. A silver hub cap with the embossed BPW logo is positioned in the foreground, partially overlapping the hub.

QUALITY YOU CAN TRUST.

FOR DETAILS CONTACT

Tel: 0116 281 6100

Email: info@bpw.co.uk

www.bpw.co.uk

The brands of the BPW Group:



ERMAX®



HESTAL 

idem 
telematics

DIAMOND TRUCKS: WHERE THE SALES TEAM PUT THE CUSTOMER FIRST



Many businesses thrive and succeed on the success of a fully focused sales team. In turn, that team can only be successful if it has a product portfolio or a service offering that customers need, value and appreciate. Newtownabbey based Renault Trucks dealer Diamond Trucks scores highly in all of those areas, as Export & Freight has been finding out.

Knowing what a busy operator needs in today's fast moving business environment and being well placed to meet those requirements, with a vehicle range from 3.5 tonnes to 50 tonnes, the sales team at Diamond Trucks has been able to build an extensive and varied customer base.

The team, led by Diamond Trucks' Dealer Principal Iain Latimer, has a combined wealth of experience in the transport and logistics industry that gives the company a solid foundation to move forward, even in these unprecedented and challenging times.

The team at Diamond Trucks have been deservedly rewarded in recent times for their efforts, winning the Renault Trucks Franchised Dealer Of The Year award, Service Market Dealer Of The Year, Renault Trucks Big Challenge Parts award, first semester 'Dealer Quality Award' (recognising dealer standards / MOT pass rates / breakdown response) and Export & Freight's Fleet Truck Of The Year award with the Renault T High.

Says Iain: "We are very fortunate that in Renault Trucks we have a vast and versatile range of high spec, quality vehicles, from vans to heavy duty trucks, and that is reflected in the diverse activities of our customers.

"It is very much a relationship business in Northern Ireland, with customers opting for the personal approach. People buy off people to a large degree and our enthusiastic sales team have a proven product to offer which contributes

to our successes in growing market share.

"We are great believers in teamwork. We are honest, open and upfront in our approach to business, and customers appreciate that. We all have a common goal and that is to increase sales and serve our customers to the best of our abilities, to work along with them as we strive to establish long term relationships."

Meet the Team

So, let's meet the team. Sales Executive Matthew Keys joined the dealership almost three years ago and has been instrumental in further building the Renault Trucks brand which enjoys an increasingly healthy market share in Northern Ireland.

From a farming background, Matthew knows the haulage business inside out. After leaving school, he completed his HGV Class 1+2 and began driving for one of our leading transport companies before taking on the role of Fleet Supervisor, responsible for over 400 trucks. His first introduction to the Renault Trucks brand came later when he joined Renault Trucks approved dealer Toal Truck Services at Middletown in County Armagh as Operations Manager, a role he held for two years.

"I'm a truck driver and a lot of my customers realise that; having that affinity with them I can better appreciate their needs and requirements. I know what they expect from a truck, and the Renault Trucks brand is up there with the very best of them.

"Of course, I realise there is more to just selling a

truck; there needs to be strong and dependable after sales support, and we are here to serve the best interests of our customers. There is no such thing as 'nine to five' in the haulage industry, so if a customer needs to contact me at any time of the day or night, I will always be available."

As a Sales Executive, Matthew spends much of his working day meeting new and established customers around the Province. You'll find him more often behind the wheel of a truck rather than an office desk.

"I love what I do; I have a passion for people and am not interested in going anywhere else. I'm with Renault Trucks for the long term," says Matthew, who was deservedly named as a Renault Trucks' Brand Ambassador, an accolade awarded to an individual who essentially goes above and beyond his everyday duties on behalf of customers and the manufacturer. "Not bad for a young lad from Clogher!" quips Matthew.

Working Together

Teamwork, of course, plays a big part in Diamond Trucks' continuing success. Working alongside Matthew is fellow Sales Executive George Crooks who only joined the company in February, just before lockdown!

George has been in the industry for more than 20 years and over that time has built up a lot of business contacts and friendships. Like Matthew, he spends more time out on the road instead of at a desk, meeting new and established customers.

"I'm a people person and I like being out and about seeing people face to face, albeit despite the challenges that the Covid pandemic has presented," says George.

"As a team we are not just interested in selling a truck or a van, we want to help our customers get the best out of our product range, so we work hard to match their



Iain Latimer - Dealer Principal.



Joanne Mercer - Sales Support.



Matthew Keys - Commercial Vehicle Sales Executive.



George Crooks - Commercial Vehicle Sales Executive.



The Diamond Trucks Sales Team.

needs with a vehicle that is appropriate and fit for their particular purpose.

“The Renault Trucks brand is well respected for its build quality, its comfort, its performance and reliability, so I have every confidence in recommending the brand when I out into the sales field.”

Sales Support

Support for those in that field is also a vital ingredient, and at Diamond Trucks that sales support is provided by Joanne Mercer, who joined the company about a year and a half ago, having previously worked elsewhere as an office manager. “It’s a totally different environment at Diamond Trucks, but I love it,” she says.

Working closely with George and Matthew – and the customer – Joanne makes sure all the paperwork associated with a truck or van sale is completed and signed off to the satisfaction of everyone concerned.

“It can be a challenging job, working within

set timeframes, liaising between customer and sales executive to ensure the purchasing process goes smoothly – from invoicing and financing to registration and delivery,” says Joanne. “We all pull together as a team to provide the best customer experience possible.”

Winning Package

Like we said at the beginning, the success of the sales team is very much dependent on the products and services being offered, and Diamond Trucks have a winning package.

Take, for example, the long-haul Renault T High, voted Fleet Truck of the Year at the annual Export & Freight Transport & Logistics Awards. Designed for driver comfort and safety, the Renault T High 520 6x2 TML scored top marks for performance, reliability, fuel efficiency and equally important, aftersales support from the dealer network.

Equally popular, especially with local quarry operators and construction contractors, has been the tough, robust and versatile Range C, and at the other end of the scale is the Range

D for the distribution sector, complemented by the Renault Trucks Master light commercial range; fully electric D Z.E. and Master Z.E. versions of these are also available.

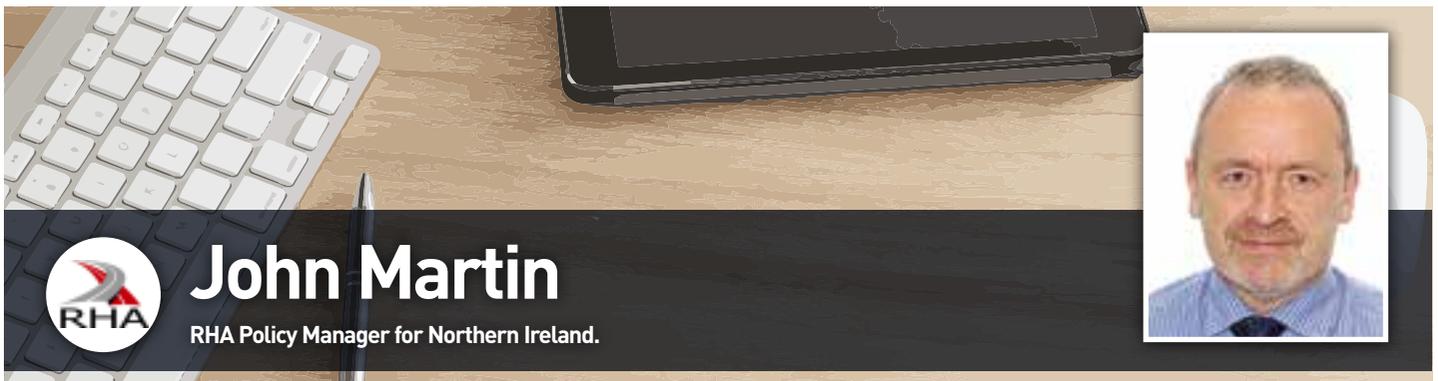
AfterSales Service

Renault Trucks also offer service packages, which can be tailored to a customer’s specific needs and range from standard support right up to full Repair & 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.

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.



Diamond Trucks
www.diamondtrucks.co.uk



John Martin

RHA Policy Manager for Northern Ireland.

NEW EU MOBILITY PACKAGE REQUIREMENTS ON DRIVERS HOURS NOW IN EFFECT

On 31 July 2020, the legislative texts of the European Union's Mobility Package 1 were published in the European Commission and whilst it's accepted the UK has technically left the EU they are still committed to aligning certain provisions with the current EU provisions for a period of time and subject to further agreement.

The initial changes relate primarily to drivers' hours and rest periods with some flexibility for weekly rest periods and restrictions on weekly rest in cabs.

In summary:

- The majority of the new rules governing driving and rest time became applicable on 20 August 2020, with the exception of the rules governing smart tachograph version 2 which come later.
- The new rules governing freight transport market access and access to the profession are applicable as from 21 February 2022.
- The rules governing posting and enforcement become applicable as of 2 February 2022. (This may impact UK operators who will depend on any future agreement the UK makes with the EU).

Action in some areas, especially around enforcement, still needs addressing. Further guidance will be provided when it becomes available.

The focus of this brief is the changes being made in 2020 only primarily focusing on driver's hours.

Driving, rest time rules and tachographs for HGV's

The new EU Regulation (EU) 2020/1054, amends Regulation (EC) No 561/2006 governing driving and rest time rules and Regulation (EU) No 165/2014 governing tachographs. These Regulations apply directly to the UK and are now part of UK law from 20 August. They provide common rules for EU road transport operators concerning maximum daily and fortnightly driving times, as well as daily and weekly minimum rest periods for all drivers of road haulage (subject to specified exceptions and national derogations).

The Regulations cover national and international



road haulage operations (and passenger transport) in freight vehicles over 3.5 tonnes maximum permissible mass, long and short distance, drivers for own account and for hire and reward, employees and self-employed.

The main changes are as follows:

a) Organisation of weekly rest – what is allowed?

According to Article 8(6), a driver engaged in the international transport of goods may, outside the Member State of establishment, "take two consecutive reduced weekly rest periods provided that the driver in any four consecutive weeks takes at least four weekly rest periods, of which at least two shall be regular weekly rest periods".

When using the derogation, the next weekly rest period must be preceded by a rest period taken in compensation for the two reduced weekly rest periods taken in a row.

b) Return "home" of drivers within each four-week period

Operators are required to organise the work of drivers so that periods away from home

are not excessively long and that drivers can benefit from long rest periods taken in compensation for reduced weekly rest periods.

In each four-week period the return should allow the driver to reach an operational centre of the haulier in its Member State of establishment or the driver's place of residence (the drivers are free to choose where to spend their rest period if they wish to use an alternative to the drivers normal place of residence, we advise operators document the drivers request this if it happens).

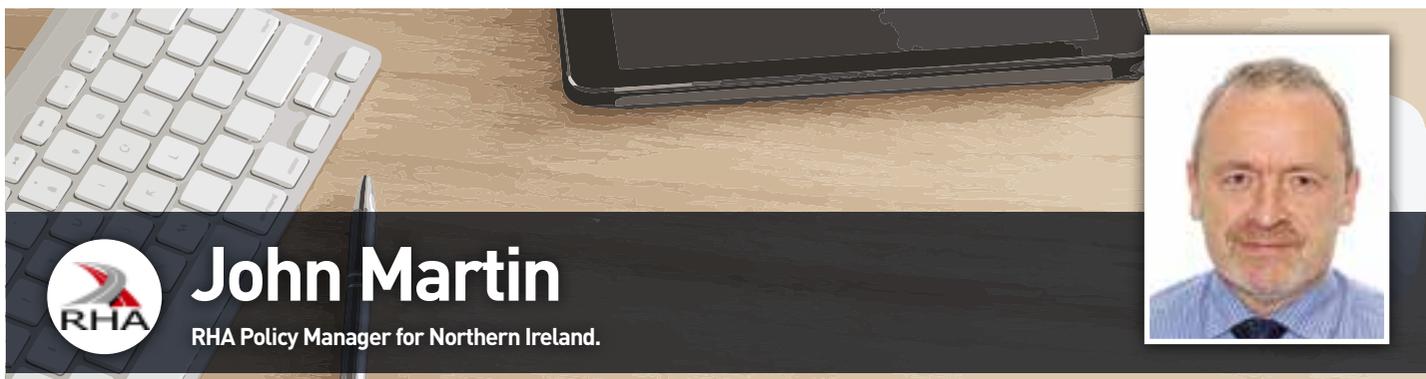
To demonstrate that the operator fulfils its obligations regarding the organisation of the regular return, the operator can use tachograph records, duty rosters of the drivers or other documentation to provide proof. Such evidence should be available at the operator's premises to be presented if requested by control authorities.

c) Ban on driver taking regular weekly rest in the vehicle cab

It is forbidden for a driver to take regular weekly rest of 45 hours or more in the vehicle. Drivers must take their rest (if not on their company's premises or at their place of residence) in suitable, gender-friendly accommodation with adequate sleeping and sanitary facilities. The associated costs away from home must be borne by the employer. (Note: Several countries already enforce this legislation.)

d) Keeping records on board for 56 days

From 31 December 2024 the record keeping reference period will be increased from 28 to 56 days. Until that date, the reference period shall remain 28 days.



John Martin

RHA Policy Manager for Northern Ireland.



e) The use of smart tachographs

There dates related to the introduction of smart tachograph version 2 are not yet set by the European Commission.

f) Flexibility under Article 12 of Regulation 561/2006

Provided that road safety is not jeopardised and in exceptional circumstances, the driver has the right to either:

- Exceed the daily and weekly driving time by up to one hour to reach the employer's operational centre or the driver's place of residence for taking a weekly rest; or
- Exceed the daily and weekly driving time by up to two hours, provided that an uninterrupted break of 30 minutes be taken immediately prior to the additional driving, to reach the employer's operational centre or the driver's place of residence for taking a regular weekly rest.

The driver must make a manual record on the record sheet or print out from the recording instrument explaining the reason why it was necessary to extend the driving period.

The extension must be compensated en bloc with any rest period within three weeks. The current flexibility within Article 12 that allows drivers to derogate from Articles 6 to 9 in order to reach a suitable stopping place is maintained. The new Article 12 extends this flexibility for drivers returning back to take a weekly rest.

g) Smart tachographs - Inclusion of goods vehicles between 2.5 & 3.5 tonnes engaged in international hire and reward transport - Regulation 165/2014 Art 9 (2)

This is not expected until July 2026, it will be influenced by the date of adoption for the technical specification for Smart tachographs.

EU Legislation

On 31 July 2020, the legislative texts of the European Union's Mobility Package 1 were published in the EU's Official Journal, L 249.

The Mobility Package consists of three main legislative acts:

- Regulation (EU) 2020/1054, amending Regulation (EC) No 561/2006 governing driving and rest time rules and Regulation (EU) No 165/2014 governing tachographs;
- Regulation (EU) 2020/1055, amending Regulations (EC) No 1071/2009 governing access to the profession and Regulation (EC) No 1072/2009 governing freight transport market access, as well

Regulation (EU) No 1024/2012; and

- Directive (EU) 2020/1057, which lays down specific rules with respect to Directive 96/71/EC and Directive 2014/67/EU governing

the posting of drivers in the road transport sector and amending Directive 2006/22/EC as regards enforcement requirements and Regulation (EU) No 1024/2012.



“We need trailers which provide maximum flexibility and load security. Therefore, we use KRONE'S 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.”

Daniel Noone. Financial Controller, Noone Transport.



KRONE ISOWALL Moveable Bulkhead

- Easy to Operate ✓
- Lightweight ✓
- Robust ✓

Sales office UK and Ireland: Peckfield Business Park, Phoenix Avenue, Micklefield, LEEDS. LS 25 4DY

Tel: +44 (0)1132 878817 | www.krone-trailer.com

Registered office: Fahrzeugwerk Bernard KRONE GmbH & Co. KG
Bernard-Krone-Straße 1, D-49757 Werlte, Germany



NEW VOLVO FM DESIGNED TO ATTRACT DRIVERS WITH IMPROVED WORKING ENVIRONMENT



The wide open spaces of the picturesque 120 acre parkland at the Johnstown Estate in County Meath provided the backdrop for a day of testing Volvo Trucks' new generation heavy duty Volvo FM.

It was initially unveiled along with three other new Volvo Trucks models just as the coronavirus pandemic lockdown took hold in March, so Export & Freight's Garfield Harrison and Phil Eaglestone had to wait until now to put a new FM 420 through its paces, thanks to a specially arranged Press event.

The Johnstown Estate is home to a 1750's Georgian Rural Residence overlooking the river Blackwater and nestled between the villages of Johnstownbridge and Enfield.

Our test drive took us along an 80km route to Athlone, before returning to the Estate a couple of hours later, allowing us to get a good impression of the FM's handling, performance and comfort – and we weren't disappointed; it is packed with improvements to the driver environment and innovations that deliver a higher level of comfort, safety and productivity.

As Roger Alm, President of Volvo Trucks, stated back at the launch in March, it has been designed to be the ultimate workplace on wheels, and having spent some time behind the wheel, we cannot argue with that. Hard working drivers are going to love this!

"Drivers are one of the most important assets in the transport industry," said Roger Alm. "With the new Volvo FM we are introducing a versatile working tool that is also a haven of comfort, allowing our customers to attract and retain the best drivers that will keep their operations moving successfully."

In designed the new FM, Volvo has also achieved very good visibility using a lowered door line, larger windows, new rear view mirrors and a passenger corner camera. The visibility can be further improved by the addition of a passenger corner camera that gives a complementary view of the side of the truck.

Working Environment

The interior is highlighted by a new dashboard offering more storage space, new colours and a modern dynamic display. The cluster includes a 12-inch high-resolution instrument display with a user-friendly interface where the driver can easily see important information and select between four different screen views, depending on the driving situation. The instrument display, which comes ready for future updates and connected services, is designed to simplify the driver's interactions and minimise distractions when accessing critical information.

The new Volvo FM has a 9-inch side display for infotainment, navigation support, transport information and camera monitoring. The display allows interaction in various ways: with the intuitively positioned buttons on the steering wheel, through voice control, or directly via the touchscreen and display control panel. In addition, a new steering neck tilt option



offers a more ergonomic driving position.

The new sleeper cab has been upgraded with a raised bed and improved storage possibilities that include a large storage compartment underneath the bed and an upper rear storage with LED panels in the compartment dividers.



To move from the seat to the bed is easier than ever with a new slimmer, ergonomically designed I-Shift gear selector. Cab comfort is further enhanced through reinforced insulation that helps keep out cold, heat and noise.

The exterior of the next generation Volvo FM has a new aerodynamic shape, with distinctive lines on the front and a single sleek character line sweeping the side of the all new cab. In addition, the V-shaped headlamps are positioned for optimal aerodynamics, and the larger brand identity panel and upper front grille with a new mesh pattern give the truck a bold, confident look.

Safety features

In addition to the improved visibility for drivers, other safety advances on the new Volvo FM include descent control, which sets a maximum speed to help prevent unwanted acceleration when travelling downhill, and Adaptive Cruise Control (ACC) that now works at all speeds down to zero km/h.

The Electronically controlled Brake System (EBS), which is a prerequisite for safety features such as Collision Warning with Emergency Brake and Electronic Stability Control, now comes as standard on the

new truck. Volvo Dynamic Steering, with the safety systems Lane Keeping Assist and Stability Assist, is also available as an option.

The Volvo FM also features a road sign recognition system displayed in the instrument display to alert the driver. The system is able to detect signs such as overtaking restrictions, road type and speed limits.

Fuel efficiency

The variety of available driveline and chassis configurations means the new Volvo FM can be tailored to deliver higher productivity and fuel savings in a wide range of applications. Improvements to the steering angles of the tag and pusher axles also give the truck exceptional manoeuvrability which can be fully utilised in, for example, heavy urban traffic.

In many markets, the Volvo FM is available with the Euro 6 compliant gas powered LNG engine that offers fuel efficiency and performance on par with that of Volvo's equivalent diesel trucks, but with a far lower climate impact. The gas engine can run on either biogas, which cuts CO₂ by up to 100 per cent, or natural gas which reduces CO₂ emissions by up to 20 per cent when compared with Volvo's equivalent diesel trucks. This relates to emissions from the vehicle during usage, known as tank to wheel.

Incidentally, Volvo Trucks plan to re-launch all four new models this Autumn, with sales scheduled to start in the first week of October.

VOLVO FM FACTS

- **CABS:** Day cab, Low day cab, Low sleeper cab, Sleeper cab, Globetrotter cab, Crew cab. Exterior and interior trim packages for individual design.
- **ENGINES:** Diesel engines are available with different emissions standards. Volvo FM is also available with the Euro 6, Step D compliant gas-powered LNG engine in selected markets.
- **GEAR CHANGING SYSTEM:** I-Shift with software package for different areas of application.
- **LIGHTS:** Halogen or LED headlamps.

Failed to Act Within Tachograph Timeframe

A County Down operator has been convicted at Belfast magistrates' court and fined a total of £500 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers observed a 3 axle Scania articulated lorry in combination with a Muldoon tipper trailer. The vehicle was directed to the Department's weighbridge for the purposes of an examination.

Analysis of the driver's digital smartcard showed that the tachograph card and the vehicle unit data had not been downloaded within the timeframe specified under EU regulations.

