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## COMMENT

While the end of lockdown may be in sight, and with the vaccine programme continuing to be rolled out at pace, we must not drop our guard against the Covid-19 virus; it is still out there and our key workers are still on the frontline.

Of course, there are many 'key' workers, not least in the NHS, but as you will read in this issue of Export & Freight, some powerful arguments are being put forward to have truck and van drivers and others working in the transport and logistics industry placed next in line for vaccination against coronavirus.

These 'essential' workers are putting their lives at risk to ensure the economy and its supply chains keep moving – and not to be overlooked is the critical role they play in keeping hospitals and essential services supplied going forward.

Another major and ongoing concern for the industry is the difficulties which have engulfed many businesses in the wake of leaving the European Union. Northern Ireland has found itself in a unique position. The so-called NI Protocol which was established to avoid a hard border between NI and the ROI, to make sure of the integrity of the EU's single market for goods and to facilitate unfettered access for NI goods to the GB market has proven difficult to implement on the ground.

The European Commission's vice president has acknowledged the protocol has been "administratively extremely challenging" but it remains the only solution, so let's hope all concerned get it sorted without any further delay.

In this issue, we carry an indepth interview with Christian Coolsaet who took on his role as Managing Director of Volvo Trucks UK & Ireland in what was the most difficult of times, we report on the unveiling of the new MAN Individual Lion S, the flagship model of the new MAN Truck Generation, and we focus on what is something of a 'hidden' problem on our roads: bridge strikes; there were 26 strikes in Northern Ireland in 2020.

Of course, we also have all our regular columns from the RHA, Logistics UK, CILT, the Transport Regulation Unit and FORS, plus this issue also carries our Annual Guide to Shipping.

Well, that's all for now, but 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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# CameraMatics raises €4M in Series A funding round

CameraMatics has successfully raised in excess of €4 million in a Series A investment round from a stellar consortium of investors led by Puma Private Equity, along with existing investors SureValley Ventures and Enterprise Ireland.

The funds will be used to support further expansion of the US branch of the business and drive forward the recent entry into the mainland European market. CameraMatics expects to create more than 50 jobs over the next two to three years in Ireland along with other roles in the UK, US and mainland Europe. The company also has an extensive roadmap for future product and software development.

Ideally placed in one of the world's fastest-growing sectors, CameraMatics has grown steadily since launching in Ireland in 2016, and now boasts over 400 customers globally, including some of the sector's leading and largest fleet operators. The company's solutions are currently operating live in tens of thousands of vehicles globally – a number increasing daily.

CameraMatics has seen a phenomenal 300% growth of recurring revenue in last 12 months despite some of the global challenges of the Covid-19 pandemic and expects this new investment and some of the exciting, large-scale opportunities in its current pipeline to further accelerate the business growth.

Continued product development and innovation are a key area for CameraMatics, and funds will also accelerate continued



CameraMatics founders Simon Murray and Mervyn O'Callaghan.

product development. The company's customer-centric philosophy means all product development is driven by identifying the challenges customers experience with their fleets and developing high-quality solutions.

The CameraMatics SaaS-based full-stack platform is a modular software platform based on Camera Technology, Vision Systems, AI, Machine Learning and Telematics, combined with Fleet Safety modules enabling fleet operators to drive new

safety standards across their fleet and drivers. By reducing accidents, improving operational efficiencies and managing compliance, it gives complete visibility and peace of mind for today's challenges in fleet operations.

Announcing the investment, Mervyn O'Callaghan, CEO of CameraMatics said, "We are delighted with the support we have received from Puma Private Equity, Sure Valley Ventures and Enterprise Ireland. The funds will enable us to further capitalise on our position as a leader in the fleet safety technology industry in Ireland, the UK, USA – and beyond. IoT is the future and with the automotive IoT market growing significantly year on year we are now extremely well-placed to continue to expand our business and develop our software solutions."

Jonathan Wyles, Investment Manager, Puma Private Equity, commented, "CameraMatics are leading the way in fleet safety technology solutions and this funding will enable them to strengthen their position in the global market. With the adoption of IoT solutions by the telematics industry accelerating, this investment will position the company to capitalise on the growing market opportunities globally. We look forward to supporting Mervyn, Simon and the CameraMatics team."

Sure Valley Ventures Managing Partner Barry Downes said, "This further funding will enable CameraMatics to develop its proven IoT fleet technology even more and to equip an even greater number of fleets, resulting in increased road safety, compliance with regulations and protection. It has been a privilege to support the CameraMatics team so far and we look forward to helping them to take their business to the next level."

## Campaign to Encourage More Women into Transport Industry

Transport Training Services (TTS) has launched a new initiative to encourage more women into the transport industry in Northern Ireland.

With some financial assistance from the DfE, TTS (in conjunction with Genie Insights) the 'Women in Wheels NI' campaign will be specifically promoting the industry with diversity in mind in a bid to encourage more apprenticeship applications from females.

A number of female-oriented events are planned, and a range of promotional activities have already started.

Genie Insights' Laura Reeve comments in an open letter: "Even if joining women's groups isn't typically your thing, this one is different! When we first started work on this initiative, we wanted to have a way for

young women interested in a career in transport/automotive to have access to other females in the sectors so they could ask questions, find out what it's really like and to learn about the various career options available. A Facebook group seemed to be the easiest way to make this user-friendly and accessible.

"In order for the group to work, we need to gain a following from experienced female professionals who are willing to support those starting out or considering a career in our sectors. So, I'm writing to ask you to join the group and to encourage as many others to do so as well.

The group is not restricted to females only. Anyone that has an interest in supporting females in their career is most welcome."

She adds: "We urge you to get involved! We will be carrying out other promotional activity, including video case studies, female only events and outreach to schools and youth groups. If you are interested in supporting in any way – either by speaking at events, participating in a case study, or if you have any contacts that would be worthwhile reaching out to, we would really



appreciate your support."

You can contact Laura at [laura.reeve@genieinsights.com](mailto:laura.reeve@genieinsights.com) (Tel: 07813019475) or log on to join the Facebook Group at <https://www.facebook.com/groups/womeninwheelsni>



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# Dennison Commercials Honour 50th Anniversary Pledge of £50,000 To NI Children's Hospice

2020 marked the 50th year of business for Dennison Commercials and to celebrate the momentous occasion the company had planned a host of exciting activities throughout the year; one such project was to raise £50,000 for their charity of the year, the Northern Ireland Children's Hospice.

**Although, the company** was unable to fulfill many of the charitable activities planned due to the ongoing Covid-19 restrictions, Dennison Commercials will be continuing to honour their commitment of donating £50,000 to Northern Ireland Children's Hospice.

Northern Ireland's Children's Hospice helps children and their families through a range of services. These include end of life care, care at home, and supported short breaks, where children and families can come and enjoy tailored activities in a safe environment.

Wilson Dennison, Chairman of Dennison Commercials said: "2020 has proved a difficult year for many, and the pandemic has had a more than significant impact on business sectors across the province including charities. Although we were unable



(L-R): Heather Weir, Chief Executive of NI Children's Hospice with Dennison Commercials Chairman, Wilson Dennison.

to host many of the fundraising events that we had planned, we are delighted to present the NI Children's Hospice with our donation to help support them in the incredible work that they do."

Heather Weir, Chief Executive of NI Children's Hospice commented: "2020 was a year almost every business will want to forget quickly, but Dennison Commercials have done something truly

special this year by making an incredible donation of £50,000 to Northern Ireland Children's Hospice in celebration of the business's 50th birthday.

"This generosity is supporting the Children's Hospice at a crucial time: our services have never been more needed than during the COVID-19 pandemic, but the charity's usual fundraising activities have never been so restricted, as well.

"Thank you to everyone at Dennison Commercials for making a real difference in to so many life-limited babies, children and young people who need our specialist care, and the families who turn to the Children's Hospice for support."

If you would like to make a donation to the charity, please visit [www.justgiving.com/fundraising/dennisons](http://www.justgiving.com/fundraising/dennisons)

## Obituary: Andrew (Andy) Magowan, Former TBF Thompson Managing Director

The industry has lost another stalwart with the passing peacefully at home at Station Road in Garvagh on Boxing Day of former TBF Thompson Managing Director, Andy Magowan. He was 76.

**Among the many** tributes was that from TBF Thompson's directors, management and staff, who in a statement, said Andy was renowned and widely respected in the plant and truck industry, and they added: "He will also be remembered as an active and dedicated contributor to many communities outside of work, including football and his church."

A driving force behind the successful growth and expansion of the business, father of three Andy served as Managing Director from 1999 up until his retirement in 2016, having first joined as an assistant accountant 30 years previously, in all amounting to close on a half century with the company originally established by Thomas Bacon French Thompson in 1958.

A lifelong friend of the team here at Export & Freight, TBF Thompson was a big part of his life over some 47 years. When he joined TBF Thompson in 1969, his abilities and talents didn't go unnoticed and he steadily rose through the ranks to Director in 1974, Divisional Managing Director in 1985 and then head of a management buy-out team in 1999 from then owners CRH PLC.

With interests spanning across local trade, education, agriculture and sports, Andy held prestigious and influential positions in many areas, demonstrating a deep-seated interest in Northern Ireland's economic future.

Suffice to say that no one but Andy himself



was surprised when he was awarded an MBE in the Queen's Birthday Honours List in 2015 for his service to economic development, having long played an influential role in Northern Ireland commerce.

A native of Ballynahinch in County Down, he was given a standing ovation when voted Transport Personality of the Year in that same year by our sister publication Export & Freight.

Speaking at that time, he had this advice for being a success in business: "There is no substitute for hard work. Be first in every

morning and last out every evening – and work Saturdays!" It was a philosophy that served him admirably through the years.

He was President at his beloved Coleraine Football Club for some years and Chairman Colin McKendry said he would be 'deeply missed' by everyone connected with the Showgrounds club.

"History will remember the impact Andy had at our club; he was there when we needed him the most." And added first team manager Oran Kearney: "Andy was an absolute gentleman. He will be sorely missed by us all and our thoughts are with his family at this time."

Andy was also a long serving elder of First Garvagh Presbyterian Church, which issued a statement expressing their deep regret at the passing of their "faithful elder and former Kirk of Session" and expressing sympathy to his family.

Commented minister, Rev Mark Donald: "I have lost a personal friend, one I deeply respected. His church and faith was most significant in how he conducted his life and business and he was widely respected in everything he did as a gentleman."

Andy is survived by his wife Betty and their children Tanya, Paul and Philip. Paul's wife Wendy and children Oliver and Ben, and Philip's wife Laura were also present at funeral at First Garvagh Presbyterian Church which was a private affair due to the Covid-19 pandemic restrictions.



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# Top Awards for Liam Connolly (Roadfreight)

Liam Connolly (Roadfreight) have won both the United Pallet Network Scottish/Irish Regional Depot of the Year and the UPN Members Member of the Year, at the UPN Annual Awards, the organisers first “remote” awards presentation.

“We are really proud to once again be recognised in this way for our contribution to the development of UPN and its network,” said Liam Connolly (Roadfreight) Managing Director Darren Connolly.

“With the current challenges of the Brexit transition it’s a difficult time to be providing pallet freight services across the Irish Sea, but we are working really hard to keep providing high quality support to both our clients and to UPN members, so this timely recognition is just reward for our hard working team.”

Despite, and indeed due to, the challenges and restrictions imposed by Covid 19, UPN really felt the company needed to do something meaningful this year. So, over a two week period the awards were presented online and star performing members of its UK network were recognised across social media.



Pictured here left to right are Brian Woods, Ivor Armstrong, Sean Moss, Shane Ingram, Chris McGinley, and Andrew Teare.

“Bad weather, Brexit blues, and the ongoing impact of a global pandemic, these are tough times,” said UPN Managing Director David Brown. “It is fantastic to see that Liam Connolly (Roadfreight) have been recognised for maintaining a high-quality service for all its customers and all UPN members right across the UK and Ireland.”

Liam Connolly (Roadfreight) are long time members for Ireland of the highly

established network of UK hauliers.

Established in 2001 and now the only privately owned UK Network, UPN has grown strongly and steadily into a high-quality palletised freight distribution network. Focused on growth through member success, UPN currently have over 95 members covering the whole of the UK, and European partners providing coverage throughout 26 countries.

## FREDDs Goes Live at Airport

The FREDDs (Free Running Explosive Detection Dogs) cargo screening service has gone live at Belfast International, the only regional airport in the UK and the only airport on the island of Ireland to offer such a service.

It should prove to be a big advantage to exporters in the north and south of Ireland who have previously had cargo fail the standard screening methods, or they’ve had to truck cargo to the continent in order to have it screened by FREDDs.

Each and every one of the dogs involved has undergone intensive training to meet the required standards. The training certification standard is set by the UK government to prepare them for this role and FREDDs have been approved by the CAA as a method of screening aviation cargo for the presence of explosives.

This new method of air cargo security screening will see a reduction in the amount of cargo that misses its intended flights due to failed security screening. While current measures such as Xray & ETD absolutely serve a purpose, the FREDDs offer a more focused approach allowing cargo that would normally fail x-ray or ETD screening to fly as planned.

Our accompanying photograph shows “Frankie” who will be based in Belfast going forward.



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# TTS LAUNCHES NEW INITIATIVES TO SUPPORT TRANSPORT APPRENTICES & EMPLOYERS



Transport Training Services has launched a range of new programmes and initiatives aimed at supporting current and prospective transport industry apprentices and apprentice employers.

**Supported by the** Department for the Economy's 'Apprenticeship Challenge Fund' and in conjunction with marketing company, Genie Insights, and workplace training specialist, CB Training Services, the new initiatives are in direct response to the impact of the Covid-19 pandemic.

TTS knows from experience that bringing apprentices into the workplace, whilst vital to the future workforce, can sometimes come with unique challenges. The experience can be much smoother and more rewarding if both parties are well prepared. Via a suite of new support programmes, TTS will offer apprentices and employers the opportunity to learn the skills they need to make the partnership successful from day one and will support both in the recruitment and selection process.

The funding that has been made available, has allowed TTS to create opportunities for apprentices that have been made redundant to get back into employment and training, and aims to ensure that the future labour pool is not negatively affected by a short-term downturn in apprentice recruitment.

## Structured Programmes

As a long-time supplier of apprenticeship training for employers in Northern Ireland, TTS recognises the challenges faced by employers in both the recruitment process and in managing and supporting apprentices. In response to these challenges, TTS can now offer further, structured and practical support for apprentice employers, including an apprenticeship brokerage service and a workplace mentoring programme.

## Apprenticeship Brokerage

While some employers have the means to source their own apprentices, TTS understands that it's not always easy for others due to expertise, time or resource limitations. For those apprentice employers that need support in the recruitment and assessment process, TTS offers an apprenticeship brokerage service that matches pre-assessed apprenticeship applicants to live vacancies.

## Workplace Mentoring

TTS has introduced a Workplace Mentoring Programme which has been specially designed to develop workshop supervisors/journeymen in the management skills required to support apprentices from the start to the end of his/her apprenticeship framework. This is intended to ensure the transition

is as smooth as possible for both the apprentice and the employer.

## Support for Apprentices

A range of complementary schemes will also support apprentices to secure and maintain apprenticeship employment. A new Jump Start 'work-ready' programme will require all new apprentices to complete a pre-employment course. For many starting an apprenticeship, this will be the first time they have ever had employment, or it could be their first time working in a structured environment, so this new initiative will make sure each apprentice has the skills and work ethic that employers desire.

## Car to Commercial Conversion

A brand new car to commercial conversion course will also

provide training to those whose employment has been affected by Covid-19 and the economic downturn. This short conversion programme will give those with light vehicle repair and maintenance experience the opportunity to upskill to heavy vehicle maintenance including pneumatic brakes, 24-volt electrical systems, heavy diesel engines and roadside recovery safety.

## Women in Wheels

A final aspect of the apprenticeship challenge fund is to redress the gender imbalance in the automotive and transport sectors. Over the coming months, TTS will be specifically promoting these industries with diversity in mind in a bid to encourage more apprenticeship applications from females. A number of female-oriented events are planned and a range of promotional activities have commenced. A group of inspiring and dedicated females who are either existing apprentices or are experienced women working in a range of roles across the sectors have been identified as female ambassadors. TTS has also launched a Facebook group called 'Women in Wheels NI' to give females who work in, or who may be interested in a career in automotive, transport or logistics in Northern Ireland to meet and engage with other like-minded females.

