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## COMMENT

Who won't be glad to see the back of 2020? It has been a year like no other and as we embark on another journey through 2021 we must brace ourselves for more of the unknown.

Brexit has brought its own challenges, equalled, perhaps surpassed, only by the Covid-19 pandemic, and although a vaccine is even now being distributed there are no guarantees that it heralds the end of the virus; the reality is that it is going to be around for a very long time, so all of us in business need to continue adapting to the new norm.

And it is fair to say that the transport & logistics industry has done just that; it has come through one of the most challenging periods anyone can remember, and events over the past year has brought to the attention of the public in no small measure just how important the sector is to our everyday lives and to the economy as a whole.

We salute all of you – key workers on the front line and behind the scenes, and our heroes of the road – who have done their bit to keep the supply chain intact, to keep the wheels of the industry rolling, and we have no doubt that you will rise to the challenges of the New Year ahead of us.

Here at Export & Freight, for our part, we will keep you informed of all the important news and developments through the pages of our magazine, through our weekly newsletters which should be dropping into your mailbox each Wednesday, and on our regularly updated website.

In this issue, we hear in depth from Infrastructure Minister Nicholas Mallon on her priorities for the transport industry in the year ahead, we celebrate MAN's TGX named International Truck of the Year, look at the importance of commercial vehicle insurance and find out what's new in the tyre market.

We also look back the how National Lorry Week was marked in Northern Ireland, discover why Fegan Transport is more than just a family affair and hear from the Lisburn truck driver who is flying high with Easyjet!

In the meantime, we wish you all a very peaceful, less challenging and happy New Year, and remember you can keep up to date with all the industry news 24/7 throughout 2021 and beyond by logging on to our website at [www.exportandfreight.com](http://www.exportandfreight.com). Stay Well, Stay Safe.

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

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# Traction Finance Acquires Gus Commercial

Traction Finance, a leading vehicle finance and management company, has recently acquired Gus Commercial, one of Northern Ireland's most reputable independent providers of commercial vehicle hire, sales, servicing and parts.

**With Gus Commercial** under the Traction umbrella, the business can now uniquely provide vehicle sourcing, funding and maintenance for vehicles of any size, from cars to tractor units. Traction is also the only contract hire company that can directly fund and manage vehicles across the island of Ireland, giving companies with interests in the North and South a simplified solution for fleet management.

Established in Belfast in 2003, Traction Finance has grown substantially from a small but ambitious Belfast-based operation, to one now operating from three locations, including an office in Dublin, supporting individuals and businesses across the UK and Ireland. Today, the company has an impressive portfolio of vehicles extending to around 2,750 in its fleet.

This strategic acquisition, which took place during the COVID-19



Pictured here from left to right: Ciarán O'Neill (Commercial Director, Traction Finance), Billy Miskelly (Director, Gus Commercial) and Paul McGuire (Managing Director, Traction Finance)

pandemic, and which follows a string of prior acquisitions by Traction Finance, demonstrates the company's commitment to continual progression. Traction has also strengthened its senior management team with the appointment of Ciarán O'Neill as Commercial Director, who brings further experience of the commercial vehicle industry from his previous position as head of

finance for the Ballyvesey Group.

Gus Commercial's customers are assured that, while there are exciting changes in the pipeline, things will be "business as usual" and customers will have complete continuity of service. Gus Commercial's Director, Billy Miskelly will remain at the helm managing the day-to-day running of the Gus operation.

Traction Finance Managing Director, Paul McGuire, explained, "In addition to Gus Commercial's vastly experienced team of technicians in a workshop that has a very strong reputation within the industry, we knew that Gus would be a good fit for our organisation when we realised we had a shared ethos of keeping our customers mobile. We welcome Billy and his team to the Traction Group."

Billy Miskelly added: "We are very pleased to now be working as part of the Traction Group, a well-respected and long-established business that will bring a wealth of experience and a new range of products and services to our customers. I would like to take this opportunity to thank all of our customers, suppliers and staff for their valued support of Gus Commercial and I look forward to doing business with them all long into the future."

## Krone ramps up trailer parts supply for UK and Ireland

As Krone trailer sales continue to reach peak levels in the UK and Ireland and in line with the company's European customer support strategy, Krone parts, in addition to existing UK stockists, will be supplied from their Leeds UK depot and via Krone Spare Parts Online Shop.

**Offering a fast-response** service for the UK and Ireland, Krone parts can be ordered using the online Krone parts catalogue, by part number or simply by scanning the unique QR

code which is stamped onto the registration plate on the chassis of every Krone trailer.

The QR code gives instant access to the individual trailer parts list and all relevant

data - such as part numbers, description and availability. Then, using the KRONE Online Shop, the parts can be quickly ordered.

Responsible for Krone Spare Parts, Jamie Simpson is based at the Leeds depot and having transferred from Krone Agricultural Parts, has a wide experience of Krone's support service.

"Our newly strengthened parts supply department reflects the record numbers of Krone trailers now operated throughout the UK and Ireland," says Jamie. "Fast spare parts delivery is a matter of course for every Krone customer and now, not only have we simplified the ordering process, but also our customers will benefit from faster procurement and direct access to all parts."

## £66 million contract awarded for 145 zero and low emission buses

The decarbonisation of public transport in Northern Ireland has taken a significant leap forward with a new contract for 145 zero and low emission buses.

**Representing an investment** of around £66 million by the Department for Infrastructure, the programme will include the buses supplied by local firm Wrightbus and the associated infrastructure. This will form a key part of Translink's Net Zero Emissions Strategy and will be fundamental in creating cleaner and greener transport to positively impact the climate emergency and air quality. The 100 zero emission buses comprise 80 Battery Electric

Vehicles and 20 Hydrogen Fuel Cell Electric Vehicles and will be the most environmentally-friendly buses in Ireland. They will be deployed between Metro in Belfast and Foyle Metro services in Derry. There will also be 45 low emissions buses for Ulsterbus services across Northern Ireland.

Commented Infrastructure Minister Nichola Mallon: "This marks a very positive step forward that will create jobs, encourage investment, as well as being pivotal

in cutting the level of emissions.

"As well as reducing pollution, the new vehicles will have additional safety features and improved comfort and accessibility, helping to grow passenger numbers, increase overall customer satisfaction and make public transport a more attractive and efficient alternative to private cars."

Translink Group Chief Executive Chris Conway said: "This bus order is just the start of an exciting new

era for public transport in Northern Ireland as we work to build back responsibly following Covid-19. Investment in a new zero emission fleet is great news for everyone, helping tackle the global climate emergency we all face and improving local air quality."

Wrightbus CEO Buta Atwal said: "Investment in hydrogen, electric and low-emission buses and the wider energy sector, can only be good for jobs in Northern Ireland. We have the climate and the technology to drive fundamental change here and position Northern Ireland as a world-leader. This order of 145 buses is a significant step and we are proud to work alongside Translink to achieve these goals." All the new buses are due to be in service during 2021/2022.



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# Krone appoints new After Sales Manager for the UK & Ireland

With Krone trailer numbers in the UK and Ireland at record levels, German trailer manufacturer Krone has appointed a new After Sales Manager to oversee technical and customer support services for the UK and Ireland.

**Jonathon Bastow joins** with a wealth of industry experience: after training as a student at the MAN dealer college in Bristol, he worked for many years as a technician with several leading transport businesses. Hill Hire trailer rental provided a grounding for his technical trailer skills, followed by a term as workshop supervisor for Ryder in west Yorkshire where he undertook various technical courses and qualified as a diagnostics expert. Later, he went on to become Head of Fleet Maintenance for a major waste operator with responsibility for multiple depots in the UK.

"I am delighted to be joining the Krone team," says Jonathon. "With a network of 56 well established workshop and garage partners strategically located throughout the UK and Ireland, I am confident that every Krone trailer user will continue to receive the very best in technical support and customer service."

With an international manager's CPC qualification, Jonathon has a close understanding of transport issues and many years' experience in specifying trailer equipment, along with the maintenance and inspection programmes required to run a compliant and efficient vehicle



Jonathon Bastow.

fleet. Furthermore, his in-depth experience makes him aware of the challenges faced by transport and distribution companies across a wide range of industry sectors.

# Woodside Haulage Doubles Its Schmitz Cargobull Fleet

Logistics and supply chain management business, Woodside Haulage, has acquired 20 new fixed roof Schmitz Cargobull curtainsiders to transport goods between the UK and Ireland after being impressed with the quality of the trailers.

**The new assets** join an existing fleet of 20 Schmitz Cargobull curtainsiders, used to transport a variety of goods including retail, FMCG, construction, packaging and recycling to manufacturers, retailers and industry.

Managing Director of Woodside Haulage, Mark Woodside, says: "We ship goods on ferries and our trailers are worked rigorously and extensively on an intensive schedule,

so we need absolute confidence they are of the highest quality.

"The Schmitz Cargobull build quality really is second to none. The fully galvanised chassis gives full protection against corrosion and we know they will maintain a good cosmetic appearance throughout their entire life.

"We have trailers that remain in service for up to 15 years and we are confident this will be the case

with these latest additions."

Schmitz Cargobull's high-tech modular chassis is a mix of galvanised steel and aluminium and comes with a 10-year warranty against rust-through.

Each trailer is also specified with additional lighting and reversing sensors. "Safety is another key factor for us, and we've added extra lighting and sensors to the trailers to make sure we are maximising

driver welfare and load security during transit," adds Woodside.

"For us, the fact that all Schmitz Cargobull products go through rigorous testing gives us assurance that the assets are of the highest quality and safety standards."

The Schmitz Cargobull Validation Centre (CVC) puts all prototypes through a range of tests under a mix of tough conditions, including using hydropulsers to simulate distances of one million kilometres across different road types.

Woodside Haulage is part of Woodside Logistics Group; a family run business with 50 years' experience in professional transport and logistics solutions across Ireland, the UK, mainland Europe and the rest of the world. The business has depots in Ballynure, Belfast, Dublin, Liverpool and Preston.

# Recruitment Drive for Sessional Trainers at Transport Training Services

TTS, a social enterprise which builds skills in people working in the automotive, logistics and transport sectors, is strengthening its team of trainers by widening its bank of sessional trainers.

**The organisation is** offering career professionals, who already have qualifications and experience in their field, flexible opportunities to share this experience with others through training, mentoring and support.

TTS training programmes include leadership, management and compliance for the logistics, taxi and transport industries; foundation

and ongoing professional training for the automotive industries as well as on-the-road skills and license preparation for freight and passenger transport drivers. It also delivers safety training and accreditation for the movement of dangerous goods and management of automotive workshops.

As an ISO 9001 accredited organisation, quality of training provision is critical. TTS is also a recognised centre for a multitude

of industry bodies and so has a strong reputation and accountability to uphold.

TTS is looking to identify a pool of experienced sessional trainers who have proven experience in their fields and who, with induction and training, will help TTS build and develop its delivery in the next stage of its growth.

To find out more or to apply, please visit: [www.transporttraining.org/blog/sessional-trainers](http://www.transporttraining.org/blog/sessional-trainers)



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# Woodside Logistics Opts For Actros

Woodside Logistics Group has bolstered its fleet of heavy commercial vehicles with the recent addition of two new Mercedes-Benz heavy-duty Actros trucks, with a further three units due to be delivered before Christmas.

**Fully painted in** the company's areca green livery, the two Actros 2545LS 2.5 Big Space cabs will soon become a familiar sight on the roads throughout Ireland, the UK and across Europe.

Amongst the myriad of innovative

features on both units is 'MirrorCam' – a system that replaces conventional wing mirrors to deliver improved aerodynamics and an altogether safer and easier driving experience.

Other safety features include



Lane Keeping Assist, Active Brake Assist '5', driver's airbag and Attention Assist as standard.

Inside the cab, driver comfort is enhanced through air conditioning,

night heater, sliding fridge, LED interior lights, passenger side table, Apple Car Play, satellite navigation, premium mattress and a glass sun roof.

## Covid-19 Pandemic Impacts DVA Enforcement Across Northern Ireland

It has been revealed that DVA enforcement activities across Northern Ireland have been severely impacted by the Covid-19 pandemic.

**That's one of** the key points from the recently published 'Driver, Vehicle, Operator, and Enforcement Statistics 2020-21 Quarter Two' report, containing statistics for July to September 2020, from the DVA Statistics Branch of the Department for Infrastructure (DfI).

Due to various measures introduced because of COVID-19, DVA enforcement activities were again extremely constrained during the quarter, says the report. Accordingly, only 310 vehicles were spot-checked, approximately a quarter of the usual volume checked."

The report also reveals that with vehicle testing having resumed in stages throughout the quarter, beginning with priority vehicle groups in July, and extending to further categories in September, DVA conducted approximately 22,800 vehicle tests during quarter one, roughly 8% of the usual volume. Whilst the pass-rate for full tests increased to 83.6%, this was mainly due to the mix of vehicles tested being substantially different to normal.

### Vehicle Licensing

DVLA registered just over 4,600 new vehicles in Northern Ireland during April to June 2020. This is 72.3% lower than the figure recorded for the same period in 2019 and the lowest quarter-one total in our time series. The most popular new private-car was Volkswagen (10%); with

grey the most popular colour (21%) and petrol the most popular fuel-type (57%).

There were 1,200,000 vehicles licensed in Northern Ireland at 30 June 2020, a decrease of 0.1% compared with March 2020. The overwhelming majority (83%) were cars.

### Driver Theory Tests

Theory testing resumed post-lockdown on 6 July. Between July and September 2020, the DVA conducted just under 14,900 theory tests, approximately 80% of the usual volume. The pass-rate for private-car theory tests was 56.0%, an increase of 8.6 percentage points on the pre-pandemic quarter-four pass-rate.

### Driver Practical Tests

Driver testing resumed in stages throughout the quarter: motorcycles in July, cars and large goods vehicles in September. As such, the DVA conducted 3,400 driver tests during the quarter, approximately a quarter of the usual volume. The pass-rate for private-car driver tests was 68.1%, up by 9.2 percentage points on the pre-pandemic quarter-four pass-rate.

### Driver Licensing

Between July and September 2020, the DVA carried out 57,300 licensing transactions, down 16.7% on the corresponding period in 2019. The number of provisional licenses issued during the quarter was

a third higher than 2019, and was the highest quarterly total in our time series.

At the 30 September 2020, there were approximately 1,096,000 full and eligible licence holders with private-cars / light vans entitlement. This was a decrease of 1.4% compared with the previous quarterly total.

### Road Transport Licensing

At the 30 September 2020, there were just under 9,050 licensed taxi drivers, down by 9.1% when compared with the same point of 2019, and the lowest figure in our series. However, the number of licensed taxi vehicles increased by 2.7% to 9,000, when compared to the record low reported in March 2020.

### DVA Target Performance Monitoring

For the 12-month period up to the end of September 2020, Agency performance against both the vehicle testing and driver testing performance measures was below the target level of 92%. Vehicle testing was up 8.2 percentage points, to 77.4%. Similarly, driver testing was up by 9.6 percentage points, to 87.0%.

For driver licensing, for the 12-months to the end of September 2020, online application performance was 97.8% processed within five days, whilst paper application performance was 84.9% processed within ten days, both against a target of 95%.

The publication is available on the DfI website at: <https://www.infrastructure-ni.gov.uk/articles/driver-vehicle-agency-activity-statistics>



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# Mercedes-Benz Wins Award For Truck Innovation

Developments by the Mercedes-Benz commercial vehicles division aimed at the advancement of e-mobility technology in their HGV product offering have been recognised by the International Truck of the Year (ITOTY) jury who have presented the German manufacturer with their 2021 Truck Innovation Award.

**The prestigious award** was bestowed on Mercedes-Benz in recognition of their two fully electric trucks – the battery-electric eActros and the fuel cell powered Mercedes-Benz GenH2 Truck concept vehicle.

Votes were cast by a jury of 25 commercial vehicle editors and senior journalists, representing major trucking magazines from Europe and South Africa.

First presented in 2018, the battery-electric eActros truck for urban distribution has since undergone intensive customer testing with series production planned for 2021.

The fuel-cell concept GenH2 Truck for long-haul operation had its world premiere in September 2020, ahead of customer trials scheduled for 2023. Production is expected to begin in second half of this decade.



Commenting on the significance of the award, Sales Manager for Mercedes-Benz commercial vehicles in Ireland, Fergus Conheady said: "This recognition which the award represents is a confirmation that the approach by Mercedes-Benz towards

e-mobility is on the right path". "Our combination of CO2-neutral technologies, in battery power and hydrogen-based fuel cells, enables us to offer our customers the best vehicle options, depending on their application," he added.

## London DVS' 'hidden deadline' puts HGV operators at risk

Fleet managers are warned there is a 'hidden deadline' to applying for Transport for London's Direct Vision Standard (DVS) permit.

**As of October**, goods vehicles over 12 tonnes now require a permit to drive into Greater London under DVS – which is based on a 'star rating' indicating how much a driver can see from the cab and was developed to protect vulnerable road users.

It was recently announced that enforcement of the legislation will only be introduced from March 2021 because of the upheaval logistics firms and other HGV operators have faced because of the coronavirus epidemic.

But there is an unwritten deadline of 31 January 2021 because fleet operators must allow TFL 28 days to approve or reject applications, warns vehicle road safety expert Emily Hardy, of Kent-based Brigade Electronics. She said: "This deadline does not allow for time if your application is rejected, so applications must be sent out in good time to avoid liability headaches down the line.

"An additional factor is that some manufacturers are taking two weeks to respond to star rating enquiries, so fleet managers need to factor in an additional deadline date of January 2021.

"The consequences of failing to plan ahead are tangible. If you have not received confirmation of your permit by March 1 your vehicles will not be recognised by the Automatic Number Plate recognition cameras – and you will receive a penalty charge notice."

Brigade, which has been at the forefront of the vehicle safety market since 1976 when it introduced the reversing alarm into the UK, is urging operators to act sooner rather than later. The company has created a handy web page with easy-to-follow instructions on applying for a DVS permit. Follow the link - <https://brigade-electronics.com/how-do-i-apply-for-a-direct-vision-standard-dvs-permit/>

## Volvo First To Deliver Amazon Alexa in New Heavy-Duty Trucks

The new Volvo FH, Volvo FH16, Volvo FM and Volvo FMX will be the first commercial heavy-duty trucks to come with Alexa built in.

**The integration of** Alexa will enable truck drivers to get directions, make phone calls, listen to the news and access entertainment, all with simple voice commands.

Volvo trucks with Alexa will be available from March 2021 in Austria, France, Germany, Ireland, Italy, Spain and the UK.

With Alexa drivers can keep their hands on the steering wheel and their eyes on the road. If the new truck is equipped with the navigation software that is available from Volvo Trucks, then the driver can ask Alexa which route to take.

In addition, Alexa can help the driver make phone calls, play music and access the news and audiobooks.

## Renault Trucks Broadens Its All-Electric Range

Renault Trucks is broadening its all-electric Z.E. range to help its customers speed up their transition to clean transport.

**Offering a wider** choice of batteries for medium duty electric vehicles, the Renault Trucks D and D Wide Z.E can now be specified with 66 kWh battery packs giving an operating range of up to 400km.

Furthermore, the Renault Trucks Master Z.E. light commercial vehicle has just been released in a 3.5 tonne model.

It will shortly be available with a platform cab and chassis cab opening up a wider range of utility applications by enabling the fitting of a wide range of equipment such as a tipping trailer or a high-volume body with lifting tailgate.



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# Ten Point Plan: Logistics Calls For Clearer Vision On Zero Carbon HGVs

Logistics UK has responded to the launch of the government's Ten Point Plan on Reaching Net Zero.

**Comments Alex Veitch,** General Manager for Public Policy at Logistics UK: "Logistics businesses fully support the government's

aim to transition to a low-carbon economy, but the switch must be affordable for businesses.

"Logistics UK is urging government to ensure there are practical alternatives to petrol and diesel HGVs before a phase-out of these vehicles is considered. In order for the commercial sector to be able to deliver, government should work with industry to develop a long-

term pathway to decarbonisation, providing clarity on the technology and alternative fuels it supports so that manufacturers and operators can invest with confidence.

"In terms of smaller vehicles, while logistics businesses are committed to switching to electric vans, the government must introduce a fairer way of funding grid reinforcements and energy supply upgrades;

currently, the onus lies on a business to fund upgrades to the entire local electricity hub if there is insufficient energy supply in the existing infrastructure to power its electric vehicle fleet. Without a resilient energy and charging infrastructure the switch to electric vehicles will be a pipe dream for businesses.

"It is good to see that some models of hybrids will be excluded from the earlier ban date as they offer a practical bridging technology for van operators working in areas where access to charging infrastructure or electric vehicle model availability is limited."

## Fleet data management success for FORS members

Some 1,000 fleets across the UK are taking advantage of operational savings and lowered emissions, gained through use of FORS fleet management packages.

**FORS Fleet Tools** and FORS Fleet Management System (FORS FMS) are both available exclusively to FORS members in collaboration with FleetCheck.

Both systems provide FORS members with

tools they can use to demonstrate how they are meeting the specific environmental, safety and efficiency requirements set out in the FORS Standard - with each offering differing levels of data and analysis, depending on user need.

And their popularity is growing. FORS FMS, a subscription-based service which draws on live data sources to consolidate fleet management data such as fuel cards, telematics and driver records, launched in 2018, and currently registers analysis on 9,193 FORS member vehicles and 9,274 drivers.

In addition, the free to use FORS Fleet Tools portal provides members with a range of data management tools and has also enjoyed high engagement. Since its launch in 2019, some 988 users have accessed the system to identify areas for improvement across their fleet - equating to 8,054 vehicles and 4,589 drivers.

Both systems are created in collaboration with FORS Affinity Partner FleetCheck and are designed to help operators collate the specific fleet management data needed to fulfil the requirements at each level of the FORS progressive accreditation.

FORS FMS offers a huge array of data

management benefits and functionality to fleet managers. Its comprehensive data platform provides online document storage, with an information portal and an advanced reporting suite. Its intuitive traffic-light system alerts users to primary calendar events such as MOTs, service intervals, driver training and licence checking, and 'O' Licence criteria is also managed.

FORS FMS also includes an app for mobile devices; an electronic version of the manual vehicle inspection process, making it easy for drivers to carry out routine vehicle inspections, including photo-capability to report defects and to expedite maintenance requirements - all imported to a FORS FMS account to provide complete transparency.

FORS Fleet Tools includes a fuel tracker to record and monitor fuel usage, miles per gallon, CO2 levels and efficiency improvements, a penalty charge notice tracker to monitor and manage potential incidents and help members reduce the number of penalties received, and an incident tracker to record, track and monitor incidents involving drivers or vehicles, including service and roadworthiness and road traffic collisions.

## IVECO S-WAY NP 460 wins Sustainable Truck of the Year Award

The IVECO S-WAY NP 460 in LNG-powered form was crowned Sustainable Truck of the Year 2021 in the Tractor category of the awards, now in its fifth year, and created by Italian specialised magazine Vado e Torno.

**Thomas Hilse, IVECO** Brand President, commented: "We are very proud of this important award, which supports our view of the vital role of natural gas in achieving a sustainable long-haul

transport. It is the only solution that is immediately available. It is the starting point on the path to zero-emissions, and the IVECO S-WAY proves that it is already a reality: with its performance, low Total

Cost of Ownership, quiet operation and high autonomy, it provides a financially and environmentally sustainable solution.