Operator Did Not Carry Out Regular Checks

A County Tyrone haulage operator was convicted at Belfast magistrates' court and fined a total of £400 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers on duty in the Belfast area stopped a Volvo 4 axle tipper lorry.

During an examination of the driver's tachograph records examiners found that the operator had failed to request the drivers charts for regular checks in line with EU regulations.

Fined on Multiple Tachograph Charges

A County Tyrone operator has been convicted at Omagh magistrates' court and fined a total of £600 plus a £15 offender levy on tachograph charges.

The conviction arose when DVA Enforcement Officers on duty in the Omagh area stopped a MAN 2 axle curtainside lorry for the purposes of an examination.

Analysis of the digital tachograph card revealed that the tachograph card data had not been downloaded for 675 days and that the period for download of vehicle unit data had been missed by 585 days.

Analysis also showed that there were three periods of vehicle driving where a card had not been used. EU regulations require operators to carry out regular checks of tachograph data. The Department's records also showed that the vehicle had not been specified on an operator's licence.

Failed to Download Tacho Card

A County Armagh Operator was convicted at Belfast magistrates' court and fined a total of £625 plus a £15 offender levy after DVA Enforcement Officers stopped a 3 axle Scania articulated lorry in combination with a 3-axle trailer.

An examination of the driver's digital smartcard indicated that the card hadn't been downloaded in 197 days, 169 days outside the 28-day requirement. Subsequent analysis of the vehicle tachograph data indicated that the vehicle unit had not been downloaded in 155 days, 65 days outside the 90-day requirement.

In addition, the vehicle was not specified on the operator's licence and on multiple occasions the driver drove without his driver's card being inserted.

£3,000 Fine for Tachograph Offences

A County Armagh Operator has been convicted at Newry magistrates' court and fined a total of £3000 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers stopped a 3-axle Scania articulated unit in combination with a 3-axle Gray and Adams trailer at the Harbour Highway, Larne.

Analysis of the digital tachograph card revealed multiple daily driving period offences that were outside the scope of EU regulations and on two occasions the tachograph card was not inserted into the vehicle unit. It was also noted that the operator failed to attend an interview with the Department.

Banned from Driving for Three Months

A County Londonderry haulage driver has been found guilty on a series of charges at Ballymena magistrates' court and fined a total of £600 plus a £15 offender levy and disqualified from driving for three months.

The conviction arose when DVA Enforcement Officers on duty in the Toome area stopped a Mercedes 2-axle van. A vehicle weight check identified that the van was overweight on its 1st axle by 120 Kgs (7.27%), overweight on its 2nd axle by 252 Kgs (11.2%) and overweight on its gross vehicle weight by 772kgs (22%).

Further investigation revealed that the driver had no driving licence and was disqualified for a year and two months, thereby making his insurance null and void.



Nutts Corner Business Park
15 Dundrod Road BT29 4SS
T: 028 9082 5653

E: mail@transport-training.com
www.transport-training.com
Find us on: [f](#) [in](#)

CAREER DEVELOPMENT TRAINING FOR THE TRANSPORT INDUSTRY IN NORTHERN IRELAND

Transport Training: Truck & Bus Driver Training | Driver CPC | Transport Manager CPC

Compliance Training: ADR | DGSA



LOOK OUT FOR OUR NEW WEBSITE COMING SOON WITH ONLINE BOOKING SYSTEM!



(L-R) Niall Conroy, Oliver Conroy and Fergal Conroy.

Conroy Pallets Named All-Ireland All-Star Family Run Business

Approaching 70 years as a leading supplier of wooden and heat-treated pallets in Ireland and the UK, Dublin based Oliver Conroy Pallets has been awarded the coveted All-Ireland All-Star Family Run Business 2020 - a quality mark signifying it meets the highest standards of service and trust.

Commented Fergal Conroy, CEO: "This is a great achievement for our Company as the rigorous accreditation process is overseen by the prestigious All-Ireland Business Foundation, and is conducted via stringent feedback from our customers, employees and vendors, whose opinion matters most to us.

"This accreditation is a testament to the loyal hardworking team of employees that we have within our organisation that constantly strive towards the high standards that we uphold.

"It is very special to be honoured with the named accreditation of All Ireland All Star Family Run Business 2020 as we are coming up on a major milestone of our 70th year in business, with our original founder still involved within the company and now having a third generation working with us also.

"We have invested heavily in our business processes and, in particular, on Lean Manufacturing Principles, incorporating the latest storage system technology in the elimination of waste. We are proud to say that we have not sent any

pallets to landfill in over 20 years. Each year, we repair and reuse 1,600,000 pallets so it is great to get this recognition for our efforts."

The Business All Star Award is an independently verified standard mark whose adjudication panel is chaired by Dr Briga Hynes of the Kemmy Business School at the University of Limerick and Kieran Ring, CEO of the Global Institute of Logistics.

Dr Hynes said the accreditation, which is now held by over 350 firms, is needed by the thousands of small and medium businesses which operate to their own standards, but have nothing to measure them by.

"We evaluate a company's background, trustworthiness and performance, and we speak to customers, employees and vendors," she said. "We also anonymously approach the company as a customer and report back on the experience. The business goes through at least two interviews and is scored on every part of the process against set metrics."



360° Camera Monitor Systems

4 cameras, 1 image, 0 blind spots



Backeye®360 eliminates problem blind spots: potential dangers for anyone or anything in a vehicle's path.

Digital images from four ultra wide-angle cameras are combined to create a 360°, bird's-eye view of the vehicle, delivering a clear, real-time picture on the driver's monitor, preventing accidents, saving money and lives.

Killing blind spots. Saving Lives.



brigade-electronics.com





Volvo Trucks Appoint Hannah Burgess Director of New Vehicle Sales

Volvo Trucks UK and Ireland has appointed Hannah Burgess to the newly created position of Director of New Vehicle Sales, based at the company's head office in Warwick.

This will see 43 year old Hannah lead the company's new truck sales and all related product and customer support activities. She will also be responsible for merging two existing departments, Commercial Truck and Product, Digital & Delivery, into one – combining her extensive experience in both product and sales operations.

Hannah has enjoyed a 22-year career within Volvo Group, initially joining Volvo Financial Services in 1998, before moving on to roles within the UK dealer network. In 2008 she moved back to head office to become Fleet and Retail Support Manager, followed by a promotion to Commercial Operations Manager at the beginning of 2011. She then spent nearly five years as Director Group Product and Sales Delivery for Volvo Group; ahead of her most recent role as Director of Product, Digital & Delivery



Hannah Burgess, Director of New Vehicle Sales, Volvo Trucks UK and Ireland.

which began in January 2019. Comments Hannah: "We are on the verge of the single biggest introduction of new products in the company's history, which makes this an incredibly exciting time to

be taking charge of new sales.

"When we revealed our new heavy truck range back in February, we did so with the promise that our latest generation FH16, FH, FM and FMX models

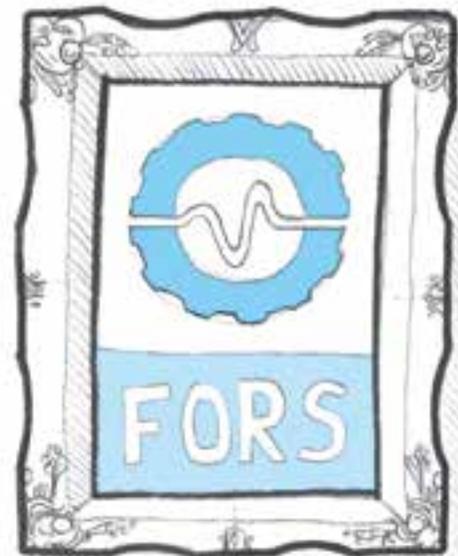
would make our customers even more competitive and help them attract the best drivers in an increasingly tough market.

"It's fair to say that promise has never been more important than it is now, given the amazing efforts by road transport fleets to keep the UK and Ireland moving in 2020 – despite the most challenging period we have all faced, both professionally and personally.

"As we look ahead to the coming months, we stand ready to support customers with the full strength of Volvo Trucks and our dealer network, which continues to do a fantastic job looking after customers in what is a very different environment to just a few months ago. Plus, we are working hard behind the scenes to prepare for our new model order books opening in September, alongside a series of exciting local market launch activities."

FORS, the art of fleet management

Managing a fleet well can be an art form for any transport operator. After 12 years of delivering best practice, FORS has created a range of services to boost productivity and increase business opportunities.



SAFER SMARTER GREENER

fors-online.org.uk

08448 09 09 44

@FORS_online

FORS



ADJUSTING TO THE NEW NORMAL

The pandemic has prompted a sea-change in business operations across the country, with FORS members being no exception. The FORS team was quick to adapt our services, delivering much of our training content online, for example, and with the priority to support our members as they navigate the numerous unforeseen challenges the global pandemic continues to present.

Along with temporarily suspending FORS Bronze audits, during the Spring months, Bronze, Silver or Gold downgrades were also halted where accreditation dates were exceeded, allowing members to maintain their existing FORS membership status throughout.

It wasn't until 15 June that bookings for Bronze site audits were opened up again, with site audits being undertaken against strict social distancing conditions.

In a move which we think will be particularly beneficial for members located on this side of the Irish Sea, FORS Professional manager training sessions were developed into online webinars in early April.

FORS Professional Practitioner workshops, FORS Professional Car and Van Fleet Management Essentials, FORS Professional HGV and PCV Fleet Management Essentials, and FORS Professional Collision Management all moved from classroom-based to interactive webinars.

The original classroom-based manager sessions were amended to suit an online format and to encourage participants to interact, and ensure learning is fully absorbed. What is more, we are currently developing a secure 'virtual classroom' platform

which will enable delegates and trainers to see each other and engage in a more classroom-like environment, with an embedded assessment made up of multiple-choice questions to ensure the learning objectives have been met.

There are also secondary benefits to online training; it is easier for our members to fit training sessions into already busy work timetables and is ultimately better for the environment.

These online courses are proving extremely successful, with more than 1,500 places filled on FORS Professional webinars since they began on 2 April. We plan to continue offering FORS Professional manager courses online until at least December 2021. It could be some time before government restrictions are fully lifted, and in the meantime, it is of utmost importance that fleet management teams are still able to access vital operational training, to continue their work

with FORS to raise operational standards of safety and efficiency.

Safety training

Although UK industry is returning to work, much of the workforce remains working from home. The government continues to encourage these home-workers to exercise and this naturally means a potential increase in pedestrian and cycling activity – evidence, in fact, reveals a boom in bicycle sales brought about by the coronavirus outbreak. With safety at the very core of FORS, we sought to encourage our driving workforce to ensure their road safety training remains very much front of mind.

We urge drivers to refresh their FORS Pedestrian Safe training, to understand the specific dangers faced by pedestrians and learn how to protect them. Since it began in January 2020, this eLearning module has been completed by over 12,000 individuals as part of the suite of FORS Professional

safety eLearning modules.

The FORS Standard

Unfortunately, the new FORS Standard version 6, which was due to be published in October 2020 is now postponed. However, one change has been implemented. From 1st July 2020, training providers and FORS members can now submit 'Immersive Interactive Training' to become approved as part of FORS Silver requirements, and to help members meet the HGV and van driver Work Related Road Risk (WRRR) requirement.

Immersive interactive training uses drama-based multi-media, virtual reality or other mixed reality training to help attendees understand the road from different perspectives. FORS members and training providers can now go to fors-online.org.uk (FORS Professional and FORS Approved Training) to view full details and to have an immersive interactive training course FORS Approved.

Without a doubt these are very tough times for our industry. Operators are looking to ensure their businesses are as lean and efficient as possible. FORS can help, with a route to embedded best practice that leads to industry-leading safety standards, and tangible savings.



EYE-CATCHING DAF XF480 FAW A STAR OF THE FOREST

The ancient Forest of Dean in Gloucestershire has changed many times over the centuries. In medieval times it was a royal hunting forest, before becoming a source of timber for the navy's Tudor warships.

By Victorian times it was a major site of industry, with coal mining and tramways punctuating the landscape.

Today, it attracts some of the world's major stars; the most famous movie to be filmed in the Forest of Dean is "Star Wars VII: The Force Awakens," and some parts of the Harry Potter movie series are also filmed here. But if you went down to the forest more recently you'd have seen a totally different star - DAF's latest XF480 FAW 8x4 rigid - which is where Export & Freight's Phil Eaglestone became more acquainted with the tipper, with many thanks to DAF trainer Mandy Wannerton.

There's little doubt this new DAF XF has built on the excellent standards of driver comfort for which DAF's top-of-the-range truck is renowned worldwide. It offers the biggest interior space available on the market, the best and largest bunks and a completely new, attractive look and feel.

The new 8x4 FAW chassis has a GVW of 32 tonnes and, thanks to the steered trailing axle, can be manoeuvred with great precision, while a turning circle kerb to kerb of 15.4m makes it ideally suited for transporting large or heavy loads to sites where there is relatively little space.

With increased ground clearance that helps avoid rough terrain obstacles such as rocks and stones, the chassis lends itself perfectly to operation as a tipper, as well as to other applications



including concrete mixer, for bodywork with a rear mounted crane or for a combination of a loading crane with a hook lift system.

Some operators will clearly appreciate the extra space, storage and comfort offered by the XF cab, and with many specialist operations being double manned or have a lot of kit that needs to be stored in the cab, this makes the XF an ideal workplace.

And, of course, drivers will certainly choose the XF when looking for the ultimate sleeping and living space, as we did, having overnights in the cab ourselves!

The steep inclines and winding roads through the Forest of Dean gave us ample opportunity to experience its handling and performance in ideal conditions, and later we went off-road in a nearby local quarry. It didn't disappoint at any stage.

Fuel Efficient

The DAF XF is powered by the multi-torque PACCAR MX-13 engine with new power ratings, including an extra powerful 390 kW/530 hp variant. Many innovations result in even more torque at lower rpm for highest fuel efficiency. Vehicles can now cruise at only 1,000 rpm, resulting in extremely low noise levels found in top class luxury cars.



THERE'S LITTLE DOUBT THIS NEW DAF XF HAS BUILT ON THE EXCELLENT STANDARDS OF DRIVER COMFORT FOR WHICH DAF'S TOP-OF-THE-RANGE TRUCK IS RENOWNED WORLDWIDE.



Additional torque is available in top gear for great driveability – and the MX engine brake delivers world-class braking power at lower revs.

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

Incidentally, the DAF XF can run on HVO (Hydrotreated Vegetable Oil, a form of renewable diesel) which is one of the cleanest fuels on the market, eliminating up to 90% of net CO₂ and significantly reducing nitrogen oxide (NO_x), particulate matter (PM) and carbon monoxide (CO) emissions. HVO is compatible with all engines and requires no special maintenance.

The DAF XF comes with the latest generation of TraXon automated 12 speed gearbox. Less friction losses, even faster upshifts and the extended use of EcoRoll contribute to lowest fuel consumption, whereas driver comfort is enhanced thanks to its quiet and smooth operation and precise clutch actuation.

The TraXon automated transmission also allows higher reductions in lowest gears through which even faster drive lines could be realised.

Safety features include Adaptive Cruise Control which automatically adjusts the truck's speed to maintain a safe distance from the vehicle ahead; Forward Collision Warning which generates a warning sound and a visual alert on the instrument panel, urging the driver to take action in order to prevent a collision; and an Advanced Emergency Braking System which intervenes to slow the truck down in an emergency.



Working Environment

Warm and tasteful dark sand colours of dashboard, seats, curtains, mattresses and side and back walls give the interior a great appearance to make you feel comfortable and at home, with a completely new climate control unit that stands out in comfort and user-friendliness. It features one-touch defrosting, park ventilation, park heating with timer, rest heat and automatic air recirculation and can also be operated through the rear wall control unit.

DAF have also further expanded driver information, making it easier to take effective action. The beautiful and clear instrument panel has new fonts and a new styling for even better readability. The Driver Information Panel also provides more information to increase driver comfort and efficiency.

To enhance driver performance even further, settings are grouped on the instrument panel more logically and the Driver Performance Assistant includes even more tips for economical driving.

Thanks to smart vehicle electronics position of the individual switches can be adapted to personal preference of the driver. This adds to greater driver comfort as well as maximum vehicle efficiency.



STANDARD SUPPORT PACKAGE

2-year unlimited mileage vehicle warranty

Plus 3rd year driveline warranty

Free DAFaid roadside assistance and recovery

Full 3-year DAF Multi-Support Preventative Maintenance Package

PETER O'REILLY

CEO, TRANSPORT TRAINING SERVICES (N.I.) LIMITED



Peter O'Reilly is a prime example of what can be achieved from a career using an apprenticeship pathway. Peter started his career as a heavy vehicle apprentice at Belfast City Council via the government agency, the Road Transport Industry Training Board (RTITB), which was replaced by the Transport Training Board for Northern Ireland (TTB) in the early 90s. Since then he has enjoyed a successful and dynamic career in the private motor trade and public sector.

After his four year apprenticeship followed by a short stint at Citybus, Peter moved to the motor trade, first in service administration with Coulters on the Antrim Road and then at Knockdene on the Upper Newtownards Road (now TrustFord). However, he had secretly been applying for the fire service and got the letter to say he started as a 'fireman', as it was called in those days, on the 20th March 1990. Because this was something he'd always dreamed of doing, even being offered a Sierra Cosworth wasn't enough to make him stay at Ford!

Peter then spent 21 years progressing through the Northern Ireland Fire Service throughout some of the most challenging times in Belfast, attending or overseeing almost everything fire related during the height of 'the troubles'. After 11 years on the fire engines he moved through the ranks, ultimately working as an area commander.

In 2011 Peter and his family relocated and he took up the position of director of prevention and detection in Greater Manchester Fire & Rescue Service until he became Chief Fire Officer & Chief Executive of Greater Manchester in April 2015, a time in his career that he describes as "phenomenal".

What are your standout memories of being an apprentice?

There are loads – some repeatable and some not! I think going into the Belfast City Council Vehicle Maintenance Garage in Duncrue Street on the first day is a standout. I very quickly got settled into the culture of that environment as an apprentice and what it was like to deal with a journeyman - the old 'bucket of blue steam' and 'swinging hooks' and everything else. And the camaraderie that was built up during that time, particularly playing football with some of those guys, was all great banter. Some of them ended up as Groomsmen and the Best Man at my wedding. Some great memories...feels like yesterday.

What attracted you to the role at TTS?

I'd always planned to retire from the fire

service at the end of my service period which was 6th February 2018 so I took my time out from fire, reflected, and did some things I've always wanted to do like renovating a little cottage. It was just one of those serendipity things when an advert came up for TTS, right back where I started, and I wanted to go back to see what I could do there.

I thought I'd be going to a job that didn't have the same action as I was in before but little did I know a health pandemic 'lockdown' was waiting for me the week I started!

Prior to joining TTS what is your biggest career highlight?

The most rewarding thing I've ever achieved in my career was the first time I rescued somebody from a fire and they lived. The most rewarding thing you'll ever get from a career in the fire service is when you know someone has survived. It was very shortly into my career and because it was the first time it's probably the most memorable thing.

But I'd say my greatest achievement was on 15th September 2015 when every fire engine and every fire fighter in Greater Manchester started responding to cardiac arrest incidents. That, to this day, is probably seen as one of the greatest innovations in the British Fire Service ever.

What do you hope to achieve as CEO of TTS?

I want TTS (NI) Ltd to be known throughout the United Kingdom and Ireland as the most innovative, dynamic and supportive automotive, transport and logistics training organisation. I believe that the will exists within the Transport Training Board and the senior management team. I also believe that the ambition and capability resides within the wider team to expand to all parts of Northern Ireland and beyond.

In conjunction with the TTB board I've developed a strategy document that outlines our plans and aspirations for the next three years. Personally, I want to further build on the history and legacy of TTS/TTB. We want to continue to raise standards across the automotive and transport sectors

in Northern Ireland by providing best-in-class training across the entire career lifecycle. And we want to be at the forefront of the development of training in new vehicle technologies, such as hydrogen, electric and hybrid energy systems.

Throughout my career I have always disrupted and innovated at every given opportunity and I don't see my role at TTS being any different in this respect.

What are you most looking forward to?

I always view entering a new career as climbing a mountain. When you are trying to give a vision to others it is very difficult for them to see the mountain peak. But as you go through the journey it's always rewarding when you are able to get staff to look down to see how far they have climbed.

I can't wait for the next three years to pass, as I have no doubt TTS will be at a completely different level.

What is the one thing the Government could do to support your sector?

I think there's a number of things that impact different aspects of what TTS does.

If we are talking about the apprenticeship side of the organisation, then getting public sector employers here to have access to the apprenticeship levy is important. The apprenticeship levy gets played down here and it's unfortunate that it does. All of the 11 super councils, all of the health trusts, and any other public sector body in Northern Ireland, as well as some in the private sector, have to pay in but they get absolutely nothing back from it.

In England the fund definitely influences the development of opportunities and new apprenticeship frameworks. Because large public sector employers here are getting nothing back for this money there's no encouragement for them to take on apprentices, which was the purpose of the levy in the first place – to get public sector, private sector, voluntary agencies to develop apprenticeships and apprentices. Giving all Northern Irish businesses (public, private or

THROUGHOUT MY CAREER I HAVE ALWAYS DISRUPTED AND INNOVATED AT EVERY GIVEN OPPORTUNITY AND I DON'T SEE MY ROLE AT TTS BEING ANY DIFFERENT IN THIS RESPECT.

voluntary) access to the fund would, without a doubt, stimulate interest in apprenticeships.