## More details

To find out more about any of these new schemes or to enquire about apprentices for your business, please contact Robert Deignan [atrobertd@transporttraining.org](mailto:atrobertd@transporttraining.org) or on 07736 958355.





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# Customer support drives DAF Trucks to record market share

DAF Trucks has attributed outstanding Service & Parts support from its dealer network to the company's latest record 32% market share above 6.0-tonnes GVW in 2020, registering more than twice as many trucks against its nearest competitor.

**SMMT figures also** show DAF Trucks having achieved a record 31.6% share of the Heavy truck market above 16-tonnes GVW.

10,545 DAF registrations last year – in a total market of 32,918 – is down on 2019's record breaking 14,814 vehicle registrations for the market leader, with the total market falling by around 15,500 primarily as a result of the coronavirus pandemic.

The figures mean DAF Trucks continues its impressive dominance of the UK truck market for an uninterrupted 26th year, with the built in Britain brand now accounting for almost one-in-three truck registrations over the past 24-months.

## Irish Success

There was also notable success in the Republic of Ireland where DAF achieved 19.8% share above 6.0 tonnes, up from 18.3% in 2019,

taking DAF to third place in the market. DAF achieved a 21.3% share of the market 16.0-tonnes GVW and above, and 12% in the 6-to-16.0-tonnes GVW segment.

Set against the backdrop of last year's public health emergency, DAF Trucks cites its response to operators' demands via the DAF Dealer network and its aftersales portfolio as instrumental to its ongoing market-leading performance.

"Our commitment to customers, our sense of duty during the pandemic, and our willingness to adapt have ensured we remain the UK's truck manufacturer of choice for so many operators," said DAF Trucks Managing Director, Laurence Drake, "The latest registration figures are pleasing, naturally, but they tell only half the story of the way in which the DAF family

rallied together to ensure our 135 DAF Dealers remained fully operational during 2020."

## Impressive

Performance by DAFaid, the industry benchmark roadside recovery service from DAF Trucks, was arguably the company's most impressive achievement in 2020. DAFaid handled 82,500 calls, attended almost 66,000 roadside issues, fixing 80% of these within 90-minutes of the initial call. It is notable that even during the first lockdown no jobs were refused.

Meanwhile, the DAF Dealer network carried out 26,000 MOTs for customers, achieving a first-time-pass-rate just short of 98%.

PACCAR Financial, DAF Trucks in-house vehicle finance division, also went the extra mile in 2020 in support of operators suffering the effects of the coronavirus pandemic. Thanks to the financial strength of the organisation, PACCAR Financial was able to restructure over 5,000 contracts to ensure operators retained their assets and fulfil their own commitments to customers. PACCAR Financial also arranged funding on over 30% of all new DAF vehicle sales in 2020.

DAF Trucks supports a portfolio of 18,850 repair and maintenance contracts with over 4,500 new DAF MultiSupport contracts arranged in 2020. Customers were supported through the financial impact of the pandemic with revised or suspended payment terms for over 2,800 vehicles.

The PACCAR Parts operation, comprising DAF Genuine and TRP all-makes truck and trailer brands, also performed exceptionally well, delivering results approaching 2019 levels, with the DAF Dealer network maintaining its market-leading first-time-pick-rate of almost 94%.

DAF Trucks' substantial training output received particular focus in 2020 and, despite the pandemic, all DAF Technician training switched to virtual classroom training to ensure the DAF Dealer network maintains its benchmark levels of skill and competence. DAF Trucks is on track to recruit a further 84 apprentice technicians for the renowned DAF Apprentice Programme based at the DAF Apprentice College in Bristol.



## IVECO introduces Pay-per-use Repair & Maintenance service

IVECO has introduced a brand-new service plan approach for its DAILY range that is precisely tailored to the customer's business and operation.

### The new Pay-per-use

Repair & Maintenance package is a premium subscription service based on the vehicle data collected through the Connectivity Box, such as missions completed and mileage covered. This means that the

maintenance costs will precisely match the customer's operation of the vehicle, with consequent benefits to their business.

Monica Bertolino, Head of TCO Services & Marketing After Market Solutions, said: "With this service we are developing the potential

of the DAILY's connectivity to take customisation to a high degree we haven't seen before. All businesses have fluctuations in their activity. Our new formula means that their maintenance and repair costs will exactly reflect their use of the vehicle. During periods when the

vehicle spends less time on the road or is used in less demanding missions, the customer will spend less on service."

The new Pay-per-use Repair & Maintenance service is available on both Elements 2XL and 3XL packages, further extending the IVECO ON portfolio of digital services in the Repair & Maintenance cluster, which also includes the other Elements modular service packages. With its unique approach, it adds a further degree of customisation to the DAILY's Maintenance & Repair offer.



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# OSRAM expands its portfolio of LED working and driving lights

OSRAM has expanded its product portfolio of LED driving working and driving lights with 18 new types, now providing customers with approximately 30 products for designing the front and rear lighting of their vehicles, not including product combinations; the range is available from Dennison Commercials.

**New in the** portfolio are a number of products for rear lighting applications, including new auxiliary high beam lights with position light function and new light bars, including one that can be installed on its own, providing a brightness of 8000 lumens and a range up to 635 metres in front of the vehicle. The LED driving working and driving lights offer high output that illuminates larger areas around the vehicle with LED light that is as bright as day.

More light means improved vision and visibility, and therefore, increased safety on and off-road.

All the new LED driving driving

lights are road legal according to ECE regulations, providing they are fitted as per the instructions and the guidelines are followed accordingly in the country in which they are used.

The light output from the new one metre wide single 'Lightbar FX1000' stands out particularly due to its high brightness of 8000 lumens at a range of up to 635 metres all from just one fixture, defying the darkness.

New in the portfolio of driving and working lights are the Round VX80-WD, Round MX180-CB, Round MX260-CB and Round VX70-SP. Their shape allows for new design possibilities on any vehicle.

Particularly when reversing, good lighting is crucial at night or in bad weather. With the Reversing VX120R-WD and Reversing VX120S-WD lights in the VX range, drivers now have the option to retrofit additional reversing lights.

Several accessories have also been added to the range, including two wireless harnesses for easy installation of one or two light sources with one light function. This includes an on/off switch that can be mounted in the vehicle. There is also a license plate bracket which facilitates the mounting of some of the driving lights on the front of a vehicle.

The products in the range vary

in shape, size, light profile, light output and near and far field illumination, but they have one thing in common: they have all been tested under extreme conditions in the OSRAM test laboratory and as a result can withstand water, dust, hot and cold temperatures, as well as vibration and shock.

Thanks to their aluminum housing and unbreakable polycarbonate lens, they are particularly light, but at the same time robust and resistant to whatever the road ahead has in store!

Whether they are fitted to cars or trucks, used on-road or off-road, at construction sites or in agriculture - the areas of application are as varied as the products themselves.

The special innovative performance of its products was confirmed this year when OSRAM won the German Innovation Award 2020. The LED driving working and driving lights are among the winners in the category "Excellence in Business to Business - Lighting Solutions".

## Huge DAF XF 480 Super Space Cabs Order for Primafrío Group

Leading Spanish transport company Primafrío Group has placed a major order with DAF Trucks for 1,300 XF 480 Super Space Cab trucks.

**The fleet order** will be handed over according to a delivery schedule that will run to the end of 2023.

The first batch of 400 trucks has just been put into operation on Primafrío's

routes throughout Europe.

Since its foundation in the early 1960s, Primafrío Group has developed into an industry leading haulier, with specialisation in the transport of cooled and frozen food and high value goods. The organisation is one of Europe's leading freight transport companies.

Commented José Esteban Conesa, CEO of Primafrío: "This new order is part of our fleet renewal plan which will allow us to have vehicles featuring the latest available advanced technologies. It reinforces our excellent, professional relationship with DAF."

## Michelin Expands Truck Tyre Range

Michelin has expanded its truck tyre product offering with the introduction of 315/80 R22.5 X Multi Energy Z (multi position) and X Multi Energy D (drive) fitments.

**Aimed at regional** or national haulage operations where fleet managers place a high priority on fuel saving and sustainability, they are now available alongside the popular 315/70 R22.5 - which was first launched in 2018.

Following extensive testing, Michelin says the new 315/80 R22.5 X Multi Energy has

demonstrated a fuel saving of up to 0.7 litres per 100 km compared to a regular X Multi tyre in the same size, whilst still delivering impressive longevity. Tests also highlighted a reduction in CO2 emissions of 1.8 kg per 100 km.

Commenting, Chris Smith, Managing Director of Michelin UK, says: "Traditionally, low rolling

resistance 'Energy' tyres have been aimed at long-distance fleets where the bulk of the work is on major roads at sustained high average speeds. However, the growing X Multi Energy range means we can now offer a fuel-saving tyre to even more regional hauliers. They are perfect for firms which want the benefits of

low rolling resistance, but also have to cope with roundabouts and stop / start operations.

Like all Michelin truck tyres, the X Multi Energy range is designed to be regrooved and retreaded via the Michelin Remix process. The tyres carry both 3PMSF (Three Peak Mountain Snowflake) and M+S (Mud + Snow) markings, which are testament to their impressive grip in wintry conditions.

Both new 315/80 R22.5 tyres are available on the original equipment and replacement market in Ireland now.



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# First Hydrogen Powered Double Decker Buses Enter Service in Northern Ireland

Infrastructure Minister Nichola Mallon and Transport Minister Rachel Maclean have welcomed the first hydrogen powered double decker buses entering service in Northern Ireland; they will operate on Translink Metro services across Belfast.



**The arrival of** the three new Hydrogen Fuel Cell Buses is the culmination of an exciting zero emissions bus pilot project powered by "Green" renewably produced Hydrogen. The buses emit only water and will be 100% powered by green renewable wind energy, responding to the global climate emergency by reducing air pollution and protecting public health.

Translink together with the Energia Group formed a consortium which successfully bid for part funding from the Office of Zero Emission Vehicles (OZEV) with the remainder of funding from the Department for Infrastructure. The overall capital investment represents around £4 million.

Infrastructure Minister Nichola Mallon said: "I have been clear that tackling the climate crisis is a priority for me and I am committed to a building a better future where we make zero/low emission public transport accessible to communities across the North. My Department recently allocated funding of almost £66million for the purchase of 145 zero and low emission buses that will

enter the Translink fleet during 2021/22.

"The entry into service of the three new Hydrogen powered buses, funded by my Department and OZEV, is another exciting milestone in our move towards a zero-emission public transport fleet. This is just the beginning and I am committed to delivering cleaner, greener transport for the benefit of our environment and our communities right across Ireland."

Transport Minister Rachel Maclean said: "As we look to end the UK's contribution to climate change by 2050, the whole transport sector will need to embrace new innovative technology such as green hydrogen and this project is a fantastic example of doing just that.

"I'm proud to see the UK leading the way when it comes to the global transition to zero-emission vehicles. In the next decade, we'll continue to be at the forefront of the design, manufacture and use of them too as we strive towards our net-zero goals."

## Translink

Chris Conway, Group Chief Executive, Translink said: "This is great news for our

customers and the wider public as we make real progress to tackle the climate emergency, enhance air quality for health and wellbeing and reduce traffic congestion.

"We're committed to leading a transport transformation in Northern Ireland, driving change to zero emissions and engaging across all industry sectors to learn from best practice in low carbon innovation and bus manufacturing.

"This is the result of a successful collaboration and we'd like to thank all our partners for vital investment, expertise and innovation to deliver this project. Locally, 35% of all energy is expended on transport and, as today demonstrates, we believe modal shift from car to sustainable transport can be accelerated with the right investment. We now look forward to achieving further important milestones on our journey to Net Zero Emissions public transport and securing a brighter future for generations to come."

## Energia

Energia Group Chief Executive Ian Thom said: "Energia Group is proud to be partnering with Translink on this innovative and pioneering project, which will directly reduce emissions in Belfast. We are working to power the double decker buses with renewable hydrogen and we will also be installing the first hydrogen fuelling station on the island of Ireland early next year.

"Power NI is part of the Energia Group and we are developing a number of solutions which will help facilitate the transition of all segments of the transport sector. We believe renewable hydrogen production and hydrogen fuel-cell public transport have a critical role to play to facilitate zero emission vehicles, achieving climate change goals and air quality standards on our streets."

## Wrightbus

Wrightbus Chairman Jo Bamford said: "We are incredibly proud to supply the first-ever hydrogen-powered double decker buses in Ireland, and we're just as proud to be building them locally in Ballymena.

"These world-leading Fuel Cell Electric Vehicles are a major step to improving air quality and meeting Northern Ireland's net zero commitment, as well as helping to revolutionise its public transport system and boosting the local economy.

"We're delighted that Translink and the Northern Ireland Executive have backed not only this initiative in Belfast, but have also made a wider investment into public transport by agreeing to introduce 100 zero emission buses on the streets across Northern Ireland.

"It's proof that Northern Ireland is pushing to be at the forefront of the world stage when it comes to pioneering zero emission solutions."



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# New Volvos Sail Into Service with DFDS

International shipping and logistics specialist DFDS is increasing the share of Volvo trucks in its fleet with the delivery of 27 new FH Globetrotter tractor units, each specified with Volvo's intelligent I-See predictive cruise control that analyses and adapts to gradients ahead for maximum fuel saving.

**The new trucks** replace a mixture of competitor brands and will be split between three sites; with 12 FH 460s moving freight into and out of the Port of Immingham, and 15 FH 500s divided between depots in Larkhall and Aberdeen.

From there they will operate with temperature-controlled trailers moving seafood to major UK fish markets, as well as to Heathrow for export, and for direct delivery onto the continent.

Anthony Patterson, Fleet Manager, DFDS, says: "We are a major supplier of logistics services to Volvo Group, and heavily involved in what goes into and comes out

of the factories in both Gothenburg and Ghent. That puts us in a unique position where we get to deliver our own trucks from the factory to the UK, but one where Volvo also secured the order entirely on merit.

"We couldn't afford for anything less; we work our trucks intensely, 24/7, and product quality and reliability are paramount. We also get excellent driver feedback on the FHs, plus the service from the Volvo Trucks dealer network is consistently strong. It doesn't matter where one of our trucks is, we get really well looked after."



# MY2021 MAN TGE Goes Large and Gets Connected

The new MY2021 range of MAN TGE Vans has recently been updated with a new generation of radios and infotainment systems. These new systems bring digital changes networking drivers, the vehicle and the environment.

**The new generation** of radio and infotainment systems provides both musical entertainment options and relevant journey information ensuring a relaxed and informed trip. Four new infotainment systems are available, each providing a wide range of functions.

With the arrival of the MY2021 TGE's Man also boost the levels of safety and connectivity with the fitment of an advanced centre console roof mounted 3-button module offering Emergency call, MAN Breakdown Service, and MAN Info call services.

# No Extension for DVS Deadline

Transport for London's Direct Vision Standard (DVS) permit will be enforced from the beginning of March – and thousands of hauliers have still not applied.

**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 by Transport for London (TfL) to protect vulnerable road users.

Now Brigade Electronics – which supplies technology that allows HGVs to comply with the new legislation – is urging drivers and fleet managers to act fast.

TfL have announced that the deadline will not be extended but some leniency will be applied because of concerns about Brexit and the COVID lockdown. But operators who fall short of the star rating requirement must make their applications before the March 1 deadline even if they have not yet fitted equipment to vehicles. This will add them to an 'allow list' to prevent them from receiving fines.

Emily Hardy, Brigade's UK Marketing Manager said: "We fully support TfL in applying some flexibility with applications. Operators

were gearing up for all Brexit scenarios after the Christmas break and the recent lockdown added even more pressure. On top of this, many operators have delayed fitting equipment which has caused a surge in demand and fitter resource.

"Operators will still need to apply for permits prior to March 1 and prove they have both purchased products and have a fitting organised. Exactly what that looks like is unclear but we anticipate an order confirmation will be required and a schedule of fitment, especially for larger fleets.

"This would then provide operators with up to 90 extra days to complete fitment. We are working closely with TfL and Logistics UK to understand how we can support customers with regards to this latest announcement."