"In addition, we listened to the

driver and we designed the cab so that it feels like their home away from home. The LNG distribution infrastructure is developing fast and already covers the main European transport corridors. Subsidies and incentives introduced in different countries make these vehicles an increasingly interesting proposition. We are already seeing a shift in the mindset of transporters, who are increasingly coming to us for natural gas solutions. Most importantly, bio-LNG already provides a near-zero solution today, paving the way for zero-carbon transport with blue hydrogen produced from methane."



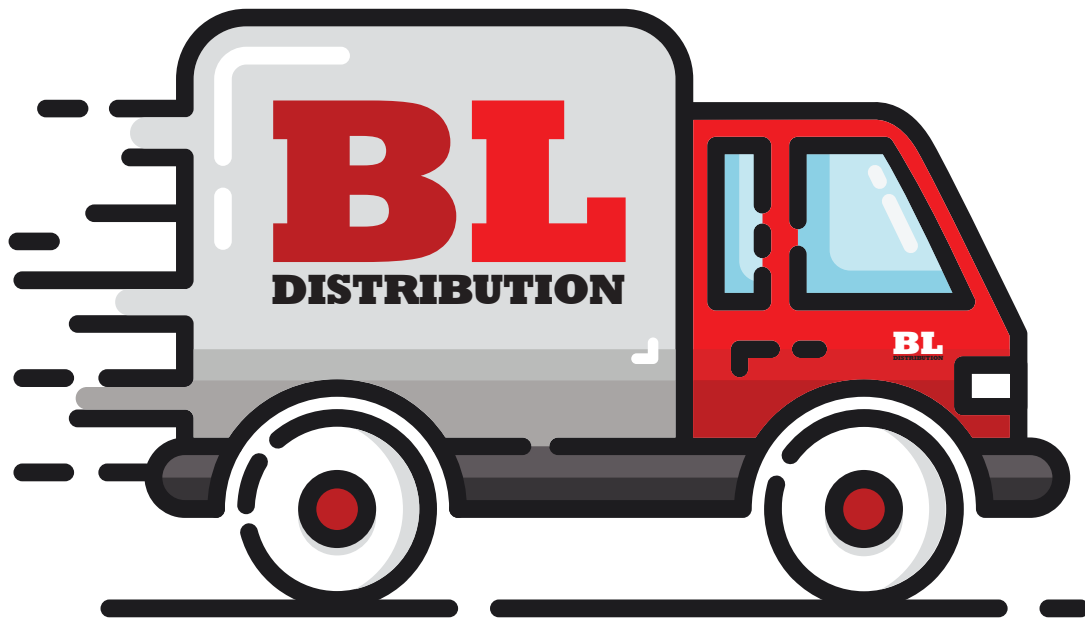
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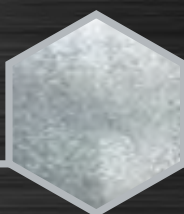
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### **STEEL**

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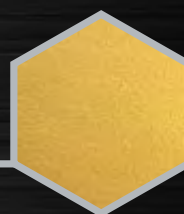
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### **PAINTED SURFACES**

Machine sand with P240-320  
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### **SELEMIX EPOXY PRIMER OR PU PRIMER**

Refer to Primer TDS for  
recoat time

# Brexit-busting customs clearance solution helps access Europe post-transition

CustomsLink has launched in the UK and is set to revolutionise the way the UK trades with the EU, ahead of the post-Brexit trade deal.

The new service enables anyone, from a sole trader to a large business, to deal with post-transition customs formalities.

It has been developed by Freightlink, Britain's largest online freight ferry ticket agency, which recognised that because of the complexities of the customs process, many of its SME haulier customers would simply stop trading with Europe.

CustomsLink was built to support fast-moving ferry and Eurotunnel traffic, such as hauliers, couriers and small traders with multi-drop loads and short lead times. The cloud-based software creates customs documentation, electronically via a step-by-step process, available on desktop, smartphone and tablet devices. Users can also submit safety and security declarations to the relevant locations too.

Designed for all aspects of the supply chain, hauliers can update shipping routes, group loads and add and remove consignments whilst on the move, giving them continued real-time flexibility.

Freightlink has a background in developing digital solutions for the freight industry. Using this

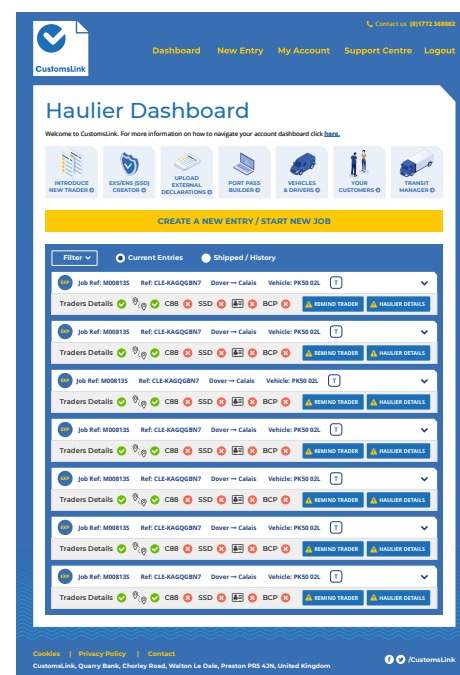
experience, they set to work with industry experts in customs and the supply chain to develop a highly scalable cloud-based software service.

Amanda Gunn, Head of Customs at Freightlink said: "We identified a gap in the market after discovering that most existing offerings comprised of legacy software based on the deep-sea container model. They simply didn't work for hauliers, importers and exporters.

"We were told again and again that what we were looking for didn't exist. As experts in our field, we felt that we could find a solution that would not only fix the problem, but streamline customs processes on the whole.

"Over the last few months, throughout the first lockdown our team of developers has been working around the clock to develop CustomsLink, a revolutionary software, designed for all aspects of the supply chain".

Available now for the UK and EFTA countries, and in plenty of time for the end of the EU exit transition period, CustomsLink is primed to disrupt the traditionally wet-stamp, paper copy industry and provide a vital service



to those trading with Europe in 2021.

Whilst this new, smart solution is good news for industry, Amanda issued a cautionary note: "The clock is ticking towards the first of January and in order to be prepared for the new rules traders need to act now. Ultimately, businesses cannot afford to wait any longer."

For more information about the digital offerings CustomsLink provides for businesses, visit [www.customs-link.com](http://www.customs-link.com)

## Logistics UK'S Future Logistics Conference: New 2021 Date Confirmed

Logistics UK's highly anticipated Future Logistics Conference at ITT Hub has moved to summer 2021, to allow for a safe and accessible experience in line with current government restrictions on large scale gatherings.

**Now taking place** between 30th June - 1st July 2021 at Farnborough International Exhibition and Conference Centre as part of the inaugural ITT Hub event, the Future Logistics Conference will be a unique opportunity to explore the forces set to shape the logistics sector.

Comments David Wells, Chief Executive of Logistics UK: "The logistics industry is changing

faster than many of us appreciate, with advancing technology converging with challenges such as climate change and the COVID-19 pandemic to reshape the nature of future UK and global operations. Ensuring the safety and contentment of our visitors, exhibitors and speakers is our top priority, which is why we, in conjunction with Binswood Media – the organisers of ITT

Hub – have made the difficult decision to postpone the event from spring to the summer months. This will help to ensure we can deliver an enhanced, safe experience for all involved. I would like to thank everyone for their patience and understanding."

The conference's content streams will examine the issues set to challenge the logistics industry of the future including future

business strategies, future communities, future data and future vehicles. The first British astronaut to visit the International Space Station, Tim Peake, will be headlining the conference with a session identifying areas where inspiration from space could provide solutions for 21st century logistics challenges.

For more information on Future Logistics Conference 2021, and to book your place at the free event, please visit [www.itthub.co.uk/conference/](http://www.itthub.co.uk/conference/)

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# EXPRESS DISTRIBUTION SERVICES INVEST IN NEW SDC TRAILER FLEET

Craigavon based Pallet Freight Haulier, Express Distribution Services (E.D.S.), has expanded their fleet with an investment in fifteen new Curtainsider trailers from SDC.

**Managing Director, David** Neill, who founded the business in 1997, said the investment was part of the company's growth strategy to enhance their service levels to customers in Ireland, the UK, and across Europe;

"From our state-of-the-art warehouse and distribution centre in Craigavon, we have grown to become one of Ireland's premier distribution companies with a 50 strong vehicle fleet and our goal is to continue to evolve and expand our operations to meet increasing demands from our customers.

"SDC trailers have served our pallet freight services extremely well over the years, and I am pleased to welcome the new Curtainsiders which will enhance our next day deliveries in Ireland and the West Midlands, as well as two-day services across the UK.

"Quality equipment is crucial to ensure E.D.S. operations run smoothly and SDC offers the best with regards to trailer design, build and durability. I am confident that this investment will enhance and strengthen our business for many years to come."

## Maximum Efficiency

The order is made up of ten EN 12642-XL Freespan Curtainsiders and five step-frame Double-Deck Curtainsiders with both models featuring an aerodynamic design to maximise efficiency and minimise vehicle emissions.

In addition to several quality features including a dome wind deflector, branch guard, built-in storage, LED lighting and rear buffers, the key advantage of the Freespan model is a fully open side aperture incorporating Easyroll curtain-rail technology for smooth, efficient and uninterrupted loading. The EN-XL rating simplifies load restraint requirements when using a positive fit method, offering further time savings, and making operation of the equipment easy for the driver.

## Bespoke Design

Five SDC Double-Deck Curtainsiders also come with a bespoke configuration and  $\frac{3}{4}$  fixed second deck for additional pallet capacity where high volume is required.

Renowned for its robust and lightweight design, the tri-axle, step-frame model features SDC's fuel-saving 'FS1' aero-dynamic roof profile which is proven to reduce drag behind the trailer, providing a cleaner, green and more cost-effective operation.

The E.D.S. fleet is also equipped with tracker devices and mobile phones so that deliveries can be optimised to achieve the highest level of customer service.

Jimmy McKernan, SDC's Sales Manager for Ireland, said: "I would like to thank David and his team for their continued trust in SDC, it has been a pleasure to supply Express Distribution Services over the years and I wish

them every success with their new trailer fleet.

"As always, SDC provided a fully bespoke design and engineering service to the customer based on their transport requirements, ensuring unbeatable value, highly efficient operations and an excellent return on investment."





# RIVERRIDGE FIT MANTIS™ TO MAXIMISE SAFETY AND CUT INSURANCE COSTS

**MANTIS live** vehicle Cameras and Webfleet Solutions telematics system has been rolled out over their fleet of over 150 vehicles and trailers after approaching Belfast based fleet technology experts Simplicity Group to help them maximise driver safety, compliance and mitigate their insurance risk on non-fault accidents.

RiverRidge has won many awards in safety and compliance and is now Northern Ireland's most innovative waste recovery operation with over 250 employees and 150 commercial vehicles which include refuse, articulated, rigid and skip vehicles which they cover via their sites across the province.

While RiverRidge has some of the highest safety standards in the industry, all too often a large vehicle is blamed for an incident when not at fault; and the impact on insurance can be substantial. Their previous camera and telematics system was very basic, not integrated and outdated. However, RiverRidge is focussed on keeping their staff safe, reducing their insurance costs and improving productivity.

“ We needed a fully connected vehicle camera and telematics solution that was both robust and easy to use. Simplicity Group have achieved this plus integrated our route planning, tachograph, maintenance and fuel management - the result is a true fleet management solution supported by a local company. ”





**MANTIS™**

Left to right: **Harry Girvan** (Managing Director, Simplicity Group) **Andrew Frizzell** (National Fleet Executive, Bridgestone) **Tony Kirkpatrick** (Transport and Logistics director, RiverRidge)

Tony Kirkpatrick, Transport and Logistics director, RiverRidge said "We needed a fully connected vehicle camera and telematics solution that was both robust and easy to use. Simplicity Group have achieved this plus integrated our route planning, tachograph, maintenance and fuel management - the result is a true fleet management solution supported by a local company"

"Our current tyre contract, Bridgestone, introduced us to their Webfleet Solutions partner for Ireland – Simplicity Group"

Andrew Frizzell, Bridgestone, said "Webfleet Solutions sits under the Bridgestone Mobility solutions umbrella so it is fantastic to see RiverRidge embrace both our tyre and telematics solutions"

The MANTIS live multi-camera system featuring forward, side and reverse cameras has now been installed in all the company's vehicles. The MANTIS live DVR is equipped with a 4G multi-network SIM to guarantee vehicles can be viewed live at all times.

MANTIS seamlessly integrates into the WEBFLEET platform providing advanced telematics, remote tachograph management and analysis, fuel efficiency management and route planning.

## OTHER BENEFITS

- OptiDrive 360 is Webfleet Solutions Driver Score to help promote a safer and more efficient driving.
- Tachograph Manager remotely downloads drivers' cards daily and automatically analyses infringements.
- Remaining Driving time and Remaining Driver distance shows planners how long each driver has left before taking a break or rest in line with the working time directive.
- Integrated CANbus fuel management allows RiverRidge to monitor fuel consumption.
- PTO integration - shows when PTO is activated and segregates excessive idling when PTO not engaged.
- Vehicle maintenance and digital walk round checks - automates process and ensures business is compliant.
- MANTIS evidence centre takes data from Webfleet Solutions which has built-in crash detection and automatically uploads footage to the cloud and the MANTIS live Smart Phone App.
- Remote DVR Wakeup allows for footage to be accessed even when vehicle ignition is off.
- MANTIS care is a managed service to support RiverRidge in gaining footage in the event of an incident.

“  
Our current tyre contract, Bridgestone, introduced us to their Webfleet Solutions partner for Ireland – Simplicity Group.  
”

**MANTIS™**

**webfleet solutions**

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# NEW GENERATION TGX SCOOPS INTERNATIONAL TRUCK OF THE YEAR 2021

Towards the tail end of November it was announced that the New Generation MAN TGX had been awarded "International Truck of the Year 2021". The accolade of International Truck of the Year is one of the most prestigious awards in the commercial vehicle market and something that the manufacturers cherish with pride.

**It's easy to** see that a lot of attention went into this new generation and as soon as conceptual development work began, MAN set about talking with 300 transport companies and 700 drivers. Regular feedback on their requirements for the new truck was shared and MAN incorporated this feedback into the design of the new TG Truck Generation.

As a result of this feedback the new vehicles are even more aligned with these companies' needs with regard to operational and cost efficiency and offer the driver unique workplace ergonomics,

comprehensive safety and a wonderfully relaxing environment during rest periods.

Due to the current climate the coveted International Truck of the Year (ITOY) award was virtually handed over to Andreas Tostmann, CEO of MAN Truck & Bus. The jury of 24 trade journalists representing the 24 most prominent European specialist truck journals recognised the new MAN TGX as being particularly advanced in terms of

comfort, working and living conditions, safety, fuel efficiency, connectivity, innovative services, and operator control and display philosophy.

"The new MAN TGX represents a major step forward in terms of driver comfort, fuel efficiency, connectivity and human-machine interface. So there is no doubt why the new MAN TGX was voted Truck of the Year 2021. It is a future-oriented truck that meets the transport needs of today and tomorrow," said ITOY President Gianenrico Griffini, summarising the jury members' verdict at the virtual awards ceremony.

In accordance with the rules of the International Truck of the Year award, the





annual award is presented to the truck released in the last 12 months that has made the greatest contribution to the sustainable development of road haulage. The evaluation criteria are technical innovations and refinements, but also innovation that contributes to overall cost-effectiveness, safety and environmental relief.

In February 2020, MAN Truck & Bus unveiled the new MAN Truck Generation to the public for the first time. These brand-new trucks, with the lion on their radiator grilles, have been heading out to their new owners throughout Europe since the early part of the summer. The first vehicle to arrive in the UK was delivered in August to Abacus Logistics Ltd of Southampton, specialised container forwarders and shipping experts, with a steady flow of new models hitting the streets and entering operation on a daily basis.

"The title 'International Truck of the Year' is tremendous recognition for the outstanding work put in by our team at MAN. For more than 5 years now, the team has been working with a single objective in mind: to develop the best truck for drivers and our customers and to get it out on the road. This coveted award just goes to show: We did it," said Andreas Tostmann, happily, at the virtual awards ceremony.

So why did the New Generation MAN TGX catch the eye of the ITOY judging jury so convincingly? From launch in February the jury have had the opportunity to get to know the vehicles both inside and out in their individual home markets. Across the board the jury shared their positive comments and heaped praise at the New Generations high level of comfort and well thought out and clearly arranged fully digital display instruments.

They also liked the intuitive multimedia functions incorporated into the new and generously adjustable multifunction steering wheel, and the innovative, distraction-free rotary pushbutton control function of the MAN SmartSelect system impressed the jury.

The jurors were also bowled over by the outstanding efficiency of the Euro 6d driveline, which offers



Andreas Tostmann, CEO of MAN Truck & Bus SE, is delighted with the "Truck of the Year 2021" award for the new MAN TGX.

fuel savings of up to 8.2 percent compared to the previous version Euro 6c when coupled with the aerodynamic refinement of the cab design and the GPS cruise control system, MAN EfficientCruise, which now exhibits an even greater degree of anticipation.

Also highlighted were the high level of safety, which, with functions such as the radar-based turn assist and lane change support systems, Lane Return Assist and assisted driving in traffic jams, not only takes

pressure off the driver but also contributes significantly to the safety of other road users.

Last but not least, the new MAN TGX made a particularly trendsetting impression with the ITOY experts thanks to the high degree of connectivity provided by its electronic architecture, which is the first of its kind in the commercial vehicle sector, and the range of digital services associated therewith.



**HAVING BEEN AT THE LAUNCH EVENT IN FEBRUARY IN BILBAO AND HAVING RECENTLY DRIVEN THE NEW TGX HERE ON HOME SOIL, IN 6X2 TRACTOR FORMAT, IT COMES AS NO SURPRISE THAT IT HAS BEEN VOTED INTERNATIONAL TRUCK OF THE YEAR, SAYS EXPORT & FREIGHT'S PHIL EAGLESTONE**





# DAF TRUCKS ARE LOWERING THEIR OFFER ON XF

This past year around one out of every three trucks bought in the UK was a DAF, but believe it or not this dominance brings its own problems, how do you expand and get new sales? As Tim Campbell reports for Export & Freight, the answer for DAF has been to concentrate on certain key sectors and the XF Low Deck is the latest example of this policy.

**No prizes for** the first feature, they have to be relatively low compared to the industry standard, with probably the main reason been the ability to carry goods under the four metre maximum height when travelling across Europe.

Another associated requirement is the need to negotiate the often challenging approach and departure angles of the various cross channel ferries and the use of air suspension on these low decks is essential to their safe operation. Finally in an operation that cubes out before weighting out, running a low deck tractor unit offers the opportunity to operate trailers capable of load volumes up to 100m<sup>3</sup>.

DAF have not altered the XF driveline offering although. There's just one power setting on the Paccar MX11 rated 450 bhp and 2300 Nm of torque @ 900 rpm. The larger Paccar MX13 provides the remaining three power settings, starting at 430 bhp and 2300Nm of torque @ 900 rpm, 480 bhp and 2500Nm of torque @ 900 rpm with the most powerful coming in at 530 bhp with 2600Nm of torque @ 1000 rpm.

There's the very familiar ZF TraXon 12 speed automated gearbox with a direct final drive



behind all the power settings, although for those of us that can take their driving days back two or three decades, a manual ZF 16 speed Ecosplit with an overdrive final gear is available as an option.

## Chassis/Suspension

The XF low deck is available as a two axle 4x2 (FA) , 6x2 rear steer (FAN), 6x2 rear single wheel (FAR) and 6x2 twin wheel (FAS), with two basic height versions. A fifth wheel load height of 96cm and 91cm both featuring an optional chassis protection beam to prevent direct contact between the chassis and the



lower front edge of the semi-trailer. The 96cm can be specified with a 3600mm or 3800mm wheelbase but the 91cm is available only with the 3800mm, both have the exhaust after treatment system rotated through 90°.

## The 96cm model features:

- Leaf or air suspended front axle
- Front axle tyres; 315/60, 355/50, 375/45 or 375/50R22.5
- Rear axle tyres; 295/60, 315/60, 295/55, 315/45R22.5
- 150mm 5th wheel + 12mm mounting plate
- 190mm ground clearance
- 75cm suspension travel
- The 91cm model features:
- Leaf or air suspended front axle
- Front axle tyres; 375/45R22.5
- Rear axle tyres; 315/45R22.5
- 140mm 5th wheel
- 140mm ground clearance
- 50mm suspension travel

The eight tonne front axle has either the DAF Axle 163N steel single leaf parabolic suspension or DAF Axle 161N which has



## THERE'S THE VERY FAMILIAR ZF TRAXON 12 SPEED AUTOMATED GEARBOX WITH A DIRECT FINAL DRIVE BEHIND ALL THE POWER SETTINGS

an electronically controlled two bellows air suspension allowing the front axle to be lowered by 70mm to a maximum raised position of 130mm, 200mm in total.

The modified rear suspension sits on two new parallel reaction rods and a triangle reaction rod above air bellows and when linked to an air suspended front axle offers greater flexibility. The XF also features tyre compression which increases the chassis height depending on the load taken by the axle therefore compensating for the tyre compression equating, on a FT, to up to 10mm on the front air suspended axle and up to 25mm on the rear.

The FT XF includes a "manoeuvring mode", activated by a dashboard switch and deactivates automatically at vehicle speeds over 30 km/h, it increases the chassis height to maintain clearance between the semi-trailer front

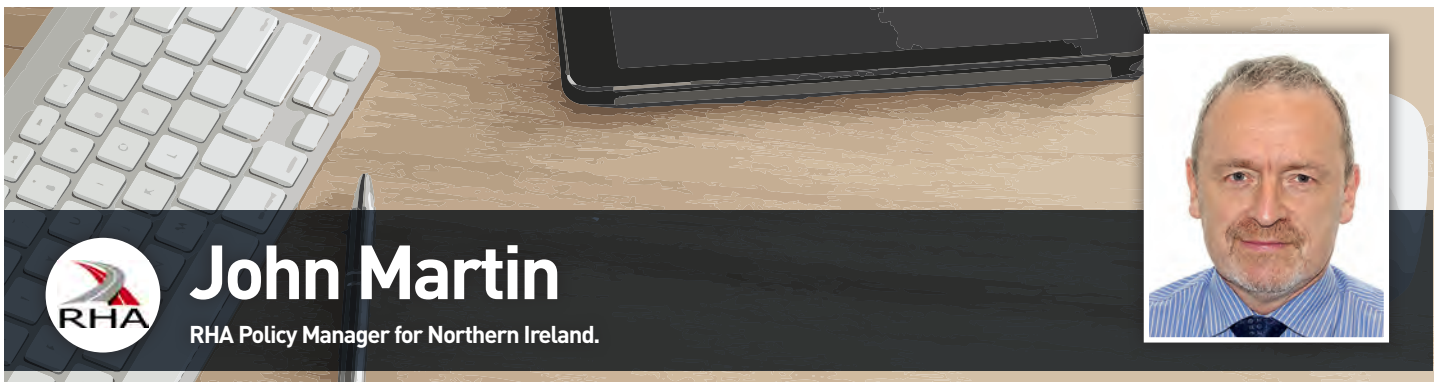
edge and the tractor chassis ramps at the front by up to 50mm and the rear up to 60 mm (laden) or 85 mm (unladen) and or by up to 35 mm (laden) or 60 mm (unladen) on 315/45R22.5 tyres.