Secondly, the Government needs to do something about Driver Certificate of Professional Competence (CPC). I think there's an issue around the credibility of it.

The requirement to do 35 hours is nonsense; the requirement to cover specific topics and be competent in those areas is different. If you change the credibility of CPC, then you can use that as an incentive to start developing the width of CPC to include vans. Everybody knows about the 'white van man' – CPC could be used to raise standards there, as well as making freight and taxi CPC more useful. If I could influence Government, it would be to persuade them to develop a CPC that is credible in the industry.

What's a mistake you made early on in your career, and what did you learn from it?

The best piece of advice I ever got was "be patient and listen". Naturally as a young person and as a young manager in Ford I would've been inclined to jump in early, but I learned from that the hard way. I've learnt over the years that if you sit back and listen, when you do contribute, what you've got to say will be more valuable.

Aside from that, what advice would you give to young people today?

Learn the theory. Some people are just bookworms and can't apply the practice. But if you are a practitioner, learning the theory can be very helpful. It can give you that extra string to your bow. If you can do it with your hands then do it, but do a bit of the academic stuff behind it as well to support you because it will absolutely help you communicate how professional you are in your field.

And learn from managers around you (good and bad) – try and enhance what you see from the good ones and try not to replicate the bad.



DAF CF and XF available with switchable front-wheel drive

For trucks that clock up most of their mileage on the road but are sometimes required to drive off-road or in slippery conditions, DAF has introduced hydraulic front-wheel drive that can be activated at the flip of a switch.

This new 'PXP' drive has been developed together with Paul Nutzfahrzeuge and is available on the DAF CF and XF 4x2 tractors powered by the PACCAR MX-11 or MX-13 engine. Other chassis types will follow later in the year.

Permanent all-wheel drive for a truck that drives off-road only occasionally, usually means a considerable cost in terms of acquisition, maintenance and fuel consumption. However, it is sometimes very important to have extra traction to tackle ditches, sandy roads, unpaved tip sites and steep inclines.

For challenging situations like these, DAF has now introduced a hydraulic front-wheel drive option for the CF and XF 4x2



tractors that can be activated via a switch on the dashboard. If the vehicle registers slip from

the powered wheels, PXP – 'Paul Xtra Power' – is automatically activated. The greater the amount

of slip from the rear, the more traction the front wheels provide.

DAF's switchable front-wheel drive is available in the first four forward gears and the first and second reverse gears. At speeds above 20 kilometres per hour (and/or in 5th gear and upwards) PXP switches back to stand-by mode. The system activates itself again at lower speeds and whenever use is required.

To make the switchable front-wheel drive possible, each front axle wheel hub is equipped with a hydraulic motor, producing torque of no less than 6,435 Nm at a maximum system pressure of 360 bar. This ensures optimal performance and optimal longevity and reliability.

A unique feature is that the motors are driven by a hydraulic pump that is fitted directly onto the Engine-PTO, which saves both weight and space.

In addition, the hydro pump can also drive components like cranes, hook arms, stabilisers and skip loader systems for maximum efficiency. This means that only one hydraulic tank is required, which also results in less weight and more space.

BPW's Active Reverse Control Master of Manoeuvring

Manoeuvring in a confined space without an auxiliary steering system can be an everyday challenge for many fleet drivers. The new Active Reverse Control system from BPW is designed to support the steering functionality of trailers working in a tight space, as it offers an increase in the agility and manoeuvrability of the vehicle.

Until now, the benefits of a self-steering axle have only been available during forward travel, as the steering mechanism is locked and the axle remains rigid when reversing. However, BPW has developed this new electro-hydraulic auxiliary system, Active Reverse Control, to automatically control the steering axle when reversing.

Active Reverse Control consists of control and hydraulic units, and a steering cylinder with an integrated steering angle sensor. When a driver engages with the reverse gear, the steering system is automatically activated via the reversing lights and the rotational speed and direction sensor. For precise movement, steering can

be manually operated with a remote control, accurately manoeuvring a trailer into a defined area. The innovative sensor technology, mounted in the control unit, rather than the kingpin, detects the direction and angle of the steering.

By utilising BPW's Active Reverse Control, both fuel consumption and tyre wear will be reduced: at an annual mileage of 100,000 kilometres, BPW say you could save up to 1,000 litres of diesel and four tyres. The system, which can be retrofitted to an existing self-steering axle, is suitable for both commercial and agricultural purposes. Active Reverse Control can be utilised independently of the EBS system and can also be used to control two steering axles (four axles are even possible with agricultural vehicles).

This easy-to-install, plug-and-play technology is available for both BPW drum and disc brake self-steering axles.

Thermo King Truck Hybrid Refrigeration Units Hit the Roads

Thermo King says its new hybrid refrigeration systems for trucks and high-loaders are now being delivered to customers across Europe. The new T- and UT-Series Hybrid refrigeration systems seamlessly switch between diesel and electric mode allowing transporters to operate in inner cities, residential areas and low emission zones with the unit's diesel engine turned off.

Bakery food-on-the-go retailer Greggs, with over 2,000 shops nationwide and serving over six million customers a week, is one of the first customers in Europe

to experience the benefits of the new hybrid refrigeration systems. Three new trucks with Thermo King Hybrid systems will contribute to lowering the environmental impact and reducing operating

costs of their truck transport operations in central London.

"Thermo King units have been our systems of choice for several years now. Their units have delivered

good flexibility and work efficiency to our operations, and we could also always count on the Thermo King dealer service network to support us," said Richard Penna, group logistics manager at Greggs.

"We're very conscious about the sustainability of our transport operations. It is paramount for us to operate in inner cities with as little noise and emissions as possible. It was a natural choice to work with Thermo King and equip our trucks with these new units that can easily switch from diesel operation to electric, reduce the sound level and eliminate emissions. On top of that we expect to benefit from the lower daily fuel consumption."



WAYS TO KEEP IN CONTACT WITH THE DEPARTMENT FOR INFRASTRUCTURE

Like many businesses across Northern Ireland the Department for Infrastructure is adapting its working arrangements to provide staff with a safe working environment, whilst also maintaining provision of services for goods vehicle operators and applicants.

Home working, with reduced time in the office, means that we all need to reconsider what effective communication looks like, using technology where possible to improve the speed and efficiency of that communication. The following article outlines the best way to contact the Department, ensuring that your licence remains valid and that important information is notified in a timely manner.

Licence Applications and Changes

NI Licensing staff were working from home but some have now returned to the office on a reduced capacity. Phone lines will be open Tuesdays, Wednesdays and Thursdays between 10:00 and 15:00 hours. Note that as the team returns on a phased basis

that the office will not be fully staffed on those days so please be patient if you are trying to make contact by telephone. The contact number for the licensing team is 0300 200 7831.

Most correspondence from the NI Licensing Team will be sent to you by email. There will be a reduction and delays on correspondence sent by post.

The best way to reach us is digitally. Upload application related documents through your VOL user account and only send documents by email if you are having problems with the self-service system.

This will help to reduce the volume of emails we receive and speed up the service we deliver. There may be delays if you send correspondence to us by post.

If you are an existing operator without a VOL user account, and you would like one, please go to www.gov.uk/manage-vehicle-operator-licence and follow the on-screen instructions.

If you have difficulties accessing or using the system, please email Notifications@vehicle-operator-licensing.service.gov.uk and a member of staff will contact you as soon as possible. You will need to answer some security questions.

Regulatory Matters

If you have received communication from the Transport Regulation Unit you should give urgent consideration to this. Additional time is currently being allowed for responses in light of the ongoing challenges, but you

must ensure you respond within the deadline provided.

Transport Regulation Unit staff are working from home with limited access to the office to collect mail, so if you write to us we may take longer to process your correspondence or respond to your enquiry. The best way to contact us is by email at TRU@infrastructure-ni.gov.uk.

Please allow 10 days for a response. If for any reason you are unable to email us, we are providing a limited telephone service on 028 9054 1410 between the hours of 09:00 and 17:00.

General Enquiries

NI Direct provides information about Goods Vehicle Operator Licensing on their webpage here: <https://www.nidirect.gov.uk/articles/goods-vehicle-operator-licensing-licence-applications> and by telephone on 0300 200 7831 between the hours of 09:00 and 17:00.

CORONAVIRUS (COVID-19)





Seamus Leheny

Policy Manager - Northern Ireland. Logistics UK

TRADER SUPPORT SERVICE: A LIFELINE FOR NI BUSINESSES IN A TIME OF DISTRESS

Well, we didn't see that coming. What an utterly horrible six months we as an industry and society have endured. COVID-19 and the subsequent lockdown have had a hugely damaging and long-lasting effect on the logistics sector. The pandemic's impact on our daily lives, the economy and our industry has been merciless, especially on those operators who were vulnerable given the sectors they work in and the commodities they transport.

Some operators here in Northern Ireland saw their entire supply chains grind to a halt overnight, leaving no option but to park up trucks and furlough staff. Others were more fortunate simply due to the lottery of which customers stayed open and which businesses closed.

However, over the last six months our industry has not just done itself proud with how it kept vital supply chains open during difficult times, but it showed its resolve and true grit in solving problems and keeping our shops stocked, fuel delivered, factories replenished and medical supplies moving.

The role of our drivers and the industry overall was recognised and appreciated by the public and the media, and this is something we must build on as we move forward and work our way back to recovery.

In the first few weeks, much of my time was spent working for derogations such as delivery times permitted to shops, drivers' hours rules, DCPC validity, ADR, IVA, vehicle testing and driver licence renewals. Some of these were straightforward enough but others were more complex, but thankfully we got there on all of them. Some problems remain, such as limited capacity for vehicle testing, which is causing problems for maintenance service providers and operators trying to ensure they have vehicles prepared and available when they need them.

The biggest disappointment has been the lack of financial support from government for those hardest hit in our industry. The furlough and CBILs scheme were welcome and certainly saved many businesses, but the lack of a grant aid package could have a long lasting impact.

In May I gave evidence to the Northern Ireland Infrastructure Committee in Stormont on how our industry was coping during COVID-19. My key ask that day, which remains the same today, was for a means tested aid package for those operators who need it most. I acknowledged not all operators were suffering equally, hence why those in need could demonstrate why they needed help and thus ensure they remain financially sustainable.



Giving evidence to the Northern Ireland Infrastructure Committee in Stormont.

Before that meeting and ever since we have a game of 'pass the hot potato' between different ministers over who is responsible and able to deliver aid to hauliers in need. We will keep asking those questions and as I have warned, the real impact was never going to be felt in the early months of COVID-19, but later in the autumn when payment holidays and furlough end and we start to see what the impact of the inevitable recession looks like on the wider industry. For now, operators here will strive to continue carrying out their work professionally and admirably which were the very qualities that got us through those dark months of COVID-19.

Brexit Beckons

In the midst of everything else, it has been all too easy to forget that Brexit is still here and we are quickly getting closer to 1 January 2021, which will see the biggest change in how we move goods into and out of Northern Ireland.

Following the development of the Northern Ireland Protocol, Logistics UK has been pressing the government to provide financial support for Northern Irish businesses who will need to adapt to the new NI-GB trading procedures post-EU exit. So, following many meetings with government ministers, we were

relieved when the government announced the creation of the Trader Support Service. This £200million scheme will provide traders with an end-to-end service to guide them through all import processes, including handling digital import and safety and security declarations on their behalf, at no additional cost.

Northern Irish businesses face significant challenges at the end of the transition period, not least the challenges of customs documentation and other formalities, which many would be encountering for the first time. The support package will ensure the cost of implementing or enforcing new border arrangements will not fall solely onto business or logistics providers. It will provide a vital lifeline for NI businesses concerned about the new administrative tasks they face.

However, with fewer than 130 days until the end of the transition period – and the scheme operator only due to be announced as I write this in September, there is very little space for the new systems to be trialled and implemented. This will be made more complex by the challenges posed by the festive season, which is traditionally the logistics sector's busiest working period. And, while the support package is most welcome, there are still several other areas of concern the government must address. Logistics UK has worked with its members to identify the key measures needed to keep trade between NI and GB moving efficiently. These include ongoing engagement with logistics businesses; minimising frictions, red tape and costs for industry; and customs training and support to build customs capacity.

As the UK forges its new relationship with the EU, the maintenance of flexible, frictionless trade between NI and GB is vitally important to the continued recovery and success of our economy. In the meantime, we advise all our members to continue with their Brexit preparations and seek support from the Trader Support Service if possible.

For more information on the Trader Support Service, including how to register interest, please visit www.gov.uk/guidance/trader-support-service

Survey Suggests Over Half of HGV Drivers Don't Do Regular Walkaround Checks

According to a new survey by vehicle and fleet safety specialists CameraMatics, the majority of HGV drivers do not consistently carry out checks.

CameraMatics surveyed over 500 UK and Ireland based drivers, asking how often they carry out daily walkaround checks. Somewhat shockingly almost 40% (39.3%) of drivers responded 'I never do checks', with a further 15.8% saying they rarely complete checks.

Walkaround checks should be a part of every driver's pre-journey routine. The best way of ensuring this is for operators to have processes in place for checks to happen and be recorded. But, according to the survey results, it seems all too frequently they are missed. And at what cost?

Checks are important for a whole range of reasons. Completing them means drivers and fleet operators are constantly aware of the state of their vehicles. The DVSA reported in January 2020 that 85% of lorry defects can be picked up during a walkaround check. Very often these defects are quickly and inexpensively solved.



Leaving the depot with a defective vehicle can store up trouble – and in many cases, danger. Problems don't disappear on their own and driving a vehicle that isn't fully functional is putting the driver, the operator, and other road users at risk.

There's also the legal aspect. Drivers can receive an unlimited fine and

even a prison sentence for using an HGV in a dangerous condition, and there are many sanctions for operators too. In the event of an accident, incident, or being pulled over by an enforcement agency, evidence of adequate walkaround vehicle checks will be sought.

Lack of evidence could lead to

insurance issues in the event of a claim or pay-out. In this circumstance, both the driver and the operator can be liable.

CameraMatics also surveyed over 250 HGV fleet managers about vehicle checking systems. Surprisingly, given the digital age we live in, over 50% of respondents are still using a pen and paper system for checks.

Commenting on the results, CameraMatics Founder & Director, Simon Murray, said, "It's concerning to hear that over 50% of drivers say they do not carry out regular walkaround checks. Our experience tells us that using an app like CameraMatics Go for walkaround checks significantly improves safety and compliance.

He continued, "It allows fleets to ditch unreliable and inefficient pen and paper systems. As well as giving managers an instant notification of check completion and results there's also a time and location-stamped record of every check. This can be crucial in the event of enforcement or insurance issues."



**SEARCH
WORKSHOP
SUPPLIES**

Ireland's leading workshop specialist for haulage, transport, plant and fleet

SWS is Ireland's leading garage fit-out and workshop equipment specialist. With over 40 years' experience and access to the world's leading brands, we are trusted by operators who value our expertise, reliability and exceptional value.

TRUSTED FOR THE JOURNEY

STERIL KONI · VL TEST SYSTEMS · SAMOA · MAJORLIFT

SALES TEAM (028) 7131 2225 · WWW.SWSNI.COM



DENNISONS FH 460 I-SAVE DEMONSTRATOR PROVES AN ECONOMICAL TRIUMPH FOR BUSINESS

As fuel economy continues to become a key driver in which manufacturer an operator chooses, understanding the best and most fuel-efficient vehicles on the market is crucial.



FOR MORE INFORMATION ON THE VOLVO FH WITH I-SAVE CONTACT DENNISON COMMERCIALS BY VISITING, WWW.DENNISONS.CO.UK or CALLING 028 9335 2827



Volvo has proven its worth with the FH I-Save package, which includes I-See predictive cruise control and, more significantly, the turbo-compound unit, promising outstanding fuel efficiency and incomparable driveability.

The highly effective Volvo D13 turbo compound promises to be Volvos most fuel-efficient engine ever. Available in two different power ratings, the 460 engine produces a torque of 2600NM which is equivalent to the normal, diesel aspirated 540HP, and the 500HP engine is equivalent to the 16L 550HP delivering 2800NM.

This is achieved through bespoke pistons with a patented wave-shaped interior that improves combustion and increases efficiency.

In late 2019, the new I-Save model took part in Commercial Motor's famous road-test, where they focused firmly on economy. The new model broke the fuel test record reaching an impressive 9.49 MPG average on its journey – the first truck to ever reach over 9MPG around the Commercial Motor route.

Locally, operators have been trying out this highly acclaimed truck through Dennisons, in their smartly dressed FH-460 demonstrator.

Impressive Returns

Designed for long haul journeys, the Volvo FH with I-Save has lived up to its promises, specifically when local operators drove the truck on its preferred, long-distance journeys. For local, multi-stop applications, the truck still delivered credible figures.

Looking at the companies who tried out the Dennisons demo, the lowest average mile per gallon was operator 10. This operator works within the waste and recycling sector pulling bulk waste, running fully freighted at 44 ton. Although the bottom result at 8.68mpg across 1966 miles, their normal fleet average is 5.5mpg – giving the operator an astonishing increase of 3mpg.

Operator 13 was the highest in the group reaching a surprising 10.86mpg. Specialising in container and curtainsider work, this driver was completing longer miles across Ireland, explaining how they reached such an impressive figure.

Chris Arthur, Sales Manager of Dennisons said: "The beauty of the new I-Save model allows operators



to have incomparable fuel efficiency without the truck compromising on power. The truck will still perform as well as a standard FH, with less noise and uncompromised torque value. The feedback we are hearing from our customers, is that the driving experience is still as good as ever."

Significant Order

On the back of trying out the Dennisons demonstrator, Culina Group have ordered an impressive 21 trucks to add to their national fleet.

Mark Matkin, Fleet Director of Culina Group stated: "We carried out relentless tests on the Volvo FH with I-Save in both Northern Ireland and the wider UK, and we have been pleasantly surprised. The fuel figures that were returned, were too good to ignore. We will save significantly on fuel without compromising on driver comfort, and still getting that excellent pull power that Volvos are renowned for. We are thoroughly impressed with the I-Save model, which is why we have invested in 21 of this particular model."

Since the beginning of the year, a third of Dennisons FH order intake has gone to the I-Save model. This shows how highly praised the new model is within the local market.

COMPARISON TABLE

Operator	Miles	Average MPG In Demo
Operator 1	3112	8.74
Operator 2	3807	9.72
Operator 3	5688	9.15
Operator 4	4171	9.96
Operator 5	4666	10.36
Operator 6	6486	10.42
Operator 7	2192	10.49
Operator 8	1766	9.25
Operator 9	2630	9.14
Operator 10	1966	8.68
Operator 11	2167	9.55
Operator 12	2798	10.09
Operator 13	1681	10.86

Images by Keith Wilson Photography



Side View



Rear view

YOUR GUIDE TO CHOOSING A VEHICLE CAMERA SYSTEM

Vehicle camera systems have become commonplace for HGVs, trucks, construction vehicles and heavy equipment. As well as aiding driver manoeuvrability, they support road and site safety by eliminating vehicle blind spots and helping to prevent incidents.

However, deciding which vehicle camera to install can be difficult. Here Emily Hardy, from Brigade Electronics, provides some technical insight into which cameras are available, how they should be applied and whether you should consider upgrading to high definition (HD) format. Front view cameras are recommended for machinery, road going haulage and delivery vehicles. Due to the size and elevated driver position of machinery and trucks, a blind spot often exists to the front. A front view camera will eliminate this blind spot and help to prevent front vehicle damage. When choosing a camera, it's worth bearing in mind health and safety directives in your sector so that these are fully covered.

For example, ISO 5006 stipulates that operators of earth moving machinery must be able to see a person 1.5m high within 1m perimeter around the machine. Additionally, for HGVs, blind spot directive 2003/97/EC (Class VI) requires that a front view camera is mandatory for forward speeds below 30kph. Side view cameras are recommended for road going vehicles, including HGVs, buses, coaches, construction, and waste and refuse vehicles. The nearside blind spot is accountable for many collisions. Most cyclist fatalities happen at low speeds, typically at road junctions and when pulling away from a stationary position. Rear view cameras are ideal for all vehicles. Regardless of the type of vehicle, the rear blind spot is a huge problem with a huge 90% of reversing incidents occurring off road while one quarter of workplace deaths are caused by reversing vehicles. Reversing cameras are therefore a crucial piece of technology to prevent costly collisions, reduce damage, and save lives.



360 degree view

360-degree cameras

Recommended for all vehicles, intelligent camera monitor systems, like Brigade Backeye@360, are designed to assist low speed manoeuvring by providing the driver with a complete surround view of the vehicle in real time. Ultra-wide angle cameras mounted to the front, sides and rear of the vehicle capture the surrounding areas, including all blind spots. Simultaneous images from these cameras are then processed and 'video stitched' resulting in a 360-degree bird's eye view in a single image.