The original deadline was October 2020 but enforcement of the legislation was put back to March 2021 because of the upheaval logistics firms and other HGV operators have faced thanks to COVID-19.

Emily added: "Our market intelligence shows many operators were ahead of the game with regards to fitting DVS. However, the last three months have been our busiest on record and we anticipate the next few months will be even busier. Intelligence from our sales teams strongly suggests there is a huge amount of

people still unaware of requirements, despite tremendous PR and marketing on the topic.

"We believe that many operators were focused on a no-deal Brexit and delayed decisions with regards to DVS and any capital outlay, especially companies based in Europe. Many have not given themselves enough time and, with the recent lockdown, will undoubtedly struggle to meet the deadline.

"The consequences of failing to do so are stark. 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."

TfL has announced other leniency measures, such as aiming to process multi-applications within 10 days rather than 28 and processing single-vehicle applications within one working day of receipt. Manufacturers will also be issuing star rating certificates for new vehicles which will further speed up the process.

TfL says DVS will be key to eliminating death and serious injuries in the capital and its data shows that HGVs are disproportionately involved in fatal collisions.

Between 2018 and 2020, HGVs were involved in 41 per cent of collisions where people cycling were killed and 19 per cent of collisions where a pedestrian was killed.

# LATEST TERBERG SHUNTER MAKES IMPRESSIVE IMPACT AT SAM DENNIGAN & CO UC.

Hillsborough, County Down based MPM Specialist Vehicles Ltd has delivered one of the latest Terberg yard tractors, the first of its kind in Ireland, to Sam Dennigan & Co. uc., Ireland's largest fresh produce and food distribution company.

Originally launched in the 1990's, the Terberg YT range has become the 'go to' brand of tractor unit for logistics and port companies around the world for over three decades; the new YT193 shunter is completely revolutionary, incorporating the latest technology, and is ahead of anything currently available.

It features an entirely new patented innovative and modular chassis, a new cab design, new electronics, driver controls and display, and is even more robust and durable than its predecessor – and even easier to maintain and update.

Supplied recently by MPM Specialist Vehicles, the all Ireland dealer for Terberg Shunter Trucks, it has already made a big impact at Sam Dennigan & Co is a family-run business which has grown over the years to become a thriving international company, with three trading and distribution facilities in Oldtown north county Dublin, little Britain street, and Cork.

Its Oldtown it houses a state-of-the-art national distribution centre with 5 chilled and Frozen warehouses dedicated to specific product groups – and it is there that the new Terberg shunter is earning its keep as a new addition to the company's already impressive large fleet of trucks and trailers.

"With this new Terberg we can move three to five trailers in the time it would have taken using a conventional road going truck; it is much more appropriate," says Aidan Hand, Transport Manager. "It has made our operation much quicker, more efficient and more productive."

"Our driver loves it says Aidan the cab is exceptionally operator friendly, with all the fingertip controls sensibly and conveniently positioned within easy reach from his seat, as are the overhead and dashboard and storage compartments. He tells us his working environment is much more comfortable. A happy driver is a productive driver! He also has 360-degree visibility, so it offers a much safer working environment."

Indeed, safety is always a big issue at busy distribution centres, with so many daily truck and trailer movements, and comments MPM Specialist Vehicles Limited Managing Director Mark McCluskey: "With excellent all-round visibility from the cab of the Terberg YT193, the driver can safely and precisely position any trailer with ease – and without having to climb out of the cab as he would have done using a conventional truck."

The YT193 also features a lifting fifth wheel which saves time as trailers can be shunted without raising and lowering the landing legs, while an

optimised driveline and gearbox ensure a high reliability and fuel efficiency.

## Easy Maintenance

Terberg designed the vehicle to give maintenance fitters even quicker and easier access to the mechanical and electronic components than before. For example, the entire dashboard can be removed or refitted in minutes. Similarly, covers, bumpers and windows are easily replaceable if they are damaged. The efficient design reduces the time and cost of maintenance and repairs.

Terberg has also incorporated a number of improvements to facilitate day-to-day operations and improve productivity. For example, the fuel tank and AdBlue tank are located on the same side, and the fuel tank capacity is significantly higher than before. The upgraded hydraulics provide improved functional safety and better control of the lowering of the lifting frame. There is now also a sensor to measure the fifth wheel height.

## At A Glance

- Complete redesign of chassis, cabin, controls, display and electronics
- Robust and durable, fully tested chassis, ensures a very long life
- Highest level of comfort and ergonomics
- Lifting fifth wheel
- Cost-effective to service due to quick access to components
  - Easy replacement of parts
  - High residual value







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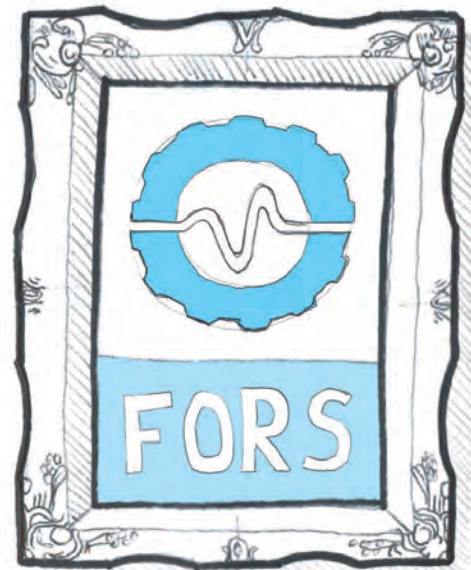
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# TGX INDIVIDUAL LION S: THE ALPHA LION PICKS UP THE PACE

One year on from the unveiling of the new MAN Truck Generation in February 2020, the MAN Individual Lion S, the flagship model of the new MAN Truck Generation, has hit the road.

**In addition to** “the outstanding operating efficiency and driver orientation that set all of the vehicles in the new truck series apart”, the TGX Lion S designed by MAN Individual also offers unrivalled exclusivity. Its sporty appearance and unique design and equipment elements leave nothing to be desired.

Göran Nyberg, Executive Board member for Sales and Marketing at MAN Truck & Bus SE, was excited to unveil the top-of-the-range model in the new MAN QuickStop YouTube format: “The first time I looked at this truck, it really gave me goosebumps. This is a statement coming down the road - both exterior wise and interior wise. I bet that we will have a lot of our customers’ drivers and owner operators that will be proud of driving a MAN down the road. This truck is really a beauty!”

On the outside, the MAN TGX Individual LION S, designed jointly by the MAN design department and the finishing experts at MAN Individual, turns heads with its carbon visual effects on the bumper and mirrors as well as a variety of red accents that emphasise the striking design of the new MAN Truck Generation. The classy radiator design with its black paint and chrome trims highlighted in red, optional roof bar with LED lamps, stainless steel front and side bars, black wheel trims and the exclusive MAN Individual sunblind make for an eye-catching, powerful exterior.



However, the interior design is in no way overshadowed by the exclusivity of the exterior design. A red decorative seam on the multifunctional leather steering wheel emphasises the sporty character of the MAN TGX Individual Lion S. The seat covers made of genuine Alcantara leather feature red diamond stitching, with the armrests and door inserts made to match. The headrests feature an appliqué of a

red lion. Lion S lettering adorns the chrome door mouldings and the red seat belts enhance the dynamic overall impression that the truck makes.

The standard driver comfort package with its premium seats, generous steering wheel adjustment range and fully digital 12.3-inch instrumentation ensures that the working environment in the spacious cab of the Individual Lion S is a pleasant one.

Numerous assistance functions such as Adaptive Cruise Control Stop & Go, MAN Comfort Steering, Lane Return Assist LRA, lane change and turn assist or high beam assist are ready and waiting to help the drivers perform their duties in the ideal manner.

With the optional MAN Individual comfort features, which include a spacious wall unit in place of the second bed for up to 1,400 litres of additional storage space and the option of fitting a kitchen unit with microwave and coffee machine, restful breaks are guaranteed. An optional 22-inch television on the side wall above the bed will keep the drivers informed and entertained during their time away from home, especially when used in combination with the comfortable, removable TV lounge.

The new MAN TGX Lion S is not, however, all about elegant design and convenient features. With an engine power of 510 to 640 hp, it runs like a big cat unleashed and, in every respect, will prove itself to be the alpha lion in any fleet.



### About MAN Individual

Under the banner of MAN Individual, MAN Truck & Bus offers its customers a comprehensive portfolio of options for vehicle refinement, customer-specific adaptations and technical modifications ex works. This applies to the cab and chassis as well as to the electronics and driveline. All customisations and modifications are developed and implemented by the experts at MAN Individual.

### About MAN QuickStop

New products and innovations will be the focal point of the new YouTube format MAN QuickStop, which will be broadcast once a month on the official MAN YouTube channel. Actor and comedian John Friedman, who rose to fame playing "Erkan" in the comedy duo "Erkan und Stefan", will be hosting the series.

Joining him will be other guests who work at MAN and its partner companies to develop vehicles and launch them onto the road. They will provide exclusive, behind-the-scenes views and answer questions from the online community. And even customers who drive their MAN trucks, vans, and buses in their jobs will play an important part.



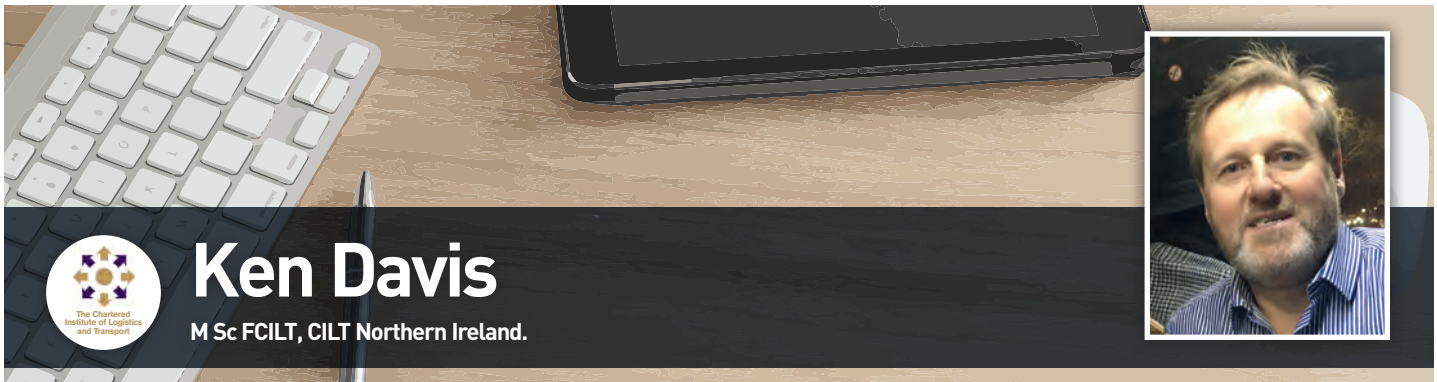
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IN ANY FLEET**

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# Ken Davis

M Sc FCILT, CILT Northern Ireland.

# THE CELTIC CONNECTION: WE CAN BUILD IT, BUT SHOULD WE?

Now that our former National Officer, Pamela Dennison, has moved on to the dizzy heights of working for the Department for Transport (don't worry folks, she is still fighting for hauliers), we have been asked to rotate the production of the regular CILT slot in Export & Freight around the Northern Ireland regional committee.

**Having drawn the short straw,** I have decided to share my thoughts on the so-called Celtic Connection. I would emphasise that these are my personal views, and do not represent any official CILT policy.

Firstly then, what is the Celtic Connection? Well, it is not a pop band, but the name given to a fixed link between Great Britain and the island of Ireland.

The project has been given recent emphasis by Prime Minister Boris Johnson commissioning a view into connectivity within the United Kingdom, overseen by Sir Peter Hendy, Network Rail Chairman. This team, which includes fellow Export & Freight columnist Seamus Lenehy, is scheduled to report back by summer 2021.

The concept of a fixed link between Great Britain and Ireland has existed since the coming of the railways in the mid-nineteenth century, as a combination of bridges and tunnels. There are 4 main potential routes.

From north to south, these are as follows:

- Kintyre Route: The shortest route at c 20 miles, connecting County Antrim to the Kintyre peninsula in Scotland;
- Galloway Route: Slightly longer at c 25 miles from Larne to Dumfries and Galloway in Scotland;
- Irish Mail Route: At c 50 miles, from Dublin to

Holyhead about twice as long as the northern routes;

- Southern Route: Longer still, at c 60 miles, between Rosslare & Fishguard.

## Challenging

The first question is whether it is technically feasible to bridge these distances? Well fortunately, engineers like nothing more than a challenge. The Channel Tunnel between Folkestone, England and Couquelles in France is over 30 miles long, and the Saipan tunnel linking the Japanese islands of Honshu and Hokkaido is slightly longer, and deeper (800feet below sea level), and built in a geologically active zone. Both tunnels are rail tunnels, and having experienced them, both are remarkably boring. Contrary to rumour, you can't see any fish from the train windows. The EU has a plan to build a c 60 mile long rail tunnel between Helsinki, Finland, and Tallinn, Estonia.

For drivers, the Hong Kong - Macau Bridge is c 35 miles long, and consists of a series of cable stayed bridges, an underground tunnel, and a series of artificial islands. Not surprisingly, it features a camera system to monitor driver alertness. So, whilst there would be some massive technical challenges to overcome, including shipping, and a large trench called Beaufort's Dyke which is full of unused munitions, there is no reason to believe that

a fixed crossing is not feasible. But that leads on to other questions such as even if it could be built, where should it go, who would pay, and is it actually necessary?

Starting with the route, we can fairly quickly eliminate the northern and southern crossings. The route to Kintyre is scenic, but goes in the wrong direction, with very poor onward connection. The route from Fishguard to Rosslare would almost certainly negate any journey time savings against ferries with the length of the connecting routes.

So that leaves two feasible routes, in essence NI to Scotland and ROI to Wales. The choice is seemingly a "no-brainer", given that the northern route is about half the distance of the latter, and that any route from Dublin would not be part of connecting the UK. But I don't think it is that simple. Currently, 20% of NI's RoRo freight travels via Dublin, and with the road infrastructure in Wales (A55 is a dual carriageway) is far superior to the A75, which we all know takes a long time just to get to Carlisle. Given that much of the traffic to NI retailers comes from DC's located in the centre of England, a route via Scotland doesn't make much sense. Furthermore, a route from Dublin potentially opens up different sources of funding, such as the EU and possibly even the USA. But I think it's probably wise to step back away from the politics!

## Real Issues

But the real question is whether a fixed link is necessary. For example, Sicily has a population similar to Ireland (c 5 million), and yet there is no bridge over the Strait of Messina despite it being proposed since Roman times and only being three miles across.

The fact is the existing ferries across the Irish Sea do a great job for freight, without getting the credit they deserve, with a varied competitive offering for different markets, and the budget airlines have revolutionised the passenger market.

Whilst that is not of much comfort when your load is stuck at the port, or during the Covid lockdown, it makes it incredibly difficult to see how the numbers could stack up for a future fixed link across the Irish Sea.

Part of the Hendy review terms of reference was to look at the environmental aspects, and there are real issues that need to be addressed, but personally I can only conclude that fundamentally, the existing infrastructure works and is cost effective (although please could the powers that be do a better job with Sailrail!). If anything, perhaps Covid and Brexit have reminded us of how much we have taken for granted.



# Volvo FM and FMX now come with Crew Cab for Fire Service Vehicles

The new Volvo FM and Volvo FMX trucks are now available for use as Fire Service vehicles with a crew cab for up to nine people.

**The new variants** of the two models, developed in close cooperation with bodybuilders and the emergency services, have a number of improvements specifically designed for fire and rescue service vehicles.

"We can now offer a very modern and comprehensive range of heavy-duty trucks on the market for fire services. The new variants of the Volvo FM and Volvo FMX are designed to provide members of the emergency services with a crew cab environment of world-class standard," says Lars Franck, Product Manager Special Vehicle Offering at Volvo Trucks.

The European market is more than 3,000 fire and support vehicles per year. In addition to complying with national and international regulations, the vehicles have to be adapted

to meet the specific requirements of each fire authority. This includes high standards of safety, reliability and flexibility.

The new Volvo FM and Volvo FMX with crew cab are designed for operation in tough environments, offering the same high standards of safety, ergonomics and comfort as other variants within the two ranges, which launched in 2020.