### Cab

The XF Low Deck we tested had the top of the range Super Space, featuring automatic climate control and a very comprehensive ECAS system with four illuminated memory buttons for pre-set chassis heights operated.

Inside was the normal array of features you'd expect from a top of the range cab, and there's a number of black and tan leather exclusive trims based mainly around the door covering, high backed air suspended, heated driver's seat with active ventilation and soft-feel leather steering wheel with double stitching.





# COULD YOU LOSE YOUR GOODS VEHICLE OPERATOR'S LICENCE?

## THE RHA SETS OUT SOME THINGS ALL OPERATORS SHOULD KNOW...

The Department for Infrastructure has recommenced Public Inquiries with personnel who are/were Traffic Commissioners in GB presiding over these inquiries on behalf of the Department.

**A recent publication** No 326 published on 04/12/2020 contains details of decisions made at an Inquiry and indicates three inquiries were held in November with two operators losing their operator's licence and one being curtailed from two vehicles down to one.

Whilst the detail or reasoning for the action taken is unclear the three operators concerned were all restricted (own account) operators operating between one and four vehicles.

It is therefore critical all goods vehicles operators, transport managers and any person who has responsibility for managing the transport element of the business take steps to ensure they operate vehicles in accordance with the relevant legislation and any conditions or undertakings specified on the operator's licence.

As is evident with the findings of the three inquiries held this month it makes no difference whether you are a standard or restricted licence holder if you are deemed to be non-compliant the result will be the same.

The Department have published a suite of documents <https://www.infrastructure-ni.gov.uk/articles/goods-vehicle-licensing-practice-guidance-documents> to provide guidance to operators and managers responsible for managing the transport element of the business to ensure everyone is clear on what's required.

All operators, transport managers and persons responsible for the management of an operator's licence, vehicles and drivers should ensure they are familiar with the content of these documents. Some

of the key requirements include:

### Standard licence holders:

- **Good repute** – This includes convictions and penalties against the licence holder, transport manager Directors/partners and companies' drivers when driving vehicles specified on the licence and other issues associated with conduct. The licence holder must ensure any issues with these must be notified to the Department within 28 days. Other examples that could affect repute include failure to notify the Department within the required timeframe of any relevant issue, non co-operation with the Department and improper conduct with Departmental officials.
- **Financial standing** – Having access to the required finances both for the grant and during the currency of the licence to reflect the number of vehicles authorised under the licence.
- **Establishment** – Having an office within the licensing area where you manage your business from and retain all the relevant documents, records etc.
- **Professional Competence** – A person within the business who has been accepted by the Department as being qualified to manage the business. This person must have the capacity and autonomy to act as the transport manager with a relevant contract of employment if he is an employee.
- **Operating centre** – Needs to be available and have sufficient capacity for the number of vehicles specified on the operator's licence and have no adverse effect of the local environment.
- **Entity of licence holder** – The entity that operates the vehicles needs to be the entity that holds the operator's licence. If you change from a sole trader to a limited company, you will need to ensure a licence is applied for in the new entity before it starts operating.
- **Conditions and undertakings specified on the operator's licence** – The operator (Sole trader, Company director or partner etc) and the transport manager need to ensure they are fully aware of the conditions and undertakings specified on the operator's licence documents. *These include ensuring:*
  - The law relating to the driving and operation of vehicles used under the operator's licence are observed.
  - The rules on drivers' hours and tachographs are observed and proper records are kept, and that these are available on request;
  - Vehicles are trailers are not overloaded;
  - Vehicles operate within speed limits;
  - Vehicles and trailers, including hired vehicles and trailers, are kept in a fit and serviceable condition;
  - Driver report promptly any defects or symptoms of defects that impact on the safe operation of the vehicle/and or trailer and any defects are recorded in writing;
  - Records are retained for a minimum of 15 months of all driver reports that record defects and all safety inspections, routine maintenance, and vehicle repair reports and all these are

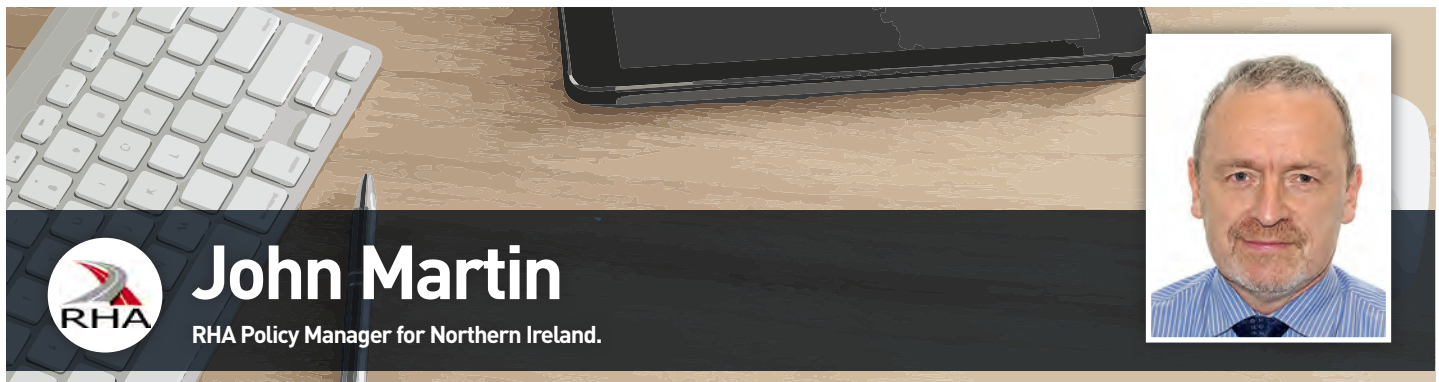
made available on request; In respect of each operating centre specified on the operator's licence, that the number of vehicles and trailers kept there will not exceed the number specified on the operator's licence; Any unauthorised operating centre will not be used; The Department must be notified within 28 days of the change in maintenance arrangements, financial standing, entity status or the company goes into liquidation or sole trader is declared bankrupt.

### Restricted or Own Account licence holders:

This category of licence was introduced into Northern Ireland in 2012. It is surprising some smaller own account licence holders are not overly familiar with the continuing requirements of holding a restricted goods vehicle operator's licence and if they don't have their house in order may fall foul of the Department at Public Inquiry. The main requirements for restricted licence holders are subtly different to that of a standard licence holder, however the same principles apply including:

- The operator is not unfit to hold an operator's licence due to:
  - any activities or convictions of which particulars may be required to be given to the Department and,
  - any conviction/penalty required to be notified in accordance with requirements.
- The provision of the facilities and arrangements for maintaining the vehicles in a fit and serviceable condition is not prejudiced





## John Martin

RHA Policy Manager for Northern Ireland.



by reason of the applicant's having insufficient financial resources for that purpose.

- Operating centre – Needs to be available and have sufficient capacity for the number of vehicles specified on the operator's licence and have no adverse effect of the local environment.
- Entity of licence holder – The entity that operates the vehicles needs to be the entity that holds the operator's licence. If you change from a sole trader to a limited company you will need to ensure a licence is applied for in the new entity

before it starts operating.

- The legislation doesn't specifically require a restricted licence holder to have a person with a professional qualification to manage the transport element, however given there are similar requirements and implications if you're not compliant its essential someone within the business is competent and has the autonomy to manage this element.
- Conditions and undertakings specified on the operator's licence – These are broadly similar to that on a standard licence as quoted above.

### General

The following is some additional requirements that should feature in a well managed business that's operates goods vehicle and includes - relevant contracts of employment, driver and vehicle policies and procedures, appropriate training and records, disciplinary procedures, driver licensing and DCPC management, driver penalty points management process, vehicle accident procedures, health & safety training, personal protective equipment, safe and efficient vehicle utilisation, It is impossible to cover all the

elements that an operator is required to manage in accordance with their operator's licence hence the reason to ensure you get best advice and support to do so otherwise if you find yourself in front of the Departmental official at a Public Inquiry you could lose your operator's licence, be barred as a transport manager or be disqualified to act as a Director in a transport Company. Whether you are a standard licence or restricted licence holder or are applying for a operator's licence and need expert advice before it's too late, give me a call on 07778966287 or join the RHA.

# Confronting Everyday Concerns & Challenges Head On!

**First, to Brexit.** When this went to press it was hoped HM Government and the EU would have finally agreed with some clarity how the two trading blocs will trade post the 31st December 2020.

**We have been** extremely busy engaging with members and stakeholders on developments and issues as they arise with numerous seminars and one to one meetings with the Trader Support Service, HMRC and DAERA/DEFRA. It's extremely disappointing that despite all the calls for clarity in a timely manner this has not been forthcoming. In addition, the IT systems to manage the bureaucracy are not fully tested and available to all parties.

### Now to the Alternative Court Report...

First on allegations of driver hours infringements. An operator's driver was alleged to have two infringements of having insufficient daily rest and one of exceeding daily driving period and was issued with a summons for the alleged infringements. After an analysis of the case it was concluded that the prosecution documents didn't specify what regulations were contravened and that the driver had in fact committed no infringement as he had broken his daily rest twice under the ferry provisions and drove for a short distance where he recommenced his daily rest for a further period. In total he broke his daily rest on two occasions for less than the total permitted time of one hour yet he was still summoned to attend court when there was sufficient evidence to highlight no offence had been committed. On the 'exceed daily driving'

charge, as this was linked to the ferry provisions again no infringement had occurred.

### Insufficient Daily Rest

As with the previous alleged infringements the prosecution did not specify what regulation was contravened. The driver commenced his daily rest with full intentions and plans to exceed the minimum amount of daily rest required. However, his daily rest was interrupted by an official in the locale that he was resting and was he forcibly requested to move his vehicle for operational and safety reasons that necessitated a vehicle movement of TWO MINUTES. This was all recorded and explained to the enforcement agency official. Upon completion of this movement he recommenced his daily rest period with additional hours added in compensation. Given the movement was necessary, unavoidable and outside the operator's and driver's control, and lasted for 2 minutes with additional hours added, enforcement officials need to use the legislative provisions to support the sector where appropriate and not always seek to penalise them at every opportunity. After representations to the Court and the presiding official taking cognizance of the facts they dismissed all three charges. The case should never have reached the court as it was a waste of public funds,

official's time and with lost downtime and cost for the operator and their driver.

### Toll charges and penalties appealed

It's when you really make a difference to an elderly member's business that makes it all worthwhile. Facing a substantial bill from a toll operator for alleged journeys he called upon us for advice. I reviewed the reams of paperwork, invoices and credit card/ bank statements and constructed an appeal letter which the operator submitted. After numerous messages and exchange of additional correspondence all the penalties were withdrawn, resulting in an extremely happy gentleman!

### Trailer Registration

A member contacted us in regard to an enforcement agency official in Ireland who was threatening to detain a trailer which they claimed wasn't registered in accordance with the requisite requirements and displaying an acceptable identification number. Representations were made to the individual that as Ireland were not signatories to the 1968 Convention on Road Traffic UK trailers there was no requirement to display a trailer ID mark when conducting carriage within or through Ireland!

### Membership

If you're interested in becoming a member of the RHA we have recently launched a range of new membership offerings including Individual, Professional and Van membership to add to our comprehensive range of memberships options. The full range of membership options and benefits can be viewed on our website at <https://www.rha.uk.net/membership/types-of-membership> or if you need to discuss any issues, concerns or are thinking of joining give me a call on 07778 966287. We're here to help!



# DIGITAL LAUNCH FOR RIGHT-HAND DRIVE IVECO S-WAY



IVECO recently introduced right-hand drive variants of its new IVECO S-WAY heavy truck to the UK. It happened at a digital event held at IVECO UK's headquarters in Basildon, Essex hosted by Cara Roberts and motor-racing legend, Steve 'Stavros' Parrish.



## BUILDING UPON ALL THE TECHNOLOGICAL ADVANCEMENTS INTRODUCED BY PREVIOUS GENERATIONS, AN ENTIRELY NEW CAB HAS BEEN REDESIGNED AROUND THE NEEDS OF BOTH THE DRIVER AND OPERATOR



**Available now, the** new truck offers new levels of aerodynamic performance and style, outstanding fuel efficiency and advanced connectivity, representing a new era in on-board living and fleet management.

The IVECO S-WAY is the first vehicle to arrive in the UK under the new WAY range that marks a strong shift towards providing customers with an integrated transport solution. One that is economically and environmentally sustainable, where the services around the product become more important than the product itself.

Building upon all the technological advancements introduced by previous generations, an entirely new cab has been redesigned around the needs of both the driver and operator. The heavy truck marketplace is one of fierce competition, where logistics operators need to rely on maximum uptime, efficiency and productivity from their fleets. The new IVECO S-WAY perfectly meets this requirement, providing a complete package of features and services to push it to the forefront, developed with driver centricity, sustainability and a new, extended level of connectivity aimed at further reducing Total Cost of Ownership in mind.

The driver-centric design of the all-new cab provides first-rate living and working conditions with a spacious environment, outstanding driving ergonomics, and a well-thought-out layout that combines functionality with comfort. The design also addresses driver safety with greatly improved all-round visibility and a reinforced ECE R29.03 cab crash compliant structure.

### Cab Choices

Available as a rigid truck and tractor, a variety of cabs are available to suit all missions, starting with the AD short, low-roof cab, AT sleeper cab with low or medium-high roof to the largest AS sleeper cab which measures 2.5m wide. The AS cab now stands proud as the market leader for internal space, offering an impressive 2.15m of standing height.

Alongside this, there are now four external lockers, two of which are accessible from within the cab offering 376-litres of storage space. This is in addition to an already ample 250l above the windscreen, a variety of fridge/freezer combinations and adjustable storage nets on the upper bunk. The sleeping area is now a symmetrical T-shape with a choice of mattresses and bunk styles.

Lower bunk choices include a single-piece bunk, another that's capable of reclining at either end of a three-piece bunk which lifts in the centre to reveal a flip-down table underneath. Up top, two bunks are offered, the smart which can be used for additional storage and the wide upper which adds 100mm in width and a foldable access ladder.

The dashboard has been redesigned; the ignition key has been replaced with a high-mounted slot and simple engine start/stop button. Fit and finish has been improved with the use of high-quality soft-touch materials and flashes of bright metal and textured dark wood-effect trim. The newly reshaped buttons have been carefully positioned around the centrally mounted HI-CONNECT infotainment system.

This 7" touch-screen system incorporates digital radio, Bluetooth telephone & audio connectivity, truck-specific navigation, driving style evaluation as well as Apple CarPlay and Android Auto mirroring. An all-new steering wheel, available with a leather wrapping and with a flat-bottom features ergonomically placed buttons for the major functions, such as the driver information display, cruise control and audio system.

### Fully Connected

A true game changer, the new IVECO S-WAY is a 100% connected truck, featuring a host of IVECO ON services enabled by fitment of an advanced connectivity box. Fitted as part of the standard-fit Smart Pack, it runs off a service

platform co-developed with Microsoft. Provision of safe data management is the backbone of multiple value-added services, processing and exchanging data in real time. Operators and drivers can remain connected to the vehicle on their mobile device or PC through the user-friendly IVECO ON portal and/or app.

Accessed through the user-friendly IVECO ON EASY WAY App, drivers can control their vehicle's infotainment system, interior lighting, door locking, window, roof hatch, night heater and parking cooler functions wherever they are through their smartphone.

Conventional diesel power is provided by a proven range of IVECO/FPT-developed Euro VI/d compliant inline-six-cylinder engines. The 8.7-litre CURSOR 9 offers 330, 360 and 400-horsepower and up to 1,700Nm of torque. The mid-range 11.1-litre CURSOR 11 gives 420, 460 and 480hp with 2,000 to 2,300Nm of torque, while the range-topping 12.9-litre CURSOR 13 gives 510 to 570hp with a hefty 2,300-2,500Nm.

For logistics operators wishing to run a 'green' fleet, IVECO is the only manufacturer to offer a 100% natural gas-powered vehicle in 6x2 configuration, with a range of up to 1,600km.

The Natural Power CURSOR range is offered in two capacities, a 270, 340 and 400hp CURSOR 9 8.7-litre inline-six as well as the 12.9-litre CURSOR 13, producing 460hp and 2,000Nm. Both units can run solely on Liquid or Compressed Natural Gas, or a combination of both.







# MEET THE TRUCK DRIVER WHO IS LITERALLY FLYING HIGH

When Lisburn man Karl McGrath's dream of becoming a fully accomplished airline pilot with Easyjet came true never did he think that today he would find himself behind the wheel of a truck, driving for Mulgrew Haulage, one of Northern Ireland's leading fleet operators. So how did that happen? Well, as Export & Freight's David Stokes has been finding out, it is a long story.

**Thirty-nine year old** Karl has been a pilot for the last three and a half years with Easyjet, the UK's top airline in terms of passengers carried, but when Covid-19 struck in March life for everyone changed dramatically, with businesses being severely impacted by the subsequent lockdowns.

The airline industry was one of the hardest hit, and still is, but determined to keep as many pilots as possible in employment, management at Easyjet successfully devised a plan that would be acceptable to all.

"Virtually every flight deck crew agreed to the new terms because it meant keeping jobs that we all loved," says Karl. "Essentially, shift patterns were reduced from full time to part time which has enabled Easyjet to keep all its pilots within the UK on the payroll, but to make up the shortfall in income we've had to seek out other part time employment which is why this week I am sitting here behind the wheel of a Mercedes Benz Actros."

But you don't suddenly decide you want to be a truck driver; like an airline pilot you have to gain all the relevant qualifications.

"Fortunately for me, I already had gone through all the necessary training about 10 years ago when I did some casual work for Mulgrew Haulage and when I recently approached them for some part time work they took me on – and I am very grateful they did."



Off on another truck delivery for Mulgrew Haulage.

## Costly Goal

So, when did the journey to becoming an airline pilot begin? "From an early age I have always wanted to fly, but it is a costly and lengthy process, so the dream had to be put on hold until I could gather up

sufficient funds to achieve my goal."

First stop was university, but Karl quickly realised it wasn't for him so he dropped out and did some car valeting instead before moving on to work as a labourer on a construction site, driving telehandlers and diggers. He





Karl's mum Pamela was a 'guest' in the cockpit of his Airbus 320 as he flew her from Stansted to Belfast.

soon moved into a management role and then had his first taste of truck driving. In 2013, still focused on the dream of becoming a pilot and now in his thirties, he moved to Australia where he operated a crane at a steel plant for about a year, after which he gained employment offshore as a wind turbine technician before being promoted to a heavy lifting supervisor on an offshore jack-up installation vessel.

#### Dream Job

"Yes, I did move around a lot, but it was the only way I could save up money to pay for my flight training," admits Karl who revealed that achieving his dream job cost him around £145,000. "I had no income for a year and a half, but getting my airline pilot's licence has been worth every penny. Flying for Easyjet is fantastic."

During his first year and a half with the airline he was based at Stansted Airport in Essex, but for the last two years he has been flying out of Belfast International, usually in the cockpit of an Airbus 320, which is just a little different than a Mercedes Benz Actros.

"Actually, it hasn't been that difficult to adapt, although I have to admit trucks and technology have changed significantly from when I first drove for Mulgrews. Ten years

ago, manual gearshifts were the norm, now automatic is the order of the day."

He adds: "At the moment, I really do have the best of both worlds. There is a certain

freedom on the road and in the air and I am very thankful to Easyjet for keeping me on their books and to Mulgrew Haulage for giving me the opportunity to continue driving."



With son Henry at Duxford after taking a training flight up from London Oxford Airport.





# BL DISTRIBUTION: ONE STOP SHOP FOR COMMERCIAL PAINTS AND CONSUMABLES

A family business formed in 1999, BL Distribution has recently moved into supplying paint and other associated products to commercial refinishers and transport workshops.

**Based just outside** Donaghcloney in County Down, the company already has a well established customer base that includes car bodyshops and motor factors and is enjoying one of its best ever years despite the restrictions caused by the global Covid-19 pandemic.

"We recently invested in new paint facilities as part of our expansion into the commercial, transport and agricultural sectors," says Robyn McClimond who heads up the business which supplies many of the leading brand names in paint and bodyshop consumables.

"We are agents for manufacturers such as De-Beer Paints, Spralac, Mipa Paints, Mirka Abrasives, 3M, and our new industrial paint partner SELEMIX Paints, a member of the PPG refinishing family."

The SELEMIX® brand offers a complete range of solvent borne coating systems that empower you to protect and finish a vast variety of surfaces in the light industry.

"Our extensive range of light industrial coatings serves many markets from machinery and agricultural equipment to shop fitting and structural steel. We combine outstanding product performance with dedicated technical support to ensure you can deliver high quality goods that are both made to last and are accurate and consistent in colour."

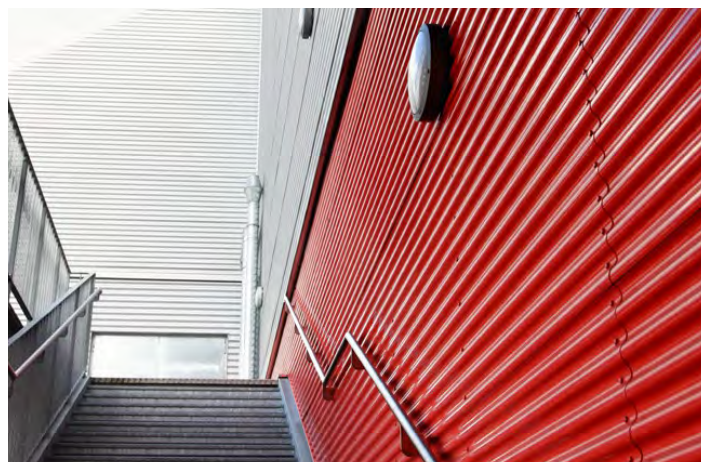
All of the competitively priced products – from top quality paints, primer kits, and spray guns to disposal seat covers, dust masks and paint spray suits – can be ordered online at [www.bodyshopsuppliesdirect.com](http://www.bodyshopsuppliesdirect.com) and delivered

straight to a customer's premises or workshop.

"We have a delivery van out on the road every day covering all of Northern Ireland," adds Robyn. "And we also utilise the services of dependable couriers to ensure products reach customers with the minimum of delay, usually next day."

BL Distribution prides itself on providing excellent customer service and support, being able to supply the needs of bodyshops and workshops big or small. "We offer every customer the same high levels of care, no matter the size of their business."

It is that careful attention to detail that has contributed in no small measure to the continuing – and growing – success of the company.







# Seamus Leheny

Policy Manager - Northern Ireland. Logistics UK

# CHALLENGES AT THE END OF THE BREXIT TRANSITION PERIOD

When we finally get to look back at 2020, in terms of logistics it will have been a year of upheaval and reacting caused by Covid. There has also been significant anxiety when looking towards the end of the Brexit transition period.

**The pandemics impact** on our daily lives and the economy has been devastating for many but for the varied businesses in logistics its impacts have differed depending on the sectors they serviced and commodities transported. The fine line of success or failure was the lottery of who your client base consisted of.

At perhaps the worst possible timing, logistics operators were also having to plan for the changes on how we move goods between Great Britain and Northern Ireland from 1st January 2021.

Because the NI Protocol has been a source of contention and repeated negotiation between the UK and EU, clarity has been lacking around the new procedures that will be required.

The lack of preparation can be seen at our three Ports where the Border Control Posts, that are due to be operational for the start of the NI Protocol for the management of SPS goods (plant and animal origin) into NI from GB, were only awarded tender for construction in October 2020 with no work begun to date.