Shutter cameras

Recommended for agriculture, construction, quarrying, and waste and recycling, a shutter camera can improve the life and visibility of a reversing camera considerably. Where vehicles operate in harsh environments, reversing cameras usually attract dirt and dust on the lens, blocking the driver's view and rendering the camera useless. The shutter protects the camera by only

revealing the lens when it is in use, reducing exposure time significantly. Brigade's shutter camera has an operating temperature as low as -40 degrees C, and in-built heaters to melt away ice, meaning even in extreme temperatures it will function effectively.

Vehicle CCTV cameras

Meanwhile, vehicle CCTV cameras are a must for recording footage both inside and outside a vehicle.

Incidents involving vehicles are time consuming issues to resolve. Having recorded footage where there are conflicting reports of actual events or being able to prove a staged accident means companies can make major cost savings in the long-term.

More importantly, they can also support their drivers, who are often the subject of increased scrutiny after an incident. Vehicle CCTV cameras provide an accurate witness and irrefutable evidence in the case of an incident.

High Definition

Should I use high definition vehicle cameras?

One of the most recent additions to the vehicle camera system portfolio is high definition (HD) cameras. These do exactly what you would expect – provide images in high definition format, which are clearer and more defined. This makes HD ideal for industries such as construction and quarrying where safety is a huge concern. However, there are a number of factors to consider before making the jump to HD. For example, if you already have a vehicle CCTV system installed, it is most likely not compatible with the HD camera. Likewise, recording in HD format will require more data and therefore use up a lot more space on a hard drive, or tear through data allowance for cloud-based storage, far more quickly. In the event of a security incident, HD cameras are ideal for recording footage, supplying clearer images and making it easier to identify individuals, number plates and other important information that may be required for gathering evidence.



Pamela Dennison

CILT National Officer in Northern Ireland



STEPPING UP TO THE CHALLENGE

The current challenges being faced by our businesses and ourselves has given many of us the prompt to reflect on what the new normal might look like in our professional and home life. The recognition of the importance of our logistics and transport sector and the role that we play in keeping the country moving has shone a spotlight on many areas of great practice and created a warm glow from being part of this great profession.

Our purpose is now so well defined in the many great stories of how transport and supply chain colleagues are keeping the country moving, supporting our health service, replenishing supermarket shelves, final mile deliveries, passenger service operations – and all at a social distance.

Many operations have taken a digital leap forward, and thanks to a solid test of our technology in our working and personal lives we are now connecting from our home offices, bedrooms and living rooms in support of operational colleagues who are delivering for all of us.

With so much change happening and many challenges still likely to be faced in the near future, gaining qualifications and upgrading skills can be crucial to achieving long term career success.

We have had such success over the last few months responding to the pandemic, simply because of the outstanding calibre of people in our profession.

Database

With the rapid pivot in operational needs witnessed due to Covid-19, demands on the logistics sector are soaring as home delivery and pharmaceutical supply

chains are put under pressure. CILT has created a cross sector collaboration database, providing a service to match organisations together so that those who have capacity can help those in need, by making available staff, vehicles and expertise to support the supply chain.

In support of the CILT Coronavirus Resource Database, Transport Minister Baroness Vere said: "Our response to the coronavirus outbreak is dependent on keeping the UK's supply chain moving – so that our supermarkets can stay stocked up, and the NHS can access vital medicines. It's incredible to see people working together to ensure drivers, vans and warehouse space are available to the organisations who need them. This sort of collaboration demonstrates the best of the UK."

Good Practice Guide

The Good Practice Guide has been developed using examples of good practice that FTA (now Logistics UK) and CILT members have put into practice during the COVID-19 pandemic.

It is designed to be used in conjunction with the official UK government guidance on Safer Workplaces so operators and companies can quickly

ensure they are ready to restart their operations safely.

CILT Competency Framework

Through collaboration of stakeholders, this robust and relevant competency framework can help organisations, employers, employees and those considering entering the profession to understand the competencies required for success.

This framework actively helps organisations nurture talent, guide those already in the industry and support the next generation; the people who promote profitable solutions and propel the national economy.

CILT professional development and qualifications offer you the opportunity to gain professional recognition of your knowledge and experience to advance you in your career. Whether you are starting out or already have several years' experience, we have qualifications for you.

Each qualification has been designed and developed by experienced practitioners, so the content is relevant and the knowledge you gain is immediately transferable to your workplace or career.

Aspire

Aspire was created by CILT as one of the many ways to help the next generation. Aspire aims to nurture and help people at the early stages of their career. It provides funded opportunities for education and development to UK and International applicants, helping people who have a desire to further their careers in logistics and transport, but who have difficulty funding their own development. There is so much change happening, and challenges faced by many both now and in the future that gaining qualifications and upgrading skills can be crucial to achieving long term career success.

In Northern Ireland, CILT continue to deliver education of our key sectors through local colleges with the commencement of the Assured Skills Academy. Participants in the Academy received six weeks of industry-relevant pre-employment training at Northern Regional College's Newtownabbey Campus leading to an industry recognised qualification. Successfully completing the course also guarantees a job interviews with local employers.

In addition, the launch of the Foundation Degree and top up BSc Hons Transport and Supply Chains programmes being delivered in Full time and Part time learning mode by South West College with The Open University validation. This programme is the first of its kind in Northern Ireland. It provides students with a core knowledge and the higher technical skills in transport and focuses on the practical application of knowledge and skills in both the Academic and Work Based Learning components of the programme.

Our mission is to add value to individual and corporate members by enhancing their knowledge, careers, and businesses by setting, supporting and delivering professional standards and education and by promoting Logistics, Transport, Operations and their associated supply chains.

CONTINENTAL TYRES GUIDE TO BREAKDOWN HELP IN EUROPE



International haulage is crucial for many UK fleets, with thousands of operators completing European contracts and many European hauliers doing likewise across the UK.

UK Government statistics

highlight that, from July 2018 to June 2019, international road freight activity completed by UK-registered HGVs saw an increase of 5% in the amount of goods moved compared to the previous 12 months, with a total of 5.5 billion tonne kilometres.

In many cases, such routes mean that a driver can cross through several countries in one trip, making it vital that drivers are aware of the emergency protocols that they should follow in case of a breakdown, wherever they are.

To help with tyre-related breakdowns across Europe, Continental Tyres have created a simple-to-understand list of European Breakdown Regulations for 23 countries in mainland Europe, and the UK.

The document is available for download from Continental's website (www.continental-tyres.co.uk/truck) and, in addition to listing the actions drivers should take in the event of a tyre breakdown, also provides contact details for Continental's Conti360° Breakdown Service hotline in each country.

As well as reinforcing the first steps that drivers should take if they do

break down – including stopping in the emergency lane, switching on hazard warning lights, ensuring that a high-visibility vest is worn and placing the warning triangle behind the vehicle – the regulations also list local breakdown rules.

Drivers can clearly see – country by country – when they should involve a third party and the police, whether the driver or fleet manager is responsible for making that call, tyre type fitment instructions, country-specific legal authorities and any additional information which could be of use.

Continental helped over 29,000 vehicles across Europe get back on the road again in 2018 with its Conti360° Breakdown Service. Thanks to its 15,000 service vehicles in the Conti360° network, fleet operators and drivers can rely on a professional and quick response – getting their vehicles and goods back on the road again typically in just over two and a half hours.

In the meantime, the simple-to-use Breakdown Regulations help drivers follow correct procedures for the country they are in and ensure that they and other road users are as safe as possible until assistance arrives.

Conti Hybrid HS3+ improves performance for Continental's successful regional tyre range

Continental Tyres has unveiled a new commercial vehicle steer tyre, designed for high mileage and even wear during both regional and long-haul use - the Conti Hybrid HS3+.

The new Conti Hybrid HS3+ joins the market as an extension to the existing Conti Hybrid HS3 range from Continental and will supersede the Conti Hybrid HS3 in six key market sizes.

Offering the same benefits as its sister product, but now with improved performance, the Conti Hybrid HS3+ steer axle tyre features an upgraded tread design, which further improves the robustness and mileage potential of the tyre.

Building on the success of its Conti Hybrid HS3 counterpart, the Conti Hybrid HS3+ features the same larger volume tread pattern and Continental's own 'Hybrid Steer Compound' ensuring high mileage. However, with the new refined tread design of

the Conti Hybrid HS3+ Continental's engineers have introduced new inner groove technology with full-depth pocket sipes for even wear and enhanced water displacement for improved performance in the wet as well as new 'W-groove' technology, which enables an even distribution of forces along the groove when cornering, reducing stress on the tyre and extending service life.

The new steer tyres will be available in six size variants, with operators able to request the Conti Hybrid HS3+ 315/80 R22.5 and 385/65 R22.5 from August 2020. The Conti Hybrid HS3+ 385/55 R22.5 and 315/70 R22.5 will be available from September, with the Conti Hybrid HS3+ 295/80 R22.5 and 385/65 R22.5 High Load versions expected later in 2020.





Only the best go further.

The new Conti Hybrid HS3+

- › Upgraded tread design to enhance durability and mileage
- › Even wear and outstanding mileage thanks to refined pattern structure
- › Maximum grip and handling performance in all weather conditions thanks to optimised, durable tread pattern designed for regional roads
- › Balanced compound mixture for even more mileage



The high mileage performer



Webfleet Solutions and Bridgestone signpost future of fleet innovation at Virtual CV Show

Webfleet Solutions and Bridgestone are looking forward to an 'incredible opportunity' to bring their latest products and connected mobility solutions to life at the virtual Commercial Motor Show this autumn.

The companies are working together to demonstrate how advanced technologies can help truck and van operators drive efficiencies, realise cost-savings, reduce their carbon footprint and raise the bar in service delivery.

The Commercial Motor Show will be going ahead as a virtual exhibition and conference this year, running from September 29 to October 1. Visitors to the road transport industry event will see the latest vehicles, products and services offered by exhibitors online, as well as get the chance to listen to webinars, and take part in live exhibitor chats, video calls and product demonstrations.

Beverley Wise, Sales Director UK, Webfleet Solutions, said: "This is an incredible opportunity for fleet operators to discover more about how mobility solutions can help shape the future of their operations and drive cost efficiencies as they navigate the post-pandemic landscape.

"The transition from TomTom Telematics to Webfleet Solutions paves the way to a more connected, more holistic future in fleet and mobility management services. With us, Bridgestone EMIA now manages 1.2 million mobility and fleet management subscriptions.

"At the online Commercial Motor Show, we look forward to demonstrating how the synergies between our two brands can set truck and van operators on the right track to achieving their company-wide objectives, whilst delivering outstanding service and results."

Bridgestone's Commercial Sales Director Greg Ward said: "Webfleet Solutions and Bridgestone fit perfectly from a strategic point of view and gives us a reinforced footprint in mobility solutions that make fleet operations more effective and efficient. We are looking forward to working together at the virtual exhibition and bringing these solutions to life to commercial fleets in a new and exciting way.

"We are continuing on our transformation journey from tyre producer to mobility solutions leader with Webfleet Solutions. With demand for fleet-based mobility growing year-on-year, fleet managers need more than ever before a reliable and innovative partner to help them maximise their effectiveness and efficiency through increased productivity and minimised total cost of ownership.

"Now, together, Bridgestone and Webfleet Solutions have the tools, insights and

experience to fulfil those demands. We look forward to bringing this message to life."

At the three-day online event, Webfleet Solutions will demonstrate how business processes can be streamlined with seamlessly connected, end-to-end systems, including integrations with applications ranging from transport management systems and on-board cameras, to mileage, route optimisation and HGV specific navigation.

People can also learn about the latest enhanced WEBFLEET features for the transport sector, including Asset Tracking, which gives companies visibility over the position and usage of their powered assets, and TachoShare, a remote download and archiving module that enables users to share data directly with their analysis software.

Meanwhile, Bridgestone will talk about the latest additions to their tyre ranges, including the Ecopia H002, engineered to improve companies' fuel economy and reduce CO2 emissions, the ultra-durable Duravis R002, designed to help fleets lower their operational costs by reducing cost per kilometre, and the COACH-AP 001, a cost-efficient option developed specifically for coach fleet managers.

Bridgestone releases its first-ever all-season tyre for light truck segment

Bridgestone has launched its first-ever all-season tyre for the light truck segment: the DURAVIS All Season.

Designed with both small and large fleet operations in mind, Bridgestone's new DURAVIS All Season tyres are ideal for professionals who want to maximise their business efficiency and stay in control with the same tyres throughout the year.

Achieving a best-in-class EU

label A-grade in wet grip, the Bridgestone DURAVIS All Season allows fleets to keep going even in adverse weather conditions. The tyre delivers this through high-volume slots in its shoulder for improved water evacuation and an optimised contact pressure distribution.

Certified by the 3 Peak Mountain Snow Flake (3PMSF) and Mud + Snow (M + S) markings, Bridgestone's DURAVIS All Season is fully winter-ready. The tyre achieves this thanks to a combination of compound design, a V-shaped layout to

improve snow mobility and an optimised carcass construction. The DURAVIS All Season's notable performance in the wet and snow is also down to Bridgestone's new nano-selective compound mixing technology which allows better silica dispersion in Bridgestone's Nano Pro-tech™ compound.

The robust tyre applies a sidewall protector rib to shield it from impacts with the curb. This not only helps to reduce frequent tyre damage and repair costs, but also cuts vehicle downtime.

The tyre will be available in



23 sizes, including three HRD sizes and five high load sizes (10PR), to accommodate almost every type of vehicle and load with enhanced safety.

BRIDGESTONE



DURAVIS R002

Groundbreaking
Boosted wear performance. Best in class wet grip.

Bridgestone Europe

For your nearest Bridgestone Authorised Dealer,
visit our website www.bridgestone.eu

 
BRIDGESTONE
Worldwide Olympic Partner

Michelin Assembles Support Packs for Dealers Nationwide

As the demand for tyres in all sectors begins to increase, Michelin has announced it is supplying more than 2,000 tyre dealerships across Ireland and the UK with COVID-19 safety kits, the aim of which is to help implement standardised hygiene practices for employees and customers.

The free packs have begun shipping to all independent Michelin Quality Centre, Michelin Exelagri and Michelin Service Pro dealers, which support Michelin customers across the car, agricultural and commercial vehicle sectors respectively.

Each pack contains comprehensive tips and advice to help businesses operate as safely as possible during the pandemic, including specific guidelines for workplace and vehicle hygiene, documented cleaning schedules, and advice for interacting safely with customers. The packs also include printed customer welcome notices, social distancing posters, social distancing floor stickers, hand wash guidelines, plus various hygiene products including masks and alcohol hand and surface sanitiser.

Commenting, Chris Smith, Managing Director of Michelin UK, says: "There are increasingly more vehicles on the road, and it's essential people remember to drive safe, and stay safe. We want customers to feel confident they can visit their local Michelin



Quality Centre when they need new tyres; it's important no one neglects vehicle safety."

Commenting on the content of the packs, he adds: "All of the advice and printed materials are specific to a tyre dealership. We wanted to provide our dealer partners with everything they need to ensure staff feel protected, motivated and able to contribute to creating a safe workplace for themselves and their customers."

Giti Tire's CombiRoad technology introduced into truck and bus market

The Giti GTR955 Combi Road tyre is being launched in three new 17.5" sizes, marking the first time Giti Tire's latest truck and bus tyre technology has been available in smaller rims. Initially available in 215/75R17.5, it will be followed by the 235/75R17.5 and 245/70R17.5 in quarter four.

The tyres are designed for regional and long-haul operations and deliver vastly improved regular wear and an optimised footprint. Each carries the Three-Peak Mountain Snowflake (3PMSF) symbol for approved fitment in markets with laws governing winter tyre use.

The Giti GTR955 Combi Road was originally launched at the start of 2019 in sizes 385/65R22.5 and 385/55R22.5. Real life testing showed a mileage increase of around 30% against previous comparable product. (See performance data below in editor's notes.)

The result, which was concluded following a four-year design and test period on several different fleet types across various diverse sectors, has been achieved through enhancing the tyre profile, advanced belt construction and a newly developed tread compound.

Specially developed in cooperation with Giti Tire's European R&D Centre in Hannover, Germany, the Giti GTR955 Combi Road is manufactured at the company's state-of-the-art production facility in Jakarta, Indonesia.

"For the very first time, Giti Tire's latest CombiRoad structures and high-tech materials are now embedded in a small 17.5" sizes, answering demand from customers to bring the latest technology into the smaller operations rims," said Tony McHugh, TBR Sales and Marketing Director UK, Giti Tire.

"Wide tread width, in combination with extra robust shoulders geometry, provides an even tread pressure distribution, low abrasion rate and extended mileage. Those characteristics make the tyre a superior premium level product for both long and short haul operations."



New Dunlop SP247 Trailer Tyre for All-weather Performance

Dunlop is introducing the SP247, a new trailer tyre range offering fleets extended all-weather performance, high mileage and low cost per kilometre; it replaces the Dunlop SP246 range.

The Dunlowmarked by a robust 5 or 6 rib design. Latest technology features include a strong and durable casing construction, deep sipes and a fuel-saving tread compound, high abrasion resistant tread compound. The range is fully retreadable.

The optimised rib layout ensures an even contact pressure distribution and shoulder robustness.

The sipes within the tread profile go up to two-third of the full tread depth so beyond the fifty percent worn stage. By creating additional biting edges, they interlock with the road surface, providing an optimised grip performance, lasting until a late stage of the tyre life.

A longer service life and high mileage is further enabled by the damage and wear resistance characteristics of the new product.

The chemical formulation and polymer network of the tread compound deliver lower energy or fuel consumption, because of the well-controlled rolling resistance during operation.

Thermo King Launches Advancer, a Trailer Refrigeration Innovation

Thermo King has unveiled Advancer, a disruptive new re-imagining of the trailer refrigeration unit. The Advancer A-Series is available in three different versions, the A-360, A-400, and A-500, and offers an all-new design architecture that creates a bold new standard for performance, temperature control, and fleet connectivity.

“At Thermo King, we understand that with being a leader comes the responsibility to advance the technology and capability for refrigerated transport. Since we started the industry over 80 years ago, we have been innovating to meet and exceed customer needs, improve efficiency and reduce the environmental footprint of our products,” said Francesco Incalza, president of Thermo King Europe, Middle East and Africa.

“Advancer adds another milestone to our history. By introducing this completely redesigned trailer platform, we are challenging what is possible in our industry. This is our vision for the future of trailer refrigeration, and this future is now here for our customers.”

The ambition behind Advancer is to move beyond incremental enhancements and to create a trailer refrigeration unit that features innovations never before seen on the market. Equally, the performance delivered by the A-Series is unrivalled, featuring groundbreaking temperature control, superior load protection, and unmatched fuel efficiency. Combined, these capabilities deliver greater operational flexibility, while helping customers achieve significant improvements in fleet uptime and total cost of ownership.

“With Advancer we went back to the drawing board and asked



ourselves what does the future look like?” said David O’Gorman, senior product manager, Thermo King. “We asked customers to tell us what they needed to work better, to win more business, and to cut their cost of operation. The result is a game changing solution we believe our customers are waiting for.”

The field trial testing the units in real life conditions and comparison tests against the predecessor and other flagship refrigeration units have shown that Advancer is up to 40 percent quicker to pull down and up to 30 percent more fuel-efficient than the market average.

“Our field trial units travelled over 1 million kilometres across different climate zones and counted tens of thousands of running hours

in diesel and electric modes,” added O’Gorman. “They have crossed deserts, operated at high altitudes, travelled on ferries to cross the seas and on trains for intermodal operations. Throughout the tests, the Advancer units proved to be trouble free.”

The new architecture incorporates the expectations of customers that were gathered in detail and factored into the design from the outset, along with decades of Thermo King’s knowledge and experience. As a result, Advancer includes unique features that comprehensively address a wide range of operational and financial challenges, including:

- Fully variable airflow that can be regulated for each journey

and cargo, and is independent from unit engine speed

- Unrivalled electrical and fuel efficiency contributing to lower CO2 footprint and engines with 50 percent less emissions than the maximum allowed by latest NRM Stage V emission standards
- Electronic engine speed control on the A-400 and A-500 units, which makes them the first units on the market to give complete transparency of fuel levels and fuel consumption. The fuel consumption data will be recorded, displayed, and made available remotely via telematics
- Lower maintenance costs and enhanced serviceability compared to the predecessor, thanks to sensors offering more insight into the engine, fuel, battery and the performance of other key components.
- Future-ready power agnostic capabilities that can utilize diesel, axle generator, or shore power sources with ease
- Fleet intelligence as standard, with Advancer being the first-ever unit to offer 2 years of full telematics connectivity in the purchase price.

The Advancer units are manufactured in the Thermo King’s zero waste to landfill plant in Galway, Ireland. The newly designed, state-of-the-art production line uses 60 percent less energy than the production process of previous Thermo King trailer products.

Advancer aligns with Trane Technologies’ 2030 sustainability aspirations, and the commitment to reduce customers’ carbon emissions by one gigaton – equivalent to the annual emissions of Italy, France and the United Kingdom combined.

FORS Tacho Service provides detailed fleet analysis to streamline reporting

FORS is launching FORS Tacho Service, new tachograph analysis software designed to help ensure accurate and streamlined driver and vehicle data reporting.

The new FORS Tacho Service features cutting edge software provided by Transport Data Interchange (TDI), a FORS Affinity Partner. FORS Affinity Partners are a select group of appointed companies offering discounted, FORS-branded products and services specifically for FORS members.