The cab has been thoroughly safety tested and comes with large windows, a low door line, large rear-view mirrors and the option of up to eight cameras, providing good all-round visibility. In addition, the Volvo Dynamic Steering system, available as an option, makes manoeuvring easier and improves both ergonomics and driving safety.



The driver's workplace is equipped with Volvo Trucks' new driver interface which includes digital instruments and a steering wheel with control buttons that is also adjustable with a neck-tilt function.

The high internal roof creates an airy, spacious interior with plenty of room to move around.

The doors have a large opening angle that makes it easier to get in and out of the cab. This is supported by the newly developed anti-slip illuminated step and the clearly marked orange grab handle, ergonomically designed and easy to spot in a variety of conditions.

The cab interior offers plenty of storage compartments for helmets, gloves and other necessary equipment.

# Continental launches turn assist system for HGV and PSV vehicles

The technology company Continental has developed a radar-based turn assist system - RightViu - that fleet operators can easily retrofit to their heavy-duty commercial vehicles.

**Continental is so** far the only supplier to rely on an exclusively radar-based solution which also detects and classifies cyclists and pedestrians. "Increasing the safety of vulnerable cyclists and pedestrians is an important social responsibility," says Gilles Mabire, Head of the Commercial Vehicles & Services Business Unit. "Accidents caused by turning trucks, buses or coaches are particularly in focus because they are often serious. We at Continental are fully aware of our responsibility, in line with our Vision Zero strategy, and are therefore bringing a sophisticated system onto the market with our radar-based solution. Reliable detection, tried-

and-tested technology "We believe that our solution is ideal for detecting cyclists in the blind spot, distinguishing them from other objects, and avoiding serious accidents. Unlike camera-based or ultrasound-based systems, the sensor system detects whether it really is a cyclist or a pedestrian," says Georg Kliewer, head of aftermarket products for special vehicles at Continental. "The package is also easy to install." RightViu can be quickly and easily fitted to vehicles in just a few short steps and does not require a display in the cabin. The radar is installed on the mount of the rear-view mirror, so no holes need to be made in the vehicle body. The system uses the existing CAN bus in the vehicle.

Time-consuming work, such as laying additional cables in the cab, is eliminated. The only requirement is that the radar must be installed at a height of at least two meters so that it has the right detection range.

## Light Commercial

Continental's developers are currently working on a solution for light commercial vehicles that will also be radar-based. The radar ensures the particularly reliable detection of other road users beside the vehicle. The monitored area is four metres to the side of the vehicle and up to 14 metres behind the front. The VRU (Vulnerable Road User) software evaluates the information from the radar sensors. If a cyclist is within

the coverage area, the driver is warned acoustically and visually.

For its radar technology, Continental uses large scale automotive production technology and the knowledge of experts for driver assistance systems as original equipment.

## Minimal distraction

The warning strategy follows the Continental principle of relieving the driver of the flood of information in the cabin and always providing the right information at the right time.

"We deliberately decided against the additional use of displays. Drivers receive a clear warning signal, which directs their attention to the hazardous situation so that the risk of a possible collision can be detected in time," explains Georg Kliewer. "The additional information of where the person is located, which is provided on the display image, is often irrelevant at this moment in time."

If a visual display on a monitor is nevertheless requested, Continental can provide this.



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# BRIDGE STRIKES: THE COST TO NORTHERN IRELAND'S ROADS

When an HGV strikes a bridge, the immediate damage and the imperative need to ensure the safety of all those involved is obvious. But the longer-term cost of bridge strikes goes far deeper than the visible bridge repairs and roadside truck recovery.

Each time a truck strikes a bridge, it causes lengthy delays to rail and road users, closing key transport arteries, diverting traffic and causing knock-on congestion across the road and rail network. Bridge strikes result in expensive repairs when rail bridges are hit. The problem becomes more compounded when considering that it is the same five bridges which are the site of around half of all bridge strikes in Northern Ireland.

Here, Jonny McCann, Bridge Strike Engineer at Translink, the agency responsible for the operation and maintenance of NI Railways, and Peter Morrow, FORS Manager for Northern Ireland, look at why this seemingly 'easy to fix' problem remains.

## How many low rail bridges are there on the NI Railways network?

Jonny McCann, Translink Bridge Strike Engineer: There are 54 low bridges on Translink's NI Railways network. We spend around £70,000

annually on the maintenance of low bridges to ensure visibility is not obscured.

## How many strikes occur per year?

While we have seen a marginal decline in bridge strikes over the last five years - from approximately 30 strikes in 2015/16 to 26 strikes in 2020; that is still around one every two weeks. Longer term, since 1998 there have been over 370 recorded bridge strikes.

Most of these incidents affect bridges which are between 3m and 4.4m high. Yet it is the same five bridges which account for around half of all recorded strikes - these are bridges at Antrim, Lisburn, Carrickfergus, Coleraine and Derriagh.

## What preventative measures are currently in place to stop bridge strikes?

Translink are very active in managing the likelihood and impact of bridge strikes on the network, working collaboratively with DfI (Department for Infrastructure) Roads to help

reduce the risk of incidents, by improving the visibility and layout of low bridges.

In addition, we are active members of the Bridge Strike Prevention Group UK, which has developed a best practice approach to address the risk of Bridge Strikes, which are classified as the 'Four E's' - Education, Engineering, Enablement and Enforcement, an approach we have adopted in our operations locally.

We periodically examine and conduct maintenance on low bridges as part of an annual visual examination programme and complete an annual maintenance programme of low bridge de-vegetation to ensure all low bridge structures and approach signage are visible.

As certain bridges are more at risk than others, direct risk reduction measures have been prioritised at these locations. For example, collision protection beams were installed at North Road, Carrickfergus and Antrim Street, Lisburn in 2008. The beams





are designed to withstand vehicle impact and protect the bridge structure from damage, alleviating the risk to rail passengers.

Plans are also in place to provide collision protection beams at Milburn Road in Coleraine after a recent bridge strike in June 2020 which resulted in closure of the line for three days, due to concerns over structural safety.

Old Stone Road, Antrim is protected by the installation of a steel plate soffit ring, and within the last 18 months warning signage and road lining has been improved to highlight the road position for high sided vehicles.

We are also considering using enhanced signage, static and vehicle activated detection systems, CCTV and warning systems, alongside new public awareness campaigns, all as part of the Bridge Strike Action Plan.

However, Translink has found that in many cases bridge strikes occur when the driver of a high vehicle has not taken account of their load height, or where a boom arm is in the high position when machinery is transported on a loader.

### Can driver training help reduce the chance of bridge strikes?

Peter Morrow, FORS Manager for Northern Ireland: Load height is something which drivers should understand ahead of every journey, yet the practice of checking vehicle dimensions is often not enforced by operators. Embedding best practice measures, such as daily checks and load height and weight measurements, must be enacted throughout the whole business if they are to take root. If there is not a culture of planning, preventative maintenance and robust walk-around checks within road transport operation, bridge strikes will continue to happen.

Part of the FORS eLearning training offering which focuses on bridge strikes is an interactive online session specifically for drivers, which is built around four simple tasks: "Measure, Display, Plan, Avoid". This training is one element of our Prevention of Bridge Strikes toolkit, which was launched in 2018 to help tackle this issue, and which also includes management training, and online resources for members to download.

The toolkit comprises three essential themes; 'reset' the culture of preventing bridge strikes; helping members to 'relearn' avoidance techniques and raising awareness through education and training and 'regain' industry best practice to prevent bridge strikes.

### What is the impact on Translink's services?

Jonny McCann: The impact on Translink services and costs is often significant. All bridge strikes result in immediate line closure, which happens as soon as we receive a report of the incident. After assessment, most incidents are classified as 'not serious' in terms of the immediate impact on railway and road safety, and the line typically re-opens within around half an hour.

However, where there is a more serious strike, a longer closure is necessary, and in some circumstances speed restrictions are put in place until repairs are completed. In these cases additional bus substitution services are provided for any impacted railway passengers.

Aside from the indirect reputational damage caused by train service delays, Translink



incur significant operational costs in the management of bridge strikes, in part due to the training, deployment and management of staff required. Immediately following receipt of a report, a local bridge strike nominee typically attends the scene as a first responder, recording details and reporting information on damage to an on-call bridge strike engineer who is available 24/7 for emergencies. There are also significant direct costs associated with delivering temporary and permanent structural repairs through private contractors.

### How much do bridge strikes cost?

Peter Morrow: Aside from the physical cost of damage to both the bridge structure and vehicle, there is a very real cost to other road and rail users due to the delays caused. The higher the volume of users on a particular road and rail line, the bigger the impact. To illustrate this, we can undertake a worked example at the low bridge at Old Stone Road in Antrim, using standard Value of Time data from the Department for Transport.

DfI traffic surveys show that the A26 at this location carries over 9,700 vehicles each weekday. If we assume that a bridge strike occurred during a peak period of the day, closing the road and delaying road users for up to one hour would cost them over £28,000. Furthermore, if the rail line was also closed due to the strike and passengers were impacted for an hour, the cost per train full of people would be over £6,000 per hour.

### Are people prosecuted for it?

Jonny McCann: Hit and run (unknown vehicles), haulage vehicles and low loaders with construction plant account for 39%, 31% and 10% of bridge strikes respectively. On occasion, Translink do unfortunately need to pursue prosecution for bridge strikes.

The Police Service of Northern Ireland (PSNI) have the power to issue cautions, fines and penalty points for bridge strikes and NI Railways and DfI Roads work alongside the PSNI to ensure action is taken as appropriate.

The safety of our staff, passengers and the wider public is Translink's top priority. Bridge strikes are preventable and we fully support measures to improve driver awareness via schemes such as FORS.

We would remind hauliers or those moving or transporting machinery that there is a requirement to report all bridge strikes. The relevant numbers to contact are displayed on signs on all of our bridges. Failure to report a bridge strike could have serious consequences for trains, passengers and staff as well as road users.

Peter Morrow: Best practice is a catch-all term for raising standards in our industry, and many of these practices rightly revolve around safety. In our experience however, when it comes to bridge strikes, it is really about changing company culture to educate drivers, and transport managers on the true cost and impact of bridge strikes.

### Bridge strike facts

- There were 26 bridge strikes in Northern Ireland 2020 – the equivalent of one every two weeks.
- Since 1998, there have been over 370 recorded bridge strikes across the region.
- Bridge strikes are more prevalent in the autumn and winter, with around 10 incidents reported every day in the UK. This peaks in October/November, which is attributed to the clocks changing from BST and an increase in deliveries ahead of Christmas.
- Most bridge strikes happen between 10am and 11am, but the number of incidents remain high all day until around 6pm and can cause hours of travel chaos.
- Each year Bridge Strikes cost the taxpayer £23m in damages and delays.
- The average cost to Network Rail for each bridge strike is £13,000 and costs can rise to £1m per hour, for example if the collision results in the closure of a railway line.

## Leyland Trucks rolls-out 200,000th DAF LF

Leyland Trucks has reached a significant milestone; DAF LF number 200,000 has rolled off the production line. The LF City 170 7.5-tonne GVW rigid is being delivered to local customer, EVTS, in Blackpool.

**It is part** of a fleet order for EVTS including two further LF City 7.5-tonners, two CF tractor units and four top-of-the-range XF tractors with Super Space Cabs.

"We are, of course, very proud to have reached this important landmark in the history of not only the LF product, but also of Leyland Trucks," said Leyland Trucks Managing Director, Brennan Gourdie, "The milestone represents the excellent characteristics of the truck itself and is also a reflection of the industry-leading quality of our 1,000 dedicated employees who deliver to our world-wide customers every day."

## PACCAR and Aurora Form Strategic Partnership

PACCAR and Aurora have signed a global, strategic agreement to develop, test and commercialise autonomous Peterbilt and Kenworth trucks.

**This collaboration will** integrate PACCAR's autonomous vehicle platform with the Aurora Driver to enhance the safety and operational efficiency of PACCAR's customers.

In the strategic partnership, PACCAR provides autonomous-enabled vehicles with industry-leading quality, durability and reliability resulting from decades of engineering excellence and manufacturing investments, as well as aftermarket parts distribution, finance and other transportation

solutions. Aurora provides industry-leading self-driving technology, including hardware, software and operational services.

Both partners will work closely together on all aspects of the collaboration, from component sourcing and vehicle technology to the integration of the Peterbilt and Kenworth vehicles with the Aurora Driver. The partnership also includes vehicle validation at the PACCAR Technical Center and production support in PACCAR factories.

## COURT REPORT

### Tachograph and Road User Levy Offences

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

**The conviction arose** when DVA Enforcement Officers stopped a large goods vehicle in the Loughbrickland area.

During an examination of the vehicle's tachograph data it was noted that the vehicle been driven on 3 occasions with no driver's card inserted and that there had been a failure to download relevant data from a driver card.

In addition the vehicle did not have a valid road user levy in place for the vehicle's journey to Northern Ireland. As the driver was unable to provide a UK address, a court deposit totalling £900 was taken at the roadside.

### Fined for Tachograph Offences

**Another driver from the Republic of Ireland has been convicted at Enniskillen Magistrates' Court and fined a total of £750 plus a £15 offender levy.**

**The conviction arose** when DVA Enforcement Officers stopped a 2 axle Volvo articulated unit in combination with a 3 axle Wilcox trailer in the Enniskillen area.

During an examination of the vehicle's tachograph data the vehicle was found to have been driven on 3 occasions with no drivers card inserted.

As the driver was unable to provide a UK address, a court deposit totalling £900 was taken at the roadside.

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**Transport Training Services**





(L-R): Chris Wall, Client Services Director, Mandata. Steve Spark, CRO of Mandata Group.

## Loads more efficiency for UK transport as Mandata grows into freight exchange

Mandata Group last year acquired Returnloads.net, the UK's leading freight exchange provider helping manufacturers, shippers, and distributors find new transport suppliers, as well as enabling transport operators to expand their networks and find new work.

**The acquisition has** brought something totally new to the road transport sector giving operators the ability to expand their networks to find new customers and suppliers using Returnloads.net and then to execute that work more efficiently using Mandata TMS.

Steve Spark, CRO of Mandata Group explains that collaboration is a key theme for the road transport sector today and the combination offers exciting opportunities moving forward.

"Our customers have told us that they need to be able to work more effectively with their customers and subcontractors. They need help to win new work and to expand their own supply chains to get work done when they do not have capacity in their own fleet.

"Returnloads.net gives us a fantastic platform from where we can build out our collaboration proposition. We have exciting plans to invest further in the platform both as a stand-alone proposition and how we integrate the platform with Mandata Group transport management solutions.

"Customers who use Returnloads.net to find new work, can expect to see enhancements to the existing platform that will help them promote their services more effectively by highlighting aspects of

their service. Customers who use the website to find new suppliers will benefit from a much improved search engine allowing them to focus on things that are important to them, such as customer ratings, industry accreditations and memberships, helping them to validate who they work with.

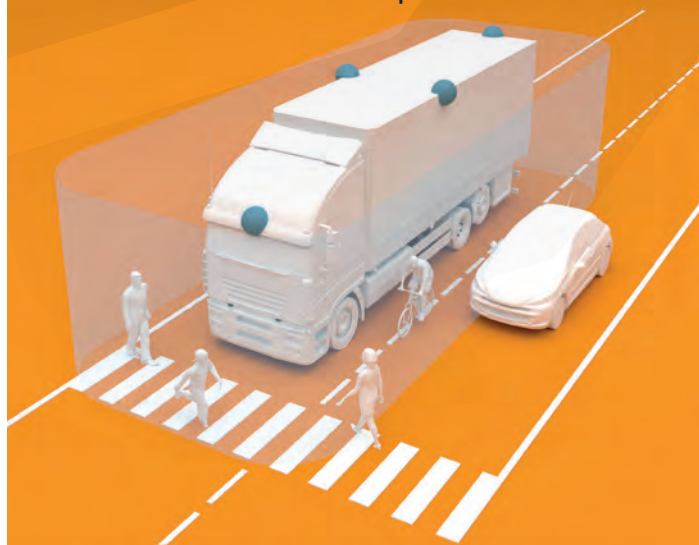
"Mandata TMS customers who want to find new suppliers will be able to publish loads quickly and easily on Returnloads.net. If they already subscribe to the platform to find new work, then they can easily bring the new work back into TMS to get the job done, while providing real time updates back to their customers through in Returnloads.net."