Logistics UK has consistently requested from both the UK and EU that a period of grace or implementation period is agreed for the start of 2021 to enable the continuity of vital retail trade and that a Retail Movement System (RMS) is enabled and implemented. This would reduce the formalities and costs for such trusted traders thus ensuring our retail supply chains between GB and NI are uninterrupted as much as possible.

The importance of getting such a derogation is reflected in the fact that 65% of all trade by value from GB to NI is destined for retail and wholesale with the vast majority being food products, if we can ease the movement of these supply chains, then the remaining 35% can be more efficiently managed. On top of this we have operators in the parcel sector moving up to 5,000 parcels per trailer, the GVMS needs updated to accommodate these loads but more importantly we need a facilitation to make their journeys easier otherwise we risk some online retailers either having to impose surcharges on NI deliveries or withdraw from the NI market.

## Ferries & Freight

The issue of transit is also an ongoing matter and we have been busy in recent months highlighting the importance of the Dublin – Holyhead route for NI trade.

In 2019, a total number of 1,834,230 freight units shipped RoRo across the Irish Sea between Great Britain and Ireland with the three NI ports handling 46% of it (851,940). The NI Department for Economy recently concluded from its own research that 20% of trade shipped RoRo through Dublin is actually NI trade which isn't a surprise to many of us who understand its importance.

That means that although NI only represents 37% of the population on the Island, we account for 57% of the RoRo freight traffic between Ireland and Great Britain. Using

evidence like this has demonstrated to UK officials on the need to ensure any friction and checks at Ports like Holyhead is kept to a minimum because quite simply, the NI trade that uses that route would struggle to meet transit KPI's going on other routes.

## Lack of Information

The NI Business Brexit Working Group (NIBBWG) that I am a member of along with the NI Chamber of Commerce, FSB, Ulster Farmers Union, CBI, IOD, NI Retail Consortium and Manufacturing NI have worked extensively on Brexit this year with regular political meetings with local parties, HMRC, UK government and engagement with EU and Irish government officials.

We recently sent out a survey to all of our members and the responses highlighted some concerning findings. Only 18% of respondents said they were ready for the end of the transition period with 48% saying no and 18% unsure.

The most common reason for this was the lack of information from government. The biggest concerns from respondents were the potential for disruption at Ports and the new customs processes for GB to NI.

At the time of writing this the UK and EU are in intense negotiations so I really hope that by the time you are reading this that we have more clarity and assurances on how we can continue.

If 2020 was the year of reacting, 2021 looks to be the

year for adapting due to the involuntary changes that Covid and Brexit have brought us.

## Local infrastructure

In better news, it was good to see the new section of A6 upgrade between Toomebridge and Castledawson open to traffic on the 23rd November. Regular readers of Export & Freight will know about our consistent lobbying for this upgrade over the years and it great to see it take shape.

The 3.1 mile section is restricted to one lane being opened in each direction for now but should be fully open by March 2021. This is the final part of the overall Randalstown to Castledawson section to be completed and it's certainly come a long way from the long legal delays due to local swans potentially being affected. The good news is the swans have continued to return and they seem happy!

The next section of the A6 that is being upgraded to a dual carriageway is the 15 mile stretch between Dungiven and Drumahoe. Work is well underway on this section and its due to be completed in 2023. This can't come soon enough as it will improve efficiency and road safety for goods vehicles servicing the North West.

On an even wider scale of infrastructure, I was recently invited to a roundtable meeting with Sir Peter Hendy who is tasked with conducting a review of union connectivity within the UK. A call for evidence closed at the end of December and the purpose of this review is to determine what infrastructure improvements would best serve connectivity between England, Wales, Scotland and Northern Ireland.



# LATEST VOLVO FH16 COMBINES COMFORT WITH POWER FOR MORE PRODUCTIVITY

Providing a perfect backdrop for our opportunity to get up close to the new generation Volvo FH16 750 6x2 was the wide-open spaces of the picturesque 120-acre parkland at the Johnstown Estate in County Meath. It was one of four new Volvo models we managed to test drive year at a specially arranged Press event, as Export & Freight's Garfield Harrison and Phil Eaglestone reports.

**Overlooking the river** Blackwater and nestled between the villages of Johnstownbridge and Enfield, our route from the estate took us to the town of Athlone some 80 kms away along a mix of roads and traffic conditions.

By the time we returned to our starting point we had a fairly good impression of the FH16's handling, performance and comfort – and we weren't disappointed. Far from it. This new flagship model has been clearly designed with the driver in mind.

The bold exterior of the new truck is characterised by V-shaped headlamps which feature crystal like effects, while the headlamp panels have been repositioned slightly outwards to give the vehicle both improved aerodynamics and a confident stance.

The interior of the new Volvo FH16 has been updated with new accent colours and trim that have both the look and feel of quality and exclusivity. The upgraded dashboard includes practical new storage spaces and a fully digital 12-inch high resolution instrument display. The driver can select between four different screen views, depending on the driving situation and information they would wish to have displayed.

The driver's area can be equipped with a 9-inch side display that provides infotainment,



navigation assistance, transport information and camera monitoring. The display is easily reachable from the driver's position. Interaction can be done in several ways: with the intuitively positioned buttons on the steering wheel, through voice control, or directly via the touchscreen and display control panel.

The I-Shift gear selector has also been redesigned to a premium standard and includes illuminated gear selection symbols and new drive modes for optimised performance.

#### Improved manoeuvrability

Increased front-axle load capacity, and tag and pusher axles with better steering angles, improve

both the manoeuvrability and productivity of the new Volvo FH16. A new 38-tonne bogie is also available for especially demanding operations.

The new Volvo FH16 features adaptive high beam headlamps that improve 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. The high beam is adjusted when the camera and radar detects other vehicles or when the camera detects changes in the amount of light around the truck.

Safety is further improved with Descent Control, which sets a maximum speed to help prevent unwanted acceleration when travelling downhill, and Adaptive Cruise Control that now works at all speeds even down to zero km/h.

The Electronically controlled Brake System, 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 NEW VOLVO FH16 ALSO FEATURES A ROAD SIGN RECOGNITION SYSTEM DISPLAYED IN THE INSTRUMENT DISPLAY. THE SYSTEM DETECTS SIGNS SUCH AS OVERTAKING RESTRICTIONS, ROAD TYPE AND SPEED LIMITS.**



The new Volvo FH16 also features a road sign recognition system displayed in the instrument display. The system detects signs such as overtaking restrictions, road type and speed limits.

The visibility can be improved further by the addition of a camera on the passenger side that provides a complementary view of the side of the truck on the side display.

### Driver Appeal

At the initial launch of the four new models, the FH, FH16, FM and FMX, Roger Alm, President Volvo Trucks, commented that a strong focus was specifically placed on the driver environment, safety and productivity against a backdrop of growing pressure on the availability of skilled drivers worldwide; in Europe, for example, estimates show that around 20 percent of all driver jobs are vacant.

"Drivers who handle their truck safely and efficiently are an invaluable asset to any transport company. Responsible driving behaviour can help reduce CO2 emissions and fuel costs, as well as helping reduce the risk of accidents, injury and unplanned downtime. 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," said Roger Alm.



### Perfect combination

By combining a powerful 16-litre engine of up to 750 hp, with improved manoeuvrability, the latest safety technology and greater driver support, the new Volvo FH16 gives superior productivity for the most demanding transport tasks, and will indeed attract plenty of attention from the discerning operator.

### FH16 FACTS

- Cabs: Low sleeper cab, Sleeper cab, Globetrotter cab, Globetrotter XL and Globetrotter XXL. Exterior and interior trim packages for individual design.
- Engines: Diesel engines are available with different emissions standards. The D16K with Euro 6 Step D is available with 550 hp/2800 Nm, 650 hp/3150 Nm and 750 hp/3550 Nm.
- Gear changing system: I-Shift with software packages for different areas of application.





# DIAMOND TRUCKS: FOR USED TRUCKS BY RENAULT TRUCKS YOU CAN DEPEND ON



The market for good quality used trucks in Northern Ireland is more buoyant than ever with operators keeping an eye on budgets and the bottom line while coping with the various trading difficulties caused by the Covid-19 pandemic and lockdowns.

**However, perhaps misconceptions** about investing in a used truck can make you think twice before taking the plunge, which is why you should only buy from a reputable dealer who will stand over that investment.

Mallusk based Diamond Trucks is part of the 'Used Trucks By Renault Trucks' programme which is committed to ensuring the best used truck experience from the selection of the truck right through the handover of the vehicle.

Comments Dealer Principal at Diamond Trucks, Iain Latimer: "Having secured the origin, the age and the mileage of the used truck, each vehicle undergoes a 200 point inspection process through our workshops, including technical and cosmetic elements with no compromise on quality. They are fully refurbished to manufacturer specification by our skilled technicians, using genuine parts, updated with the



latest technologies available, and are backed up with Renault Trucks 24/7 support."

To provide the customer with even more peace of mind, Renault Trucks offers an additional warranty on used trucks of up to two years,

depending on the age of the truck, and you will also benefit from a two year warranty for each part fitted at the dealership; in each instance, the warranty management is fully integrated into the Renault Trucks systems.

"We have sold more good quality used trucks than ever before; it's quite a buoyant market, attracting a varied spread of customers - from start-up business operators who perhaps don't have the necessary capital to buy new, and fleet owners who need an additional trucks for a specific contract, to drivers seeking to work on their own from home," says Iain.

## Wide Selection

Availability is rarely a problem, with Diamond Trucks giving you access to a large choice of vehicles, including some unique tailor-made offers from the manufacturer's Used Trucks Factory to fit your business and your needs.

You have access to a wide selection of quality vehicles via the Used Trucks By Renault Trucks branded network - and on the used-renault-trucks.co.uk platform where you can simply use the search engine to find the truck of your choice.







With all makes of used trucks available from a wide network of professionals, Used Trucks by Renault can offer you an extensive selection of tractor unit or rigid used trucks for different applications: parcel delivery, regional transport, international haulage, road freight, tankers, tippers, construction site, site delivery and temperature-controlled applications.

#### Support & Finance Options

Having invested in a used truck, you can also be assured of daily and personalised support at

your side thanks to the Renault Trucks network; your used truck will be recognised at over 1500 service points worldwide, providing quick and efficient support wherever you are.

Finding the funds to finance the purchase of a used truck shouldn't be a problem, either, because Renault Trucks offer tailor-made financial and insurance services to fit your business needs, and get your used truck quickly on the road.

Your used truck can also benefit from a wide range of services, including service & repair contracts,

suited to your requirements, which you may choose at the time of purchase or at your Renault Trucks dealership at any time, for example, Renault Trucks Selection, Finance, Optifuel Solutions, and Optifleet, are all services offered to you to enable you to make savings, save time or simply add the necessary accessories for your activity.

#### Used Trucks Benefits:

- Updated in accordance with manufacturer standards
- Original parts used
- Vehicle updated with the latest available technology

- Vehicle recognised throughout the entire network

- 24/7 assistance

For more information on investing in a used truck, log on to <https://www.used-renault-trucks.co.uk/>

Or contact:

**Diamond Trucks,**  
Commercial Way, Mallusk,  
Newtownabbey, BT36 4UB.

Phone: +44 (0) 2890 837171

Email: [info@diamondtrucks.co.uk](mailto:info@diamondtrucks.co.uk)

Website: <https://diamondtrucks.co.uk>

**THEY ARE FULLY  
REFURBISHED TO  
MANUFACTURER  
SPECIFICATION  
BY OUR SKILLED  
TECHNICIANS,  
USING GENUINE  
PARTS, UPDATED  
WITH THE LATEST  
TECHNOLOGIES  
AVAILABLE, AND ARE  
BACKED UP WITH  
RENAULT TRUCKS  
24/7 SUPPORT**





# NICHOLA MALLON

## MINISTER FOR INFRASTRUCTURE

# ON HER HOPES AND PRIORITIES



When the SDLP's Nicola Mallon, a former Lord Mayor of Belfast, was appointed Minister for Infrastructure in January 2020, she had no idea of the challenges ahead. Export & Freight's David Stokes recently held a major and wide ranging Q&A with the Minister to find out how she has coped, and what her priorities are for the year ahead.

**"When I took** up my post, I was first, delighted to be appointed Minister and as a Minister I expected challenges. However, I think that it is fair to say that the Covid 19 pandemic, as well as Brexit, has brought unprecedented challenges for myself as Minister for Infrastructure and for all Executive Ministers," she readily admits.

"Infrastructure is vitally important to our daily lives, our communities, our environment and our economy. We all know that modern and sustainable infrastructure is a key building block of prosperity. Not only will it be an important part of our recovery in the months ahead, but it is also essential if we are to grow our economy, address regional imbalance, improve wellbeing and support a thriving island where people want to live, work, visit and invest.

"We have a responsibility to make choices today that will improve our environment, our economy and our quality of life. Not just for the next four or five years but in the next four or five decades, so that our children can realise their full potential.

"I am committed to playing my full part in a new future, a new normal. We must be ambitious and work together to bring about the change needed to build a better future that delivers more for our citizens, socially and economically while at the same time delivering cleaner, greener and healthier communities."

### **So, in the present climate, what are your priorities?**

My immediate priority as an Executive Minister is dealing with the public health emergency and our green recovery from covid-19. The weeks and months ahead will continue to be challenging for us all. However, my Department and I are committed to doing all we can as part of an Executive wide effort to slow the spread of the virus and protect lives. I believe that the experiences of the past few months have underlined the important role that infrastructure plays in supporting our citizens at this very difficult time.

Infrastructure is essential in providing the physical connectivity to allow Northern Ireland to compete on the global stage. This critical

role and the need for prioritised investment in infrastructure and public services is rightly, at the heart of 'New Decade, New Approach'.

During this pandemic we have been given a glimpse of how things can be. Quieter roads, safer roads, cleaner air, more families out walking and cycling. I don't want us to lose this.

We need to create more opportunities for active travel, as well as safer infrastructure for those who want to walk, wheel and cycle. And as the Infrastructure Minister I want to deliver in this area.

I am keen that we have Infrastructure at the centre of our recovery of Covid..As we see in other countries, governments around the world in their strategic recovery from covid, are investing in infrastructure given the fact it is a multiplier in terms of economic benefits, but also when it comes to climate action as well.

There is a lot to do but my top three priorities include: (i) fully playing my part in developing strategic responses to the unprecedented challenges of Covid and Brexit; (ii) better connecting our communities through the delivery of cleaner, greener, more sustainable transport and active travel; and (iii) improving lives through the delivery of all island strategic inclusive infrastructure and people focused place shaping.

### **In what ways can you support the transport and logistics industry at the present time, perhaps with regard to HGV driver tests and MOT tests?**

I recognise this has been a particularly challenging time for the transport and logistics industry and the suspension of vehicle and driver testing due to COVID-19 has had an impact on businesses and the delivery of essential services.

There has been a gradual resumption of MOT services from 1 June 2020, when the Driver & Vehicle Agency (DVA) resumed Individual Vehicle Approval testing. At this time the DVA also introduced a statutory authorisation process to permit the continued use of ADR vehicles on our roads, with strict conditions and control measures in place for these heavy vehicles.

From 20 July, the Driver and Vehicle Agency resumed MOT testing for priority vehicle groups, including those vehicles that are not able to avail of a Temporary Exemption Certificate (TEC). This includes taxis and buses due a first time test, vehicles not previously registered in Northern Ireland, vehicles whose MOTs have expired by more than 12 months that includes vehicles previously declared SORN and those sold by car dealerships.

From 1 September, the DVA reinstated MOT testing for four year old cars and motorbikes and three year old light goods vehicles. In addition, the DVA recommenced testing of heavy goods vehicles and trailers.

For NI registered vehicles, all HGV's and trailers due a test from 1 September 2020 are currently being tested. Those due a test before 1 September will have received a Temporary Exemption Certificate which will be extended out to the maximum period set out in legislation of 1 year.

My officials in DVA advise me that they have had very positive engagement with Logistics UK and the Road Haulage Association, the two largest stakeholder groups for the commercial vehicle industry, and have put in place a number of local arrangements in test centres to ensure the availability of testing slots for HGVs and trailers and to resolve issues raised by its members.

The online booking system for HGVs and trailers was reinstated on 1 October, and the 'standing appointment' arrangements for the industry have also been reintroduced. These arrangements alone have been very much welcomed by the industry as it gives them greater certainty to plan and schedule vehicle tests at all test centres.

As part of the phased resumption of practical driving tests, practical car and lorry driving tests resumed on 1 September 2020, initially prioritising high priority workers and those whose tests were cancelled due to the lockdown measures imposed to prevent the spread of Covid-19.

Driving instructors were included in the Executive's regulations on businesses that closed from 16 October until 20 November t



stop the spread of Covid-19. Following this Executive decision, driving tests, including HGV tests also ceased over this period of increased restrictions based on public health and scientific advice. Driving tests resumed on 21 November but ceased again for 2-weeks from 27 November to 10 December 2020 due to the circuit breaker restrictions announced by the Executive. I recognise that this did cause considerable inconvenience and frustration for both learner drivers and the haulage industry, however this service, like many other close contact services, had to close in order to protect lives and prevent our health service from becoming overwhelmed.

The DVA is now planning to offer driving tests for Heavy Goods Vehicles on Sundays, where it is suitable to do so without compromising the integrity of the test. The DVA is also planning to reinstate other categories of driving tests, including Category C+E (lorry and trailer), which will be welcomed by the industry.

I want to thank the industry for the critical role they continue to play during this crisis and for their support and partnership approach to working with DVA.

**Has enough been done to prepare the way for the end of the Brexit transition period?**

Brexit is an unprecedented socio-economic and political challenge facing all of us across these islands. For Northern Ireland

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NEXT PAGE





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in particular, the challenges are acute.

The severe lack of clarity and information from the British Government has added to the uncertainty and the difficulties facing departments, businesses and communities, already exhausted by Covid, as they try to prepare for the end of the transition period.

Since coming to office, I have consistently raised the need for clarity with the British and Irish Governments. I am continuing to do all that I possibly can to get clarity on the position and raise the profile of the issues facing us here by making representations in correspondence and at meetings with Ministers across these islands.

My Departmental officials are also raising these issues with their counterparts in the Department of Transport.

I wrote on 16 November to the British Secretary of State for Transport, Grant Shapps MP, setting out my concerns about the outstanding issues and seeking clarity and assurances that citizens and businesses here will not be disadvantaged.

Many of the most prominent Brexit-related issues for my Department directly relate to all island transport across Ireland and the crucial need to maintain the free flow of goods and people.

### **What would your advice be to transport and haulage operators, and to local ports, as far as Brexit is concerned?**

It is important that operators and ports continue to keep abreast of the latest guidance that is being provided on the NI Direct website and is updated on a regular basis, as new information is received through Department for Transport.

### **Can you tell us a little about your approach to road safety and vehicle regulation?**

My Department is working every day to help the transport industry and ensure that freight can move safely and efficiently on our roads. It is however, equally important that transport operators and drivers comply with the appropriate rules and regulations in order to safeguard fair competition and keep our roads safe.

The DVA has primary responsibility for enforcing the regulations which govern the use of commercial vehicles on our roads. Spot checks include the assessment of vehicle roadworthiness, drivers' hours, licensing and vehicle weights along with a broad range of other road traffic requirements that apply to the operator, driver and vehicle.

Where non-compliance is detected it may result in prohibition action in order to mitigate the risk of a vehicle continuing to be used in a defective or unserviceable condition. Unlicensed rogue hauliers may also have their vehicles impounded and I am determined that the powers available to DVA to detain and impound unlicensed vehicles is fully utilised.

In addition, any offending driver and operator detected breaking the rules may also be issued with fixed penalties or face prosecution action.

More emphasis is being placed on conducting operator centre compliance visits to determine if proper systems are in place to safeguard vehicle maintenance, vehicle inspections and drivers' hours.

Ultimately the Transport Regulator will be notified



Minister for Infrastructure Nichola Mallon behind the wheel at the RHA's launch of National Lorry Week.

by DVA of those operators who repeatedly or deliberately flout licensing standards and this can lead to the curtailment, suspension or revocation of their Goods Vehicle Operators Licence.

It is however essential that operators with a good compliance history are not unnecessarily inconvenienced. In support of this, DVA has developed an Operator Compliance Risk Score (OCRS) system which evaluates previous vehicle encounter information to help enforcement officers decide which vehicles should be targeted, stopped and inspected.

I would also like to introduce an Earned Recognition Scheme in the North so that exemplary operators will be able to demonstrate their 'exemplar' rating when bidding for contracts and the DVA is planning to commence work on developing such a scheme next year.

I fully recognise the importance of proper and effective joined up working with the transport industry and with other enforcement and regulatory authorities in the North and in neighbouring jurisdictions. It therefore follows that we must continue to work collaboratively with one another post Brexit, embrace modern technology and administer effective and collective regulation in order to improve the compliance culture within our transport industry.

### **Going forward, what is your policy on transport, sustainability and infrastructure?**

Having a modern and sustainable water, drainage and transport infrastructure is essential if we are to grow our economy and improve the lives of everyone. While I understand there are challenges ahead, not least given underinvestment in recent years, I am looking forward to developing new proposals to address regional imbalance and support a thriving region

where people want to live, work and invest.

I am also committed to working to deliver the infrastructure needed to improve connectivity, grow the all island economy and play our part in tackling the climate emergency.

I am also looking forward to working collaboratively with our stakeholders and partners, whose input, ideas and perspectives I will want to encourage. I am determined that the Department will adopt a collaborative approach, based on building genuine partnerships, as we work together to deliver a sustainable infrastructure that supports the region's economic wellbeing and indeed improved wellbeing for all.

### **Would you like to use this opportunity to promote or talk about something else?**

I recognise that 2020 has been a very challenging year for everyone. It is a year when myself, and my Executive colleagues have rightly had to spend much of our time in addressing urgently the implications of the coronavirus pandemic and help save lives.

I would like to pay tribute to the people of Northern Ireland who have made such great sacrifices this year in the efforts to overcome the virus. We do of course face the other major challenges including Brexit and climate change.

It can be too easy for all of us to focus priority on short term issues at the expense of planning for the long term. As the infrastructure Minister I will continue to focus on the need to develop, invest and sustain our infrastructure in NI: our water and sewage and drainage systems; public transport and road and rail networks, infrastructure investment will help our economy our environment and our community both in the coming years and for future generations.



# VOLVO TRUCKS CELEBRATES 10 YEARS OF FMX - DRIVING PROGRESS

Volvo Trucks has recently started sales of its toughest ever construction truck - the new Volvo FMX. This is the third version of the Volvo FMX and it features an entirely new cab, higher payloads and innovative safety features.

**With increased front** axle loads of up to 20 tonnes and a 38-tonne bogie, it is built for the most demanding assignments even on very rough terrain. The new Volvo FMX is designed for future electric drivelines and certified for the use of HVO, a fossil-free alternative to diesel.

In 2010, Volvo Trucks introduced the first Volvo FMX – a truck specifically developed for the demanding construction industry. Since then, it has built a reputation as one of the toughest construction trucks on the market, as a result of the introduction of many innovative features.

The new Volvo FMX is built on an entirely new cab platform, based on Volvo's 10 years of experience of delivering robust construction trucks.

"The new Volvo FMX is designed to deliver a superior combination of agility and durability. Apart from the sturdy design, the new cab with upright A-pillars provides more space and improved visibility. It's also easier to get in and out," explains Helena Alsö, Vice President for the FM and FMX.