TDI has provided tachograph analysis for over 30 years, and with its latest generation of software it aims to provide the most advanced, modern solution

available to transport operators.

FORS Tacho Service provides dedicated tachograph analysis software. Built on TDI’s Disc-Check, a Software as a Service (SaaS) solution, the software is hosted securely online, and is now available at discounted rates to the extensive FORS membership base.

FORS Tacho Service can be securely accessed from anywhere and on any device, and supports multiple methods of data transfer, including remote downloads,

manufacturer integrations, mobile downloads and ‘Disc-Check transfer’, which can be installed on any Windows machine.

Members that subscribe to FORS Tacho Service will gain access to a modern, intuitive tachograph analysis platform. Using its comprehensive suite of features will help operators increase accuracy and streamline their reporting processes, making it easier to fulfil Bronze requirement D7 – Working time and drivers’ hours of the FORS Standard.



UK's First 100% Electric Production Truck Unveiled by Renault Trucks

Renault Trucks has announced the arrival of the UK's first right hand drive 100% electric serial production truck, a Range D Wide Z.E. 26 tonne 6x2 rigid.

"This marks a significant milestone in our transformation of urban mobility, with the arrival in the UK of the first fully electric MHD launched earlier this year," says Carlos Rodrigues, Managing Director, Renault Trucks UK & Ireland.

He continues: "Major cities, starting with London are leading the way regarding air quality improvement. Clean Air Zones and Low Emissions Zones will gradually improve the air quality, but electromobility is the only viable option to achieve climate change and CO2 reduction in the urban environment. We are delighted to introduce our Z.E. range fitting most urban and last mile delivery applications from 3.1 tonnes up to 26 tonnes. They are available for delivery here and now in the UK and Ireland."

Offering the widest available range from any manufacturer, the new D Wide Z.E. joins the 16 tonne D Z.E. and the Master Z.E. LCV to complete Renault Trucks' line-up of 100% electric vehicles.

The UK's first D Wide Z.E. is a 6x2 Renault Trucks chassis cab model which has been specified for urban refuse collection; the range is additionally available for distribution applications. Power comes from two electric motors, delivering maximum power of 370 kW, continuous power of 260 kW and maximum torque of 850 Nm.

The D Wide Z.E. is equipped with a 22kW on board AC charger and is compatible with DC fast charging up to 150kW, 200 kWh batteries (four packs of high energy density Nickel Manganese Cobalt (NMC) Lithium-ion cells that provide the optimum balance between operating range and payload) and offers up to 150km range according

to application and body specification.

As with trucks fitted with a combustion engine, a number of factors have an impact on an electric truck's energy consumption, as Carlos Rodrigues notes: "Speed, topography and distribution cycle all play a role. With electromobility it is all about power availability and we are in a position to offer customers a peace of mind transition into electromobility. We offer turnkey solutions including charging infrastructure with partnerships we have already established so that our customers don't have to worry about power supply into the truck."

He continues: "Once we understand all your operational requirements we will also guarantee the power available to operate your vehicle for up to ten years with our Start&Drive Excellence contracts. This is our battery performance promise for Range D Z.E.: it underwrites our expertise and confidence in our products and capabilities, and gives operators seeking to future-proof their fleets total peace of mind."

The D Wide Z.E. uses regenerative braking, as with all Z.E. models, utilising the motor to convert the kinetic energy during deceleration into electrical energy, conserving energy and extending driving range.

Inside the day cab, the roomy interior is equipped with air-suspended COMFORT driver's seat including driver's armrest. All Z.E. vehicles are designed to look and feel familiar to drivers, featuring the same interface in the cab as Renault Trucks' diesel range with a few new commands. A new electronic PTO engages with body equipment in a similar way to the mechanical version to ensure bodybuilders can work with an interface they already know.

Adds Carlos Rodrigues: "Our ambition is to provide the right transport solution, in the right place, with the right energy, right now. For urban operators wanting to make a difference today, Renault Trucks' 100% electric Z.E. range and our team of experts and partners is the answer."

Introducing Texaco Delo 600 ADF, a revolutionary new additive technology

Texaco Delo 600 ADF has been hailed as the first heavy-duty engine oil with the capability to drastically reduce soot build up in DPF filters, providing protection to both the engine and the emissions system.

Suitable for both on- and off-highway application, Texaco Delo 600 ADF with Chevron's patented OMNIMAX™ technology, is formulated with only 0.4% sulphated ash – far lower than the API and ACEA limit of 1% sulphated ash, as found in many current heavy-duty engine oils.

This new product line and additive technology helps drastically reduce the rate of DPF clogging, resulting in extended DPF service life, less frequent DPF regeneration cycles, and contributing to a 3% improved fuel economy over the life of the equipment.

In a 2020 UK survey commissioned by Texaco Lubricants, 67% of respondents reported issues with the emission control systems, including many that specifically referenced the DPF.

In fact, nearly half of the survey respondents indicated that they'd needed to force a manual regeneration of the DPF to restore its operation in service – an unplanned maintenance activity that keeps the truck off the road and out of service, and that also requires burning of fuel. DPF blockages that required cleaning or replacement were the most commonly reported issues.

Texaco Delo 600 ADF meets or exceeds ACEA E6, E9, and OEM specifications, and has demonstrated outstanding oxidation stability in industry, OEM and field tests, providing the opportunity to extend engine oil drain intervals. Texaco Delo 600 ADF has also delivered superb valve-train wear protection and piston deposit performance.



Volvo Trucks Launches FH Unlimited Edition



Volvo Trucks is launching an FH Unlimited Edition tractor unit featuring a luxurious Globetrotter XL cab interior, a full range of active safety equipment and a choice of three drivelines packed with Volvo's latest technologies.

The new models, available to order now, will allow customers to select between their preference for fuel saving potential, productivity and performance, or a vehicle packed with power.

To reflect the unprecedented challenges faced by the country in 2020, Volvo Trucks will also be making a £1,000 donation to "NHS Charities Together" for every FH Unlimited Edition vehicle sold in the UK.

Available as a 6x2 pusher or tag axle tractor unit, the FH Unlimited Edition is being offered in Clearcoat Baiguini Blue or Titan Silver Metallic paintwork, although fleets may select their own solid or metallic cab colour if preferred. To stand out from the crowd, all vehicles will benefit from an enhanced exterior finish, chrome detailing, Alcoa Dura Bright alloy wheels, Conger Black premium chassis paint and Unlimited Edition cab graphics.

Setting the model apart is premium black leather upholstery embossed with the Volvo

iron-mark, a black leather steering wheel, black seats and black door panels – for enhanced looks and an incredibly comfortable driving environment. Other features include an electrically adjustable driver's seat, 7" touchscreen, single bunk living package and a high level of standard equipment including under bunk fridge, microwave and television preparation.

John Comer, Head of Product Management at Volvo Trucks UK says: "With the Volvo FH Unlimited Edition we're taking the very definition of premium to the next level, with a model where every single component and feature is designed to deliver productivity, performance, safety and driving pleasure.

"Plus we're including a three year subscription to Volvo Connect, allowing operators to access driver, vehicle and position data in real time at the office, and manage efficiencies through the driver app. With this level of performance information at their fingertips, customers will be able to see in an instant

the tweaks they need to make to secure a genuine improvement in profitability."

All FH Unlimited Edition trucks include a complete range of active safety equipment, enhancing the FH's already impressive passive safety features. Key driver support systems include Adaptive Cruise Control with Collision Warning and Advanced Emergency Brake, Volvo Dynamic Steering working in conjunction with Lane Keeping Assist and Lane Changing Support. All vehicles also get the Visibility Plus package, featuring rain sensing wipers, automatic switching Bi-Xenon headlights with washer jets, plus fog lights and static cornering lights.

All Volvo FH Unlimited Edition models come with Volvo's Long Haul Fuel Package+, which comprises long-haul gear changing software with I-Roll and the latest generation I-See predictive cruise control.

Volta Trucks and DPD in electric pilot test

Volta Trucks, the Scandinavian start-up full-electric vehicle manufacturer, will soon start a pilot test of its forthcoming Volta Zero with leading parcel delivery service DPD.

The Volta Zero will be tested by DPD within London's Ultra Low Emission Zone in Q1-2021, supporting their micro-depot strategy.

Confirming the partnership, Olly Craughan, CSR General Manager of DPD Group UK Ltd, said:

"DPD Group UK Ltd are happy to announce a trial of the Volta Zero 16 tonne purpose built fully electric vehicle planned for 2021.

"The vehicle is an ideal fit for our Urban Logistics strategy; and the fact that it will be the most sustainable commercial vehicle is a fantastic achievement too, and mirrors our own strategy to be the UK's leader in sustainable delivery."

Rob Fowler, Chief Executive



Officer of Volta Trucks, added: "As the world's first purpose-built full-electric large commercial vehicle, the Volta Zero was

specifically designed to deliver parcels and freight in inner city locations where today's air quality and noise pollution challenges

are at their worst. The Volta Zero's full-electric, zero-emission operation is perfectly suited to DPD's distribution requirements within London's strict Ultra Low Emission Zone, delivering parcels to Central London's customers in a clean and efficient way.

"The Volta Zero is also much safer for the city's pedestrians and other road users than other large goods vehicles, thanks to the unique design of the cab that offers the driver significantly enhanced visibility.

"Its full-electric drivetrain also offers near-silent operation, meaning DPD will be able to utilise the Volta Zero in the centre of London in an efficient 24-hour operation."



Helping businesses thrive again.

Release working capital from assets, such as machinery, stock and customer invoices.

closecommercialfinance.ie



Remote Driver CPC should extend beyond lockdown, say Instructors

RTITB's research with Driver CPC Instructors who have delivered remote Periodic DCPC, shows that the majority feel this training method could have a place in the long term.

During lockdown, members of the RTITB Master Driver CPC Consortium were approved by DVSA to deliver Driver CPC Periodic Training via web conference for groups of up to 12 Drivers. RTITB surveyed some of these organisations, who had collectively delivered remote Driver CPC training to 685 Drivers between 1st April and 1st June.

"The majority feel that going forward, remote delivery of DCPC should be an option alongside classroom delivery, to enable customers to choose the route they prefer," says Laura Nelson, Managing Director for RTITB.

"Lots of Instructors have been positive about delivering remote Driver CPC and say that it should have a place in the long-term as it seems to improve driver engagement."

One key benefit of remote delivery cited by Instructors was the removal of the need for Drivers and Instructors to travel to a particular venue for training. This has social and environmental benefits, but also can help shorten what can otherwise be a long working day, especially in the case of a 7-hour course. 73% of the training delivered remotely by those surveyed was 7-hour courses to groups of 6-10 Drivers.

Instructors also reported that the Drivers, all of whom had previously taken part in classroom Driver CPC courses, had found the remote course enjoyable and productive. Three quarters of Instructors surveyed said they had no problems at all engaging Drivers and made use of interactive elements such as quizzes (90%), group discussions (90%) and videos or presentations (27%). Overall, Instructors said they found that Drivers were more relaxed, and therefore more likely to interact and engage with the course.

"One objection we've heard a lot when discussing remote Driver CPC courses - which we've been considering for some time prior to lockdown - is that the technology would be a problem," says Laura. "However, although it was the first time that many Drivers had participated in training using web conferencing, there were very few technical or connection issues."

"Instructors found that video calling tools met their needs, and technical hitches were overcome by providing Drivers with log-in guidance and practice runs before the course," Laura continues. "However, some older Drivers, with less general experience of smartphones and apps, did say that they still preferred a classroom course environment."

Another key benefit of Remote CPC highlighted was the reduced cost and environmental impact of using printed training materials, especially as Instructors found that the majority of existing topics were entirely suitable for remote delivery. Master Driver CPC Consortium members create their courses from a wide range of available modules, and the same



selection of course material was used for the remote training. 70% of respondents stated that they did not have to change anything in order to deliver the course remotely.

Popular course topics for remote delivery for both PCV and LGV Drivers included; Operational Compliance, Safe & Economic Driving Theory, Health and Safety Emergency Actions, Drivers' Hours, Emergency Actions, Professional Driver Health and Safety, Eco-Driving, Mental Health, Haulage Operations (compliance and enforcement), On the Road, Load Safety, The Professional Driver and Tachographs.

"Some organisations had concerns about verifying identity on remote courses, but the Instructors did not find this an issue," says Laura. "In-house Instructors know the Drivers and have licence information on file making it simple to verify their identity, while training providers made licence checks in advance and asked Drivers to show their license to the camera each training day."

On the issue of quality, it was suggested by a respondent that if remote delivery is to become a permanent option, that training modules should be reviewed to facilitate maximum effectiveness in remote delivery. The need to develop specific quality criteria for remote delivery was also raised. The ability for an auditor to 'drop in' to any remote course at any time was also noted as a way to ensure quality assurance and compliance, an important consideration if JAAPT approval is to be given to organisations delivering only remote courses in future.

"Overall, the environmental and economic benefits of remote Driver CPC training were seen as significant and could be especially game-changing for Drivers and employers located in geographically remote areas," says Laura.

"At the moment, there is still too much uncertainty post Covid-19 to predict what will happen next around training, but remote courses should certainly be a consideration as transport trainers adapt to the 'new normal'."

Fortec addition strengthens Pall-Ex Group's growth plans

Pall-Ex Group has acquired the Fortec Distribution Network. Purchased by a new subsidiary company For-Ex Distribution Network Ltd, the network will remain trading as Fortec Distribution.

It will continue to operate as a separate pallet network within the UK but be part of the overall Pall-Ex Group of companies.

The two firms, which were both founded in Leicestershire in 1996, have a combined total of 168 network members, the largest in the UK.

This is the second purchase by Pall-Ex Group following a buyout by its UK senior management team and shareholder members in November 2019.

Kevin Buchanan, Group CEO of Pall-Ex Group, comments: "While both firms will retain their brand identities, there are clear synergies that make this a natural partnership and we look forward to working together, winning together and becoming stronger together in this new era."

Webfleet Solutions launches electric vehicle features

Telematics provider Webfleet Solutions has enhanced its offering with new features that give fleet managers remote insights into their electric and hybrid vehicles.

The EV management tools are part of the new release of WEBFLEET version 3.10 and are available for over 50,000 Webfleet Solutions customers across 60 countries.

"With the electric vehicle management tools, we are helping our customers to adapt to EV operations and maximising their cost-saving potentials," said Beverley Wise, Sales Director UK & Ireland of Webfleet Solutions.

With the EV features in WEBFLEET, fleet managers can get insights into the battery levels of their electric vehicles; see the remaining driving range; get information on real-time charging status; and see the remaining charging time of their EV at all times.

New era in CV market for MAXUS with all-new platform vehicle – DELIVER 9

MAXUS is set to shake up the commercial vehicle market this year with its game-changing flagship LCV panel van. Following its rebrand from LDV in April, MAXUS is launching its first all-new platform vehicle under the MAXUS moniker: introducing the DELIVER 9.

Coming in both a standard and luxury model, the DELIVER 9 has it all when it comes to offering customers the pure driving experience at an incredibly competitive price. MAXUS is distributed across seven right-hand drive territories by The Harris Group, one of the most respected and long-standing automotive companies in Ireland.

Pinned as a cutting-edge LCV built to last, the DELIVER 9 offers outstanding performance, high efficiency and superb reliability in all conditions.

The DELIVER 9 is powered by a 2.0-litre turbodiesel engine and 163ps and 375nm of torque. All models include electric power steering and autonomous emergency braking, while a manual DPF regeneration button in the diesel range always ensures the van runs at optimal levels, even during heavy traffic congestion and daily city driving, a feature that fleet managers will very much welcome.

A load area that is practical is fundamental in any LCV and the DELIVER 9 really delivers in this regard, featuring heavy-duty bulkhead and rear doors that open to 260 degrees for easy loading. Extra features include low rear step, lashing rings, grab handles and an LED illuminated load compartment.

A touch-screen-enabled infotainment system (optional in conventional DELIVER 9 models and standard in luxury models) means that drivers can stay safely connected while on the road, while Apple Car Play and Android Auto ensure drivers have everything they need at their fingertips.

The high-spec Luxury DELIVER 9 model also includes cutting-edge technology features such as mirror link, blind-spot monitors and keyless entry.

The DELIVER 9 will be the Harris Group's most comprehensive and versatile LCV offering to date. With a choice of front or rear-wheel drive, it's available in three lengths: Long 5940mm, Medium 5546mm and Short 5180mm; and three heights: Extra-High 2755mm, High 2535mm and Medium 2385mm

MAXUS offers a number of variants in the DELIVER 9 range including crew cab, chassis and minibus models, while a network of specialist converters can also create a bespoke van to cater for all driver and business needs.

Reducing carbon emissions is at the forefront



of everything MAXUS produces; the DELIVER 9's Euro 6d (D20) engine and advanced ECO technology help ensure the lowest possible emissions, (WLTP compliant).

Speaking about the new DELIVER 9 model, Mark Barrett, GM of Harris Automotive Distributors UC (MAXUS/LDV), said: "MAXUS is a brand that is laying down a marker for the future of motoring. Today we are launching our new flagship LCV, the DELIVER 9, which exemplifies MAXUS' focus on innovation, customisation and reputation. Everything about this van is of superior quality and showcases what we at MAXUS are all about. We want to give everyone a pure driving experience, every time."

The DELIVER 9 was introduced to the market at a virtual launch recently allowing the public to get up close and personal with the cutting-edge van from the comfort of home. The launch comes just weeks after MAXUS rebranded from its original LDV moniker. The rebrand saw the company transform its network of UK and Irish dealerships with new MAXUS signage, rebadge social media platforms to MAXUS branding and launch new online platforms.



Helping businesses thrive again.

Release working capital from assets, such as machinery, stock and customer invoices.

closecommercialfinance.ie



Ford Introduces Fuel Efficient Mild Hybrid Technology to Fiesta Van

Ford is adding a new electrified option to the Fiesta Van line-up with an EcoBoost Hybrid model that introduces intelligent mild hybrid technology for the company's compact van customers.



Available to order from August, the Hybrid model is powered by Ford's advanced 48-volt EcoBoost Hybrid powertrain. The new Fiesta Van variant is designed to deliver responsive petrol engine performance and reduced cost of ownership for urban hatchback van owners and operators.

Ford's 125PS 1.0-litre EcoBoost Hybrid powertrain offers a compelling alternative for customers desiring petrol engine driveability, with the fuel efficiency enhanced using up to 24Nm of electric torque and performance enhanced using up to 50Nm of electric torque at low rpm. The Fiesta Van EcoBoost Hybrid is also designed to allow continued access to areas restricting or banning diesel vehicles. The mild hybrid system does not compromise Fiesta Van's 1.0m³ load area in any dimension and the payload is 531kg.

"The new Fiesta Van EcoBoost Hybrid is Ford's latest step towards offering high-value electrified options across its van range. Advanced, proven mild hybrid technology provides owners with a compact vehicle that's responsive to drive and cost-effective to operate," Hans Schep, general manager, Commercial Vehicles, Ford of Europe.

In addition, the Fiesta Van features advanced connectivity and driver assistance technologies to help drivers stay on schedule and avoid costly prangs when operating in busy urban environments.

The Fiesta Van EcoBoost Hybrid's powertrain features technology similar to that introduced to the International Van of the Year award-winning Transit Custom EcoBlue Hybrid in 2019.

A belt-driven integrated starter/generator (BISG) in place of the standard alternator enables recovery and storage of energy usually lost during braking and coasting to charge a 48-volt lithium-ion air-cooled battery pack.

The more powerful BISG also enables the Fiesta Van EcoBoost Hybrid's Auto Start-Stop technology to operate in a wider range of scenarios for even greater fuel savings, including when coasting to a stop below 15mph and even when the vehicle is in gear with the clutch pedal depressed.

The BISG also acts as a motor, integrating with the engine

and using the stored energy to provide torque assistance during normal driving and acceleration, as well as running the vehicle's electrical ancillaries.

The intelligent, self-regulating mild hybrid system continuously monitors how the vehicle is being used to determine when and how intensively to charge the battery for optimal benefit, and when to utilise the stored battery charge to reduce the amount of work required from the petrol engine.

The technology contributes to fuel efficiency up to 68.8mpg and CO2 emissions from 93g/km NEDC (55.3mpg and 115 g/km WLTP) – a fuel efficiency improvement of up to six percent compared with the non-hybrid model (NEDC).¹

The Fiesta Van EcoBoost Hybrid powertrain also features cylinder deactivation technology that

further enhances fuel efficiency by automatically switching off one of the cylinders when full capacity is not needed, such as when coasting or cruising with light demand on the engine. The system can disengage or re-engage one cylinder in 14 milliseconds with no compromise in performance or refinement.

Fiesta Van EcoBoost Hybrid is available in both the Trend and Sport series and replaces the 85PS 1.5-litre TDCi powertrain option. A non-hybrid 125PS 1.0-litre EcoBoost with six-speed manual transmission is also available, with fuel efficiency up to 67.2mpg and CO2 emissions from 97g/km NEDC (55.3mpg and 117g/km WLTP).