Chris Wall, Client Services Director at Mandata, explains: "The acquisition of Returnloads.net really compliments the work Mandata has done on launching last year the Subbie Portal which gives Mandata TMS customers the ability to allocate loads to members of their existing supply chain who are not users of Mandata TMS themselves. Sub-contractors can provide real time job updates, ETAs and PODs straight back into Mandata TMS, removing the long-standing problem of a lack of visibility on loads once they get handed over to a sub-contractor."

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# GLOBAL CARGO SOLUTIONS TAKES DELIVERY OF 20 NEW HIGH CUBE SDC CURTAINSIDERS

Armagh based haulier, Global Cargo Solutions (GCS) has taken delivery of 20 new high cube SDC Curtainsiders supplied through rental and lease specialist Hireco N.I on a long-term contract; the trailers joined GCS's fleet in January to maintain and enhance the haulier's Irish and U.K freight services.

**Built to EN 12642-XL** standard, the new SDC trailers boast a high spec with a host of features including an easy access coupling box, hubometer, toolbox storage and document holders to assist GCS's general and specialist operations.

The high cube Curtainsiders provide 3.1m internal loading clearance while meeting EU regulations for the haulier's services throughout Ireland. Rear buffers and an infill crash bar have also been added for extra protection as well as a pull-out step with safety platform.

Operations Director Andrea Woolsey said: "With increasing demand for our services and the extra demand caused by the pandemic we made the decision to expand our fleet so that we could be more flexible. We placed the order with Hireco in September of last year, so that they would go into service from January.

"The majority of our trailers are SDC and they have served our operations very well, they offer extremely durable quality, and it is clear that they have been engineered with the customer

in mind. We opted with Hireco's full maintenance and breakdown cover which allows us to keep our vehicles in pristine condition."

## Rapid Growth

Established in 2016, family run GCS have gone from strength to strength over the last five years and rapid growth has led the company to become a key player in the Irish Sea logistics sector, operating a modern fleet made up of 40 tractor units and over 100 trailers. The entire GCS fleet is equipped with the latest tracking devices and three-way cameras for freight security.

Commercial Director Jemma Woolsey also stated: "At GCS we are always looking to the future and planning ahead to ensure that we have the best equipment and services available to our customers. We have an excellent team of drivers who deliver and collect loads with a great deal of care and respect towards our customers. The personal approach from our office staff has also helped us to build a good relationship with customers and secure key contracts.

"Despite many challenges that the haulage industry is facing at present, I am optimistic for the future of Global Cargo Solutions, our continued investment and extensive trailer fleet has put us in prime position to win new contracts in the year ahead."

## Tailored Solution

Paul Bratton, SDC Trailers Group President, said: "At SDC, we

listen carefully to our customers to understand their transport challenges and develop a solution that meets their requirements. I am pleased that we have been able to achieve this with Global Cargo Solutions and they have chosen SDC again for their trailer requirements. I wish Andy, Jemma & Andrea and their team all the best with their new EN-XL Curtainsiders."







# BREXIT CHALLENGES FOR NORTHERN IRELAND

The trading relationship between GB, the EU and NI changed significantly following the end of the transition period on 31 December 2020. And, as the first month of new trading arrangements drew to a close, there were and still are several areas where challenges remain. In this article I will explore these current issues as well as examine the grace periods in use currently across NI.

**The immediate challenges** faced by logistics businesses include a lack of capacity among customs intermediaries, issues with Sanitary and Phytosanitary (SPS) checks on food consignments and an imbalance between shipments to and from NI, which is ultimately affecting NI hauliers.

At Logistics UK, we are working with government to address these issues and, in a recent meeting with Michael Gove MP, proposed several solutions, which he has promised to consider. These include a grant to support hauliers affected by increased empty running, which is due to fewer goods moving from GB to NI (volumes of freight from NI to GB have held up better).

Combined with the impact the COVID-19 lockdown has had on trade, GB suppliers have either been unaware, unprepared, or most worryingly, unwilling to move goods to NI since 1 January 2021. Education and support for businesses is also vitally important and we have asked government to facilitate a bespoke advice line targeting small and medium-sized enterprises (SMEs) to assist them in their preparations for moving goods.

## SPS Checks

To help tackle the challenges surround SPS checks, government has introduced two groupage models: the consolidation hubs model and the linear model. In the "consolidation hubs" model, the mixed

products arrive at a single specific premises and are consolidated before being certified as a single unit. Using this model, the certifying officer at the premises is able to seal the final consolidated load having certified the goods via documents such as compliance declarations and EHCs.

The alternative "linear" model will allow hauliers to collect multiple consignments from multiple locations. Each individual consignment must be checked and sealed by a certifying officer before the haulier is able to move on. Once all the consignments have been picked up the consolidated load is then sealed at the final point of dispatch and the haulier may then leave for the port.

At Logistics UK we are cautiously optimistic that this solution will help prevent delays by reducing the number of vehicles needing to be inspected on arrival in NI. However, the logistics industry will need to continue working closely with both DEFRA and DAERA as the scheme develops as it is still untested for larger volumes of traffic, and it is clear that further IT developments will be required as the system evolves.

## Grace Periods

NI's logistics sector will also see several changes throughout the next six months as a number of grace periods, aimed at easing the transition, are set to end. Currently, under a grace period that is due to end on 1 April

2021, the majority of parcels entering NI from GB – received by NI residents or business – do not require customs declarations, with the exception of parcels sent business to business containing goods over £135 in value.

In our opinion, it is essential to use this period to secure a long-term resolution; tens of thousands of parcels are moved into NI per day and it is crucial to reduce the potential impacts caused by the increased administration – such as delays – specifically in relation to business to consumer parcels.

In a further grace period, also set to end on 1 April 2021, most products of plant and animal origin are exempt from Export Health Certificates (EHCs) for entry into NI from GB, subject to conditions. Some products listed under the Prohibited and Restricted categories such as minced meats and sausages are trading only as a result of a six-month grace period that allows continued access to the NI market.

However, the future for these goods from GB to NI after the end of the grace period on 1 July 2021 is uncertain and, again, this time must be put towards securing a long-term solution which, in my opinion, could include a possible trusted trader scheme for retailers and food suppliers.

## Working Together

Overall, while there are challenges ahead, we believe that the logistics industry is highly adaptable and by working together with government we can secure long-term solutions to the challenges faced, to ensure the smooth flow of goods continues across our borders.

The NI protocol as we see it today should not be viewed as the finished article, but rather a work in progress and it is our job, along with other sectors, to ensure we can shape it in order to ease burdens and formalities on GB to NI supply chains.

# Free eLearning course launched to help reduce Covid-19 risk during lift truck training

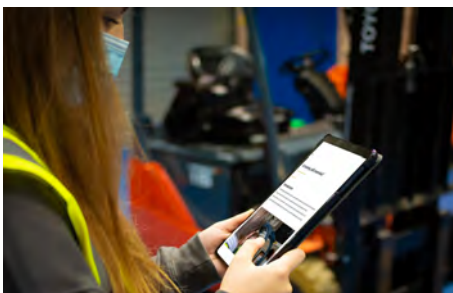
RTITB has developed a new eLearning course 'Managing COVID Risk During Lift Truck Training', which is available for free to provide support throughout the challenges of Covid-19.

**The course is** ideal for training teams and managers in supply chain organisations delivering inhouse training, as well as lift truck training providers.

"Safety in lift truck operations is more important than it has ever been, with workplaces under stress due to the challenges of Covid-19 and increased demand for goods, so we were keen to do something to help," says Laura Nelson, Managing Director for RTITB, the UK's leading workplace transport training accrediting body.

"We know that training plays an essential role in keeping people safe and the HSE has been clear that essential lift truck training must continue," she continues. "By making this eLearning course available free of charge, we hope that those delivering vital training will have the knowledge to do this as safely as possible, whilst managing infection risks."

The new course is designed to look at a range of things that training providers and employers should consider when planning and running lift truck or materials handling equipment training.



It looks at how to establish whether training is essential and explains the HSE hierarchy of controls. This is a set of measures organisations should take for safety, in particular, considering ways to reduce face to face contact.

"Keeping trainees safe is important, but employers must not forget their responsibility to ensure the safety of instructors and trainers too," says Laura. "We understand that it can be difficult to navigate the conflicting information out there and establish what applies to your

operation, so our eLearning course distils the key information to help managers and employers fulfil their legal responsibilities, whilst also keeping people as safe as possible."

The course also covers how to communicate safety to candidates and how to safely deliver theory and practical training, including managing break times and refreshments. An optional session on safely delivering training at other company sites or customer premises is also available.

The training is completely free of charge for all businesses and candidates. It takes approximately 30 minutes to complete (40 minutes including the optional session) and includes a quiz at the end of each section to confirm learning. Trainees completing the eLearning course will receive a certificate of attendance.

**To obtain free licenses for the eLearning course, simply email your contact details with "FREE COURSE" in the subject line to [elearning@rtitb.com](mailto:elearning@rtitb.com) or call +44 (0) 1952 520200. You will then be sent a link.**

## Brake Performance Monitoring from BPW idem Telematics

As the accessibility of live information continues to move at a pace, BPW's idem telematics Brake Performance Monitoring System gives customers an even clearer view into the performance of their brakes. The system continually monitors the performance of the trailer brakes in real-time and provides a facility to acquire the data in the form of reports.

**In giving the** trailer a voice, the brake performance monitor enables several critical features, such as earlier identification of brake force loss, as well as highlighting problems with vehicle compatibility.

Sharing the data from the brake performance monitoring system demonstrates compliance with the DVSA Earned Recognition Scheme reducing regular brake roller test requirements to one per year. Automated EBS error alerts also enable proactive repair and maintenance scheduling.

The system uses some of the data from the electronic braking system (EBS), and together with data acquired from other systems, is able to produce performance figures for the semi-trailer brakes. The BPW idem brake performance monitor can be used as an alternative to roller brake testing. There is an additional feature whereby BPW Limited is able to identify incompatibility and fine tune the brake calculations to improve the life of the products. The data can be transmitted via a telematics system, processed

and made available to others.

Constant monitoring enables the operator to detect system failures before the regular maintenance period, preventing problems from escalating.

The pressure on the service coupling (or the equivalent electrical signal) tells you how much braking the driver/tractor unit is expecting. How much retardation is being achieved can be calculated from the speed and the distance travelled. This performance data is collected and stored and over

time gives a measure of the trailer's braking performance.

The system is very good at monitoring braking events in real time and comparing those results to the demand from the driver/tractor. The longer the system is used for, the more accurate the data becomes; reports can produce data on a daily, weekly, monthly or annual basis.

Brake performance monitoring is about visibility - peace of mind for the fleet manager who will be given a clear view of the braking performance of each trailer within the fleet to meet safety, compliance, and maintenance scheduling. For the workshop/maintenance manager, they will receive notification, via alerts, of any defective brake performance requiring investigation so that repair and maintenance can be actioned immediately. The BPW idem brake performance monitoring system is all about keeping trailers safely on the road, doing what they are meant to do - earning money.



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# Peter Morrow

FORS Manager – Northern Ireland.



# BRIDGE STRIKES, EDUCATION IS THE ANSWER

Translink figures show that a bridge in Northern Ireland is struck by a heavy goods vehicle once every two weeks, and moreover, that it is the same five bridges which are struck repeatedly.

**It is important** to remember that unlike some complex safety challenges faced by road transport operators, bridge strikes are almost entirely avoidable, yet they cause significant damage and huge safety concerns. The more we can do to educate drivers about the dangers of bridge strikes and how to avoid these, the better.

In GB, Network Rail suggests that lack of driver awareness of the height and width of a particular bridge accounts for around one third of strikes. However, for hauliers operating in Northern Ireland, these hotspots are well known – there is little excuse for a driver not knowing a low bridge.

FORS members should ensure that their HGV drivers are fully aware of the dangers of potential

bridge strikes to avoid these costly incidents, which not only impact the wider transport network and cost taxpayers heavily but can result in organisations losing their operator's licence.

Over 63,000 individuals have completed the FORS Professional Bridge Smart eLearning module, which was launched in December 2018 to address the issue of HGVs striking bridges. The online session teaches transport managers and drivers to understand the dangers of bridge strikes, learning avoidance techniques, and cementing industry best practices to prevent bridge strikes in the future.

The module is accompanied by a manager toolkit, which includes practical advice which can be adopted into fleet

operations to help reduce the risk of bridge strikes, and worst-case scenario response planning. The toolkit also includes driver knowledge materials, internal communication resources and posters.

Operators should also bear in mind the longer-term consequences of bridge strikes. Traffic Commissioners are able to initiate

proceedings against operators whose vehicles are involved in bridge strikes, with public inquiry results putting O Licences at risk.

We encourage all FORS members to download and use the free FORS Professional Bridge Smart toolkit and to make sure their HGV drivers have completed the FORS Professional Bridge Smart eLearning module to prevent such incidents.



# CHRISTIAN COOLSAET

## MANAGING DIRECTOR OF VOLVO TRUCKS UK & IRELAND



Christian Coolsaet took on his role as Managing Director of Volvo Trucks UK & Ireland in what was the most difficult of times, with Brexit approaching amid a global pandemic and worldwide lockdowns. That was September 2020, which seems a lifetime away, so how has he and Volvo Trucks been coping with those unprecedented challenges? Export & Freight's David Stokes has been finding out.

**Having spent some** time in conversation with Christian Coolsaet, it is clear he is a man not only passionate about football, but even more so about Volvo Trucks and about life in general. As he told me: "I am not interested in 'easy' as I do like a challenge! I always expect the unexpected and try to be prepared."

First, a little bit of background. Christian succeeded Robert Grozdanovski who moved to Gothenburg to take up an appointment as Volvo Trucks' Senior Vice President for Sales Area Europe Central East & East. He has brought more than 20 years of Volvo experience to the position, most recently from the German market.

Married to Carine and with two teenage sons who are studying at Warwick University, Christian was born in Belgium but spent large parts of his career abroad. He lived in the UK for a period while working for a Belgian Bus manufacturer in the Midlands. He joined the Volvo Group in 1997, initially with Volvo Buses and from 2002 with Volvo Trucks where he has held various senior management roles. Before heading up Germany, Christian was the Managing Director

for Volvo Trucks in Ukraine and later in Romania, Commercial Trucks Director for Germany, Austria and Switzerland and Managing Director for Volvo Group Trucks in South Africa.

During his five years as Managing Director for Volvo Group Trucks in Germany, Christian, was responsible for both the Volvo and Renault truck brands and has played a major role in developing Volvo Trucks business in the German market.

**So, what was his initial reaction in being 'uprooted' once again?** Very positive, it seems. At the time of his appointment he commented: "I am very excited to return to the UK. In all those years I have always kept a soft spot for this market, and I am very much looking forward to working with the customers, retail network and my team. We have a very exciting autumn ahead of us with the launch of our new Heavy Duty truck range with four fantastic new trucks, which we very much look forward to present to customers in the UK & Ireland."

That, of course, didn't happen as initially planned, thanks in the main to Covid-19. But not to be beaten, the team at Volvo Trucks pulled

out all the stops to make sure the launch of the four heavy-duty trucks - Volvo FH, FH16, FM and FMX, all with a strong focus on the driver environment, safety and productivity - went ahead, albeit in a totally different format.

"The team, including myself and Martin Tomlinson who is head of Media, Truck Demonstration & Driver Development, put a lot of time and effort into preparing for what was to be the biggest ever new product launch by Volvo Trucks – and then the pandemic struck," recalls Christian.

"Initially we had planned to fly in a large party of people to Gothenburg in Sweden for an extravaganza event, complete with drinks, evening dinner and entertainment, but all of a sudden we had to go back to the drawing board to reshape and redesign our presentation which took a lot of creativity and innovation, but there were no complaints from the team; we simply got on with the task, considered how we could go ahead with a launch that was practical, safe and effective, and so was 'born' our virtual online presentation. All credit must go to the team effort. I must admit, it was a scarily positive experience."