With the new Volvo FMX it's easy to go from inter-axle differential lock to full differential lock and back. Simply by turning the new traction control knob, the driver can tell the truck to automatically synchronize the speed of the wheels before engaging full differential lock. The driver gets clear, instant feedback on the instrument display and can monitor the differential locks in real time.

At speeds below 15 km/h, it's possible to change the direction of travel of the truck on the go. After shifting the I-Shift gear selector from drive to reverse, the driver can brake the truck using the accelerator. How fast the truck changes direction is determined by how hard the accelerator is pressed.

"The option of changing direction on the go is very useful,



especially in combination with Volvo Dynamic Steering, when manoeuvring at low speeds in tight places," explains Alsö.

## Effortless and precise driving

Volvo Dynamic Steering, which was introduced in 2013, is a patented technical innovation which makes it possible to drive a truck with minimal effort. It combines conventional hydraulic power steering with an electronically regulated electric motor fitted to the steering gear.

"Volvo Dynamic Steering is a great success and it's perfect for a construction truck. At low speeds, it makes steering effortless and precise, and removes the strain on the driver's arms and shoulders. This means improved safety and a reduced risk of occupational injuries," says Alsö.

For trucks with a steered tag or pusher axle, the steering angles have been increased, resulting in better manoeuvrability and reduced tyre wear. All these improvements add up to greater

productivity and cost efficiencies for construction transport tasks.

The construction version of the leading Volvo I-Shift gearbox allows the Volvo FMX to handle tough and hilly terrain with high levels of productivity and driver comfort. In 2016, Volvo Trucks introduced I-Shift with crawler gears, which enables the truck to pull away from a standstill with very heavy loads. It also allows truck operators to drive at speeds as low as 0.5 km per hour – a huge help during precision manoeuvring.

## Improved safety

The new cab of the new Volvo FMX comes with a number of improvements in driver visibility, including larger windows, a lowered door line and new rear-view mirrors. 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 in the 9-inch side display.

The side display can be used to monitor up to eight cameras, four

of them simultaneously, giving the driver an easily accessible view of both the truck and the surrounding environment. Additional safety enhancing features include downhill cruise control, which sets a maximum speed to help prevent unwanted acceleration when travelling downhill.

The Electronically Controlled Brake System (EBS), which is a prerequisite for Collision Warning with emergency Brake and Electronic Stability Control, is now standard on the new Volvo FMX. Volvo Dynamic Steering, with Lane Keeping Assist and Stability Assist, is available as an option.

A new road sign recognition system increases safety by displaying traffic signs such as speed limits, overtaking restrictions and road type on the instrument display. For very tough applications such as mining, the Volvo FMX has an optional steel roof hatch with an emergency exit handle that removes the entire hatch.





# NEW MAN ON SALES TEAM AT BPW SUCCESSFULLY OVERCOMES CHALLENGING FIRST YEAR

When John Byrne took up his new position as Sales Support at BPW in February past he had no idea what challenges and difficulties lay ahead, for just weeks later a global pandemic sent everyone into lockdown.

**Nine months on** and John, who is no stranger to the industry, is now fully up to speed thanks in no small measure to the man he has replaced, Alf Gooding, who has retired after 18 successful years with the company.

"I was only getting into my stride when Covid-19 struck and like every other business we were badly impacted, but we have since learned to live with the situation. Happily for me, for the first six months in the job, BPW afforded me the luxury of working alongside Alf before he finally stepped back; it has made the transition run very smoothly.

"I've learned a lot in my time with Alf whose knowledge of the industry is extensive and it was good of him to introduce me to all of his customers, which included not just transport managers and fleet owners, but equally vital, also workshop managers, fitters and mechanics who actually work with and are trained on BPW's products and who can provide us with very detailed and valuable feedback."

Alf originally joined the BPW sales team back in 2002 and has spent much of his working life with the road transport industry, initially on the operations side as Transport Manager. He joined Crane Fruehauf in 1977 as Works

Manager, later becoming Divisional Director for the company in Northern Ireland.

During his time with BPW he has been heavily involved in further increasing BPW's market share in Ireland, and John is now fully focused on continuing that good work; he certainly has all the right credentials.

Originally from a manufacturing and engineering background, John eventually progressed into sales and worked for a number of years at Dennison Trailers where he was instrumental in developing the company's European market, specifically in Denmark and Germany, at a time when the home market was hit by the 2008 recession.

In 2014, he moved to Kel-Berg Trailers & Trucks based in Oxfordshire, building up the company's market in both the north and south of Ireland, primarily focusing on tipping trailers and secondhand trucks.

It was in those positions that John became quite familiar with the BPW brand, so it was a natural progression joining the company at the beginning of 2020. Indeed, there is a definite 'cross-over' of customers with whom John already had a solid working relationship.



John Byrne



Alf Gooding

"Although I am in a new position at BPW, I find myself meeting customers I'd been dealing with in my former working roles, so that has been a bonus. It is very much a 'people' business, and that hasn't changed over the years," says John.

"BPW has a very loyal customer base in Ireland. It is a proactive company with a fantastic portfolio of well respected, tried and trusted products, and it looks after its customers with the highest levels of service and support, so I am extremely happy to be part of the BPW 'family'. It was an easy decision to make, even though I didn't know that a global pandemic was just around the corner!

"I am looking forward to a much better New Year when we hope to meet and greet our customers at the various trade shows and exhibitions, including some special product and training events that we are planning for our customers here in Ireland."





## Peter Morrow

FORS Manager – Northern Ireland.



# ADAPTING TO MEET THE CHALLENGES OF 2021

2020 has brought unprecedented challenges for road transport, as our industry got to grips with the impact of Covid-19. Various second-wave lockdowns in place across the UK and Ireland have highlighted the very real fact that, despite the positive news on vaccines, there is still some way to go before the crisis is over.

**Despite this somewhat** bleak outlook, UK and Irish government statistics do shine a light on the consistency and even growth of freight transport during this difficult time. A Transport Bulletin from the Republic of Ireland's Central Statistics Office published in November shows the volume of HGVs on Irish roads has increased in the last five months compared to the same period in 2019. UK Government statistics paint a similar picture, with numbers of HGVs on GB roads from September onwards consistently up compared to pre-pandemic February 2020 levels.

There is little doubt these rises show the importance of freight transport to our economies. They also highlight what our industry has achieved to maintain operations during the pandemic; ensuring supply routes and making sure businesses themselves are sustainable.

Yet, with more trucks and vans on the roads, and many businesses fighting to ensure small profit margins are maintained, it becomes even more important to make sure operational standards, especially in relation to safety and efficiency, remain high. FORS as always continues to adapt its offering to meet the changing needs of the sector.

### Remote Auditing

To help members maintain their accreditation safely, FORS Bronze audits are now

conducted via video conferencing.

The FORS Bronze audit looks in detail at a member's operations to ensure they have the correct procedures and policies in place to meet the requirements of the FORS Standard. This robust process is the first step members take at the entry level FORS Bronze, and one which existing members who wish to maintain FORS Bronze accreditation complete annually to maintain their accreditation.

In pre-Covid circumstances a qualified FORS auditor was required to attend the operating centre in question to conduct the audit face-to-face. Now, all audits will be conducted remotely until 31 January 2021, after which time members will be able to choose whether they undertake a remote or face-to-face audit, although this arrangement is subject to regular review.

The remote Bronze audit will last around the same time as an on-site audit and will follow the same format, with the auditor reviewing evidence that the member can meet all the requirements of the FORS Standard, either by sharing a screen or by presenting the relevant information to the camera during the audit video call.

### Safe Urban Driving

Other changes, which FORS initially put in place to maintain member safety at the start

of the pandemic, have also been extended.

Under pre-Covid 'normal' circumstances members wishing to progress to FORS Silver, or those renewing FORS Silver accreditation, must meet the work-related road risk (WRRR) professional development requirement by completing the Safe Urban Driving or Van Smart (for light commercial vehicles) training course, which includes a practical on-cycle module.

Now, members are still able to meet this requirement and gain or maintain accreditation by undertaking the theory element of this course, as long as the practical on-cycle element is undertaken by the time their yearly Silver re-approval audit is due in 2022. However, FORS is encouraging drivers to undertake the practical element in 2021 providing government guidance and company policies can be met. In particular, new drivers who have never completed the on-cycle element are encouraged to undertake the on-cycle training as soon as possible.

There is no doubt 2021 will see the longer-term economic impact of the pandemic begin to bite, and more challenging times may be ahead. FORS however believes that fleets that are able to evidence exceptionally high safety standards, with the right tools in place to ensure maximum efficiency, will go a long way towards weathering any future storms.





# GREAT LOCAL SUPPORT FOR THE RHA'S NATIONAL LORRY WEEK

There was excellent support for the recent Road Haulage Association's National Lorry Week, held in partnership with Goodyear, D.tec and SNAP - and with the backing of Infrastructure Minister Nichola Mallon.

**National Lorry Week** built on the success of the #HGVHeroes campaign, which saw the nation show its appreciation for the sheer hard work and resilience that the sector has displayed recently to keep the country going through the most difficult of times.

Launched locally in Northern Ireland at Parliament Buildings at Stormont, the key theme of this annual event was diversity, equality and career opportunities in transport and logistics.

Commented Minister Mallon at the launch: "I want to pay tribute to all of those in the haulage industry, throughout Covid-19 they have been critical in terms of ensuring that we have a secure supply of goods and medicines and PPE.

"It is also a hugely challenging time for them as they faced into the uncertainty of Brexit, and I am determined that my Department will



John Martin from the RHA who organised the successful National Lorry Week launch held at Stormont recently.

continue to work with the sector to try to get the answers that they desperately need and to support them through this difficult time.

"It was amazing to meet young women at the event who are lorry drivers and who are carrying out this important work. They are role

models and it would be great to see more young women take up posts right across this industry."

National Lorry Week celebrates the vital and often-overlooked role the road transport industry has in our everyday lives transporting and delivering 98% of our essential consumer goods such as food, medicine and more. Given the impact the Coronavirus has had on everyone it is even more evident there are certain sectors that everyone depends on without fully appreciating the role they play in maintaining society.

Commented the RHA's Policy Manager for Northern Ireland John Martin: "On the day we







Northern Ireland hauliers launch National Lorry Week at Stormont with Minister Nicola Mallon. From left to right – John Martin RHA, Christina Hughes; Manfreight, Caroline Fegan; Fegan Transport, Minister for Infrastructure Nicola Mallon, Taylor Bingham; McCulla Ireland, Malcolm Proudlock and Clodagh McAleer; Loane Transport.

were showcasing the huge variety of careers our industry has to offer and encouraging young people and those who may be considering a new challenge

to think about joining the next generation of drivers, managers, technicians or support staff."

He added: "Logistics is the lifeblood of business in the UK. Virtually everything we buy has at some point been handled by a number of logistics people – from producer, to warehouse operative, to distributor, to delivery driver and many others in between."

The event focused on the career

opportunities that are available in the logistics sector and put the spotlight on the huge amount and variety of roles that the sector offers. There are thousands of different career paths and job opportunities at all levels and to suit all abilities that support the logistics process.

"Many people see logistics as 'just' moving goods from a factory or warehouse to the shops or your front door, but

that's only a part of it. There are countless roles which support the logistics process," said John.

The logistics sector is the fifth largest in the UK and employs more than 2.5 million people including logistics coordinators, web developers, data scientists, coders, designers, warehouse staff, administrators, accountants, architects, managers, technicians, computer experts, planners and more.







# Fegan Transport

## CELEBRATING THE BEST OF THE BACKBONE OF OUR ECONOMY

Over the past year the true worth of the transport & logistics industry has been realised and recognised like never before. Those operating in the sector are truly the backbone of the economy, in good times and bad, but they are more often than not taken for granted, their work going 'unseen' by most.

In an occasional series, starting in this issue, Export & Freight will be turning the spotlight on some of our leading fleet operators to find out what they do, how they do it and why they do it.





# FEGAN TRANSPORT MORE THAN JUST A FAMILY AFFAIR

When Martin Fegan and his wife Mary embarked on setting up a small transport business back in 1973 they had no idea the journey would take them to where they are today. As David Stokes reports for Export & Freight, almost five decades on, Fegan Transport, based in Gilford, County Down, is one of our leading haulage operators, and it is still growing.

As with many such companies in Northern Ireland, Fegan Transport is a family business, but that's probably an understatement because virtually everyone in the Fegan household, as well as members of their extended family, is actively involved in the running of the business.

Still very much 'hands on' and planning to further expand the business when the time is right, Managing Director Martin Fegan, supported by his wife, heads up the company, while the couple's five sons and daughters play an ever increasing role in various areas of the operation, which focuses in the main on bulk and container services across the Island of Ireland; they all started with the company as lorry drivers.

Ann Marie, who studied business at Queens University, began working in the business around 16 years ago, and manages the day to day running of the office, while her sister Caroline and brother Brian work in the traffic department. Joseph is employed in the workshop as maintenance manager, with Liam being responsible for driver training.

But the family's involvement doesn't stop there. Ann Marie's husband Liam recently joined the company, while two of her sister-in-laws have worked in the office, and her brother-in-law is on the road as a driver.

So, any big fall-outs? Not in the slightest! This is a closely bonded family which has resulted in many benefits over the years, but even more so today when all of us are coping with the global Covid-19 pandemic.

"Being in a family 'bubble', for example, we have had less issues in social distancing and all of us have been able to remain fully involved," says Ann Marie. "That said, we have implemented measures to ensure the safety of our workers."

It helps that each of the company's 34 drivers, who have been provided with wipes and hand sanitizers, remain with the same truck during the working week, so there is no switching around. The company also invested in sanitizing fogging machines for use in vehicles and in the office, and while the company is virus free there have been some cases where staff have had to self isolate for health reasons.

The pandemic is only one of the challenges the company has had to cope with. There've been more than a few recessions and downturns over the past 48 years, and Fegan Transport has worked through them all, attributing its continuing success not only to being fully focused and motivated and to hard work over long hours, but to a loyal team of personnel, including drivers, many of whom have been with the company for some considerable time.

"One of our drivers has been with us from the beginning, others have been here for 20 to 35 years; we try to avoid having a big turnover of



staff," says Ann Marie. "It is that continuity of personnel that is appreciated by our customers; being on first name terms is a big bonus in business. We deal with a lot of other family firms, so we also have that in common."

The DAF brand dominates the company's modern fleet of artics and has done so for almost 40 years; there's a clear benefit to that strategy. "For example, it makes it a lot easier for our workshop technicians to service and maintain the fleet as parts and accessories are compatible right across the fleet. Of course, our drivers are also very much at home with the brand; the 6x2 trucks are well spec'd, provide a comfortable working environment and they look good on the road; we take great pride in our image."



## Fleet & Services

Fegan Transport also run a fleet of around 70 trailers, including curtainsiders and up to 20 tipping trailers, as well as lift-on, lift-off 40 tonne container handlers, forklifts and other specialist equipment.

With 24/7 security at its depots, the company offers specialist haulage and storage solutions, with over 40 years of experience in the transfer and storage of bulk goods, such as plastic, while its expertise and efficiency in handling and storing container freight is equally as extensive.

Constant investment in the company, in its fleet of trucks and trailers, and the expansion of facilities and services down through the years has been a key to its success.

IT systems have recently been updated, and all the trucks, which are fitted with the latest tracking technology, were kitted out several months ago with a new cloud based camera system, keeping drivers in constant touch with the office. In the last five years warehousing and container storage areas have also been doubled to almost 50,000 sq ft.

## To the Future

Much more than just a family affair, the company, which is still based beside the family home at Drumaran Road in Gilford, has clearly come a long way from when Martin Fegan first climbed behind the wheel of a truck almost half a century ago.

It has been a long and winding road, one of impressive accomplishment and achievement, and the journey is far from over. Here at Export & Freight, we wish them every successful in the future.





# COMMERCIAL VEHICLE INSURANCE: KEEPING YOU COVERED WHATEVER THE CIRCUMSTANCES

With no let-up in sight of the COVID-19 pandemic and the resulting regional lockdowns, it is a difficult time for the transport and logistics sector.

**On top of** that, the industry faces many other complex challenges and daily demands, and it is only when an accident or mishap happens that the true worth of an insurance policy is revealed. No commercial vehicle owner can

afford to have a truck or van off the road unnecessarily, especially in these trying times when keeping supply chains in place is more important than ever. Downtime can be potentially costly, so having the right insurance

package in place is vital.

However, not all businesses are the same and some have needs and requirements that are more complex. What's needed is a company that takes a proactive and prompt approach

to sorting out matters with the minimum of fuss or delay.

Over the next few pages, Export & Freight reports on a number of leading companies who are proactive in the transport sector, offering a variety of insurance policies and packages that can be tailored to individual needs.



# Specialist Transport Insurance

We've been listening to our clients and adapting to meet their needs for over 40 years. A family business, we have grown to become one of the largest independent commercial insurance brokers in the UK. Today we offer full risk management through four specialist divisions.

## Our transport division can tailor insurance to include:

- Motor - Comprehensive or Third Party Fire & Theft (local, national or continental use)
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- Trailers - Own trailers, third party trailers, cover attached and/or detached
- Corporate Manslaughter
- Directors & officers/Management Liability
- Annual Travel - to include medical and repatriation costs



To find out how we can protect your commercial vehicle/haulage business and how our Accident Investigation Services division can fortify it, contact our transport division:

02890329042 or [transport@willisinsurance.co.uk](mailto:transport@willisinsurance.co.uk)

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# AMET INSURANCE: KEEPING HAULIERS ON THE ROAD IN UNCERTAIN TIMES

Over the past year fleet operators have been coping with unprecedented challenges because of the global pandemic and as the New Year gets underway the road ahead remains uncertain, compounded by the UK's exit from the European Union.

**Tasked with keeping** supply chains open and the economy moving forward, hauliers clearly need all the help and support available – a fact not lost on Amet Insurance, specialists in insurance underwriting and claims handling, who have grown to be one Northern Ireland's leading insurance providers for the haulage industry here.

"Fleet operators have enough on their plate without having to worry whether or not their business and their assets are securely covered for any eventuality," says Amet Insurance's Director of Motor Underwriting Simon Rotherham, "which is why we are continuing to work closely with our clients. We understand the needs of the industry and try to deliver options to best suit each company's requirements."

He adds: "It is no secret that the industry in general is struggling so operators will be keen to get the best possible terms without having to compromise on cover, and that's what we at Amet Insurance strive to do."

The Covid-19 pandemic has meant some hauliers have lost vital supply chain contracts as the retail sector has been badly impacted which in turn has resulted in trucks having to be parked up for periods of time.

Most fleet policies are insured on an annual 'declaration basis' necessitating them to stipulate how many trucks they will have on the road throughout the year, which is priced into the policy, but what happens if they have to take one, two or more vehicles out of service during that time?

Explains Simon, who has many years of

## Amet

experience in the industry: "There's clearly no benefit in paying insurance premiums on trucks that are parked up, so working with our clients, we can agree a policy adjustment at any time during the year, enabling operators to reduce insurance costs and even get some money back to help them cover other expenses of the business."

That's just one of the ways Amet Insurance helps its clients. Another is helping companies cope with the continuing driver shortage, accessing suitable cover for drivers with little experience and working to keep rates as low as possible. "We try to be as flexible as possible with our policy holders."

It is a strategy that has helped grow the company's customer base since it was formed three and a half years ago to provide those operating in the transport and logistics sector – and in other fields of business – a service that offers both local expertise and flexibility.

### Increased Staff

Firmly established in modern and spacious offices at Chichester Street in Belfast city centre, staffing levels have also increased substantially, enabling Amet Insurance to offer an even better and more

efficient, cost effective service in a marketplace that is competitive and at times complex.

Amet Insurance write a variety of products covering commercial fleets, own goods/light commercial fleets, coaches and heavy goods vehicles, taxis, and special type vehicles, in addition to employers, public & products liability and contractors all risks insurance.

Backed by Liberty Insurance, part of the highly respected and well trusted global insurer, the Liberty Mutual Group, Amet Insurance has certainly added value to the local market, introducing products that policyholders would not normally have had access to.

### Claims Handling

Of course, it is only when something goes wrong, resulting in a claim having to be made, that a policyholder discovers just how good his broker and underwriting provider are – and clearly, Amet Insurance hasn't disappointed.

The claims team has been expanded significantly in the past three years, with the aim of providing clients with a prompt and proactive claims service, as have other parts of the business.

Comments Managing Director Vincent McIvor: "Since we established the company we have grown year on year and plan to keep doing so. We also want to expand our portfolio of products and continue to look to extending our services into the Republic of Ireland and GB.

"Our priority, however, is to maintain a close and personal relationship with broker and client. Service has always been key, especially on the claims side when customers need a quick response and a satisfactory outcome; having decision-makers on the ground can make a huge difference."

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# FLEET OPERATORS IN SAFE HANDS AT WE'RESURE INSURANCE SERVICES

An independent company with access to a wide range of insurance products backed by some of the UK's largest and most reputable providers, We'reSure Insurance Services can offer local hauliers a local service with tailored and competitively priced cover.

**Having an established** client list including a number of our leading haulage companies, We'reSure Insurance Service are entering the New Year on a positive note, with plans to expand further into the transport and logistics sector.

It is a sector that has, in some respects, borne the brunt of the Covid-19 pandemic as it strives to keep the supply chain intact amid lockdowns and other restrictions, while coping with the challenges of Brexit.

"Fortunately, every insurer that we work with has been very facilitating and understanding of the current situation many operators are facing, so we have been able to provide appropriate and / or reduced cover for those operators who, for example, have had to put some vehicles off the road for a time," says Stephen Hughes, who heads up the company along with Derek Quinn and James Johnston, a team with many years of combined experience in the industry.

"There's no point in paying insurance for a vehicle that is not on the road, so in some cases operators have been able to secure a refund of premiums or a payment holiday. Those who have needed help have got that help."

Appreciating the needs of fleet operators has always been one of the company's strengths and going forward it is well placed to help clients cope with whatever the New Year brings.

Comments Commercial Sales Director James Johnston: "Our experience of the haulage industry is extensive; we have very close relationships within the local market. Having a strong client / broker partnership is essential and even more so in these challenging times.

"At We'reSure we are very much focused on providing a service



We'reSure Insurance's Stephen Hughes (left) with James Johnston.

that can be trusted and that is reliable, with policies that are fit for purpose and tailored to a client's particular needs. We treat every single client as an individual; there is no one policy that fits all."

Adds James: "We are dedicated to sourcing the very best competitive insurance packages for hauliers and other commercial business operators, offering cover for everything from a single vehicle up to a large fleet of trucks or vans."

Recognising that local transport operators appreciate dealing with local people, the company clearly prides itself on being approachable, flexible and friendly, taking the time to understand local needs and always focused on helping find the right cover at the best possible price.

Based in County Down, We'reSure also provides insurance and risk management assistance across a wide spectrum of sectors that

include not only haulage and logistics, but construction, retail and office based businesses, with additional solutions that cover employers, public and products liability, and of course, car, household and travel insurance.

## Claims Handling

More often than not, the true worth of an insurance policy is only appreciated when an accident happens and a claim needs to be filed.

No haulier can afford to have a truck off the road unnecessarily because downtime can be potentially costly, more so in these times than ever before – and this is something that We'reSure recognise.

That's why take a professional, proactive and prompt approach to sort out matters with the minimum of delay.