The Fiesta Van EcoBoost Hybrid's interior is well-suited to modern commercial use. Drivers who use mobile devices to plan routes, track deliveries and stay updated benefit from Apple CarPlay and Android Auto™ compatibility included free-of-charge as part of the standard SYNC 3 communications and entertainment system.²

Supported by an 8-inch central touchscreen that can be operated using pinch and swipe gestures, SYNC 3 features a new interface with larger buttons that are more intuitive and easier to use.

Internet connectivity is available with standard FordPass Connect modem technology³ – enhancing productivity with the ability to create a mobile WiFi hotspot and enabling owners to keep their vehicle safe, secure and running efficiently using the FordPass Pro app.⁴

Technologies including Pre-Collision Assist with Active Braking,⁵ Cross Traffic Alert with Active Braking⁵ and Ford's Lane-Keeping System⁵ can help Fiesta Van drivers avoid or mitigate the effects of collisions with other vehicles, pedestrians and cyclists. Adaptive Cruise Control with Speed Sign Recognition⁵ can even help drivers avoid fines and penalties. The technology can adjust the vehicle speed to within legal limits by monitoring the roadside and overhead gantries for speed signs.

The enhanced Fiesta Van range including the new EcoBoost Hybrid introduces exterior enhancements including new LED reflector headlights as standard for Trend models, upgraded to LED projector headlights for Sport models. Both series also benefit from new wheel designs; 16-inch steel wheels on Trend and 17-inch seven-spoke alloys on Sport.



Peugeot Partner Van Technology Alerts Drivers to Overloading Risk

Exclusive research by PEUGEOT UK found nearly one in every four vans exceeded their maximum payload capacity in Driver and Vehicle Standards Agency (DVSA) roadside tests, placing both drivers and other road users at risk.

PEUGEOT UK has been demonstrating how this problem can be avoided through the Tradesmen Challenge, where competing Tradesmen use the innovative Overload Indicator technology to load vans as close to the legal load weight as possible. PEUGEOT's research found 7% of van drivers were found to exceed their payload limit by 15% to 30%, placing themselves and other road users in significant danger, as overloading increases braking distances, compromises vehicle handling and accelerates wear and tear on safety critical components including suspension, brakes and tyres.

Since 2015, the DVSA has weighed more than 44,000 vans in roadside tests, with 23% found to be overloaded. Exceeding the maximum payload results in a minimum £100 Fixed Penalty Notice, rising up to £300 when exceeding the limit by more than 15%. Any driver exceeding their vehicle's maximum payload by more than 30% faces a potential court summons.

PEUGEOT's innovative Overload Indicator has been developed to ensure drivers avoid overloading



their vans. The two-stage system is available on the award-winning PEUGEOT Partner and warns drivers when they are within 10% of the maximum gross vehicle weight, and providing a second alert if they exceed the vehicle's limit. The alerts flash up at the rear of the van and on the i-Cockpit display to ensure drivers have maximum visibility when both loading the van and when they are about to set off.

To showcase the simplicity of its Overload Indicator, PEUGEOT

challenged a team of plumbers and a team of electricians to load a Partner van as close to its maximum payload as possible with a variety of trade materials, including paint pots, roofing supplies and tiles without setting off the Overload Indicator.

David Peel, Managing Director of PEUGEOT UK, said: "Road safety is a priority at PEUGEOT, and innovative features like the Overload Indicator fitted to our award-winning Partner van

improves safety for all road uses – not just van drivers. It's always great to put our technologies to the test and this Tradesmen Challenge was about having a bit of fun with the technology, while showcasing how easy it is to overload a van. This is both illegal and a big safety concern so this feature is hugely important."

The electricians came out on top, getting closest to the 983kg payload of the PEUGEOT Partner GRIP BlueHDi 100 S&S 5-speed manual used in the challenge, by packing 917kg of goods inside – including the three-strong team.

This is the second time PEUGEOT has recruited teams of trade experts to showcase the technology available on the Partner van. Last year the original Tradesman Challenge put the Surround Rear Vision camera technology to the test.

The award-winning PEUGEOT Partner van features PEUGEOT's innovative i-Cockpit with a head-up display and a compact steering wheel, DAB radio, remote central locking with deadlocks, automatic headlights and daylight running lights. The PEUGEOT Partner van comes with a 1,001kg maximum payload and GRIP editions include the innovative Overload Indicator as standard, with the technology a £240 optional extra on other specification levels.

Thermo King Electric Refrigeration Unit for Mercedes-Benz Sprinter Vans

Thermo King says its new, fully electric E-200 multi temperature refrigeration units is now available to meet customer needs and deliver hold-over capacity on Mercedes-Benz Sprinter vans.

The Thermo King E-200 unit was carefully tested and meets the low energy consumption requirements to use the Mercedes-Benz Sprinter auxiliary battery for operation and hold-over capacity.

This makes the Mercedes-Benz Sprinter with the E-200 unit an all-in-one transport refrigeration solution that allows customers to maintain up to two cooling zones in the vehicle and keep the refrigeration unit running without any emissions while the driver stops for delivery, break or needs to turn off the vehicle for longer.

"For us, as an innovator, the ultimate goal is to provide our customers with breakthrough, sustainable and business-sound solutions that future-proof their everyday

operations," said Eneko Fernandez, product management leader at Thermo King.

"We take pride in our reputation for collaborating with industry leaders to bring in new technologies. Receiving the Letter of Non-Objection from Mercedes-Benz AG proves strong collaboration between our companies and enables our customers to benefit from the best combination of distribution and refrigeration technologies."

The E-200 represents the next generation of fully electric, zero-emissions refrigeration units and is the latest addition to Thermo King's growing portfolio of non-diesel solutions. Unlike typical direct drive solutions designed for diesel combustion engines, E-200 delivers constant capacity independently from the vehicles' engines and associated

moving parts, and can work with both electric and engine-powered vehicles.

With no road compressor or drive kit, the E-200 is a plug and play solution and features patented power management, which contributes to lower energy consumption, increased vehicle autonomy and higher efficiency and reliability. The unit is also compatible with vehicle's start-stop features contributing to additional fuel savings.

The hold-over capacity is secured thanks to the vehicle's auxiliary battery, which can power the unit during stops for deliveries or breaks. This gives the driver the peace of mind and flexibility to stop at any time without the need to keep the vehicle running on idle to keep the transported goods cooled.

Belfast Harbour Performance Provides Strong Platform to Help Drive Economic Recovery

Belfast Harbour has reported a sound financial performance for 2019, in line with expectations and providing a strong platform from which to respond to the challenges posed by the impact of Covid-19 on the local and global economy.

Releasing its annual results, Belfast Harbour reported turnover of £65.9m in the year to the end of 2019 (down 4%) and generated operating profits of £30.6m (down 15% from the record results of 2018). The decline in earnings largely reflected the completion of a major offshore windfarm contract mid-2018 and the ongoing decline in power station coal throughput.

Trade remained strong during the year, with more than 24 million tonnes of cargo passing through the port. Ferry passenger numbers exceeded 1.5m for the third year in a row, there were a record number of freight vehicles - up 4% to 542,000 - and cruise ship activity also continued to grow, with 280,000 cruise visitors during the year.

During 2019, £44m was invested in a range of port and estate projects, with £40m invested to automate container handling and upgrade the Belfast -Liverpool ferry terminal, in readiness for the introduction of larger new Stena Line vessels. Construction also commenced on City Quays 3, which will be Northern Ireland's largest ever Grade 'A' office building. The last remaining office space in the City Quays 2 building was occupied during the year.

In 2019 Belfast Harbour committed £115.7m in further investment in strategically significant projects to help deliver its vision of becoming the best regional port and an iconic waterfront for Belfast.

These investments will be a critical enabler of NI's Covid-19 recovery, given the Port's recognised role as a key driver of the regional economy.



In the past 10 years Belfast Harbour has invested over £290m in port infrastructure and estate regeneration, which as a Trust Port it entirely self-funded - with all profits reinvested back into developing the Port for the benefit of customers and the wider economy.

Strong Base

Belfast Harbour's Chairman David Dobbin said the sound performance in 2019 and recent years had given the Port a strong base to weather the impact of the Covid-19 crisis.

"Belfast Harbour has not been immune to the significant social and economic challenges caused by the Covid-19 pandemic but our Port has continued to operate safely and effectively throughout the recent crisis. I want to thank the entire Belfast Harbour community for keeping the Port open for trade round the clock, every day, through the entire pandemic.

"It is reassuring to know that as we prepare for the post crisis recovery, that our performance in 2019 and recent years provides a strong platform to move forward.

"The full implications of the pandemic on trade and our local economy are significant and still unfolding. So far trade through Belfast Port has proved remarkably resilient. Early figures for the March to May period show trade volumes down 20-25% on normal but in recent weeks throughput is running around 10% down on last year. The worst impacts have been in our cruise, tourist and leisure activities which have all but ceased during the crisis.

"The scale of the challenge to get the economy back to pre-crisis levels and to recover our tourist and leisure trade is immense. However, Belfast Harbour's sound financial position and ambitious investment plans will allow us to play a key role in helping drive

the local recovery, working with our customers and key partners to get the economy back on track. I want to assure everyone that we are open for business, our major construction contracts are continuing and we actively pursuing business opportunities."

Future Plans

Joe O'Neill, Chief Executive of Belfast Harbour said: "During 2019 we launched the latest stage of our strategy 'A Port for Everyone' which details our vision out to 2035 and plans to become the best regional port in the world, cementing Belfast Harbour as a key gateway for trade, tradeable services and tourism.

This will include further developing Belfast Harbour as a key economic hub for the region and creating an iconic waterfront for Belfast which is an attractive and safe place to live, work, visit and invest.

"Key to the delivery of our ambitious plans is close collaboration with our customers such as Stena Line and our partnerships including those with Belfast City Council, Titanic Quarter Limited, our two Universities, Catalyst, Northern Ireland Screen, Odyssey Trust, Tourism NI, Visit Belfast and the Department of Infrastructure.

"As society and the economy recover from the disruption and uncertainty caused by the Covid-19 pandemic, this partnership approach will be more important than ever to creating a vibrant economy with long-term opportunities for good jobs and a better way of life for our citizens.

"While the pandemic may influence some of our short and medium-term priorities we believe that the long-term goals of our strategy largely remain valid."

New Direct RoRo Service Between Portugal, Ireland and the UK

CLdN is to step up preparations for the end of the Brexit transitional phase on 31st December 2020 by introducing an additional pure RoRo-service on a triangle trade between Leixoes (PT), Dublin (IE) and Liverpool (UK).

It will operate one sailing per week from Leixoes to Dublin, followed by calling Liverpool.

CLdN in the past few years has invested heavily in a fleet of modern vessels with environmentally friendly credentials offering high capacities for freight crossing the North Sea, Irish Sea and Bay of Biscay. The company has maintained its regular sailing schedules on all routes throughout the difficult Covid period.

Said a CLdN spokesman: "There is a real threat of disruption on the channel routes as was demonstrated last year with the false Brexit dates and earlier this year during the Covid crisis.

"Seeing as goods will have more of an administrative burden when using land bridge solutions, coupled with the British Governments desire to promote unaccompanied solutions going forwards, we anticipate direct EU trade between Iberia and Ireland, linking into Liverpool, UK will offer environmental benefits and be less prone to disruptions or interruptions as seen on the short straights."

SAFE TRANSPORT HAS NEVER BEEN SO IMPORTANT



Thanks to your support, we are helping communities to combat COVID-19 in sub-Saharan Africa.

In Uganda, we have provided advice, cab sanitisation materials and PPE to keep HGV drivers safe, reduce transmission rates and build community confidence in the logistics sector.

In Zambia we have expanded our MAMaZ against Malaria at Scale programme to help rural communities protect themselves, installing hand wash stations, procuring PPE for health workers, and raising awareness through radio adverts, posters and talks. All whilst ensuring our life-saving bicycle ambulance service for patients with severe malaria keeps running.



Text TRANSAID to 70450 to donate £10*

*Texts cost £10 plus one standard rate message & you'll be opting in to hear more about our work via telephone/SMS. If you'd like to give £10 but don't wish to receive marketing communications, text TRANSAIDNOINFO to 70450.



www.transaid.org

Stena Line supports local industry with multi-ship docking programme

Six Stena Line Irish Sea vessels have been dry-docking at Harland and Wolff for a range of repairs and upgrades.

Currently the **Stena Europe**, which operates on the Rosslare-Fishguard service, is dry-docked in Belfast with the final works project due to be completed on the Superfast VIII (Belfast-Cairnryan service) at the end of September as part of the significant docking programme by the Irish Sea's largest ferry operator.

2020 marks more than 40 years of Stena ships in Belfast's iconic Harland and Wolff (H&W) shipyard. In April 1980 the firm's predecessor took delivery of the Belfast-built MV Galloway Princess which operated on the Northern Ireland routes for many years. Stena Line continues to select the H&W shipyard for docking works on their Irish Sea ferry fleet, with orders totalling £2.5M.

Paul Grant, Stena Line's Trade Director said: "Despite the dramatic impact of the Coronavirus pandemic on our business, regular ship upgrades and maintenance works are a very important element in our ship management operation. They help us to maintain our excellent reliability record and keep our Irish Sea fleet to the forefront of the ferry sector."

Paul Grant added: "Whilst Stena Line has already committed a significant investment to the Irish Sea by introducing two new ships – Stena Estrid (Dublin-Holyhead, Jan 2020) and Stena Edda (Belfast-Liverpool, March 2020) with a third ship to follow for our Belfast-Liverpool service in early 2021, it's also important that we continue to improve, develop and invest in our existing fleet of vessels, which is exactly what this contract will do."

John Petticrew, Managing Director of Harland & Wolff said: "Since InfraStrata



acquired the Harland & Wolff shipyard, we have built a strong working relationship with Stena Line, demonstrated through the



repeat business we have seen with four ships in the yard since our acquisition."

Belfast-based Paul Grant is head of the company's Irish Sea operations. His long career at Stena Line includes a short spell working on the mentioned MV Galloway Princess. "We're delighted that we are continuing our relationship supporting our local shipyard Harland and Wolff and the other local companies involved. Stena Line continues to support Northern Ireland and have operated throughout the Coronavirus pandemic, ensuring that essential supply lines reach their destinations and enabling the flows of freight and travel customers," he said.

ICL Offers New Direct Service to USA

Independent Container Line (ICL) has begun a weekly direct service from Cork to the USA, giving Ireland its first direct service to the States in many years.

Starting with the sailing of the Independent Vision, ICL will sail Cork every Saturday, arriving at the USA East Coast 10 days later, offering Irish exporters the most reliable, and fastest, delivery times for their supply chains.

ICL, represented here by Johnson Stevens NI Ltd, has been serving the North Atlantic trade for 35 years and is consistently named the trade's most reliable carrier.



 **Close Brothers**
Commercial Finance

Helping businesses thrive again.

Release working capital from assets, such as machinery, stock and customer invoices.

closecommercialfinance.ie



**EXPORT &
FREIGHT
TRANSPORT & LOGISTICS
AWARDS 2020**



POSTPONED

Due to the current Covid 19 situation we have regretfully taken the decision to postpone the Export & Freight Transport & Logistics Awards 2020 to Thursday 16th September 2021.

The safety of our customers and guests is the most important thing during this global pandemic.

We will be back in 2021, bigger and better than ever when we will enjoy a very well deserved celebration of our industry once again.

FOR INFORMATION CONTACT

**HELEN OR GARFIELD
ON 028 9268 8888**



www.exportandfreight.com

Wagtail UK & Speedlink International to provide detection dog services in Northern Ireland

Wagtail UK, in partnership with Speedlink International, have successfully achieved government certification to provide explosive detection dog services for the air cargo industry in Northern Ireland.

The dogs have all undertaken a rigorous training programme set out by the UK government in order to prepare them for air cargo screening. The dogs are referred to as Free Running Explosive Detection Dogs (FREDD) and have been approved by the European Commission as an acceptable method of screening aviation cargo for the presence of explosives.

The air cargo sector continues to be a primary target for terrorists. With billions of pounds of cargo transported nationwide each day and the growing prevalence of explosive threats, security vigilance is a constant priority throughout the industry.

With an unparalleled sense of smell, explosive detection dogs have a unique ability to sniff out odours in parts-per-trillion. The dogs work in close partnership with their human handlers and are trained to check freight for a range of explosive materials. Dogs also smell in layers, which allows them to recognise an individual explosive ingredient even when that explosive is masked by other odours. Dogs are able to move around the cargo to conduct the search without interfering with the sort process, freight environment or compromising the integrity of shipment that would normally have to be broken down and unpacked in order to be screened using the currently available screening methods.



Neil Thomson - BDM of Speedlink International Logistics, Paul Edwards - Wagtail UK dog handler, David Rogers - Director of Speedlink International. The name of the dog is Ben.

Now certification has been attained with the Department of Transport (DfT) & the Civil Aviation Authority (CAA), the FREDD service will be used alongside existing cargo screening methods, offering a rapid, effective and cost efficient method of screening large volumes of air cargo, reinforcing Northern Ireland's aviation security.

Collin Singer, Managing Director Wagtail UK Ltd, commented: "The certification process is challenging and rightly so! There are a number of tests which increase in difficulty until both the handler and dog meet the high standards required." The achievement of this certification strengthens Wagtail's reputation as one of Europe's leading detection dog companies."

Speedlink International commented further: "We were seeing an ever increasing demand for improvements and efficiencies in air cargo screening methodology, particularly in Northern Ireland, where we have a large manufacturing base who have experienced issues with certain products failing cargo screening and inevitably not being flown as planned. Working alongside our partners Wagtail, over the last two years we have been putting in place the facilities and operational environment at Belfast International in order to offer the FREDD service."

Just as all passengers are screened for explosives before flying, all air cargo must also be security screened too. Many people will not be aware that the belly of most

passenger aircraft will be full of commercial air cargo, alongside the passengers' luggage.

There are many restrictions to the current methods of air cargo screening and FREDDs will greatly improve the ability of manufactures and exporters to have their cargo screened and flown directly from Belfast International in a timely and cost-effective manner. Rather than having their cargo trucked to the continent for example, to be screened by FREDD's as currently happens.

Wagtail UK has a rather impressive track history and has provided detection dogs and related services for government agencies such as HM Revenue & Customs, Police, Trading Standards and Armed Forces. In addition, Wagtail is contracted by Border Force to provide 'Body Detection Dogs' in Northern France 24/7, 365 days a year.

Following on from the recent reports that checks will likely occur at Northern Irish ports in line with EU-UK regulation compliance, Wagtail & Speedlink are exploring the possibility of providing all manner of dog detection services. Including dogs that can detect firearms, explosives, drugs, cash, tobacco, 'live bodies', 'live animals', products of animal origin including ivory, pangolin scale, pine marten scat, water vole, bush meat, leopard skin, to name but a few.

Logistics UK Transport Manager conference returns to Belfast for autumn 2020

Logistics UK (formerly FTA)'s ever popular Transport Manager conference series will be back in autumn 2020 at 11 venues around the UK, including Belfast.

The conferences, now in their 19th year, will once again highlight and explain key issues for anyone involved with running vehicle fleets, providing professional advice and helping them remain compliant and up to speed on the latest legislative developments.

Topics to be covered by the events' speakers during the day-long sessions include urban restrictions, lessons learned

from COVID-19, HGV platooning, drivers' hours, practical preparations for Brexit, and a round-up of all the relevant transport legislation for the coming year.

James Firth, Logistic UK's Head of Road Freight Regulation Policy, comments: "The 2019 Transport Manager series broke all previous records — more than 1,550 delegates attended — cementing the event's position as a vital tool for transport managers, enabling them to stay up to date with ever-changing legislation and best practice advice. Traffic Commissioners still require transport managers to demonstrate how they have kept their professional knowledge up to date at application or renewal; the Transport Manager is a recognised means of meeting this requirement.

"Protecting our attendees, speakers and staff against COVID-19 is our top priority, so delegates can rest assured we will take all the necessary safety precautions, in accordance with government guidance."

Transport Manager will tour the UK from October to December 2020; the date and place of the Northern Ireland event is October 13th, Culloden Estate & Spa, Belfast

Depending on how government guidance develops in the coming months, the events will take place either physically or virtually, ensuring transport managers can receive the very latest compliance insights they need to run their fleets safely and legally, regardless of restrictions under the COVID-19 outbreak.



PORTS CONTINUE TO PERFORM DESPITE PANDEMIC CHALLENGES

There's no getting away from the fact that Ports around the country have been seriously challenged this year because of the lockdown to battle the Covid-19 global pandemic.

The economy on both sides of the Irish border has understandably taken a huge hit since March, but Ports such as Dublin, Belfast, Warrenpoint, Larne and Rosslare have been playing a crucial role in preserving the supply chain.

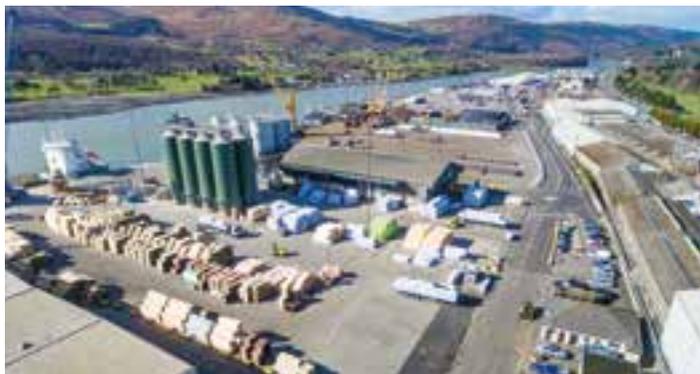
Ports have had to adapt their normal working

arrangements in order to safeguard staff and their families, while the vital contribution of port workers, hauliers and ships crews to keep trade flowing and businesses functioning cannot be overstated.