**Did you learn anything from that experience?** "Oh, yes. I learned that I have an accomplished team of professionals around me. What they have achieved in a short space of time since I took on my role, I can only bow my head in respect. Also, I got to appreciate that things can be done in a different way. Events to launch new products don't have to be big and brash. While I do not exclude such in the future, but they are not always necessary to get our message across."

**Do you feel the new range will boost market share in the UK and Ireland?** "Absolutely; we can now offer operators a range of trucks that have the best fuel economy ever seen in the industry. Drivers can benefit from a cab that offers comfort levels that are unprecedented, an interface that is unprecedented, safety features that are unprecedented, in essence a truck that is driver friendly in the extreme, all of which will undoubtedly help Volvo Trucks to enhance its market share in the UK and Ireland. Our new range is robust, reliable,





fuel efficient, easy to operate, and should help attract more drivers to the industry and to Volvo Trucks as a brand."

**So, on a local level, are you happy with the performance of your Northern Ireland and Republic of Ireland dealerships?**

"They are doing a marvelous job. Fortunately, I was able to visit Dennison Commercials before the pandemic restrictions were further tightened and was very impressed with the dealership. Visiting Belfast was very meaningful for me as I was there many years ago, so it brought back some good memories of a city – and, of course, a dealership – that has a big story to tell.

"Management and everyone else on the team at Dennison Commercials are very professional, very committed and obviously fully focused on customer service and support; they represent the Volvo brand in an excellent manner, always going the extra mile.

"Alas, because of the pandemic I haven't yet been able to visit the dealership in the Irish Republic, but I have been able to enjoy some video calls with the team at Irish Commercials; they are very passionate about the Volvo brand and I hope to meet them face to face in the not too distant future."

**With customer service and support more important than ever, what are your thoughts on that?**

"Because the product has become more complex, the needs of the customer are also more complex, and will become increasingly more so with further technological advances, which is why we strive to have the most skilled, most competent service and workshop personnel across our dealer network to meet all of those challenges."

**Given our challenging circumstances, how do you see the year ahead panning out for the business and the transport sector in general?**

**Are you optimistic?** "I am always optimistic. If you look back just a year ago, I was skiing in Austria, going to a customer event in Spain, then preparing for our biggest ever product launch in Sweden, and later on having a dealer event in Stuttgart... it all seems like an eternity ago, but key to success in the present climate is managerial agility.

"Yes, we are currently being challenged a lot, whether it is to bring more efficiency or find solutions to other challenges, but I and my fantastic team are determined to formulate the right policies in order to move forward no matter what the weeks and months ahead throw at us, be it the pandemic, Brexit, environmental obligations that we have, or something else.

"Of course, all of us miss that personal interchange with the customer; I am missing that more than anything, being a gregarious individual, always eager for customer and dealer contact, so once normality returns I will be out and about making up for lost time.

"In the meantime, we will be staying in touch on a regular basis with our customer base through Microsoft team meetings, video messaging, Facebook and other social platforms – all of these avenues are filling my days; it is the next best thing, until the pandemic is past."

**"OUR NEW RANGE IS ROBUST, RELIABLE, FUEL EFFICIENT, EASY TO OPERATE, AND SHOULD HELP ATTRACT MORE DRIVERS TO THE INDUSTRY."**



# CALLS GROW FOR HAULIERS TO BE NEXT IN LINE IN COVID-19 VACCINE PROGRAMME

There have been some powerful arguments put forward in recent weeks why truck and van drivers and others working in the transport and logistics industry should be next in line for vaccination against coronavirus.

**These 'essential' workers** are clearly in the frontline, putting their lives at risk to ensure the economy and its supply chains keep moving.

One of those lending their voices to such calls for our drivers to be offered the same virus protection as other key workers, such as those in the NHS, is Kim Swann, P&O Ferries' Head of Freight Sales for Irish Sea & Dover-Calais.

"My main concern is far removed from politics. It is about the welfare of our drivers. At present there is no priority given to them. Of course, it is absolutely right that NHS and other healthcare workers should be at the top of the list, but when you consider transport workers and drivers in particular, they are crossing multiple borders and multiple counties day and daily, providing essential services, so it would seem very logical that they should also be given priority when it comes to the vaccination roll out."

She adds: "Truck drivers keep our supermarket shelves full and deliver other essentials that we all depend on for living, but more than that, they also, in many cases, deliver vital supplies, including medicines and equipment, to ensure our health service has everything

it needs to combat this pandemic.

"We are an island economy, so those working in the transport and logistics sectors, and not least those in shipping, are vital; in essence they represent the lifeblood of our whole economy, without them everything would slowly grind to a halt."

There's no doubt many of our drivers are increasingly concerned. A great number of them are in their 50's and 60's, so are clearly in the high risk age category. They regularly work in close quarters such as delivery areas in shops and warehouses, and are regularly on board freight ferries. Their concerns are not only for themselves, but also for their families and other loved ones.

## Absentee Spike

Indeed, with the sector currently experiencing a spike in Covid-19 related absences which may have a knock-on effect on the supply chain, John Martin, the RHA's Policy Manager for Northern Ireland, has written to Health Minister Robin Swann.

He tells the Minister: "Without the haulage

sectors commitment to continue to deliver foods, pharmaceuticals and general consumer goods during the protracted Covid-19 period the situation we are in would be much worse. The pressure the sector is under has increased significantly due to the end of the transition period and the NI Protocol.

"As you will appreciate the nature of modern-day logistics necessitates drivers to transport goods from across Europe resulting in them being exposed to significantly increased risk of contracting Covid-19. This has been exacerbated due to the new strains of the infection and the need for drivers to engage more with other personnel as a consequence of the end of the transition period and the need for additional paperwork and checks at borders.

"Whilst we recognise plans for the immunisation programme are currently being rolled out, we request you consider raising the priority given to HGV drivers in this programme given the critical role they play in keeping hospitals and essential services supplied going forward."

Adds John Martin: "You more than anyone will recognise the sector plays a critical role and were given key worker status due to their role and now it is time to ensure these key workers are mentioned in the same conversations as those working in Health and vaccinated before the public receive their vaccines."

However, he is not happy with the Minister's response. Robin Swann has told him that while the work of road hauliers and their drivers "is greatly appreciated at this difficult time, the vaccination programme in Northern Ireland is guided by JCVI recommendations. JCVI do not recommend prioritisation for vaccination during the current Phase of the vaccination rollout."

"The JCVI prioritises based on age as data indicates that the single greatest risk of mortality from Covid 19 is increasing age and that increase is exponential. In consequence, vaccination has been offered to older age groups first as well as health and social care workers to protect health and social care systems. JCVI did not, therefore, recommend prioritisation by occupation prior to the population over 50 being vaccinated during Phase One."

In recent weeks, the transport and travel union TSSA has also requested that all essential transport workers should be next in line for vaccination after vulnerable groups and healthcare and care workers.

And says the European Transport Workers Federation: "Now more than ever, it is time for everyone to step up their efforts to protect our transport workers. We are proud of them, as they are keeping the country moving during these troubled times as they ensure that medical supplies and essential goods for our survival are delivered."

So, it is clear, pressure will continue to mount for drivers and other transport workers to be next in line to receive the vaccine.





# Rapid testing scheme for Northern Ireland hauliers

The introduction of rapid testing for Northern Ireland hauliers heading to France has been welcomed by the Health Minister Robin Swann and the Infrastructure Minister Nichola Mallon.

**With immediate effect**, freight drivers are able to book online to access the established asymptomatic test sites at Queen's University (Whitla Hall) and Ulster University (Belfast, Jordanstown, Coleraine and Magee campuses). The testing will be undertaken using Lateral Flow Devices (LFDs), drivers are expected to receive their results within an hour of the test being taken.

This follows constructive engagement involving the Department of Health and the Department for Infrastructure, which regulates the haulage industry, local Universities and representatives of the freight haulage sector in a collaborative effort to support drivers and reduce potential disruption and delays as they carry goods across to Europe. The French Government requires that freight drivers travelling from the UK and the Republic of Ireland can only enter France if they can provide evidence of a negative LFD test result from a test taken within 72 hours prior to travel. Health Minister Robin Swann welcomed the provision of the service for freight hauliers in Northern Ireland and thanked



both Universities for agreeing to provide this service through their established network of test sites. "The requirement for a negative test result for those drivers travelling to France has created a demand for testing in Northern Ireland prior to departure. I recognise the importance of providing this testing which will play a part in reducing the risks to drivers and their goods travelling to the ports across the UK and Ireland."

Infrastructure Minister Nichola Mallon said: "This collaborative approach will ensure that drivers can commence their journey confident of being able reach their destination without undue delay. I am pleased to work in partnership with the Department of Health, the local Universities and the haulage industry on the introduction of this important testing service. I urge those working in the haulage industry to familiarise themselves

with these new arrangements which aim to minimise disruption in the transportation of lorries and goods across Europe."

## Times & Places

The location and opening hours of each site are as follows:

**Queen's University Belfast**  
– Sunday to Thursday  
from 11am to 8pm.

**Ulster University Belfast Campus and Coleraine Campus** – Mondays and Thursdays from 9am to 5pm.

**Ulster University Jordanstown Campus and Magee Campus** – Tuesdays and Fridays from 9am to 5pm.

Each driver must bring photographic identification and a letter from their employer confirming that they are a professional driver travelling to France in the next 72 hours.

The test sample will be processed within 30 minutes and the HGV drivers should receive their results within 60 minutes. Drivers should stay on site until they receive their results in case they need to be retested in the event of a void test result.

## CBI Urge NI Executive to Put Covid-19 Roadmap in Place

The CBI Northern Ireland is offering its full support to develop a Covid roadmap for re-opening the UK economy at a national and a regional level.

**In an open** letter to Stormont's First Minister Arlene Foster and Deputy First Minister Michelle O'Neill, the CBI says it feels like such a roadmap should be one of three work streams that need to run in parallel during this phase of the Covid crisis.

Says the letter, signed by Tony Danker, CBI Director General, and Angela McGowan, CBI Northern Ireland, "First, health must remain the top priority, to get on top of the virus and the R-rate down. Second, HM Treasury must be encouraged to move fast on further business support, commensurate with restrictions being tighter and in force for longer than expected.

"And third, at the local level, the Department for Economy and the Department of Finance are most probably the natural leads to work on

any such framework given their departmental expertise, remit and capacity. With health teams currently in crisis management mode, we in business along with these departments can use our insights and collaboration to plan for a successful re-opening of the economy when the moment is right to do so.

"If the Executive is hoping for a successful return to economic growth, it must use the coming weeks to put that framework in place and answer the many unanswered questions that businesses have about what re-opening will look like. It is clear that we will be entering a new normal where, even post vaccination, we will have new workplace environments, increased testing and stressful economic realities to live with.

"All of the CBI's conversations with firms in sectors ranging from leisure, travel and professional services tell us that there is a huge appetite for a joined-up roadmap to build consensus, policy clarity and enable firms to plan - all necessary for a strong recovery.

"To be clear, this is not an attempt by

business to set specific dates and deadlines for re-opening. The roadmap would be date neutral, and rightly be driven by health data. By working together, government and business can build a roadmap based on shared evidence and insight, to ensure well-informed preparations."

"Running alongside the roadmap would be clear parameters for determining what, and for how long, economic support measures remain in place. The plans would develop in lockstep, to ensure that key support measures taper away, without a cliff-edge, ensuring that support is progressively targeted at those sectors that remain closed for longest.

"Since the first national lockdown in March last year, we have seen an unprecedented partnership between business and the Executive in responding to the public health and economic challenges presented by Covid-19. A shared endeavour to map out a roadmap for re-opening would be a further example of businesses and the Executive working together to protect lives and livelihoods.

"If you think there is merit in the idea, I would be very happy to offer the CBI's resources and convening power, and to work with other business organisations to help shape a roadmap taskforce that is inclusive across the breadth of the economy."

# P&O Ferries Supports Freight Drivers with Free Food & Cabin Upgrades

P&O Ferries have launched a new initiative to support the wellbeing of freight drivers and raise awareness of their invaluable contribution to the economy.

In recognition of the challenges freight drivers have experienced in recent months, particularly due to Covid-19 testing requirements, P&O is offering free food, discounts in onboard shops and cabin upgrades, so freight drivers are refreshed and refuelled.

Free Food February for Freight Drivers means all freight drivers sailing with P&O between Dover and Calais can have a complimentary meal from a menu that has been specifically designed to be filling and hearty.

Two freight drivers per vehicle can claim a free meal by presenting their boarding tickets on sailings between midnight and 8am Monday to Friday and on all weekend sailings between midnight on Friday and 8am on Monday.

Additionally, for freight drivers on the North Sea, P&O is offering free upgrades to Club Cabins and arranging for refreshments to be brought directly to their cabins, to help them socially distance during the Covid-19 pandemic. P&O is also offering 10% discounts for freight drivers in all of its World Duty Free shops, which



already offer up to 50% off high street prices.

These initiatives are part of a new push by the company to support freight drivers and raise awareness of their indispensable contribution to society and the global economy.

P&O Ferries has established an internal team to investigate what other changes can be made to support the welfare of freight drivers and ensure they secure the rest and relaxation they need before continuing their journeys.

## PocDoc: The answer to a COVID-secure workplace

As the UK endures another national lockdown, there remains plenty of employees who, to do their job, must continue to go into their place of work.

**PocDoc provides a** quick and affordable testing solution to any employer looking to instil confidence in their employees that their workplace is safe and secure.

The rapid antigen tests are CE marked and approved by Public Health England, and take just 15 minutes to display the results, meaning that workforce testing can be both quick and accurate. All that's required for the screenings is a healthcare professional to be in attendance, which can be provided by PocDoc if the organisation doesn't employ one in house.

Each person tested receives an immediate digital health certificate with their results and the digital healthcare end-to-end solution also provides employers with a simple digital platform enabling them to track their workforce's status and health. This platform provides immediate, secure data collection and visualisation for full traceability, allowing employers to enable a workforce to return to work safely. There is no limit to the scale of testing available.

No other service is combining testing with tech and providing the complete solution –

tests, staffing, reporting and certification – so PocDoc is leading the market in providing HR departments with the services they need to collate the health and status of their workforce in real time and keep Britain working safely.

PocDoc is also in advanced discussions with airports, airlines and live events about deploying their test and app solution, including the ability to integrate with passenger manifests and to facilitate pre-flight testing, issuing "Fit to Fly" certificates as part of passengers journey to

the airport, or on arrival testing.

PocDoc CEO & founder, Steve Roest, says: "In the instance that working from home isn't an option, employers should be doing what they can in order for their employees to feel confident in their place of work. Our solution is quick, reliable and safe and extremely cost effective. Just register on the website and we will arrange to come round and test your team, and provide you with the platform to store, track and evaluate data and ensure employees feel safe and secure in the workplace, all for as little as £15 a head."



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**David Mullan**

Head of Transport Regulation Unit

# HELPING HAULIERS TO NAVIGATE THROUGH NEW REGULATIONS

Agreement with the European Union has now been reached following the end of the Transition Period and this has resulted in new important implications for the haulage industry. We've included an article with information on those changes in this regular newsletter which hopefully will be of use for you to navigate through this new environment.

As you may have seen in an email sent by TRU just a few weeks ago, the Department has recommenced public inquiries with the first one taking place on 26th November 2020. This is an important regulatory function, designed to improve Road Safety and ensure fair competition within the industry. Despite the ongoing challenges of Covid-19 the Department held three public inquiries in November 2020, resulting in the revocation of two licences, and the curtailment (or reduction of authority) in the other,

Additional public inquiries are, and will continue to be, scheduled over the coming months using both face-to-face and online formats. If you are waiting to attend a public inquiry or you are just interested in obtaining more information, you can visit the following link for more information:

<https://www.infrastructure-ni.gov.uk/publications/driver-vehicle-agency-guide-public-inquiries>

The Practice Guidance documents, published by the Department, continue to be updated in line with policy and legal advice. The latest versions also include the new Financial Standing rates for 2021, and updated Advice to Operator's on contingency arrangements resulting from the ongoing Covid-19 pandemic. You can read all these documents which will provide useful information to assist you to manage your licence by following this link:

<https://www.infrastructure-ni.gov.uk/articles/goods-vehicle-licensing-practice-guidance-documents>

We would like to take this opportunity to remind you that communication with the Department is essential for any matter related to your operator's licence but particularly for communicating anything that results in a variation to your licence, or the conditions under which it was originally granted. As the latest Covid-19 restrictions may present challenges to some procedures related to your operator's licence it is very important to reach out to the Department as early as possible.