"We will always strive to make

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claims handling a fast, stress free and friendly procedure," says James.

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# DAF CF and XF with Ultimate Package

DAF is introducing the Ultimate Package consisting of a range of features that even further improve the efficiency, safety and comfort of the CF and XF.

**For many years** the DAF CF and XF have consistently set the standard in terms of efficiency and comfort. It is no surprise that the trucks have won many prestigious awards through the years, including 'International Truck of the Year' (CF and XF), 'Fleet Truck of the Year' (XF), 'Green Truck of the Year' (CF) and 'Construction Truck of the Year' (CF).

To ensure excellent vehicle efficiency, one of the primary features of the Ultimate Package is the Battery Energy Management system. It monitors the condition of the batteries, which is crucial in terms of optimal vehicle uptime. Tyre Pressure Monitoring is also included in the package. It constantly monitors the tyre pressure and makes an important contribution to ensuring maximum fuel efficiency. For the same reason, the DAF CF and XF with Ultimate

Package are also equipped with Predictive Cruise Control. This is an intelligent cruise control system that can plan 2 kilometres ahead and allows the driveline to make maximum use of the truck's kinetic energy. It can deliver fuel savings of up to 4%.

To enhance visibility and thus safety, the Ultimate Package also contains LED headlights and LED rear lights that provide a high performance lighting, low energy consumption and last a lifetime.

DAF's cabs are extremely spacious, boast unrivalled ergonomics and offer the driver the best seats and most comfortable bed on the market. And to make the life of the man or woman behind the wheel even more agreeable, the Ultimate Package contains DAF's sophisticated Climate Control. In addition, an extra Accessories Power Supply is also standard.



This 24 volt/40 ampere power supply is mounted in the roof console or locker above the windscreen and is especially designed to power a microwave.

## Ultimate Support

For DAF customers in the UK, the Ultimate Package complements an already high level of support for operators to achieve optimum levels of efficiency and total cost of ownership. All LF, CF and XF models offered for sale in the UK include the DAF Connect online fleet management system as standard.

DAF Connect offers real-time information about truck and driver and is instrumental to increased

vehicle availability, reduced costs and optimised logistical efficiency.

DAF CF and XF models are also offered for sale as standard to UK customers with a DAF MultiSupport Preventative Maintenance contract, which reduces unexpected costs and ensures the truck is always perfectly maintained. The maintenance package takes care of all necessary planned maintenance needs, safety and legal inspections.

For XF models, the package is for three years up to a maximum 480,000 km, and for CF models two years up to a maximum 320,000 km.

# DAF Trucks announces CF Electric for UK market

DAF Trucks has introduced its CF Electric truck for the UK market, with series production to commence from the end of March 2021.

**Following successful in-service** trials with operators in Germany and the Netherlands, the new Battery Electric Vehicle (BEV) offers full-electric, emissions-free operation on 4x2 tractor and 6x2 rigid models in full UK, right-hand-drive specification.

Equipped with the latest generation LFP (Lithium Ferro (iron) Phosphate) battery technology the CF Electric delivers significant operational benefits over its previous battery pack installation, including a single-charge range of up to 220km and an impressive weight reduction of 700kg.

The new battery pack delivers 350kWh (315kWh effective capacity) and is capable of full recharge in 75-minutes when connected to a 250kW charging station. Incorporating a full recharge into a drivers' mandatory break

will likely provide the CF Electric with full-day operational capability on urban distribution work.

The DAF CF Electric made its UK debut at the 2019 CV Show, where a 4x2 tractor unit was exhibited on loan from Dutch operator, Simon Loos. The BEV has gone on to deliver hugely successful trials with, among others, supermarket chains Albert Heijn and Jumbo. Trials of the CF Electric tractor unit elsewhere in the Netherlands, and in Germany, have now confirmed DAF's BEV credentials regarding safety, reliability and productivity.

A number of CF Electric 6x2 rigids fitted with refuse collection bodies have also been operating in the Netherlands, and proving ideally suited to waste collection duties. The 6x2 rigid chassis is, of course, also aimed



squarely at the urban distribution sector.

The DAF CF Electric 6x2 rigid features DAF's 'FAN' axle configuration comprising a steer, drive and lifting rear-steer tag-axle, with DAF's latest Electro-Hydraulic Steering (EHS) system on the rearmost axle to assist manoeuvrability. The CF Electric 4x2 tractor unit at 37-tonnes GCW provides emissions-free solutions for a range of inter-urban truck-and-trailer applications, while the 6x2 rigid is expected to appeal primarily to waste collection and city distribution operations.



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# Thermo King and Envirotainer Ready for Secure Air-Transportation of COVID-19 Vaccine

Recognising the critical need for reliable temperature-controlled airfreight solutions for safe transportation of vaccines and pharmaceuticals, Thermo King and cold chain solutions provider for air transport of pharmaceuticals Envirotainer say they are ready to meet the increasing shipping needs of the healthcare and aviation industries.

In 2005, Envirotainer together with Thermo King developed and produced the first active, heating and cooling air cargo container validated by aviation authorities. This set a new standard in transporting pharmaceutical and other temperature-sensitive products by air.

"When a vaccine is ready, the challenge for the pharmaceutical market will be getting it to the patient as fast as possible by maintaining the integrity of the cold chain," said Francesco Incalza, President Thermo King EMEA. "Our intelligent solutions can help address logistics complexities by maintaining temperature control and tracking the integrity of vaccine shipments at all points along the journey, including during air transport. We are ready to meet the needs for the mass global distribution of the expected temperature-sensitive vaccine."

"Once vaccines become available, we know

they will require temperature-controlled air freight and a global distribution in very large quantities," said Michael Berg, CEO at Envirotainer. "Our long lasting partnership with Thermo King has led us to setting new standards in the industry. We have by far the largest container fleet and network in the industry, and we are ready to support fast and secure delivery of COVID-19 vaccines to the people that need them, wherever they are in the world."

The active containers were designed for the exacting requirements of the pharmaceutical industry. The one pallet RKN e1 container, using Thermo King Air 100 refrigeration system, and larger RAP e2 container, using Thermo King Air 200 refrigeration system, maintain product temperatures in the +2 to +8 Celsius range, controlled room temperature



(+15 to +25 Celsius) range or at any chosen set temperature between  $\pm 0$  and +25 Celsius in nearly any ambient condition.

Unlike passive containers, the active solutions operate on batteries in-flight, and on the ground, through an electrical connection that maintains the air-cargo container's inside temperature while charging the batteries. Since their inception, the Envirotainer active containers have performed hundreds of thousands of real life pharmaceutical shipments.

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## Renault Pro+ Unveils the All-New Renault Kangoo Van

Renault PRO+ has announced the first details of the All-New Renault Kangoo. The latest generation of the light commercial builds on the success of its award-winning predecessor with a bold, completely new exterior, brand new interior and significant advances in infotainment and driver assistance systems.

**The All-New Kangoo** promises to revolutionise its segment by complementing its practicality and versatility with an upmarket feel that is generated through a high level of standard equipment and new materials throughout.

Once again, the range will offer business users a 100 per cent electric version. With its zero-tailpipe-emissions-in-use, the All-New Renault Kangoo Z.E. allows professionals to benefit from a highly usable, environmentally compatible van that meets the challenges of urban mobility.

Instantly distinguishing the All-New Kangoo is a completely redesigned front end with an elegant chrome line between the grille and the

front bumper. The sleeker front end flows into sculpted sides with a more pronounced profile.

A brand-new interior adds to the car-like sophisticated feel of the All-New Kangoo. The centrepiece is a new horizontal dashboard that has a stylish appearance and numerous storage spaces, while new, completely redesigned seats enhance comfort and durability.

Convenience and safety are heightened with the Renault EASY LINK multimedia system and new driving aids, which include the Permanent Rear View digital interior mirror. This new system provides excellent rear visibility where a bulkhead obscures natural rear-view vision.

Other new features will include a host of new Advanced Driver Assistance Systems.

The new generation model will be available in two lengths. It offers a highly useful volume of 3.3m<sup>3</sup> to 3.9m<sup>3</sup> in the standard van and from 4.2 m<sup>3</sup> to 4.9 m<sup>3</sup> in the longer version.

The All-New Kangoo will be produced in Groupe Renault's Maubeuge factory in France.

The Renault Kangoo has helped Renault to be the European leader in vans since 1998 for 21 consecutive years, with over four million sold since 1997.

The Renault Kangoo Z.E. has made a major contribution to the manufacturer's standing as a pioneer and leader in electric LCVs in Europe for the last nine years. Since its introduction in 2011, the Renault Kangoo Z.E. has been the best-selling electric commercial vehicle in Europe with over 50,000 sold to date.

Renault PRO+ vehicles account for nearly one in two electric LCVs sold in Europe and Renault is committed to electrify its entire range of vans by 2022.

Further details of the All-New Renault Kangoo will be released in 2021.

## Steve Bridge Exits Mercedes-Benz Vans UK

**Steve Bridge, Managing Director of Mercedes-Benz Vans UK Ltd, will be leaving the business on 31 January 2021.**

**Steve has been** with the Brand for 20 years, starting with the company in the role of Regional Fleet Sales Manager in May 2000, and quickly progressing to become the National Fleet Sales Manager. Three and a half years later, Steve took on the role of Sales and Marketing Director, effectively responsible for the Mercedes-Benz van business unit in the UK.

In January 2014 he became Managing Director of the Mercedes-Benz Vans brand, responsible for

both Sales and Customer Service in the UK, and in January 2017 Steve headed up the newly-formed Board of Management for Mercedes-Benz Vans UK Ltd as Managing Director, when the Brand became its own legal entity.

Steve has overseen huge growth in that time, taking Mercedes-Benz Vans' sales volume from 25,000 vehicles a year, to 44,000 units last year, as well as introducing new models to the market, including the electric vehicle range, and piloting many international projects for Mercedes-Benz HQ in Germany.

Steve is passionate about supporting those who buy and run Mercedes-Benz vehicles, having previously spent more than 10 years while working at GE Capital and Lex Transfleet as a customer

of the brand. This experience has ensured that Steve's focus is firmly on the customer, which is why he is staying 'within the family', and will be going to head up the newest Mercedes-Benz commercial vehicle dealer as Managing Director of eStar Truck & Van, based in the North West and North Wales.

Commented Steve: "37 years in the CV world makes you realise what a fantastic family we all are. We all work hard to keep the country moving and I'm honoured to have made such great friends who are both customers, suppliers and colleagues over the years. A special thankyou to everyone who has had faith in me over the years."

His successor at Mercedes-Benz Vans UK Ltd will be announced in due course.



Steve Bridge



# FORS helps van drivers stay safe & efficient during busy winter period

FORS is encouraging van drivers to ensure safe and efficient driving is front of mind, as the winter boom in eCommerce makes roads busier.

**Black Friday** at the end of November heralded the start of the busy Christmas retail period, as consumers made the most of online deals, and the trend is continuing as the New Year begins.

This year, with national lockdown restrictions in place across England, and localised restrictions in place across Scotland, Wales and Northern Ireland, online shopping has become more popular than ever. Which in turn means safety and efficiency become the watchwords for the light commercial vehicle sector, with more vans than ever completing urban deliveries.

FORS is a voluntary accreditation scheme which caters for all commercial vehicles, with a robust best practice model offering specific guidance for van operators and van drivers.

Paul Wilkes, FORS Business Services Manager, says, "The ongoing shift to online retail has been amplified by Covid 19 lockdown restrictions, meaning more deliveries, many of which are completed by vans. What is more, SMMT figures show a 13.3 per cent increase in new van registrations in October - the highest October on record



with 28,753 units registered. With the busy winter season, the emphasis on safety for van drivers becomes even more important.

"FORS offers van operators and drivers a clear best practice model. This includes training and online toolkits, starting at the Bronze entry-level and moving progressively through our programme, to ensure van drivers are working as safely and efficiently as possible."

FORS Professional Van Smart eLearning training at FORS Bronze aims to reduce work related road risk and improve

safety, for both van drivers and vulnerable road users.

At FORS Silver Van Smart training includes a classroom-based module, and on-cycle training, encouraging drivers to learn how vulnerable road users view the road. Van Smart training also helps van drivers learn anti-idling techniques and understand the importance of route planning and correct vehicle loading to help lower emissions and the costs associated with additional fuel use.

All Van Smart training is accompanied by the

Van Smart Toolkit, with a driver handbook, and practical guidance that van operators can use to embed best practice across their business. The toolkit helps van operators reduce the likelihood of collisions, by developing driver skills – particularly in road safety and awareness of other road users. It shows operators how they can reduce financial costs of any collisions which do occur – including insurance premiums, insurance excess, injury claims, legal fees, repairs and loss of business.

FORS also provides a one-day Fleet Management Essentials course specifically for car and van operators who may not have had any additional fleet management training. The session covers driver competence and conduct, vehicle and load safety, and internal fleet quality management procedures, and is designed to help fleet managers understand how to raise standards within their fleets.

Paul Wilkes concludes, "During the height of the first national lockdown, delivery drivers were rightly considered key workers. Our reliance on our mobile workforce of van drivers is even more prevalent in this busy winter season – the contribution to the UK economy from the LCV sector is vast.

"We must make sure this fleet of drivers, for whom the roads is their place of work, are supported with the tools they need to ensure their safety and the safety of those who share the roads."

## Used van market predicted to go from strength to strength in 2021

The used van market looks set to continue its record demand and price growth in 2021 as companies buy replacement or additional used vans out of necessity through business growth.

**That's the view** of Shoreham Vehicle Auctions managing director Alex Wright who has seen prices nearly double in some sectors during 2020.

"Used van buyers replace their vehicles out of necessity and SME businesses are growing.

The economy is still turning and big sectors like construction are still trading during lockdown 2.0. "With many sectors such as home delivery continuing to grow even during lockdown, companies and their contracted drivers are looking to buy used vans as delivery delays from manufacturers

on new vans persist," said Wright.

A recent Tuesday Shoreham commercial vehicle sale saw 175 buyers logged online buy 160 used vehicles from around the country. The sale achieved a 98% conversion rate and this trend looks set to continue throughout 2021.



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# ALL-ELECTRIC FORD E-TRANSIT LEADING THE CHARGE

Ford has showcased its E-Transit – an all-electric version of the world's best-selling cargo van – featuring next-level connected vehicle technology and services; the event was streamlined online across the globe.

**Described as a** smart workhorse, the E-Transit features both AC charging and DC fast-charging. The vehicle's 11.3kW on-board charger is capable of delivering a 100 per cent charge in up to 8.2 hours. Charging with up to 115kW using a high-power DC fast-charger, E-Transit can top-up the battery from 15 per cent to 80 per cent in around 34 minutes.

With a usable battery capacity of 67kWh, E-Transit offers an estimated driving range of up to 217 miles on the combined WLTP cycle, providing enough range to meet daily requirements, but with sufficient additional capacity to account for variations in vehicle load and weather conditions.

This makes E-Transit ideal for urban environments, fixed drive routes and deliveries within geofenced zero-emission driving zones, without requiring fleet owners to pay for excess battery capacity they don't need. E-Transit's battery is located underneath the body, providing up to 15.1 cubic metres of cargo space, the same as a rear-wheel drive diesel Transit.

E-Transit for customers in Europe targets up to 1,616kg payload for the van and up to 1,967kg for the chassis cab models. The vehicle's electric motor has a peak output of 198 kW (269 PS) and 430Nm of torque, making it the most powerful motor of any

fully electric cargo van sold in Europe. The rear-wheel drive layout ensures outstanding traction when the vehicle is heavily laden.

## Choice of Options

In Europe, Ford will offer a generous choice of 25 E-Transit configurations, with van, double-cab-in-van and chassis cab body styles, multiple length and roof-height options, and a range of gross vehicle mass options up to 4.25 tonnes, to support a wide variety of customer needs.

The E-Transit, which starts arriving with European customers in early 2022, is part of Ford's more than \$11.5 billion global investment in electrification through 2022.



The all-new, all-electric Mustang Mach-E will be in European dealerships from early next year and the fully electric F 150 starts hitting North American dealers in mid-2022.

In Europe, Ford has been piloting electrified commercial vehicle technology since 2018, working with officials in England, Germany, Spain and Turkey to study how drivers used Transit Custom Plug-In Hybrid vehicles in London, Cologne, Valencia and Ankara. The company has applied those learnings – including on users' vehicle use and charging habits – in developing E-Transit and its services.

E-Transit's drive modes are tailored to its electric powertrain. A special Eco Mode aims to provide up to an 8-10 per cent improvement in energy usage if E-Transit is driven unladen with spirited acceleration or at highway speeds, according to Ford data. Eco Mode limits top speed, regulates acceleration and optimises climate control to help maximise the available driving range.

E-Transit also brings SYNC communications and entertainment technology to commercial vehicles, featuring a standard easy-to-use 12-inch touchscreen, plus enhanced voice recognition and available cloud-enhanced navigation. With SYNC over-the-air updates, E-Transit's software and SYNC technology will benefit from the latest new features and quality enhancements.



**THE VEHICLE'S ELECTRIC MOTOR HAS A PEAK OUTPUT OF 198 KW (269 PS) AND 430NM OF TORQUE, MAKING IT THE MOST POWERFUL MOTOR OF ANY FULLY ELECTRIC CARGO VAN SOLD IN EUROPE.**



### Safety Features

On the road with navigation enabled, fleet operators can benefit from advanced driver assistance technologies including Traffic Sign Recognition and Intelligent Speed Assist, which together identify speed restrictions and allow fleet managers to set vehicle speed limits.

Additionally, E-Transit features an array of available technologies designed to help fleet customers reduce driver-based insurance claims. These include Pre-Collision Assist, Blind Spot

Information System with Lane Change Warning & Aid and a 360-degree camera with Reverse Brake Assist. Along with Intelligent Adaptive Cruise Control, these features can help maintain fleet safety standards and reduce the risk of accidents.

Ford say the E-Transit can reduce service cost of ownership by approximately 40 per cent compared with internal combustion engine-equipped models, as a result of lower maintenance expenses. Ford will also offer a variety of charging solutions to fit fleet and driver needs, whether at home,

at a place of business or on the road.

In Europe, customers will benefit from a best-in-class, one-year, unlimited mileage service offering that sits alongside the eight-year, 100,000 mile warranty package for the battery and high-voltage electric components.

Following the successful city partnerships featuring the Transit Custom Plug-In Hybrid, Ford will be undertaking extensive customer fleet trials with E-Transit in key European markets, starting during 2021.





# DFDS opens direct Ireland – France ferry route

DFDS has launched a new freight ferry route between Rosslare and Dunkerque in northern France which offers lorries and their drivers direct and paperless transport between EU countries.

**The route is** being serviced by three ferries, each with a capacity for up to 125 lorries and their drivers in Covid-19 safe single cabins. There are six weekly departures from each port, either in the afternoon or evening, with a crossing time of 24 hours.

"We are extremely pleased to offer customers in the Republic of Ireland the opportunity to transport their goods directly to or from other EU countries without the customs formalities and possible waiting times that the end of the Brexit transition period will bring about for road haulage passing through the UK," says Peder Gellert, EVP and Head of DFDS' Ferry Division.

Upon arrival in Dunkerque or Rosslare, the drivers will be fully rested and can continue driving



immediately and be able to reach many major destinations within their legal driving limit.

In addition to this, the sea voyage will reduce the dependency on

the UK land bridge and open direct opportunities for trade within EU's single market.

The new line will create jobs and activities in Rosslare and Cork,

where DFDS will be represented by new offices, and in Dunkerque.

In Ireland, the route will be led by Aidan Coffey as Route Director, Darren Mooney as Sales & Customer Service Director and Declan Cleary as Freight Sales Manager Ireland.

"We are extremely grateful for the support we have experienced from the Port of Rosslare and the Port of Dunkerque. Their flexibility, professionalism and our excellent cooperation has enabled us to be ready with this service before the end of the transition period at the end of the year. We are confident that this service will benefit customers on both sides of the route," says Kell Robdrup, SVP and Head of DFDS' North Sea freight services.

## Belfast Harbour Backs Lagan Search & Rescue in New 5-Year Partnership

Belfast Harbour has reaffirmed its commitment to marine safety by extending its support of Lagan Search & Rescue for a further 5-year period and by becoming patron for this essential service charity.

**Belfast Harbour will** contribute £100,000 over the next five years to support Lagan Search & Rescue's vital work, in addition to providing operational facilities and berthing arrangements for its lifeboats.

Lagan Search & Rescue provides a dedicated search, rescue and recovery service tasked by the Maritime and Coastguard Agency, to ensure the safety and well-being of members of the public who are users of the River Lagan and its immediate environment.

Working in partnership with statutory agencies and emergency services, this volunteer organisation delivers a 24/7 emergency response to the River Lagan, extending into Belfast Lough and conducts land and water safety patrols at key times.

Lagan Search & Rescue, with the assistance from Belfast Harbour and the Department for Transport's Inshore / Inland Rescue Boat Grant Fund, recently acquired a new 8 metre lifeboat which has the capability and equipment needed to respond to any emergency on the



Lagan Search & Rescue crew members Ronnie Ogilby and Noel Keenan are pictured with Belfast Harbour Chairman David Dobbin, marking the start of the new 5 year partnership and Patronage agreement, on board LSAR's new vessel.

water. The lifeboat is now fully operational.

David Dobbin, Chairman of Belfast Harbour and new Patron of Lagan Search & Rescue, said: "Belfast Harbour and the Belfast Harbour Police have worked closely with Lagan Search & Rescue for some time and we are delighted to extend our partnership with them and to support their vital work.

"The safety of everyone visiting, working and living in the Belfast Harbour waterfront area is paramount for us. As we work towards our goals of creating an iconic waterfront for the city and making Belfast very much a Port for everyone, we rely on the valuable work of essential services such as Lagan Search & Rescue that do so much to help keep people safe."

Andrew Hirst from Lagan Search & Rescue said: "This is a hugely significant partnership for Lagan Search & Rescue and one that will ensure our continued service to the community and the large number of people using and visiting the Belfast Harbour waterfront area.

"The facilities provided by Belfast Harbour will both improve our response times and help extend the lifetime of our equipment, for example the new dry mooring facility enables a swifter launch time whilst preserving the service life of the vessel. The new accommodation that is being provided will also help deliver a more efficient service."



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# P&O FERRIES: BUILDING RESILIENCE



In spite of the COVID-19 pandemic, P&O Ferries have continued to provide efficient, safe, and comfortable journeys for drivers. We recently sat down with a spokesperson for P&O Ferries to discuss the company's operations in the Irish Seas.

**First, we asked if they had seen their operations impacted by the ongoing pandemic, and what had been done in response.**

Following the COVID-19 outbreak there was a significant shift in the market due to quite a

sharp acceleration in the number of bookings for unaccompanied freight. As a result, we had to move quickly to adapt our services in order to facilitate changing customer demands.

Good examples of this are the investments we made into our Irish Sea operations across our Dublin to Liverpool route,

and Larne to Cairnryan route. We remain committed to ensuring the best possible service on these routes.

In parallel, we have continued to do everything we can to minimise the risks of COVID-19 for our staff and drivers onboard our ships by introducing clear social distancing measures and intensive cleaning protocols.

We are also working closely with Public Health England and maritime experts at the World Health Organisation (WHO) to ensure we follow best practice on COVID-19 across our operations.





**You mentioned your continued commitment and investment to the Dublin to Liverpool route. What does this look like in practice for your customers?**

We introduced a fourth ship to deliver against the growing and changing customer needs on the route. With a fourth ship, we can offer customers an additional sailing leaving Liverpool at 16:00 Monday to Friday, and Dublin at 03:00 Tuesday to Saturday.