For many, 2020 was shaping up to be another

record breaking year with increasing trade and investment in facilities. Many plans have been put on hold, but our ports are all in reasonable health to withstand the present pressures, and while no one is denying 2021 will also be a difficult year, in the words of a well-known song from the past, 'we will survive.'

In this annual review, we take a look at how our ports have been performing over the past year, and what plans they are making for the future.



WARRENPOINT PORT LOOKING TO THE FUTURE WITH CONFIDENCE

There is a buzz of industry and an air of cautious optimism as you walk around a new look Warrenpoint Port. The 'Six Acre' investment Project, as it was known, has enabled the Port to create a 10% increase in operating space within the existing 60-acre footprint. It makes the facility, located midway along the economic corridor between Dublin and Belfast, almost unrecognisable from just 12 months ago, with swaths of new space created.

The £1.4 million recent capital expenditure is clearly visible with new internal roadways; redundant buildings coming down; and new plant and machinery; as well as a busy quay wall with the regular Seatruck RoRo and some other interesting vessels.

Like many other organisations the last 12 months have been somewhat challenging for the Port, but under the stewardship of new CEO David Holmes, who has been in position since August 2019, the Port is reorganising and building for the future.

Export and Freight caught up with David Holmes to chat about the year just past and his plans for the future.

"It has undeniably been a completely

unpredictable year. We had some real positives to look back on but obviously the impact of Covid-19 has had implications right across the board. We are however, already starting to see green shoots again. Volume dropped by 20% during Covid-19 lockdown. Primarily driven by pent up demand however, the recovery in July and August has been significant and this is very positive news."

Niche Markets

"2019 was very good for volume; overall unitised cargo increased by 6.3% but overall tonnage was down slightly to 3.5 million tonnes. We had the opportunity to handle some interesting project cargo including wind turbines. This is not the first time we have been a port of choice for



unusual loads and we have invested in making it a niche market that we should be attractive in.

"In 2018 we purchased a new crane followed up by the modernisation of our two existing cranes in 2019. This has given us fantastic increased cranaage capacity. With the wider investment in the site we have also created more space and we have invested in our plant; with 10 new forklifts and three new combi-lifts. This sets us up well to be highly competitive and appealing in specialist markets.

Capex

"A major element of our recent capital expenditure investment, totalling £1.4m, is Brexit readiness preparations. Government needs to provide clarity on the likelihood of the requirement for Brexit Inspection Centres as this will present challenges, especially in relation to timescale. Our Brexit Readiness planning has created the space to accommodate such a facility however, so we are confident we can rise to these challenges.

"We are forging on, making our systems, processes and procedures leaner, and better equipped. We have already mentioned our investment in new internal roadways, in removing redundant buildings as well as in plant, machinery and cranaage.

"The management team also moved into new administration facilities at the Town Dock Office in Warrenpoint town centre following a major investment to create the new space. This ties in with our move to forge stronger relationships in the locality.

Engagement

"We are engaging more with our workforce to ensure everyone understands our objectives. This helps us to invest in a team that understands our customers' requirements and has the capacity and flexibility to meet those demands. We undertook a significant



upskilling and training exercise early in 2020 which has been extremely beneficial.

"I would like to sincerely thank our team. They have made me feel so welcome since I arrived last year and as frontline workers, they really stepped up to the challenges faced during the pandemic.

Warrenpoint Port has also recently embarked on a new Community and stakeholder engagement programme called 'On Board' which will be rolled out over the next 12 months. The aim of the programme is to build stronger relationships in the local community; and to look at how the industrial nature of the Port can co-exist with tourism etc. at its edge of town site in an area of outstanding natural beauty.

Trade

"Warrenpoint Port handles circa 12% of Northern Ireland's port activity, with 45% export and 55% import. The island of Ireland experienced a drop off in demand for animal feed in 2019 due to a good local crop and this impacted on imports. Demand for timber was also down slightly, but 2019 saw a significant increase in steel imports at Warrenpoint Port. This was up 52% and coincided with a wider economic boost at the time, due to many large commercial projects across the island.

In terms of exports, cement was fairly steady, after experiencing a significant uplift in 2018. This market has peaks and troughs and is likely to change again as we move through 2020 and beyond.



David Holmes

Warrenpoint also continued to deliver strong demand for the environmentally important export services for recycled material and RDF- Refuse Derived Fuel; particularly for Re-Gen Waste, a major recycling firm local to Warrenpoint Port. "The Nippon Gases CO2 storage facility

continues to progress, with completion expected by the end of 2020. In the interim, due to an increase in demand for food grade CO2 across the island, the needs are being met by a CO2 tanker ship docked in Warrenpoint Port. This signals a major investment by Nippon Gasses in Warrenpoint and indeed on the island of Ireland.

Looking ahead

"Brexit, combined with the challenges of Covid recovery and the impact both have on the economy, will continue to shape the remainder of 2020 and beyond. There is no doubt of that but that is merely an impetus for us at the Port to ensure we are leaner, fitter and well prepared for whatever 2021 and beyond might bring our way.

"The Southern Relief Road, currently at feasibility stage, would see a direct link made to the A1 dual carriageway linking to the M1 motorway to Dublin and Belfast. It continues to represent a key piece of infrastructure for us and the area.

"The message from Warrenpoint Port and from me and my team looking ahead is very clear. We are open for business, we have capacity, capability and we have a fine-tuned operation aligned to our customer demands and requirements.

"Our increased capacity in terms of space creation, investment in plant, equipment and people creates a competitive offer, demonstrating we are building for the future and we are progressive. We are forward thinking, well organised and we are ready for the next stage in our growth trajectory."



WARRENPOINT
PORT

BUILDING FOR THE FUTURE



• INCREASED CRANAGE • INCREASED CAPACITY • MULTI-MODAL FACILITIES
• LOCATED EQUIDISTANT BETWEEN DUBLIN & BELFAST • OPEN FOR BUSINESS

Contact us at info@warrenpointharbour.co.uk or call **+4428 417 73381**
for competitive rates for your logistics requirements

P&O FERRIES KEEPING TRADE FLOWING ACROSS THE IRISH SEA & BEYOND

From the start of this pandemic, P&O Ferries' aim has remained the same: to keep its customers and employees safe and provide support wherever it can. And despite facing some of the most significant challenges the industry has ever had to grapple with, P&O Ferries have successfully and safely continued operating.

The company has been able to ensure the smooth movement of some of the UK's most vital imports, such as medicines, cleaning products and food, during a period of unprecedented supply chain disruption across the globe.

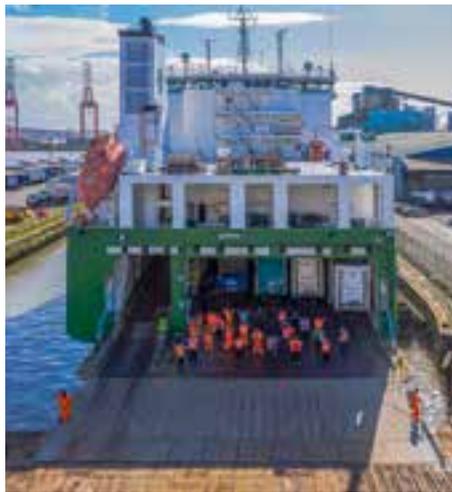
P&O has been able to continue to deliver best in class services to its customers by listening and swiftly reacting to their needs. In Northern Ireland, one of the central ways the company adapted to growing customer needs was through an expansion of its sailing schedule on its Larne to Cairnryan route in June and later in August.

Building on this momentum, and a desire to consistently deliver on customer needs, P&O also introduced a fourth ship on its Liverpool – Dublin route in early July. The company says it is pleased and encouraged by the way in which these actions have been welcomed.

P&O's speedy Larne to Cairnryan crossing takes just two hours, making it the most efficient way to ship freight to and from Scotland. Its fleet on this route includes two of the company's fastest 21,000-ton freight ships, the European Causeway and its younger sister, the European Highlander.

Increased Sailings

In June, it became clear to P&O that its customers on this route were facing increasingly tighter deadlines as countries around the world began the crucial work of restarting their economies. Moving swiftly on concerns raised by customers, P&O Ferries expanded the sailing schedule and now offers up to



six departures a day in each direction.

This regular daily service has long provided a bridge for goods being transported between Northern Ireland and the Republic of Ireland to Britain, and with their increased schedule, P&O aims to support customers navigating a landscape markedly determined by the status of COVID-19 to operate in a smart and agile fashion.

P&O Ferries' Dublin to Liverpool route enables customers to move goods between two important cities in only 8 hours. Operated by a fleet of robust ships, including Norbay,

its ROPAX ship, the route is part of a critical supply chain that handles products needed in the medical and healthcare sector, food industry, and for energy generation.

In July, following calls to increase its freight capacity on the route, P&O introduced MISIDA, a new ship that now allows the company to offer up to four daily return crossings for freight. With a fourth ship, P&O can now offer an additional sailing leaving Liverpool at 16:00 Monday to Friday, and Dublin at 03:00 Tuesday to Saturday. P&O hopes that this additional freight capacity will alleviate customer concerns regarding a supply chain that is central to trade in the UK, Ireland, and continental Europe.

Adaptability

P&O Ferries are committed to maintaining a healthy and sustainable business that will continue to grow as an important strategic asset for the UK, helping families and freight move easily and affordably between Britain, Ireland, and continental Europe. Its operations on the Irish Sea are central to delivering such a future.

The aforementioned changes highlight P&O's ability to adapt and respond to customer needs as we all continue to respond to the ongoing challenges posed by the COVID-19 pandemic in the region and beyond. They also ensure that, as a business, P&O Ferries can operate in the Irish Sea in a safe and supportive manner and deliver on its aim to keep customers and employees safe.



KEEPING TRADE FLOWING

pofreight.com



PORT OF LARNE THE PREFERRED GATEWAY FOR MANY

Many hauliers prefer the Port of Larne for a number of reasons, not least because of its easy access into and out of the harbour, and the fact it is only a short two hours sailing time away from Scotland.

With regular crossings

provided by P&O Ferries between Larne and Cairnryan, enabling you to schedule freight movements at times that will best suit you, from early morning onwards, lorry drivers can spend less time onboard and more time on the road.

Responsible for all marine and many quay side operations is Harbour Master Stuart Wilson, appointed to the role late last year; he is also the Designated Person under the Port Marine Safety Code.

Stuart has over 30 years experience in the Marine Industry, in a number of related fields. Having qualified and worked as a Deck Officer with BP Shipping, he went on to gain an honours degree in Maritime Studies at Cardiff University.

He consequently worked in port management, stevedoring, ferry and terminal operations, ship management, marine bunkering



and ship repair, before becoming Deputy Harbour Master in the Port of Belfast and subsequently became Harbour Master in Larne Port.

His broad knowledge of the shipping industry, as well as his collaborative and solution-focussed approach, enables

him to appreciate and facilitate the various requirements and needs of port customers, users and service providers.

Like all ports, Larne has had to meet the various challenges caused by the Covid-19 pandemic, and comments Stuart: "It has

been 'business as usual' in so far as we have been able to provide an essential service to our customers, prioritising those working in key areas on the front line, while protecting and safeguarding all who are employed within the harbour area."

Larne, of course, has become a gateway of choice for many freight operators exporting to and from Ireland, with facilities at the port including nearly 5000 sq metres of warehousing and generous storage areas within its 40 acres site.

Diverse Services

"While we face competition from our near neighbours Belfast, we do offer a diverse range of services, being a deepwater port," says Stuart. "Our core business has always focused on ro-ro operations, but in more recent times the port has been opened up to a whole range of diverse



cargoes and has expanded its capacity to handle project cargo.” The port has enjoyed, for example, good success in handling onshore windfarm components such as turbines. Indeed, the variety of heavy and outsized cargoes handled at Larne is impressive and ranges from piling rigs and construction plants to excavators, wind turbines and even railway carriages. It also acted as the mobilisation port for the seasonal repair work on the interconnector cables running between Northern Ireland and Scotland.

In more recent years, too, the port, which holds a license for the storage of Solid Recovered Fuels and scrap steel, has attracted a number of bulk ships, general and project cargo ships to the harbour.

Safe & Secure

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

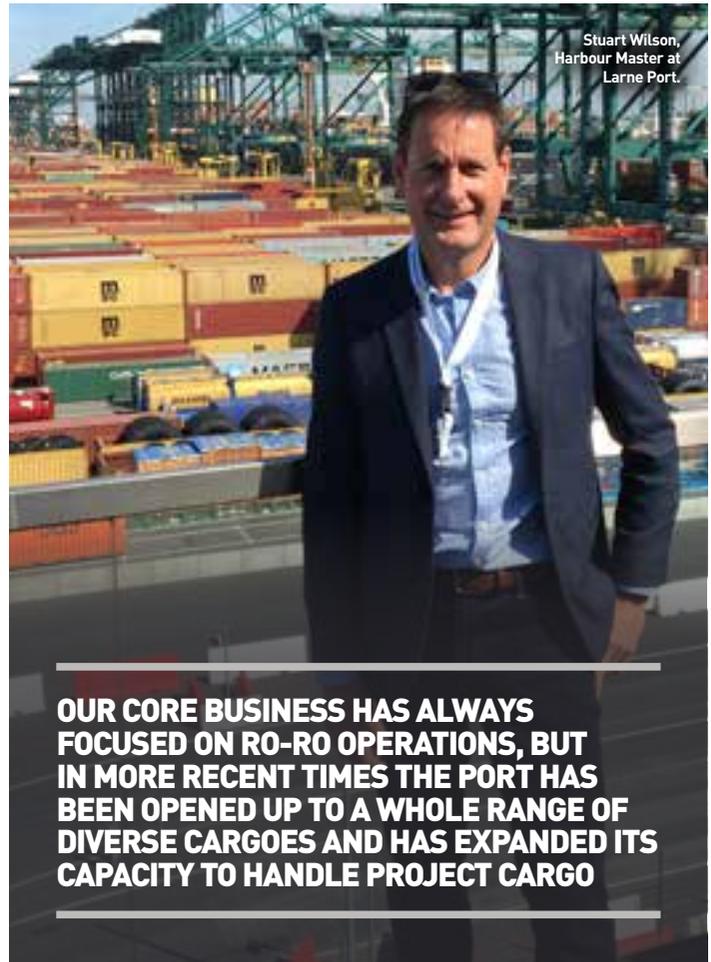
The port, of course, is also well established in handling driver accompanied traffic, with fast and efficient check-in facilities dedicated to serve freight drivers.

The port is nine nautical miles closer than Belfast to Scotland and adds Stuart: “As the shortest Irish Sea crossing, which is one of the competitive advantages enjoyed by P&O Ferries at Larne, ferries can operate reliably and recover quickly after any weather-related disruption.

“Additionally, being at the end of the recently upgraded A8, we have dual carriageway right to the port gate, which has also improved the port’s inland connectivity.”

As we mentioned, with much improved infrastructure in recent years, including modern freight drivers’ facilities, it has become even more easily accessible for local companies who may not have considered using the facilities in the past and indeed that is proving to be the case.

There’s little doubt, the Port of Larne, with its highly competitive rates, proactive attitude and safe working environment, clearly makes a great choice for project cargoes, bulk cargoes and, of course, passenger traffic.



Stuart Wilson,
Harbour Master at
Larne Port.

OUR CORE BUSINESS HAS ALWAYS FOCUSED ON RO-RO OPERATIONS, BUT IN MORE RECENT TIMES THE PORT HAS BEEN OPENED UP TO A WHOLE RANGE OF DIVERSE CARGOES AND HAS EXPANDED ITS CAPACITY TO HANDLE PROJECT CARGO

LARNE PORT

Whatever your port services requirement, we’re **HERE TO SERVE!!**

Call Roger Armson or Stuart Wilson on +44(0)2828872100

or email: info@portoflarne.co.uk, to discuss how we can help you.





Dublin Port Company continues major long-term investment programme

Dublin Port Company has reported its second quarter trading figures for 2020, showing a decline in overall port tonnage of -10.9% in the first six months of the year.

Having seen a decline of -4.8% in Q1 (which had been attributed to Brexit stockpiling in the first quarter of last year), there was a further and steeper decline in Q2 of -17.0% as the Covid-19 pandemic impacted on the country. The Q2 decline of -17.0% was less than had been feared following a decline in the month of April of -26.2%. This was followed by a smaller decline of -20.5% in May and by a decline of just -5.5% in June.

Unitised trade (trailers and containers combined) fell by -13.5% to 321,000 units during Q2 with Ro-Ro declining by -13.0% to 225,000 units and Lo-Lo by -14.0% to 173,000 TEU.

Imports of new trade vehicles through Dublin Port in the April to June period decreased by -64.9% to 9,900 and a significant decline appears inevitable for the rest of the year.

Bulk liquid volumes, primarily petroleum products, declined by -37.8% to 715,000 tonnes. Aviation fuel accounts for more than one-fifth of all petroleum

imports in Dublin Port and the impact of Covid-19 on air travel has greatly reduced demand. Bulk solid commodities declined by -20.6% to 388,000 tonnes. Likewise, reduced car traffic during the lockdown has greatly diminished demand for petrol and diesel. Ferry passenger numbers, too, decreased by -78.2% to 120,000, the great majority of whom were HGV drivers, critical supply chain workers. The number of tourist vehicles fell even further, by -84.2% to 24,000.

There were no cruise ship calls to Dublin Port in Q2 and none is anticipated for the remainder of the year.

Less Than Feared

Commenting on the results, Dublin Port's Chief Executive, Eamonn O'Reilly, said: "The Q2 decline of 17.0% in cargo volumes was less than we had feared it might be. After the first six months of the year, our volumes are down by 10.9%. At this level, our throughput for the full year would be back to where it was in 2016.

"We saw after the 2008 recession

how rapidly the Irish economy can recover from a deep recession and we seem to be seeing some evidence of this resilience in recent months where a 26.2% fall off in April was followed by a smaller decline of 20.5% in May and by a decline of just 5.5% in June.

"Even during the rapid and deep downturn during Q2, we have seen new unitised services – both Ro-Ro and Lo-Lo – introduced on routes to Rotterdam, Santander and Liverpool and additional capacity added on existing services to Liverpool. We are able to accommodate these because we have been systematically adding to port capacity in recent years."

He added: "We recently received a 15-year planning permission for the MP2 Project. This will allow us to accommodate the future needs of Ro-Ro and Lo-Lo lines in the years ahead. Given that we have been playing catch-up over the past decade to provide additional port infrastructure for future growth, the drop back in volumes this year gives us some breathing space and it is important that we do not waste the opportunity this

gives us to make counter-cyclical investment in port infrastructure.

"The MP2 Project planning permission is for 937 metres of new berths, including an extension to an existing berth. This will allow us to develop 1,117 metres of berths for unitised trade at the eastern end of the port, split 50 / 50 between Lo-Lo and Ro-Ro.

"Dublin Port has two oil jetties through which almost one third of the country's total energy requirements are imported in the form of petrol, diesel, kerosene and aviation fuel. The MP2 Project planning permission allows for the redevelopment of one of these jetties to provide an additional berth for container ships as and when the demand for fossil fuels permanently reduces in response to national climate change policies.

"The MP2 Project is the second of three Strategic Infrastructure Development projects needed to realise the vision of Masterplan 2040. Work on the first of these – the ABR Project – is well underway. The additional port capacity which these projects will give contributes substantially to the Masterplan's objective to provide additional port capacity to bring Dublin Port to its ultimate capacity by 2040."

A POWERFUL PARTNERSHIP ON THE IRISH SEA

ULYSSES: **240** freight units
WB YEATS: **165** freight units



**IRISH FERRIES
FREIGHT**

www.irishferriesfreight.com

GETTING NORTHERN IRELAND'S ECONOMY BACK ON TRACK

2020 has been a year like no other, testing the resilience of the port industry, and that of our customers and their supply chains, writes Michael Robinson, Port Director, Belfast Harbour.

I believe that the sector has collectively risen to the unparalleled challenges COVID-19 has posed to all of us, and I will never forget the determination and skills of the wider port and transport community to successfully mitigate the impact of the pandemic.

No doubt, COVID-19 has been significantly disruptive and its impact is still unfolding. Business and consumer confidence have been shaken and after early declines in some sectors of almost 90%, volumes have begun to recover as lockdown has been eased and throughput in the last few months has been c.10% down from 2019 levels. The worst impacts have been in our cruise, tourist and leisure activities which have all but ceased operation with only one cruise ship calling in Belfast this year when we were expecting to receive over 125.

Belfast Harbour, however, has a long-term strategy which – despite the pandemic – still charts a course for future growth. They say that no plan survives contact with reality, and adaptations will certainly be required, but our 2035 'A Port for Everyone' strategy remains our guiding star.

Our ambition is that Belfast becomes the best regional port in the world, cementing our role as a gateway to the world for our importers and exporters, and a hub for economic growth. This will include further developing Belfast Harbour as a key economic hub for the region by investing in marine infrastructure, SMART technologies and green initiatives that support society's drive to decarbonise.