## Travel to the EU by NI Hauliers

On 24 December 2020, the British Government agreed the Trade and Cooperation Agreement (TCA) which sets out arrangements, agreed between the UK and the European Union, for a wide range of areas including road transport.

As before, Operators travelling to, or through, EU Member states must continue to meet appropriate Goods Vehicle Licensing requirements, and Drivers must have a Certificate of Professional Competence.

A critical part of the TCA, however, is the clarification provided with regard to ECMT permits and Cabotage.

## ECMT Permits

- The TCA removes the requirement for ECMT permits for access to, or transit through, EU member States. Operators can carry goods to an EU member state, with or without transit through another member state. i.e unlimited bilateral journeys.

- ECMT permits will however be required for access to a number of countries outside of the EU that allow for bilateral permit less travel. Further details on the requirements around ECMT permits can be read here.

## Cabotage

- One Cabotage journey for UK registered hauliers within a Member State (within 7 days of unloading goods from UK to that member state).
- Two Crosstrade journeys by UK hauliers between Member States allowed before returning to UK. (1 if a Cabotage journey is undertaken)
- Two Cabotage journeys, allowed for NI registered Hauliers within Ireland (within 7 days of unloading goods from UK to that member state).
- Current legal advice is that the 7 days, in relation to cabotage, is reset by the return journey to the country of establishment. Any further laden journey is counted as a separate journey.
- EU hauliers can carry out 2 Cabotage journeys within the UK (including NI) (within 7 days of unloading goods from EU to UK)
- Transit through a member state to return to home country while laden or un-laden i.e. use of Dublin- Holyhead to carry goods from NI to GB.

Note that these are only some key extracts from the TCA, the full text of which can be read at the following link:

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/948119/EU-UK\\_Trade\\_and\\_Cooperation\\_Agreement\\_24.12.2020.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/948119/EU-UK_Trade_and_Cooperation_Agreement_24.12.2020.pdf)

If you are a Northern Ireland based operator, and require further information, please contact [FreightandbusPolicy@infrastructure-ni.gov.uk](mailto:FreightandbusPolicy@infrastructure-ni.gov.uk).





### Importance of complying with licence conditions and undertakings

All operators agree to comply with several conditions and undertakings when they apply for a licence. These conditions and undertakings are printed on the licence document. It is important that licence holders read and comply with these otherwise the Department may take regulatory action against the licence, which could include its revocation.

The Department may also attach additional conditions or undertakings to a licence for the following reasons:

- to minimise environmental or road safety concerns at an operating centre because of opposition or complaints received about the use of an operating centre. See the Department's Practice Guidance and Instructions document 4 for further details
- to improve the safe operation of vehicles because of an adverse history including offences, convictions, penalties, infringements, poor first-time pass rate, or other maintenance related issues
- to ensure a transport manager continues with their professional development as recommended by Retained Regulation EC 1079/2009 and set out in the Department's Practice Guidance and Instructions document 3

Additional conditions or undertakings may include limiting the size of vehicle operated or hours of operation, directing that vehicles must enter or exit an operating centre in forward gear, that vehicles are given safety inspections more frequently, that an independent audit is carried out to check maintenance and/or drivers' hours systems, that independent tachograph analysis will be done, or that a transport manager undertakes specific refresher training.

It is important that licence-holders notify the Department of any issues that might prevent them meeting an undertaking or condition, particularly those that include a deadline for completion.

A licence could be revoked if the licence holder fails to comply with any licence condition or undertaking. Revocation may adversely impact any future application from the same operator or

from another entity involving the same person(s).

Changes and events affecting the licence must also be notified to the Department within 28 days in line with standard licence conditions. Failure to do so could also result in an adverse decision being made against the licence. The easiest way to make changes to a licence is by using the self-service system.

To register go to: [gov.uk/manage-vehicle-operator-licence](http://gov.uk/manage-vehicle-operator-licence) and follow the on-screen instructions. To notify the Department of convictions and penalties, please send details to [TRU@infrastructure-ni.gov.uk](mailto:TRU@infrastructure-ni.gov.uk).

### Operating centres

Whether you are applying for authorisation of a new operating centre or under review, as a licence holder, you should consider whether the site for the proposed operating centre would meet the following requisites as failing to meet these requirements may result in the refusal of the application or the removal of the operating centre from your licence.

An operator should consider:

- the nature and use of any other land in the vicinity and any adverse effect which the use as an operating centre has or would be likely to have on the environment of that vicinity
- where the proposed site is, or has previously been used as an operating centre, the extent to which the grant of the application would result in any material change, which would adversely affect the environment of the vicinity
- where the land has not previously been used as an operating centre, any information regarding planning permission or application for planning permission relating to the site as an operating centre or any land in the vicinity
- the number, type and size of motor vehicles or trailers to be kept at the operating centre, and the capacity of the operating centre to keep all the proposed vehicles and trailers at any one point in time
- the arrangements for the parking of motor vehicles or trailers and, if there are multiple users for that operating centre, having defined parking slots for each user

- the nature and the times of the use of the proposed site or any equipment installed at the proposed site for the purpose of being an operating centre
- the means and frequency of vehicular ingress to, and egress from, the proposed site (applications will benefit from the capacity of these vehicles to ingress and egress the proposed site in forward gear);

Particular attention to the access and egress of the proposed site along with due consideration to any Road Safety requirements will need to be considered as listed below:

- the vehicle should always be able to access and egress the site in a forward gear
- any surrounding highway restrictions e.g. weight or width
- any restrictions on driving into or out of the site
- any visibility issues in each direction including sight lines (identify if these are impaired by blind bends, foliage or any other cause).

You should take into consideration that any land or property in the vicinity of a current or proposed operating centre can be considered to be land or property which might be prejudiced by any of the following:

- Visual Intrusion - the effect the parking of vehicles may have on the outlook from surrounding property
- Noise - the movement of vehicles, use of equipment and the storage of goods, bearing in mind the use of the surrounding land
- Vibration - the effect of vehicle and equipment movements (eg fridges) taking account of possible traffic generation due to the use of the site as an operating centre
- Fumes and Pollution - the effect of vehicle emissions, maintenance and washing on the use and enjoyment of surrounding property

Further information can be found in the Department's Practice Guidance Document 4 – Operating Centres Stable Establishments and Addresses for Service: [www.infrastructure-ni.gov.uk/publications/tru-practice-guidance-operating-centres-stable-establishments-and-addresses-service](http://www.infrastructure-ni.gov.uk/publications/tru-practice-guidance-operating-centres-stable-establishments-and-addresses-service)

## CORONAVIRUS (COVID-19)

**WE ALL  
MUST DO IT  
TO GET  
THROUGH IT**



STAY SAFE



SAVE LIVES

# TRADE OFFER ON THERMO KING ADVANCER TRAILER REFRIGERATION UNITS

When the government revealed last year, it was set to remove rebated 'red' diesel in April 2022 – that's just over 12 months from now – the chief executive of the Cold Chain Federation said it "would be imposing devastating, unavoidable, costs on to hard pressed operators" involved in refrigerated transport.

**That, coupled with** ongoing concerns about air and noise pollution, particularly relating to town and city centre deliveries, has added to the challenges ahead for the industry.

Now, in a timely launch, Thermo King has introduced a new programme that allows hauliers across the UK to trade-in their used single-temperature trailer refrigeration units and upgrade to the new Thermo King Advancer A-Series.

Why? According to Thermo King's regional sales director David O'Gorman, the A-Series units are up to 30% more fuel-efficient than the market average. "Customers in the UK are now trialling the Advancer unit, while we have a lot of units also installed across

Europe, and we have to say that the fuel consumption figures coming back to us are extremely encouraging, effectively mitigating the potential fuel cost increase expected after the withdrawal of rebated red diesel. We are confident that our Advancer unit is the only product currently on the market that will do that.

"In France, for example, they have an 'energy performance certification' system in place whereby all models of refrigeration equipment in the market are put to the test. Results have shown that our Advancer unit is the most economical performer.

"In Germany, European vehicle inspection company Dekra have also put the Advancer unit to the test and say they have also been

extremely surprised at the low fuel consumption figures, commenting that the corresponding temperature management within the trailer was the best they had seen; we are currently awaiting a full report from Dekra."

Adds David: "So, with this trade-in programme, we at Thermo King want to help transport companies in the UK to reduce any impact upcoming changes in fuel duty will have on their operations, so we are offering them the opportunity to trade in and upgrade their used trailer refrigeration units – no matter the brand. All they have to do is simply contact their local Thermo King dealer – in Northern Ireland it is TTP based in Ballymena – and replace their old unit with a brand new Advancer to start benefiting from its the market leading performance; it offers up to 40 percent quicker pull down and significantly much better fuel-efficiency than the market average."

The Advancer A-Series is available in three different versions, the A-360, A-400, and the top-of-the-range A-500; the latter has the highest capacity, the highest airflow, is extremely quiet and comes with connectivity, so is ideal for those customers running high cube trailers or carrying hanging meat where very good airflow is required.

Described as the 'workhorse' of the range, the A-400 is also highly efficient, has high capacity and the same connectivity features as the A-500, so lends itself to long haul operations, while the A-360 has a little less capacity, not quite as efficient on fuel, but still more economical than the next best competitor in the market.

## Unique Features

All versions come with other unique features that also include:

- Fully variable airflow that can be regulated for each journey and cargo, and is independent from unit engine speed
- Unrivalled electrical and fuel efficiency contributing to lower CO2 footprint and engines with 50 percent less emissions than the maximum allowed by latest NRMM Stage V emission standards
- Electronic engine speed control on the A-400 and A-500 units, which makes them the first units on the market to give complete transparency of fuel levels and fuel consumption. The fuel consumption data will be recorded, displayed, and made available remotely via telematics
- Lower maintenance costs and enhanced







serviceability compared to the predecessor, thanks to sensors offering more insight into the engine, fuel, battery and the performance of other key components

- Future-ready power agnostic capabilities that can utilise diesel, axle generator, or shore power sources with ease
- Fleet intelligence as standard, with Advancer being the first-ever unit to offer 2 years of full telematics connectivity in the purchase price.

**Compelling Case**

“Taking all of those features into account, we believe Advancer in essence represents a really compelling argument,” says David. “Although we only launched this programme a couple of weeks ago, we already have firm enquiries from Northern Ireland operators seeking to trade in some of their older refrigeration units on existing trailers to be replaced by this new Advancer series. We will also dispose of the customer’s old unit, so they don’t have to worry about that.”

Adds Thermo King’s Area Sales and Service Manager Fred Rogers: “This is also an

opportunity for customers to introduce new technology into their fleets; it’s early days, but we are very encouraged by the response to our offer at a time when there is a big focus on the environment. While eliminating red diesel is not going to have an impact on the environment, having an Advancer will, as it uses fuel so much more efficiently, helping to reduce greenhouse gas emissions.”

Cost of doing so, of course, also has to be considered, but explains David: “When we were designing Advancer we took three main elements into consideration – fuel, maintenance and noise. Advancer addresses all of those in a positive way, while total cost of ownership also represents an attractive proposition; taking all elements and variables into consideration, we reckon Advancer will pay for itself within two years or less.”

**Engineering Award**

Meanwhile, the Thermo King Advancer project, which includes the innovative Advancer A-Series and state-of-the-art production line in Galway, has won the prestigious title of Engineering Endeavour of 2020 by Engineers Ireland.

The members of Engineers Ireland and the public voted Thermo King from previously selected projects representing innovative and sustainable solutions delivered by engineers, and the positive impact those solutions have on communities around the world.

The Advancer project was recognised as an example of how engineers are achieving the transition to a sustainable, carbon-free society for customers and communities across Ireland and globally.





# FOCUSING ON FUEL AHEAD OF THE SPRING BUDGET



While many news headlines in the transport press focus on alternative fuels, the fact is that diesel is far from dead, and will remain the driving force of the industry for the foreseeable future.

**That will only** change when there is a more comprehensive and reliable infrastructure across Ireland and the UK for fuels other than diesel.

David Wells, Logistics UK's Chief Executive has written to the Chancellor to urge him in his forthcoming Budget to hold fuel duty at present levels, together with added incentives to switch to alternative fuels, to aid an

industry which has been hit hard by the economic downturn of the past year.

"Our members support moves to cleaner, lower carbon fuels but the industry needs time for any changes to be implemented. Fuel duty is a direct cost to business: we estimate that a one penny increase per litre of fuel would add £470 per annum to the cost of running one truck.

And with current limited availability of alternatively fuelled vehicles meaning diesel is the only option for the majority, this would be a direct tax on our industry as it commits to deliver for Britain," he says.

"At a time when our industry is still reeling from the impact of the economic downturn caused by COVID-19, increasing fuel duty would either reduce or eliminate business profit margins (already 2% or less in our sector) or be passed on to the customer, which in turn would increase the cost of doing

business in the UK.

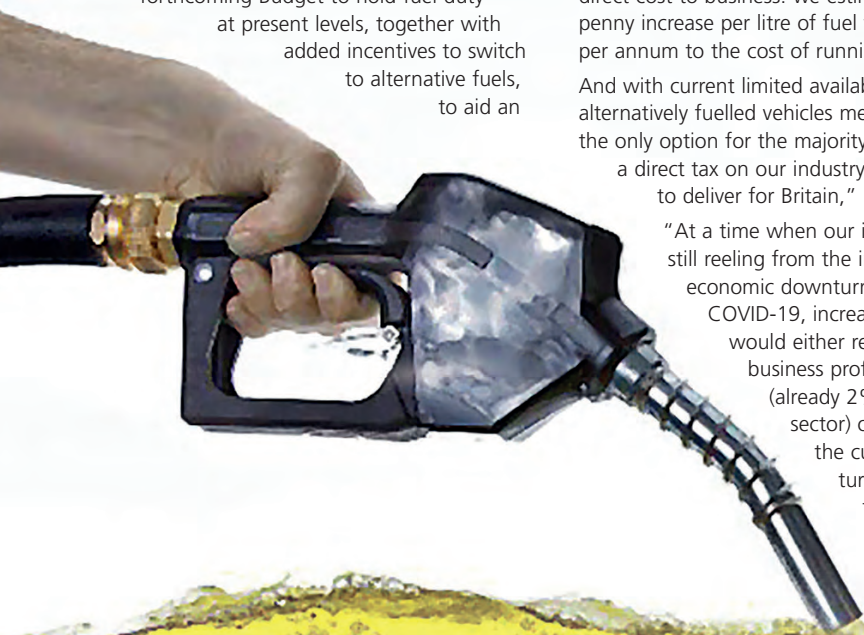
In addition to freezing fuel duty for another year, a reduction in duty on alternative fuels would drive faster uptake for lower emission vehicles and help the industry switch away from diesel, thus furthering the government's clean air agenda."

## Fuel Cards

Keeping fuel costs down is clearly a priority for fleet operators, and apart from seeking out discount fuel or suppliers who can provide powerful in-fuel additives that increase mileage per litre, another obvious route in the present climate is the fuel card, no matter what the Budget may 'spring' on us.

So, what is it that makes fuel cards a better and more helpful alternative compared to not using them? Depending on the card you choose and the size of your fleet, you could stand to make significant savings, especially if your fleet is particularly large.

Some of the benefits a card can offer could be fixed weekly prices, where any fluctuations in price don't negatively affect your finances. Decreases in price can be refunded, and increases in price are effectively ignored. You could also have a wholesale discount of a few pence per litre, which could amount to significant savings if your fleet is especially large.





# CIRCLE K REDUCES THE COST OF FUEL BY UP TO 3%

Circle K *miles* fuels are backed by decades of research and development. Our innovative *miles* fuels contain a unique blend of additives, to help our customers get the most of out of every drop of fuel, whether they want more efficiency or better performance.

**Circle Ks fuel experts** have worked with an industry leading additive supplier to develop a powerful in-fuel additive which can provide better economy on a tank of *miles fuel* when compared to standard fuels.