The ship can carry up to six freight drivers on each sailing, accepts a variety of freight units, and can accommodate goods including plug-ins, out of gauge, and those classed as hazardous.

**How have your customers responded?**

There was a clear demand for more capacity on the route and our customers have welcomed the increase in voyages. We have also been very encouraged by our recent NPS commentary in which our customers highlighted our high level of customer service as a key differentiator in the market.

**Safety is obviously top of mind at the moment, how do you continue to ensure driver safety onboard your ships?**

On our overnight services we have introduced



a single cabin occupancy which means that every driver is now guaranteed a cabin that they will not be sharing with anyone else. This has allowed them to take their legal rest in privacy whilst keeping them at a safe distance from anyone else.

In addition to this, we have implemented intensive cleaning protocols, and established a new takeaway food service which has contributed to drivers limiting their contact with other people where possible as they no longer need to stop and purchase food en-route.

**It's fair to say that the need for businesses to be future ready has been thrown into sharp relief over these last six months. How are you planning for the new normal post COVID-19?**

We are acutely aware of our role in ensuring the smooth movement of some of the UK's most vital imports through our Irish sea operations. We remain committed to keeping people and goods moving between the UK, Ireland, and continental Europe.





# STENA LINE CHARTS & CELEBRATES 25 YEARS OF SUCCESS IN BELFAST

Stena Line has celebrated the 25th anniversary of the relocation of its ferry services to Belfast from Larne in 1995. During this time, it has achieved a number of key milestones including transporting in excess of 33 million passengers, 7 million cars and almost 7 million freight units.



Joe O'Neill, Chief Executive of Belfast Harbour (left) with Paul Grant, Stena Line Trade Director (Irish Sea).

**When Stena Line** established its Belfast operation on 12th November 1995, it operated just three ferries to one port in Scotland. Today, that service has significantly expanded to include seven vessels operating year-round services to Cairnryan, Birkenhead (Liverpool) and Heysham with a mix of freight and leisure traffic.

Throughout the 25 years, the company has invested significantly in its Belfast operations and now the Belfast Harbour hub is Stena Line's largest port operation outside its home port of Gothenburg, Sweden. Stena Line's Belfast operation has now transported enough vehicles that, if laid end to end, would circle the globe three times.

Paul Grant, Stena Line Trade Director (Irish Sea) said: "The last 25 years have been quite a journey for us. Each year we have managed to grow and develop our business which vindicates our initial decision to move our ferry operations to Belfast all those years ago. I have had the privilege to be with the company for all of those years and witness the many transformations that have helped to create the successful business model we have established today."

## Milestones & Landmarks

"While there have been numerous milestones along the way a few standout moments for me include the introduction of the HSS Stena Voyager in 1996, the most advanced ferry in the world at that time; the opening of our new Belfast VT4 Terminal in 2008; the opening of our new purpose built Loch Ryan Port (Cairnryan) with the accompanying introduction of the state of the art Superfast VII and VIII vessels in 2011 and most recently (March 2020), the introduction of our new

build Stena Edda onto our Belfast-Liverpool service with sister ship Stena Embla due to be introduced onto the same route early next year."

Paul Grant added: "No amount of planning could have foretold the devastating impact of the Covid 19 pandemic but I am proud of the key role that Stena Line and my colleagues have played in helping to keep vital food and medical supply lines to Belfast, and Northern Ireland open throughout this crisis. We have worked hard to keep our guests and colleagues safe throughout this challenging time and are confident that the ferry industry will be one of the first sectors of the tourism industry to see a return to pre-Covid trading, when it is deemed safe to do so. As for the next 25 years, we have set a firm course on becoming the most sustainable global ferry operator, and I'm confident we have the vision and talent to achieve this ambition."

## Partnership & Growth

Joe O'Neill, Chief Executive of Belfast Harbour, said: "Stena Line has been a hugely important part of Belfast Harbour's story for the last 25 years. This special anniversary is an opportunity to celebrate the milestone achievements that have taken place since the arrival of Stena Line's first vessel in Belfast in 1995. Our close working partnership has been evident since day one and Belfast Harbour's programme of significant investment in port facilities during the period has helped to facilitate Stena Line's remarkable growth story in Belfast.

"Our ongoing investment programme is instrumental in progressing our ambition to be the World's Best Regional Port and to achieve that ambition we need great partners. We have one in Stena Line. From the first

development of Ballast Quay in 1995 which brought Stena Line to the city, both companies have consistently invested for growth.

"As Stena Line has heavily invested in new ships since its arrival in Belfast similarly, we have significantly invested in the requisite port facilities. In 2008 we invested £38m in Victoria Terminal 4 from where the Belfast to Cairnryan service operates today. Most recently, in the last two years we have invested over £20m in facilities at Victoria Terminals 1 and 2 including providing a new ramp to accommodate Stena Line's next generation vessels, the Stena Edda and the soon to arrive Stena Embla for the Belfast to Birkenhead route.

"We are extremely proud of the quality of offering that Stena Line and Belfast Harbour have created over the past 25 years. Today we are one of the largest hubs in Stena Line's European network and as we celebrate the strong foundations laid by Stena Line's first 25 years in the city, we look forward to the next chapter of continued partnership working."

## To the Future...

Stena Line's newest addition to its Irish Sea fleet, Stena Embla, has successfully completed a comprehensive range of sea trials in advance of going into service on the Belfast-Liverpool route in early 2021. At 215 metres in length with a freight capacity of 3 100 lane meters, Stena Embla will join sister ship Stena Edda providing a combined increase in freight tonnage on the Belfast to Liverpool route of 20 per cent, and each ship also has the space to carry 120 cars and 1,000 passengers.

## Notable Landmarks

**1995:** Stena Sealink Line moves operations in Northern Ireland from the Port of Larne to a purpose-built terminal at Albert Quay in Belfast. The "Sealink" name disappears with all UK operations being rebranded as Stena Line.

**1996:** The second HSS craft Stena Voyager sets sail on the Stranraer to Belfast route; the crossing time was 1 hour 45 minutes compared to 3hrs 30mins for a conventional ferry on the Stranraer – Larne route.

**2008:** A brand-new Stena Line terminal further down Belfast Lough opens in Belfast Victoria Terminal 4.

**2011:** Stena Line acquires DFDS routes Belfast – Liverpool and Belfast – Heysham. Its new terminal at Loch Ryan Port officially opens.

**2016:** Stena Line signs a contract for delivery of 4 new RoPax ferries for delivery in 2019, 2020 and 2021.

**2017:** Stena Line acquires the Superfast VII & VIII vessels from AS Tallink Grupp as part of a multi-million-pound investment in the Belfast – Cairnryan route.

**2020:** Stena Line's newest ferry Stena Estrid starts service on the Irish Sea. Stena Edda also enters service and charts the Seatruck Panorama to boost its freight capacity on Belfast-Heysham crossing.

**2021:** Stena Embla to enter service – and so, the journey continues....



# Stena Line Also Marks 25 years of Dublin-Holyhead service

Stena Line is also celebrating the 25th anniversary of its ferry operations between Dublin Port and Holyhead – a quarter of a century that has seen the ferry company carry in excess of 12 million passengers, almost 3 million cars and 3.5 million freight units on the route.



**Then trading as** Stena Sealink, the first vessel to sail on the new service in 1995 was the Stena Traveller. Today on the route, Stena Line operates the Stena Adventurer and the recently-built Stena Estrid, the first of three 'next generation' ferries commissioned for the Irish Sea, accommodating a mix of freight and leisure traffic.

Over the last 25 years, Stena Line has invested significantly in the Dublin to Holyhead route as volumes have increased significantly both in freight and leisure travel numbers.

In fact, if all vehicles that have travelled with Stena Line to and from Dublin Port were laid end to end, they would

circle the entire globe.

"The establishment of our Dublin Port-Holyhead operation 25 years ago today has been something of a game changer for us on the Irish Sea," said Paul Grant, Stena Line Trade Director (Irish Sea).

"Holyhead has been a strategically important commercial gateway between Britain and Ireland for well over a century. Back in 1995 it was clear that Dublin Port was able to offer Stena Line the future expansion opportunities we required to help develop our business potential in the region, and that vision has now been rewarded.

"Today the service is one of Stena Line's best performing Irish Sea routes which is why it was

chosen to receive the first of the company's three new build ferries, Stena Estrid, in January of this year. At 215 metres in length with a freight capacity of 3 100 lane meters, Stena Estrid also has the space to carry 120 cars and 1,000 passengers," he added.

"However, no amount of foresight or planning could have factored in the devastating impact of the Covid 19 pandemic, but I am proud of the key role that Stena Line and my colleagues have played in helping to keep vital food and medical supply lines operational between Ireland and Britain throughout this crisis. We have worked hard to keep our guests and colleagues safe throughout this challenging time and are confident that the

ferry industry will be one of the first sectors of the tourism sector to see a return to pre-Covid trading, when it is deemed safe to do so.

"As we move into 2021, Brexit will also provide a challenge for our business as it will for many others. We have been engaging constructively with authorities on both sides of the Irish Sea to ensure the free flow of goods through our ports and are assisting our freight customers as much as we can in their regulatory preparations for Brexit.

"As for the next 25 years, we have set a firm course on becoming the most sustainable global ferry operator, and I'm confident we have the vision and talent to achieve this ambition."

## Stena Embla is due to start sailing between Britain and Ireland

Stena Line has officially taken ownership of its newest ferry, Stena Embla, following a handover ceremony in Weihai, China.

**The vessel is** the third of five new next-generation E-Flexer RoPax vessels that are being constructed at the CMI Jinling Weihai Shipyard, as part of an extensive modernisation of the company's fleet. It is last of three new vessels due for the Irish Sea, which marks the end of a 7-year development programme totalling a £400m investment in new ferries and port infrastructure in the region

The vessel will now embark on a six-week journey to the UK and Ireland, where it will begin service in January 2021, joining its sister vessels, the other two new E-Flexer ferries built in Weihai, Stena Estrid and Stena Embla, which started in operation in earlier this year.

Due to the pandemic the handover was a lower

key affair than previous vessels with Stena Embla's Senior Master Neil Whittaker, and his team, taking delivery in China. While Stena Line's CEO Niclas Mårtensson joined remotely from the firm's headquarters in Gothenburg, Sweden.

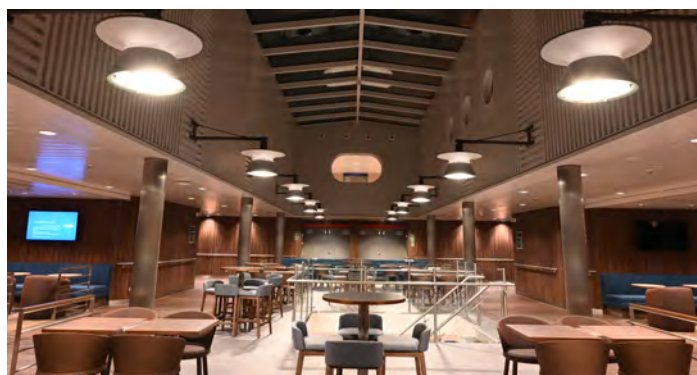
"Today marks the end of 7 years hard work," said the company's COO Peter Arvidsson, "so we are delighted to take ownership of the third new ship on schedule. With the new crew in place they can start the long journey to the Irish Sea, where Stena Embla will begin serving customers in the UK and Ireland."

Niclas Mårtensson said the delivery of Stena Embla marks the end of a very difficult year for the firm: "Taking ownership of Stena Embla is a major milestone for Stena Line, as we look forward to better times ahead" said

Mr Mårtensson. "While delivery of the vessel marks the end of a very tough period for us, it also marks the completion of a very significant investment in our Irish Sea operations. It reflects our strong support for the region that will see three of the world's most modern ferries operating between Britain and Ireland. We recently celebrated the 25th anniversary of the relocation of our Northern Ireland operations to Belfast and 25 years since we commenced the Holyhead to Dublin route. Our three new ferries in the region is a sign of our strong commitment to another 25 years on the Irish Sea" he added.

The new Stena Line E-Flexer ships are amongst the most advanced and fuel-efficient vessels in operation and are much larger than today's standard RoPax vessels (\*details below). At 215 metres in length, Stena Embla will provide freight capacity of 3,100 lane metres, meaning a 40% increase in freight tonnage, and the space to carry 120 cars and 1,000 passengers and crew.

The remaining two E-Flexer vessels under construction in China are even larger versions with a total length of 240 metres. The destination of the as-yet-un-named ferries has not yet been revealed.







# TYRES & TYRE MANAGEMENT - CRITICAL ELEMENTS OF EVERY COMMERCIAL VEHICLE

It probably goes without saying that tyres are a safety critical element of every truck, van and car on the road. For this reason, they are also one of the most highly regulated vehicle components.

**While tyre manufacturers** exercise great care in producing safe, reliable and compliant products, the vehicle operator is responsible for the tyre's in-service condition.

As every fleet operator is well aware, tyre performance can be heavily compromised by poor maintenance and under-inflation, which is why tyre condition should be regularly checked; leaving it for the annual MOT test is far too long and the test does not check for correct inflation.

Tyre Pressure Monitoring Systems can provide useful warning of pressure loss but they can't check for damage, nor can they re-inflate your tyres.

Tyres with the lowest rolling resistance may cost more than those that just meet the minimum standard. But the extra cost is soon recovered in improved fuel economy. After that it's savings all the way and the CO<sub>2</sub> savings start from day one.

All tyres, of course, are not all equal, so make sure you specify replacement tyres with the same performance as the original equipment in order to maintain the performance of your vehicle. Buying better tyres is like having



an insurance policy that pays for itself. It's good to have that shorter stopping distance even though you hope you'll never need it. And the fuel savings pay for it.

## Older Tyres

In July past the government announced that tyres aged 10 years and older will soon be banned from lorries, buses and coaches on roads in England, Scotland and Wales; it is not clear yet if that legislation will extend to Northern Ireland, but it is worth keeping in mind.

The ban follows an extensive investigation, including research commissioned by the Department

for Transport, which indicates ageing tyres suffer corrosion which could cause them to fail. The move will make it illegal to fit tyres aged 10 years or older to the front wheels of lorries, buses and coaches, and all wheels of minibuses.

Secondary legislation is also being drawn up to apply to re-treaded tyres – with the date of re-treading to be marked – making the age of the tyre clearly visible.

All of which makes it imperative that truck and van fleets have tyres that are fit for purpose and are inspected and, if needs be,

replaced on a regular basis. You know it makes sense, both from a safety and financial perspective!

## Winter Tyres

Another consideration should be given to tyres that are fit for our winter roads, so it is good for long distance hauliers in particular to review the latest European regulations regarding what tyres should and should not be used.

Over the next few pages, Export & Freight takes a closer look at that subject, and at what is new and what is currently available in the commercial vehicle tyre market...



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# COOL RUNNING FROM MICHELIN TYRES



Michelin Customer Engineering Support Manager, Rob Blurton, says the latest generations of Michelin truck tyres are now increasingly Three Peak Mountain Snowflake (3PMSF) rated, which gives operators an assurance of excellent grip and traction in winter conditions.

**"3PMSF is awarded** following tests in defined snowy conditions, which demonstrates a tyre has passed the 'snow grip index' requirements – standards not necessarily met by tyres simply labelled M+S (Mud and Snow)," he says.

Michelin advises UK and Irish fleets that unless there's going to be snow on the ground for a prolonged period – or a vehicle is heading to parts of the continent where winter tyres are mandatory – there should be no reason to buy dedicated winter fitments for trucks and trailers.

Blurton explains: "We've fitted a few sets of winter tyres in the past, mostly onto gritter trucks and milk collection vehicles, but there's a trade off in mileage performance during the rest of the year."

One such gritter fleet running Michelin XDW Ice Grip tyres is based in the Scottish Borders, where the customer wanted its fleet to be as resilient to extreme weather events as possible, and favoured the winter tyre's ability to deliver excellent grip and traction on ice and snow-covered roads thanks to a special shoulder design and deep tread featuring more than 2,000 three-dimensional sipes.

"In the Nordics, operators tend to swap between regional and winter tyres in October and again in April, but most fleets don't have that mindset in the UK. We have designed the latest generations of our products – tyres like the X Multi, X Multi Energy and X Multi HDranges – to suit the typical year-round conditions we face."

Michelin points to a now famous YouTube video of an Arriva bus tackling North Yorkshire's [Saltburn Bank](#) in snow and ice, whilst navigating around a sea of cars which had become stuck. With more than 12 million views, the driver's remarkable traction was down to his 3PMSF-rated Michelin tyres.

## Technology in action

Key to the performance of Michelin's latest generations of tyres is the level of technology engineered into them as standard. Take the 315/70 R22.5 X Multi Z (multi-position) as an example. One of the brand's most popular fitments, it is designed for all road types encountered in regional and national haulage operations and allows a reduction in original tread depth without negatively affecting mileage performance.

Using Michelin's exclusive Regenion technology, it enables the moulding of self-regenerating tread blocks which include hidden grooves



that appear as the tread wears. These hidden grooves ensure that grip, traction and safety are at an optimum level across a wide range of weather conditions throughout the life of the tyre – from the first mile to the last.

Regenion also improves the life of the tyre as the tread pattern is more closed and rigid, which has the effect of optimising the contact patch with the road surface and slowing the wear rate even further, increasing mileage potential. Plus, it offers impressive grip throughout its life and in all conditions.

The matching 315/70 R22.5 X MultiD drive fitment is also perfect for coping with local winters, benefiting from the same Regenion technology to reveal hidden grooves that appear as the tread wears. It also makes use of small tubular Tower Pump sipes included in the tread blocks to help evacuate water using a pumping action, improving grip in the wet.

## Delivering in all weathers

With demand for online shopping and home deliveries booming – there's a growing expectation from customers that van fleets must be operational all-year-round, regardless of the weather.

That's where Michelin Agilis CrossClimate tyres come in; launched in 2018, they

benefit from a rugged tread pattern which is manufactured with special rubber compounds that promote flexibility in cold temperatures. They also feature added sidewall and shoulder protection for improved robustness in service.

Rigorous tests show mobility isn't at all compromised in wintry conditions with these tyres – and being 3PMSF certified means they are ideal for use on snowy roads, as well as performing well on muddy and grassy surfaces.

Indeed, they boast all the advantages of a summer tyre in wet braking, dry braking, longevity and fuel efficiency, plus the advantages of a winter tyre in traction and braking for customers driving in cold or occasionally snowy conditions. As a result, they are quickly becoming the tyre of choice for blue light fleets, utilities companies and home delivery firms.

## Pressures matter

Whether you operate a fleet of vans, trucks or trailers, and regardless of brand preference or the types of tyres you fit, Blurton points out that maintaining accurate tyre pressures is paramount, in all conditions.

"If tyres aren't inflated and maintained to the correct pressures, there will be a significant trade off in tyre performance," he warns.



# MOBILITY IN ALL WEATHER CONDITIONS



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**MICHELIN**





Jan-Maarten de Vries.



Michiel Wesseling.



Thomas Schmidt.

## New appointments to lead Bridgestone Mobility Solutions business unit

Bridgestone has appointed Jan-Maarten de Vries and Michiel Wesseling as CEO and COO of its Bridgestone Mobility Solutions (BMS) business unit. It is after Thomas Schmidt, the co-founder of WEBFLEET, left Bridgestone and his role as CEO and Managing Director of the BMS business unit at the end of 2020.

**Schmidt led Webfleet** Solutions – formerly known as TomTom Telematics – to become Europe's leading telematics business. In early 2019, the business was acquired by Bridgestone as a major milestone on its journey to become a leader in sustainable mobility.

In the time since then, Schmidt has been instrumental in the successful integration of the two businesses and the creation and leadership of BMS, which is now responsible for Bridgestone's growing digital mobility solutions business.

Schmidt has left Bridgestone to pursue a new venture: sharing his experience and inspiration with young entrepreneurs and start-ups. In his place, Jan-Maarten de Vries, who joined

Bridgestone in July as VP Data Solutions & Innovations, one of the four business lines within BMS, will become CEO of the business unit. Before joining Bridgestone, De Vries worked in global strategic and marketing leadership roles with WABCO, TomTom and Philips.

Joining De Vries is Michiel Wesseling, who will become BMS's Chief Operating Officer – a newly-created role responsible for the operational aspects of the business including its supporting functions. Wesseling has spent the last 11 years of his career at Webfleet Solutions, of which more than eight were spent as VP Finance & Operations.

By appointing a strong team of complementary leaders to replace Thomas Schmidt, the company ensures business continuity as well as the

reinforcement of the current strategy and the accelerated introduction of new concepts..

Comments Bridgestone EMIA CEO Laurent Dartoux: "Thomas has had an incredible impact on not only Webfleet Solutions or Bridgestone, but mobility in general throughout his long career in our industry. He is a true pioneer, whose energy, network and expertise are unrivalled. He will be missed, but I know he will be of huge benefit to the young entrepreneurs out there.

"Jan-Maarten and Michiel are two experienced and driven leaders who represent a new era for Bridgestone Mobility Solutions in a very important time for digital mobility. Our pipeline of in-house talent has once again been put to excellent use."

## Kerr's Tyres Group acquires Roundabout Tyre & Battery Service

Northern Ireland tyre management specialists Kerr's Tyres & Auto has acquired Belfast based Roundabout Tyre & Battery Service for an undisclosed sum.



**Roundabout Tyre & Battery** Service have been operating from Belfast's outer ring for 31 years.

Kerr's Tyres Group believes the acquisition will strengthen its national coverage. Kerr's have retained the current staff and are recruiting further so customer service can be maintained and further services introduced.

Kerr's Commercial Director

James McKee said: "Despite the ongoing concerns over Covid 19 and impending changes to the market with Brexit there were a number of compelling reasons to complete this transaction.

It not only strengthens the Kerr's footprint across NI, it broadens our service offering, helping to diversify the business and build on its success achieved to date. The sector offers opportunities for consolidation and we will be looking carefully at how we can continue to grow Kerr's Tyres Group."

Roundabout Tyre & Battery Service has been rebranded as Roundabout Tyres & Auto and will now offer the 24/7 365 UK & Ireland coverage offered by Kerr's Tyres Group.



# Michelin Truck Tyres Set New Fuel Efficiency Record

Michelin has announced that tyres from its X Line Energy range, fitted to two Volvo trucks, have set new fuel efficiency records following demanding road tests.

**Earlier this month** the next generation 4x2 Volvo FM 420, operating with a tri-axle trailer at 40-tonnes, averaged 10.31mpg around a 760km road test route. This followed less than 12 months after a 6x2 Volvo FH 460 with I-Save set a new record of 9.49mpg at 44-tonnes.

Both tractor units were specified with Globetrotter sleeper cabs and tyres from Michelin's most fuel-efficient range. The

FM rode on 355/50 R22.5 X Line Energy Z (steer) and 295/60 R22.5 X Line Energy D (drive) tyres, whilst the FH with I-Save was equipped with 385/55 R22.5 X Line Energy F (steer & mid axle) and 315/70 R22.5 X Line Energy D (drive) tyres.

The test took place using a standard tri-axle curtainside trailer, over a set route in the UK covering 494km of motorway, with 121km of severe gradients and

145km of trunk roads. Commenting, Martin Tomlinson, Head of Media, Truck Demonstration & Driver Development at Volvo Trucks UK & Ireland, says: "In the minds of most customers, fuel is everything.