Investment Plans

In the past 10 years we have invested over £290m in port infrastructure and wider estate regeneration. During 2019, more than £50m was invested in the port's container terminal and to upgrade the ramp and facilities at the Belfast-Liverpool ferry terminal in readiness for the introduction of the larger new Stena Line vessels serving that route. In doing so, we have made the largest ever investment in a single piece of port equipment, the new £6.6m Liebherr ship-to-shore container handling crane and it will soon be joined by a 'sister crane' which has recently delivered to the Port. These new cranes and the automated Rubber Tyre Gantry (RTG) cranes in the terminal support our SMART Port agenda and will make the terminal safer, more efficient and will increase its handling capacity by 30%.

We have also recently committed £116m in further investment in strategically significant marine and estate projects. These investments will be a critical enabler of Northern Ireland's COVID-19 recovery, given the Port's recognised role as a key driver of the regional economy.

Achieving our ambitions will require close collaboration with key customers such as Stena Line. We acknowledge that the scale of



the vision we have set ourselves can only be achieved if we harness our efforts with like-minded customers and stakeholder groups.

Trading & Financial Performance

Success also lies in having the financial capacity to make the necessary investments and that rests upon the continued successful trading performance of the port. Fortunately, due to our Trust Port status, which enables us to reinvest all profits back into developing the port and harbour estate for the benefit of customers and wider economy, and as result of the diverse range of business activity inside our estate, we are starting from a strong base.

Before the lock-down took effect in March, we were reviewing what a strong year 2019 had been for trade through Belfast Harbour. Tonnage handled was above 24m tonnes for the second year running with particularly positive figures for Ro-Ro, containers and exports of aggregates.

Based on these strong trading figures we also reported a sound financial performance for 2019 in line with expectations. This will enable us to respond to the challenges posed by the impact of COVID-19 on the local and global economy.

Turnover in 2019 was £65.9m (down 4%) and generated operating profits were £30.6m (down 15% from the record results of 2018). The decline in earnings largely reflected the completion of a major offshore windfarm contract mid-2018.

Ro-Ro traffic rose by 4% to a record 542,000 units, reflecting the success of continued investment by Stena Line and Belfast Harbour in vessels and RoRo terminals respectively while container traffic increased by 2%, surpassing the 130,000 units handled threshold for the first time since 2008.

Stone exports by Co Down based Conexpo

for GB and European infrastructure projects exceeded 1m tonnes for the first time, whilst tonnages in the wider aggregates sector grew by 4% to a record 1.6m tonnes.

Of course, not every trade sector grows every year and 2019's better weather led to lower imports of grain, animal feeds and fuels. Indeed, over the longer-term, the mix of trades handled by the port will continue to evolve as our economy and consumer spending habits change.

What long-term impact COVID-19 has on our economy is still to be determined, but it is not difficult to envisage an acceleration in the drive to decarbonise society. We had already factored in a continued decline in fossil fuel imports, a staple of the port industry for the last century, but believe this presents an opportunity to further develop trades related to the green economy such as offshore wind where Belfast Harbour has a proven track record and to support the development of other new fuel sources such as Hydrogen.

The scale of the challenge to get the economy back to pre-crisis levels, particularly the recovery of tourist and leisure trades, will be immense. Brexit uncertainty is an unhelpful additional uncertainty, but we are continuing to work with both local and national Government, to identify what the full outworking of the NI Protocol will be and how we, our customers and terminal operators, can facilitate its implementation with minimum disruption so as to continue to position Belfast as the leading transport hub in the region.

Belfast Harbour's immediate goal is to play its part in getting Northern Ireland's economy back on track. 2021 will be challenging, but our sound finances, ambitious investment plans and our commitment to work with others for mutual success, provides a good platform from which to start.

Stena Line adds Freight capacity to Belfast Routes

Stena Line has chartered the RoRo vessel *Seatruck Panorama* to help boost freight capacity on its Belfast to Liverpool and Belfast to Heysham routes.

Following the dramatic COVID related drop in freight volumes, Stena Line was forced to remove one freight ship from its Belfast hub which resulted in reduced capacity and frequency. During the summer months, Stena Line has seen an increase in freight demand and anticipates that extra capacity is required for the traditionally busy Autumn period as well as the expected increase in pre-Brexit trade activity.

Paul Grant, Stena Line Trade Director (Irish Sea) said: "Adding a seventh ship to our Belfast operations will help us increase frequency, capacity and give us greater operational flexibility. This extra ship will be capable of operating to Liverpool and Heysham thus ensuring that we can better match demand and the needs of customers. It has been a very challenging time for the freight industry, but we are confident that having additional capacity available on these important trading routes between England and Northern Ireland will help us provide an enhanced sailing schedule for our customers."

The freight-only ship is expected to make 10 sailings weekly between Belfast and Liverpool/Heysham. The addition of *Panorama* on



the Northern Ireland to England corridor will increase freight capacity by 28% and frequency will rise from 46 to 56 crossings weekly compared to the present.

In January 2021, Stena Line will further boost freight capacity when it adds the newly built *Stena Embla* to its Belfast – Liverpool service. *Stena Embla* will replace the smaller *Stena Mersey* and will join its sister ship *Stena Edda* and *Stena Estrid* in what is a

significant upgrading of freight and passenger services across Stena Line's Irish sea routes.

Paul Grant added: "Despite all of the challenges we and our customers are facing, Stena Line continues to develop its Belfast business hub with these exciting additions to our fleet. Stena Line remains committed to support the freight industry to the best of its abilities as it has done throughout the Coronavirus pandemic to date, helping to keep vital supply lines open."

Stena Line reduces CO2 ten years ahead of emissions' targets

Despite a tough situation for the ferry industry due to COVID-19 Stena Line continues its sustainable journey. In the newly published sustainability overview Stena Line presents initiatives, improvements and challenges within the sustainability area as well as give account on the company's ambitious sustainability targets.



Engine Room Crew.

During 2019 Stena Line to reduce CO2 emissions and is now ten years ahead of the international shipping targets for reducing emissions. The company reduced the total CO2 emissions with 1,7 %, corresponding to 24 000 tonnes of CO2 in total.

Even more important is that Stena Line continued to improve the efficiency and reduced the emissions per transported ton freight and passenger vehicles onboard the vessels with 3,6% CO2. This means that Stena Line, ten years ahead, already meets the International Maritime Organisation (IMO) targets for 2030 of a 40 % reduction in CO2 emissions efficiency from 2008-2030.

"We aim to be the leader in

sustainable shipping and we have high ambitions. During the last ten years we have improved the efficiency with more than 320 energy efficiency actions onboard and onshore, both technical and operational improvements and investments. The introduction of AI assisted vessels and the delivery of our first new larger and energy efficient vessels that went into operations on the Irish Sea during the spring, are some highlights from last year", says Erik Lewenhaupt, Head of Sustainability at Stena Line.

The largest challenge for the shipping industry as a whole and for Stena Line is to reach zero emissions by 2050, in line with international targets.

"We are currently working in parallel with reducing fuel consumption, and emissions to sea and air and at the same time exploring and evaluating the fuels for the future. We are currently involved in several projects with alternative fuels and propulsion, including the world's first methanol powered vessel and a battery project with the aim of launching a fully battery powered vessel before 2030", says Erik Lewenhaupt, Head of Sustainability at Stena Line.

IVECO Launches New Deals on Stralis Heavy Trucks



As lockdown measures continue to gradually relax, businesses can begin to restart and rebuild their confidence.

IVECO are ready to lend a helping hand with new offers on the Stralis heavy truck, designed to keep our haulage heroes rolling without breaking the bank.

With immediately available stock, operators can reap the benefits of running a brand new, powerful and efficient truck now, with the option to halt their vehicle outgoings for six months.

Longer term, the included 5-year Repair & Maintenance contract will ensure complete peace of mind, supported in 36 European countries by the IVECO Assistance Non-Stop programme and the UK's 89-strong service network.

To take advantage of this offer, vehicles must be ordered before 30th September 2020 and registered before 31st December 2020.

"Stralis has proven itself to be a strong and reliable business partner, with the Natural Power being a real game-changer for those with a greener interest," commented IVECO Truck Business-line Director, Gareth Lumsdaine. "The inclusion of the R&M contracts ensures that customers can relax knowing that our dealer network is behind them to care for their vehicles properly whilst protecting their resale value."

iGurt - the intelligent Cargo Restraint System

Transport damages caused by poorly secured freight are routine in the transport business; serious accidents and damages to the load frequently occur due to swaying or unstable trailers.

BPW is now tackling one of the main causes with the intelligent cargo restraint system, iGurt, which checks and fully documents the tension of the lashing straps throughout the entire transport process. Loose cargo is estimated to be the cause of 20 to 25 per cent of traffic accidents in heavy-load traffic. The iGurt

aims to reduce this amount by providing a system that tracks the restraint through permanent status monitoring. All the devices in use display the respective preload force on the housing unit. It also provides information on excessive preload force, which might damage a susceptible load.

The iGurt device is fastened easily and securely to each lashing strap. If a strap becomes loose, drivers receive an alert on their iGurt smartphone app via Bluetooth, and prompt action can then be taken. Operators have the option to integrate the iGurt with their existing BPW idem telematics system. In this case,

a warning signal is sent to both the driver and the operator's all-in-one platform, Cargofleet 3.

The sturdy, shockproof housing is designed for long-term use on the trailer. The battery charge lasts for around one year, while the battery itself can be replaced quickly and easily.

Carrier Transicold Launches Three New Refrigeration Units

Carrier Transicold has introduced three new transport refrigeration units into the UK and Ireland, delivering significant operational and environmental benefits for truck, trailer and light commercial vehicle fleets.

The new models include the first PIEK-certified version of its flagship Vector HE 19 (High Efficiency) trailer unit, which will now operate below 60 decibels, the equivalent of normal conversation, in either a mono or multi-temperature configuration.

"Our new PIEK-compliant Vector HE 19

takes quiet-running to a new level, being perfect for fleets making frequent night-time deliveries to stores in residential areas," said Scott Dargan, managing director, Northern Europe, Carrier Transicold.

Carrier Transicold has met these strict PIEK levels whilst packaging the new system within the regular Vector HE 19 chassis. The previous generation PIEK-certified Vector 1950 City had its diesel engine housed in an insulated cabinet underneath the trailer.

Available now, the new PIEK-certified Vector HE 19 is an addition to the range, offering operators the same 10% reduction in weight, 19% reduction in energy consumption and up to 30% reduction in fuel consumption versus the previous generation Vector 1950.

Also debuting in the UK and Ireland this year will be the new Xarios 8 refrigeration system which is ideal for the larger rigid truck market. The Xarios 8 unit has improved efficiency and a third more cooling capacity compared to the current Xarios 600, along with a very low refrigerant charge, a new evaporator ventilation motor and brushless condenser ventilation system to reduce wear on parts, and lower maintenance costs. Additionally, its shell is manufactured by injection moulding, reducing manufacturing steps and improving the build process.

The third new model Carrier Transicold will bring to market is the Neos HE 100 S for light commercial vehicles. This electrically driven system optimises energy consumption, while maintaining a cooling capacity and look almost equivalent to the standard Neos 100 S system.

The unit features new technology, enabling a 35% reduction in energy consumption to 58 amps. It also offers precise temperature control of an insulated load space, varying in size from two to 6m³.

CAHILL ENGINEERING TACHOGRAPHS ALL MAKES

ANALOGUE & DIGITAL

PLUS

Wabco & Haldex ABS & EBS
Commercial Repairs & Welding Service

10 Quay Road, Whitehouse, Newtownabbey BT37 9TE
Tel: 028 9036 5652 Fax: 028 9036 5606
Email: service@cahillmotorengineering.com

 **Digital & Analogue Tachograph Centre (all makes)**

Diamond Trucks
Commercial Way
Mallusk
Newtownabbey
County Antrim
BT36 4UB Tel: 02890 837 171




CONTINENTAL & BRITISH TRUCKS
ARMAGH LTD

Specialists in Maintenance & Repairs
Full Range of Spare Parts Available
Approved Tachograph & Speed Limiter Centre
Pre-PSV Test Lane

Tel: 028 3752 3491 and 028 3752 6393 (stores)
Fax: 028 3752 7878 Email: cbtarmagh@gmail.com

Serving The Northwest for over 90 Years

Eakin Bros Ltd
www.eakinbrosLtd.co.uk

 **ISUZU IVECO**

48 Main Street, Claudy
Co. Londonderry
Tel: 028 7133 8641
Fax: 028 7133 8890

APPROVED ANALOGUE & DIGITAL TACHOGRAPH

SUPPLIED • FITTED • SERVICED • DOWNLOAD EQUIPMENT
VOSA AUTHORIZED SPEED LIMITER CENTRE

 **FOR ALL VEHICLES & MANUFACTURES**
GRANCO LTD
60 Tandragee Rd, Newry. BT35 6QF
Service Tel: 0044 (0)28 3082 1056
Service Fax: 0044 (0)28 3082 1051
Email: services@grancotrucks.com
Web: www.grancotrucks.com



Kearns & Murtagh Ltd

Tachograph and Road Speed limiter Specialists



Specialising in Hino & Iveco Diagnostic Systems

Unit 3a, Derryboy Road, Carnbane Business Park,
Lisduff, Newry, Co. Down BT35 6QH

T: 028 3026 5720 E: info@kearnsmurtagh.com
M: 07831 852014 W: www.kearnsmurtagh.com

Lisburn Tachograph Centre

Analogue & Digital Tachographs

Calibration - Parts - Repairs
Trucks - Buses - Vans - Oil Tankers

TACHOGRAPHS TO SUIT ALL VEHICLES
DIGITAL DOWNLOAD SOLUTIONS

Please contact our office for more information
T. 028 9264 1676 lisburntacho@btconnect.com
www.lisburntachographcentre.com

GERALD LYTTLE & SONS

COMMERCIAL REPAIRS & TACHOGRAPH CENTRE

ANALOGUE & DIGITAL TACHOGRAPHS for all Vehicles

Wabco, Haldex & Knorr-Bremse ABS & EBS

219 DRUM ROAD, COOKSTOWN BT80 9HR
Tel: 028 8675 1261 Fax: 028 8675 1882
Email: alastairlyttle@btconnect.com



RK Trucks Centre
DIGITAL & ANALOGUE

Approved Tachograph Calibration Centres at:

Carryduff, Co. Down	Dungannon, Co. Tyrone
T. 028 9081 3600	T. 028 8772 2111
F. 028 9081 4115	F. 028 8772 7393

www.rktrucks.com



APPROVED TACHOGRAPH CENTRE
Digital and Analogue Tachographs for All Makes of Trucks

info@tbthompson.com | www.tbthompsondaf.com

TBF Thompson DAF Trucks
19 Michelin Road | Hyde Park Industrial Estate | MALLUSK | BT36 4PT 028 9034 2001
2 Diviny Drive | Carn Industrial Estate | PORTADOWN | BT63 5WE 028 3839 3300
6 - 10 Killyvalley Road | GARVAGH | Coleraine | BT51 5JZ 028 2955 8353

Bomag | Cummins | DAF | Hitachi | Kohler | Montabert | Palfinger | Phoenix | Thwaites | TRP | Undercarriage and more



Transport Training Services

Nutts Corner Business Park
15 Dundrod Road BT29 4SS
T: 028 9082 5653

E: mail@transport-training.com
www.transport-training.com
Find us on:  

CAREER DEVELOPMENT TRAINING FOR THE TRANSPORT INDUSTRY IN NORTHERN IRELAND

Transport Training: Truck & Bus Driver Training | Driver CPC | Transport Manager CPC
Compliance Training: ADR | DGSA



LOOK OUT FOR OUR NEW WEBSITE COMING SOON WITH ONLINE BOOKING SYSTEM!

MAN | Genuine Parts

MORE QUALITY
MORE PERFORMANCE
MORE VALUE
LESS COST




see our website for special offers

The NEW value line from MAN Genuine Parts, Now much more is less.



RK Trucks & ITC

Edgar Road, Carryduff, Belfast, BT8 8NB
RK Trucks Tel: 028 9081 3600 Fax: 028 9081 4115 ITC Tel: 028 9081 2186 Fax: 028 9081 7575
126 Tannamore Road, Dungannon
RK Trucks Tel: 028 8772 2111 Fax: 028 8772 7393 ITC Paris: 028 8772 2803 Fax: 028 8772 7393

www.rktrucks.com www.internationaltruckcomponents.com

McCAUSLAND CAR PARK

AIRPORT PARKING
For Business or Pleasure

- Park for 1 day or more
- FREE coach to and from the Terminal
- Open 24 hours, 7 days a week
- FULL CAR CLEANING SERVICE
- We carry your luggage
- Discounts available on-line
- Our BEST PRICE GUARANTEED at www.mccausland.co.uk



Belfast International Airport
Tel: 028 9442 2022

www.mccausland.co.uk

G **C.M.P.**
TRUCKS OO-E G-TRUCK

TRUCK AND TRAILER SPARES

NOW STOCKING A LARGE RANGE OF PARTS FOR IVECO DAILY VANS

We sell parts for

**DAF • VOLVO • IVECO
 MAN • RENAULT
 MERCEDES • SCANIA**

Armagh
 028 3752 5427

Newry
 028 3083 4884

www.cmpireland.com

B M G

Brian McGurgan
 INSURANCE

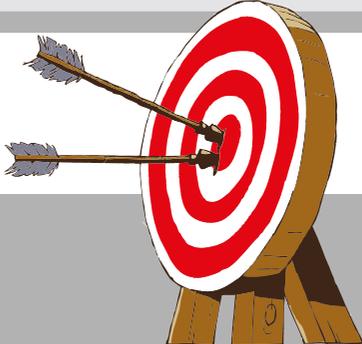
All Classes of Insurance Transacted,
 Authorised & Regulated by the F.S.A.



- Fleet
- Motor Trade
- Property
- Liability
- Exclusive Truck Scheme
- UK / IRE / Europe

www.haulageinsuranceni.co.uk
 t: 028 3833 4791

TARGET YOUR AUDIENCE



**ADVERTISE
 HERE**

If you are reading this,
 so are your potential customers!

CONTACT US FOR DETAILS:
Phil Eaglestone M: 07515 561446 or T: 028 9268 8888
 E: phil@4squaremedia.net

24:7 RENTALS LTD: YOUR LOCAL PARTNER FOR TRUCK & TRAILER RENTALS





24:7 Rentals
Co. Antrim, N. Ireland
Truck & Trailer

Contact Darren Getty:
T: 07764 768859 E: 247.trailers@googlemail.com
www.24-7rentals.co.uk

LONG & SHORT TERM RENTAL - VEHICLES TO SUIT ANY TYPE OF LOAD - AVAILABLE IN YOUR COMPANY BRANDING

Kieran Trehy Hydraulics
HYDRAULIC PUMPS



- HYDRAULIC PUMPS FOR TIPPERS, CRANES, SKIP LOADERS, CAR RECOVERY UNITS
- POWER TAKE OFF UNITS TO SUIT ALL COMMERCIAL VEHICLE GEAR BOXES - EVERY APPLICATION
- TIPPER KITS FOR ALL COMMERCIAL VEHICLE TRACTORS

Contact - Kieran Trehy at:
Unit 2, Northern Cross, Business Park, Finglas, Dublin II
TEL: 003531 8644915 / 8443109

 **COMECH**
ENGINEERING LTD

- LOADING BAYS
- DOCK LEVELLERS
- INDUSTRIAL DOORS
- PERIMETER PROTECTION
- FIRE PROTECTION
- ENTRANCE SYSTEMS

+44 (0) 2887758777
info@comechengineering.com
www.comechengineering.com





121 GRAPHICS

WHY CHOOSE 121 GRAPHICS?

- Because First Impressions Count
- Improve Brand Awareness
- Creativity is a Differentiator
- Design tells your Story

GET IN TOUCH
121 Deerpark Road, Toomebridge
Co. Antrim, Northern Ireland, BT413SS
T. (028) 79651151
E. info@121graphics.com

www.121graphics.com





ABOUT US

Based in Toomebridge, Co Antrim, 121 Graphics have been providing a wide range of services for 27 years, including high quality fleet graphics, banners, exhibition displays, shop frontage, signs, digital prints and vinyl wraps.



Your Parts Partner

Belfast

028 90 781230

www.transportsupplies.co.uk

Portadown

028 38 362555

Transport Supplies now has over 12,000 product lines in stock from all the leading specialist brands. Plus there's our fast delivery direct to you provincewide as well as free collection from our stores.



Order before 10am
to guarantee same day delivery provincewide



WELCOME *Stena Estrid*

The first of our three new ships destined for the Irish Sea has now set sail on our Dublin - Holyhead route. Our next generation of Ro-Pax vessels combine efficiency, reliability, sustainability and the best of Swedish design. All made for you!



50% increase in freight capacity on key departures for just in time freight



Speedy and efficient loading and unloading operations.



Cater for high vehicles and open deck shipments



Superior onboard experience including enhanced driver facilities

For the best shipping solution for your business contact us on:

UK: +44 (0) 2890 372 888

ROI: +353 (0) 1 704 7171

salesupport.uk.roi@stenaline.com

stenalinefreight.com



Stena Line