"Michelin X Line Energy tyres have become my default choice for our long-haul demo fleet as they help us to drive further on less fuel. Plus they match this with impressive safety, handling and durability."



## Safe Winter Driving: European Winter Tyre Regulations 2020/2021 from Continental

To help fleet operators understand the latest regulatory requirements in individual countries, Continental is once again releasing an overview of the European regulations regarding winter equipment for trucks and buses.

**In the coming** winter season 2020/2021, tyres marked with the three-peak mountain snowflake (3PMSF) will be mandatory in selected European countries.

In line with these regulatory requirements, all Continental steer and drive axle tyres for truck and bus, the 17.5, 19.5 and 22.5 inch sizes are available with 3PMSF-

certified variants. Continental offers one of the broadest truck and bus winter tyre portfolios in the industry.

For driving safely with optimal traction, even on damp or icy roads, Continental recommends fitting trucks and buses with winter tyres on steer and drive axles for the cold winter season.

Identified by the snowflake

symbol on the tyre sidewall, the dedicated winter tyre portfolio by Continental easily outperforms M+S tyres and also significantly exceeds the requirements of the Alpine symbol certification. For winter tyres to be labelled with the 3PMSF symbol, they have to pass a standard practical test defined in UN regulation 117 and exhibit suitability for winter

use on snowy roads in a braking and traction comparison test.

Tyres marked with M+S (Mud + Snow) provide a tread pattern or structure that is designed to deliver performance that exceeds that of a standard tyre in snowy conditions. The M+S label is not subject to a defined test procedure.

The details of European Winter Tyre Regulations 2020/2021 can be found at [www.continental-tyres.co.uk/truck/knowhow/european-breakdown-regulations](http://www.continental-tyres.co.uk/truck/knowhow/european-breakdown-regulations)





## Fined On Series of Tachograph Related Charges

A County Antrim Operator has been convicted at Lisburn Magistrates' Court and fined a total of £1,500 plus a £15 offender levy on tachograph related charges.

**The conviction arose** when DVA Enforcement Officers stopped a Mercedes 2 axle rigid body goods vehicle in the Lisburn area and directed the driver to take the vehicle to the Department's Weighbridge at Sprucefield.

A number of tachograph offences were identified including employer failing to use recording equipment on three occasions, recording equipment not calibrated and failure to download data from a driver card. The operator was cautioned and interviewed.

When the operator was asked about the company causing or permitting the failure of the driver and other drivers to use a driver card in the recording equipment he replied, "we were depending on the contractor to flag up this up to us but he failed to do so."

## Tyrone Operator Fined £800

A County Tyrone Operator was convicted at Belfast Magistrates' Court and fined a total of £800 plus a £15 offender levy.

**The conviction arose** when DVA Enforcement Officers directed a 3 axle Scania articulated lorry in combination with a 3 axle trailer to the Department's Weighbridge at Garmoye Street, Belfast for the purposes of an examination.

During the analysis of the driver's digital card and the tachograph data a number of offences were identified including failure to download relevant data from a driver card and failure to download relevant data from a tachograph. The operator was cautioned and interviewed.

## Failed to Insert Tachograph Driver Card

A County Down Operator has been fined a total of £500 plus a £15 offender levy at Lisburn Magistrates' Court.

**The conviction arose** when DVA Enforcement Officers stopped a 3 axle MAN articulated lorry in combination with a 3 axle trailer in the Lisburn area for the purposes of an inspection.

During an examination of the vehicle's tachograph data it was noted that the vehicle had been driven on 4 occasions with no drivers card inserted, also an offence of failure to download relevant data from a drive card was also noted. The operator was cautioned and interviewed.

## Fined After Failing to Download Tachograph Data

A County Down Operator has been convicted at Belfast Magistrates' Court and fined a total of £500 plus £15 offender levy on tachograph charges.

**It happened after** DVA Enforcement Officers stopped a 3 axle Volvo articulated lorry in combination with a trailer in the Belfast area for the purposes of an examination.

During an examination of vehicle's tachograph data it was identified that the tachograph data had never been downloaded in accordance with the 90 day EU requirement. The operator was cautioned and interviewed.

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# Driver CPC moves up a gear with new RTITB online training materials and playlists

RTITB has launched a new online Driver CPC Periodic training portal featuring new topics and refreshed course content, all of which can be built into customisable training playlists. Though designed to support members of the RTITB Master Driver CPC Consortium, a free 30-day demo is currently available for instructors, employers and training providers.

**"We have developed** a completely new portal to provide the best user experience for Instructors who need fast and flexible access to training material on a daily basis," says Laura Nelson, Managing Director for RTITB, the UK's leading workplace transport training accrediting body. "As many organisations are experiencing disruption around driver training and assessment at the moment, we have also added a variety of new and up-to-date topics and materials."

With the second year of the current Driver CPC Periodic training cycle having begun in September for many drivers, the brand-new RTITB system and materials ensure trainers can easily create training programmes that help drivers, and employers, get the most out of Driver CPC training hours.

## Course Categories

The courses are split into four simple categories: The Driver, The Vehicle, The Road and The Rules. Modules are simple to find, with each comprising of an introduction, four relevant 45-minute topics and a conclusion.

The wide range of informative courses allow instructors, employers and training providers to prepare for the future with 'The Future of Logistics' topic, ensure they excel when liaising with customers with the 'Delivering Excellent Customer Service' topic and highlight vital awareness of mental health through the 'Mental Health in the Workplace' topic, to name a few.

"Our new portal makes it easy to build JAUP approved tailored courses for different groups of drivers or to suit specific business needs, helping to maintain course quality while saving a lot of time," says Laura, explaining that Instructors can select from different delivery methods, from presentations to discussions, case studies to



workshops, true or false quizzes to video discussions, and more.

Instructors can quickly navigate the portal to create a bespoke learning playlist that meets their operation's demands and works around their driver's working schedules. With the system, users can choose to either build and save playlists or download all the material they need to use offline later.

## Free Trials

Although the portal is already available to members of the RTITB Master Driver CPC Consortium, the largest in the UK, free trials are currently available so that instructors, employers and training providers can see how easy it is to customise Driver CPC courses that really make a difference. The demo version of the portal will give users 30 days full access to the full Driver CPC materials and course building functionality, but without permissions to download content.

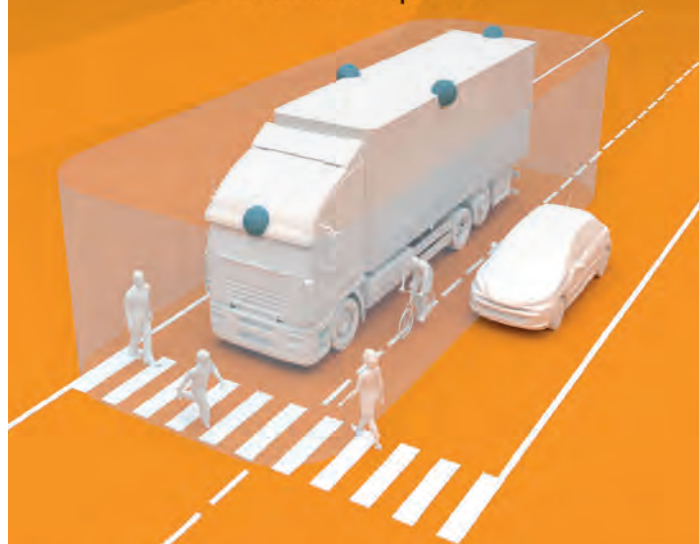
"Our new portal is more engaging, more flexible, and more modern than anything we have seen in this sector, as well as being fully up to date to reflect changes in our industry and legislation," says Laura. "Our aim is to help keep drivers engaged with the very best training materials as we know they play such an important part in keeping the vital logistics and transport sectors moving."

To get started with RTITB Driver CPC Periodic Training portal trial, visit [www.rtitb.com/dcpdemo](http://www.rtitb.com/dcpdemo)

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# Volvo FH with I-SAVE Now Even More Fuel Efficient

The new generation Volvo FH with I-Save is being hailed as being even more fuel-efficient than the existing model, after Volvo Trucks unlocked additional savings as part of the new package.

**Testing has shown** the truck will deliver a 10 per cent saving versus a standard Volvo FH equipped with a 13-litre Euro-6 Step D engine, which is three per cent more than the current Volvo FH with I-Save, which was introduced in 2019.

"Cutting fuel consumption and, as a result, reducing CO2 emissions is crucial for all transport companies, especially those with long haul operations. With the new Volvo FH with I-Save, we give hauliers even greater opportunities to reduce their operating costs and environmental impact," says Jessica Sandström, Senior Vice President Product Management at Volvo Trucks.

The new Volvo FH with I-Save is part of Volvo Trucks' next generation European product range unveiled earlier in 2020. I-Save includes many fuel-saving solutions, of which the most important is the Volvo D13TC engine – a 13-litre turbo compound engine, launched at the start of 2019, which is the company's most fuel-efficient engine to date.

With the launch of the first-generation Volvo FH with I-Save last year, Volvo Trucks proved this



solution could slash fuel bills – diesel and AdBlue – by up to seven per cent compared to a truck without I-Save equipped with Volvo's conventional 13-litre engine. This figure has been confirmed by independent tests as well as direct customer experience.

Jessica adds: "The combination of low fuel

consumption, low noise levels and good driveability has garnered a very positive response. Many hauliers see the Volvo FH with I-Save as a tool to help reduce their carbon footprint. Plus, even greater savings can be achieved in practice, since most customers who buy the new Volvo FH with I-Save will switch from older trucks with higher fuel consumption."

To unlock the additional savings with the new-generation model, Volvo Trucks' product developers have made crucial software updates based on detailed user data analysis. The balance between fuel consumption and driveability has also been refined and optimised, leading to a further reduction in fuel consumption when driving in Eco mode.

In addition to an upgrade of I-Save, the new Volvo FH has a more aerodynamic design. To save even more fuel, I-Save now has a new function that enables the truck to detect when it's efficient for the engine to rev up slightly and then freewheel, even on roads that look flat to the human eye.

The new Volvo FH with I-Save represents a major step forward in terms of fuel economy; plus its optimised torque within a wide rev range results in smooth driving and delivers the power needed to maintain a high and constant average speed, even in challenging topography.

"We are making it easier and more comfortable to drive fuel efficiently, even on hilly roads. The new Volvo FH's top-class driver environment also helps drivers perform optimally throughout their entire work shift," Jessica concludes.

## ITT Hub announces new summer dates

ITT Hub has announced new dates of 30th June - 1st July 2021 at Farnborough International Exhibition and Conference Centre following government guidelines stating that no large-scale live events can take place until at least April 2021.

**In making this** decision now, the organiser Binswood Media believes that exhibitors and visitors alike will have extra time to plan with confidence, to create an experience which is safe and accessible for all.

Comments Mark Griffin CEO, Binswood Media: "We are absolutely determined to be the first event in these sectors in 2021, where visitors can come along and experience latest vehicles, technology and innovation in a safe

way. We remain in regular dialogue with our market and have been monitoring the situation extremely closely since the Prime Minister's announcement in September.

"We have consulted our partners, stakeholders and vehicle manufacturer exhibitors about the new dates. The feedback has been extremely positive and totally supportive. There has been an appreciation of our practical and collaborative approach. We want to seize this opportunity to

make difficult decisions swiftly in a pragmatic, responsible way, with safety as our key priority."

Leon Daniels OBE Chairman, Binswood Media, adds: "We are on track to host over 160 exhibitors when the doors open on 30th June including 14 vehicle manufacturers from across the truck, van, bus and coach sectors, with more expected to confirm soon. Visitors to ITT Hub 2021 looking to future-proof their businesses will benefit from seeing first-hand the largest and

most significant display of low emission and alternative fuelled vehicles found anywhere in the UK."

And David Wells CEO, Logistics UK said: "We fully support Mark and his team in this decision. These extra six weeks will enable better planning, build confidence and deliver an enhanced, safe experience for all involved. We are really excited about being able to meet our customers, peers and transport sector colleagues for the first time for more than a year, in June and July."

In 2022, the dates of the event will revert to the usual timeslot, 11th - 12th May at Farnborough International Exhibition and Conference Centre.

## Renault Trucks Help Carlsberg Group Go Electric

Bruno Blin, President of Renault Trucks, recently handed over the keys of a 100% electric D Wide Z.E. to Thomas Amstutz, CEO of Feldschlösschen, a subsidiary of the Carlsberg Group, in Rheinfelden, Switzerland.

**In February 2020**, Renault Trucks took a major step towards transforming urban transport by the signing of a historic contract with the Carlsberg group for the delivery of 20 fully electric D Wide Z.E. 26 tonne trucks, and now the keys to the first vehicle of the order placed by the

Swiss brewery have been handed over.

Bruno Blin says that through the use of electric trucks, the Carlsberg Group and Feldschlösschen show that carbon neutral distribution can be achieved.

"I'm convinced that electric mobility is the solution for improving the quality of the

environment both for ourselves and for future generations," he adds. "Transport is undergoing major changes. Our industry is set to change more over the next ten years than it changed in the past century and through this partnership, Carlsberg and Renault Trucks are showing the way forward."



# IVECO Launches New Live Broadcast Channel

**IVECO has launched its new broadcast platform – a first in the industry – dedicated to the brand's community and the world of transport.**

At a time of radical transformation, when the pandemic has accelerated the trend for digitalisation, pushing people and businesses into the virtual world, IVECO has seen an opportunity to create an entirely new way to develop its relationship with customers, the industry, vehicle enthusiasts and the general public.

The new English-language IVECO LIVE CHANNEL was developed in record time; sections dedicated to France, Spain, Germany, Italy and Poland will

follow, offering country-specific content in the local language.

Thomas Hilse, IVECO Brand President, said: "At IVECO we want to lead the way, also in the transition to digital solutions: the IVECO LIVE CHANNEL is a new virtual home for our Brand where we can meet and engage with our customers in a new way and enable them to discover the fascinating world of IVECO in an entertainment-style medium. This is not simply a tool for social

distancing: it is really the future!"

"IVECO LIVE CHANNEL is a true web channel created to engage, inform, entertain and interact with our customers and the world of transport, added Maria Laura Iacone, IVECO Global Brand Marketing Director. "We approached it as a TV channel, with a broadcast schedule and an editorial plan that will be continuously renewed."

IVECO LIVE CHANNEL will broadcast

on-demand videos covering all aspects of the brand's activities and host its digital events in live streaming supported by interactive tools. It will also provide a virtual classroom where IVECO will deploy its training activities for salespeople.

The new channel will also provide the new platform where IVECO will migrate its digital training programmes for salespeople, which relies on cutting-edge teaching and evaluation tools.

The IVECO LIVE CHANNEL is live, already offering an extensive choice of videos to watch on demand: <https://ivecolivechannel.com/>

## Leyland Trucks builds 100,000th DAF CF / XF truck

Leyland Trucks has completed the build of its 100,000th DAF CF / XF truck: a CF 530 'FAT' 6x4 drawbar chassis. The truck is part of a batch of four vehicles ordered by DAF Trucks Australia and is shortly to be exported, specified for the country's fuel tanker market.

**The state-of-the-art Leyland** production facility has been producing DAF-branded commercial vehicles since the late eighties. Nowadays, Leyland Trucks builds the full range of market-leading DAF LF, CF and XF chassis in any configuration.

Most of the CF and XF trucks that leave the assembly line are produced for Right Hand Drive markets, such as the UK and

Australia. The plant recently received the coveted Queen's Award for Enterprise 2020 for increasing exports by almost 50% over the last three years.

"This 100,000th CF and XF truck produced at the Leyland Assembly Plant is a hugely significant milestone for Leyland Trucks," said Leyland Trucks managing director Brennan Gourdie. "There is a proud heritage



of truck building in the UK and at Leyland, culminating with the production of the current line-up of DAF trucks today. 100,000 CF and XF chassis is a landmark moment representing an exceptional commitment from everyone here at Leyland and from the wider DAF organization world-wide."

## Carrier Transicold Launches First Autonomous Electric Refrigeration System

**Carrier Transicold has reaffirmed its commitment to reducing emissions, improving sustainability and increasing efficiency across the refrigerated transport sector with the launch of the first fully autonomous, all-electric engineless refrigerated trailer system, the Vector eCool.**

"We believe the Vector eCool represents the future of refrigerated trailer technology," said Victor Calvo, president, Carrier Transicold International Truck & Trailer. "It's one of the most exciting new products we have ever brought to market. The launch follows years of research and development, including extensive real-world testing with prototypes operating in customer fleets."

Suitable for operation with the engineless versions of Carrier

Transicold's Vector HE 19 and Vector 1550 E, the Vector eCool combines the company's E-Drive all-electric technology with a new cutting-edge energy recovery and storage system. This converts kinetic energy generated by the trailer into electricity, which is then stored in a battery pack to power the refrigeration unit. This loop creates a fully autonomous system that produces no direct carbon dioxide (CO<sub>2</sub>) or particulate emissions.

When the refrigeration unit is

operating on battery power, Carrier Transicold's energy management system will automatically switch on when the charge reaches a certain level and condition, initiating the generator to recharge the battery to ensure full refrigeration capacity.

The eCool system can also be plugged into the electrical grid when the trailer is parked and will fully charge in under four hours. On the road, the battery pack is recharged using power generated by the axles and the kinetic

energy created under braking.

When used with Carrier Transicold's flagship Vector HE 19 unit, the Vector eCool can provide even further reductions in energy consumption\*. Even with the system's axle generator and battery pack fitted, it is still significantly lighter than a standard diesel unit with a full tank of fuel.

The Vector eCool is also PIEK-compliant, meaning when used with the City versions of the Vector HE 19 and Vector 1550 E, operating noise is below 60 dB(A). Combined with its emissions performance, the Vector eCool provides the ultimate solution to ever-tightening inner-city and urban regulations.



# NEW TRUCK SALES

SOLD IN NORTHERN IRELAND



Graham Group recently took delivery of this incredible Volvo FH Globetrotter 8x2 Rigid with Nugent Body and 3 axle trailer, from Ballyclare based Dennison Commercials.



Bradmount Foods recently added this Renault Master 145 L4 TRWD with Thermo King fridge conversion to help support its operation from Diamond Trucks.



A S Ballentine recently took delivery of a Mercedes-Benz Arocs 53240 with MirroCam technology and Gleeson tipper body. Vehicle supplied by MBNI Truck & Van.



Express Distribution Services of Lurgan have operated Iveco Trucks spanning two decades. They took delivery of these two Stralis AS440S46TXP units to replace two Stralis. Rod Hawkins asks; what better testimonial do you need than this from David and Jonathan Neill at EDS.



One of two MAN 3.140 TGE delivered to Greer Tyres by RK Trucks Centres.



1 of 2 DAF CF450FAD sold to Avenue Recycling, Belfast Ltd by TBF Thompson DAF Trucks.



MAN 26.470 TGX unit to McHugh Castledawson by RK Trucks Centres.



Dennison Commercials recently delivered 10 impressive Volvo FH Globetrotter XL 6X2 Turbo Compounds to Portadown based Manfreight Limited.



Comco Plastics recently took delivery of a new Mercedes-Benz Atego 816 with Houston Coachworks body. Vehicle supplied through RentaMerc.



Fleming Agri Products of New Buildings Co L'Derry, have operated Iveco Trucks for many years and have taken delivery of another new Iveco Stralis from Rod Hawkins at NI Trucks. The new AS440S46TXP is the Special Edition PERFORMER and the specification includes Durabrite Alloys, Leather Steering Wheel, Fridge, Xenon head lights and Iveco Top Fuel Pack with GPS Predictive Drive and combined Smart Compressor & Alternator.



Two Fuso 3.130 for LCC group coal deliveries supplied by RK Trucks Centres.



3 x DAF LF180 sold to Alpha Office Supplies, Belfast by TBF Thompson DAF Trucks.



# NEW TRUCK SALES



## SOLD IN NORTHERN IRELAND



To celebrate their 30th year in business, NK Coatings recently took delivery of this brand new Volvo FM500 Globetrotter from Dennison Commercials.



Growmoor Recycling Ltd recently added two Renault T HIGH 520 twin wheel tag tractor units from Diamond Trucks. The first Renault trucks to join their fleet.



Creagh Concrete taking delivery of a Mercedes-Benz Arocs 3240B with rapid mixer body. Vehicle supplied by MBNI Truck & Van.



Super Seal Window Systems of Castledawson have been a loyal Iveco operator for many years and have recently taken delivery of this new Iveco Superargo ML180E25S with Sleeper cab from NI Trucks all Ireland BDM - Rod Hawkins. The vehicle is supported by Iveco UK-ELEMENTS 5 year 3-XL full R&M contract.



MAN 8.190 TGL 7.5T tipper to Walker Rentals by RK Trucks Centres.



DAF LF210 sold to Woodside Motorfreight, Ballyclare by TBF Thompson DAF Trucks.



MBNI Truck & Van recently delivered the first of 2 New Actros 52551 LS trucks to DGS Logistics who distribute on behalf of Maxol Fuels in NI. The trucks were upgraded to full SLP by SM Components.



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DAF LF260 sold to Quoile Fuels Ltd, Crossgar by TBF Thompson DAF Trucks.



McCausland Airport Parking add another Sprinter 516 L4 to their fleet. This vehicle was supplied by MBNI Truck and Van and converted by EVM Ltd.



MAN 3.140 TGE delivered to JHC Hardware LTD Belfast by RK Trucks Centres.



DAF LF260 sold to SAFE Fuels, Newry by TBF Thompson DAF Trucks.



# NEW TRUCK SALES

SOLD IN NORTHERN IRELAND



New MAN 3.140 TGE van to Connolly Meats Dungannon by RK Trucks Centres.



MBNI Truck & Van recently delivered a Mercedes-Benz Arocs 3240 equipped with Liebherr mixer body to Whitemountain owner/ driver Garth McCutcheon.



Two of four MAN 26.470 TGX units supplied to A T & T Mallusk by RK Trucks Centres.



One of an order for twelve MAN 26.510 TGX for the McBurnie Group from RK Trucks Centre.



Cullen Transport, Belfast recently added two Renault T460 6x2 tractor units supplied through the used trucks by Renault Trucks platform ensuring they meet retail condition and backed up by manufacture warranty.



Three new Isuzu D-max Eiger pick-ups supplied to one of Northern Ireland's leading construction companies by Eakin Bros Limited.



Pat Fitzsimmons (Paddy the Farmer) from Downpatrick taking delivery of his new Isuzu D-Max Blade from Eakin Bros Limited.



Derry & Strabane district council taking delivery of their new Iveco Daily with purpose-built side mounted bin lifting body supplied by Eakin Bros Limited.

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## NEW TRUCK SALES

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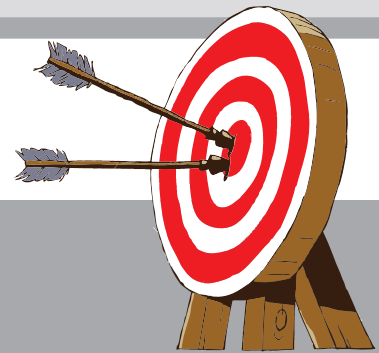
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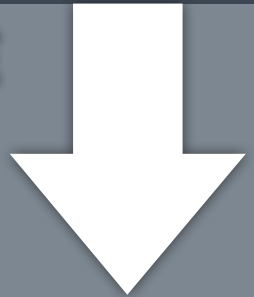


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