#### Benefits to our customers:

- Improves fuel consumption – takes you up to 3% further
- Cleans and protects your engine
- Enhances engine efficiency and improves reliability
- Reduces harmful exhaust emissions
- Going further on the same amount of fuel also contributes to reducing your impact on the environment.
- All *miles* fuels have gone through testing at a 3rd party, independent research and development centre, Bosmal and are Quality Approved by AA Ireland, which further confirms *miles* as a superior quality fuel.

#### CNG Stations

Circle K have planned for the future of fuel and have the only publicly accessible network providing fast-fill CNG stations.

CNG is natural gas which has been compressed to fit into a Natural Gas Vehicle's (NGV) tank and is particularly suitable for use in commercial vehicles.

Two stations are currently in operation and a further two CNG facilities are at the final stages of construction and will be ready for customer use in the very near future.

According to Jonathan Diver, Director Fuel, "We are proud to be able to offer fleet operators a cleaner and more cost-effective fuel alternative.

#### EV Charging

"At Circle K, we know that the forecourt of today is not the forecourt of tomorrow with people looking to us to show leadership on electrification.

"We are already leading the evolution in this regard in terms of our extensive EV and alternative fuel capabilities across our network and we have a pivotal role to play in ensuring a smooth transition to electric vehicle usage.

"Our new charging stations, delivered through our partners, Ionity, will enable drivers to travel hassle-free and charge their vehicles in the length of time it

takes to enjoy a cup of coffee.

"This commitment to green mobility is also reflected by the use of energy only from 100% renewable sources at all of our

Company Owned stations.

"Our mission is to make it easy for our customers in everything we do and we aim to continue to deliver on this promise."

## SOLUTIONS TAILORED TO YOUR BUSINESS

### UNDERSTANDING YOUR BUSINESS NEEDS

#### COMPETENT SALES & SERVICES



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service

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To hear how we can help your business contact our fuel card team on +353 1 2028886



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It provides a single solution fuel card, available to use at over 4,650 sites in NI, UK, and ROI which syncs with its telematics system to provide you with key fleet metrics.

Using this data, its team of experts can help

you to identify areas where improvements can be made. When correctly managed these small changes to driver behaviour can reduce fuel spend and drastically cut maintenance costs which has seen customers save up to 20% on their overall fuel and maintenance expenditure.

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[www.fuelwise.co.uk](http://www.fuelwise.co.uk)

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Telephone: 1890 702 800

[www.fuelwise.ie](http://www.fuelwise.ie)

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Some people just  
see fuel...



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For a free consultation and online demo contact our experts today on (NI) 028 7032 7800 or (ROI) 1890 702 800.





# FUEL CARD CERTAINTY FROM FLEETMAXX SOLUTIONS IN AN UNCERTAIN WORLD

Every crisis invites us to ask profound questions. Which business relationships have become stronger? What was it that has made me more resilient as a transport operator? And the countless industry-specific ones because of issues with Brexit and the Covid-19 pandemic? Of course, the more immediate ones will be, 'how can I cut down the cost of fuel expenditure'?

## FLEETMAXX SOLUTIONS is

a family-owned business supplying fuel cards. During this pandemic, it has been negotiating hard to keep fuel costs down for more than 50,000 customers, including, HGV operators, transport managers, hauliers, couriers, PSV and many more organisations that rely on vehicles to get the job done.

"We want to say, 'thank you' to you. Your efforts as operators and drivers mean we can continue functioning as a country during this uncertain time."

You have probably noticed, as the population stays safely at home, this situation has brought on an international chain of events affecting the price at the pumps.

OPEC and its allies restrict output to drive up the barrel price. Brent crude was trading at \$61.10 a barrel at the time of writing, and

West Texas Intermediate changed hands at \$58.24 a barrel. However, coinciding with high oil demand is workforce scaling down at refineries, particularly in Grangemouth. So, the capacity cuts are pushing on barrel prices.

Here in the UK, we have other factors at play affecting the forecourt price: the supermarkets' price wars. These brands aggressively cut their fuel prices to undercut their rivals and get customers through the doors and into the aisles. During these uncertain times, even their prices have been rising.

As a transport operator this unpredictable and bumpy ride is not good for business, which is why our dedicated fuel card operators have been saving customers up to 10 per litre every time they fill.

FLEETMAXX SOLUTIONS offer fuel cards to use at BP, Esso, Shell, Texaco sites and supermarkets

(Fuelgenie), independent retailers and specialist diesel networks, such as Keyfuels and UKfuels.

We are a wholly-owned subsidiary of Oilfast Ltd, a substantial bulk fuel, lubricant and licensed Adblue manufacturer and distributor.

"Whether you have one or thousands of vehicles on the road, we can help reduce your running costs with discounted diesel and petrol. We also have our solutions for telematic tracking, dash cams and business insurance solutions.

"As well as supporting a transport operator's immediate needs, we can also support future growth. We are a recognised Fleet Operator Recognition Scheme Associate offering support with our FORS practitioner."

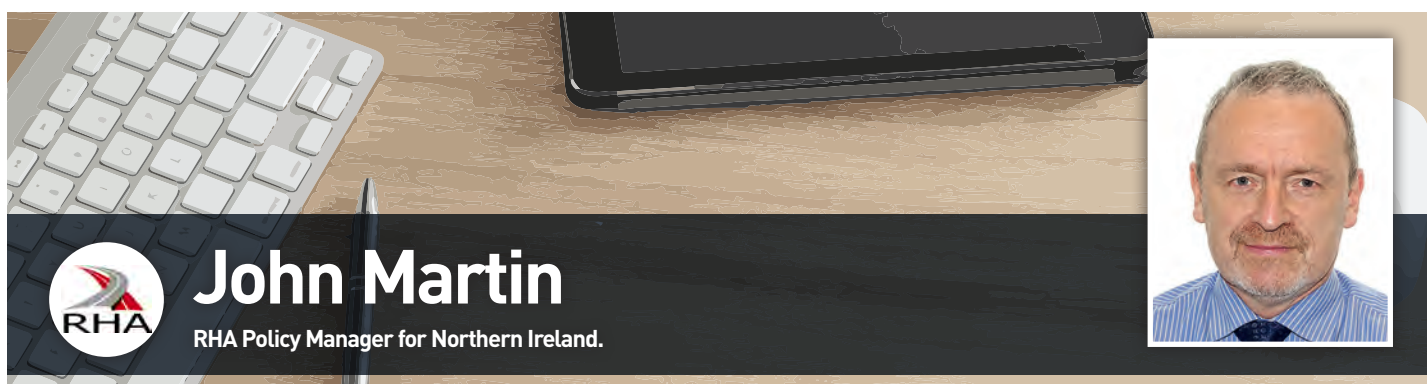
For more information:

Tel: 01367 704 910

info@fleetmaxxsolutions.co.uk

www.fleetmaxxsolutions.co.uk





**John Martin**  
RHA Policy Manager for Northern Ireland.

# LIFE AFTER BREXIT IN NORTHERN IRELAND - THE REAL IMPACT ONE MONTH AFTER!

There has been widespread coverage in both the local and national media on the impact of the UK leaving the EU on life and business in NI. Whilst the UK left the EU Northern Ireland finds itself in essence remaining in the EU single market and Customs Union for provisions contained within the NI/IE Protocol.

**The Protocol and** Michael Gove's Command paper provide a framework for NI given its unique position with an internal land border on the Island of Ireland and considering it remains part of the UK.

The framework reflects some key requirements to ensure the needs of NI people are protected, NI will remain in the UK Customs territory

and it avoids disruption to the lives and livelihoods of people in NI. It also must be delivered in a flexible and proportionate way by both protecting the interests of the UK and the EU and to ensure GB to NI trade flows can flow as smoothly as possible.

We have always maintained our views are evidence based and are about Logistics

and the Economy not about politics and that remains our position.

Setting aside the concerns raised before the end of transition period including the lack of clarity and time to prepare and the systems and processes not fully developed, or stress tested.

This coupled to the Government not appearing to understand how modern day logistics operates in a just in time, every time and a highly efficient manner works in 2021 has resulted in the position we now find ourselves in. We believe the evidence is sufficient to prove these concerns were well founded, however, let us look at the "here and now"!

It's accepted between 70% and 80% of NI trade is with GB including extremely successful agri -food and manufacturing sectors. The majority of these products are transported to the GB marketplace via trucks either direct or via Ireland with virtually 100% return load capacity being achieved.

To bring product from GB into NI traders and hauliers are required to comply with numerous new procedures that are designed to restrict market access to NI as opposed to ensuring it operates smoothly and efficiently. Due to the nature of the GB to NI supply chain and the relatively small market of 1.8 million people (Smaller than greater Manchester) groupage (multi product) loads







# John Martin

RHA Policy Manager for Northern Ireland.

are the norm requiring numerous individual documents or entries for each product.

*These additional requirements include:*

- Export Declarations
- Export Health Certificates (Government are covering this cost for a VET to issue this an initial period of 6 months)
- Fish Catch details
- Rules of origin information,
- Goods Vehicle Movement entries resulting in a Goods Vehicle reference for permission to board a ferry
- Registration with the Trader Support Service (Free to use service for an initial period of 2 years)
- Population of the Trader Support Service database with product details
- Checks before boarding the ferry in GB
- Border Control checks when disembarking the ferry in Ireland or Northern Ireland.
- Transit arrangements for NI <> EU VIA GB or NI <> GB via Ireland, with last minute facilitation not permitted.

The additional processes/restrictions are apparently designed to protect humans, animals and plants within Northern Ireland and the EU. However, Government officials have confirmed they have not detected or expect to detect any diseases, pests, or contaminants.

The question must be asked are these checks proportionate to the risks, has a risk assessment been undertaken or is it just bureaucracy designed to obstruct the movement of agri/food?

We have been advised product emanating from the EU has been risk assessed by the UK and it has been concluded this is free to move as there is no risk, yet when EU product arrives in GB for processing/packaging and onward transporting to NI it must be subject to all the relevant checks

before the same product re-enters the EU. How has the risk increased if it's the same product!

Richard Ramsey, the leading Economist for a well-known Northern Ireland Bank, recently published his Ulster economixpod cast titled "trucking hell" which sets out his expert independent assessment of the potential impact on NI! <https://ulstereconomix.com/2021/01/29/january-2021-podcast-episode-4-trucking-hell/>

## Impact

*The following are some examples of the impact of the new requirements:*

- GB suppliers discontinuing to supply the NI market due to insufficient margins, increased bureaucracy, insufficient knowledge of the new processes, market insignificant or better returns from internal GB customer base.
- Increased delays with day 1 for day 2/3 delivery now day 1 for day 5/6 delivery on some products,
- Disruption to well established and finely balanced supply chains with loads of NI product being delivered to GB but insufficient loads to satisfy capacity for return journeys.
- It is either impractical or impossible to now undertake haulage GB<>IE<>NI due to transit constraints.
- Significant increase in cost base through:
  - o reduction in overall journey financial return with loss of revenue for return loads.
  - o Increase in delays at collection points, ferry terminals and border control posts some of which are up to 7 or 8 days.
  - o Increased administration cost due to additional back office paperwork and data upload onto TSS database.
  - o Anticipated additional costs when the TSS database is no longer free to use (Anticipated Jan 2023)

- o Additional cost for completion of Export Health Certificates after the Government funded scheme ends (Anticipated July 2021)

- Increased costs will have to be passed on to suppliers, manufactures and consumers resulting in an increase in base cost for NI PLC and impacting on out competitive with loss of market share.
- Insufficient number of VETS to meet demand for Export Health Certificates even with the current reduced volumes. This will be exacerbated if trade flows increase.
- Insufficient capacity within the Customs brokerages to meet reduced demand. This will be exacerbated if trade flows increase.

## Solutions

To ensure a solution is designed taking cognizance of the NI/IE Protocol the EU and UK government must first clarify what they are attempting to achieve, why and what evidence are they using to support this objective.

It's not sufficient to indicate it's what the regulations say – NI is in a unique position and needs bespoke unique solutions not one that is designed to exclude non-EU produce with rigid application and enforcement.

The solution must be framed around the principles contained with the Protocol, they must be risk based and not designed as market protection given that NI remains part of the UK.

Considering between 20% and 30% of NI trade with GB transits via Ireland an electronic solution must be developed to facilitate a transport corridor via this route without the need for transit provisions and 24 hours notice.

All solutions must be developed under the overarching principles contained within the NI/IE Protocol to ensure NI is not disadvantaged and can prosper as a small island economy going forward.



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# KEEP YOUR BUSINESS MOVING WITH THE TRADER SUPPORT SERVICE

Leaving the EU customs union means an end to the free movement of goods between the UK and the EU. On 24 December 2020, just before the Transition period ended, Boris Johnson's government concluded negotiations and signed a Trade and Cooperation Agreement (TCA) with the EU.

The trade deal is the EU's first-ever agreement based on zero tariffs and zero quotas, and undoubtedly will benefit traders on both sides of the Channel, and the Irish Sea. Although the TCA removes tariffs and duties in most circumstances, new customs procedures must be adhered to in order to move goods between the UK and the EU. The Northern Ireland Protocol ensures the UK's exit from the EU does not introduce new checks on goods moving across the land border between Northern Ireland and the Republic of Ireland. Northern Irish traders will continue to benefit from unfettered access to the UK market and to trade freely within the EU single market.

This dual market access is unprecedented and is maintained by new customs administration on goods moving from Great Britain to Northern Ireland. These procedures ensure the goods comply with EU standards, enabling them to move freely into the Republic of Ireland, or alternatively are declared not 'at risk' of entering the Republic of Ireland and will remain within Northern Ireland. Goods classified as 'at risk' could be subject to EU tariffs. Northern Irish traders importing goods from Great Britain which are not at risk should register for the UK Trader Scheme.

In order to benefit from the zero tariff 'preferential rates' within the TCA, goods must comply with rules of origin criteria to prove they qualify for these tariffs. In principle, goods originating in the UK are able to be traded with the EU without paying any tariff duties, and vice-versa. But the definition of a 'qualifying UK good' depends on the origin of the components and products that make up that good. For example, a bicycle may be made in the UK, but the steel it is made from - and the tyres on its wheels - may have been imported from China. Does it qualify for as a UK good if it has been manufactured and assembled in the UK?

The qualification rules vary from sector to sector and traders need to check how the rules of origin criteria apply to their goods and transactions. Products that enter Great Britain from non-EU markets are unlikely to satisfy the TCA's rules of origin if, broadly speaking they are not substantially transformed in Great Britain and local content added.

If non-qualifying goods, i.e. goods originally imported into Great Britain from the rest of world, are then sold onto Northern Ireland, an import tariff might be applied to those goods. The commercial risk is of course the impact of double tariffs applying - one for the original import from the rest of the world to



Great Britain and the second on import into Northern Ireland if the goods are classified as 'at risk'. If the goods can be classified as 'not at risk', they will avoid a potential second tariff.

Traders who can demonstrate their goods are only for circulation in Northern Ireland should register for the UK Trader Scheme - this is even more important now a deal has been reached. Please visit <https://www.gov.uk/guidance/apply-for-authorisation-for-the-uk-trader-scheme-if-you-bring-goods-into-northern-ireland-from-1-january-2021>

## Free to Use

The UK Government established the free-to-use Trader Support Service (TSS) to help businesses and traders of all sizes navigate the new requirements and move goods between Great Britain and Northern Ireland.

The TSS is supporting traders and hauliers with three main services:

- Offering education and advice to help traders understand and prepare for the coming changes
- Providing a digital first service for the submission of declarations for goods moving between Great Britain and Northern Ireland using data provided by traders
- Establishing a contact centre supported by over 700 agents who are available 24/7 to help traders resolve any issues they may have.

## How does the service work?

As part of its digital first service, the TSS uses the Customs Freight Simplified Procedures to minimise the administration required to

move goods from Great Britain to Northern Ireland. This procedure uses Simplified Frontier Declarations to support the movement of goods into Northern Ireland followed by Supplementary Declarations after the goods have arrived at their destination.

The TSS provides a digital portal for businesses to submit the information required to generate the Entry Summary Declaration (safety & security declaration) for the transport of the goods. Using this information the TSS also generates the Simplified Frontier Declarations for each consignment of goods on the vehicle which is required to allow entry into Northern Irish ports. The TSS interfaces with government systems Movement Reference Numbers required by the carrier to confirm approval to move the goods. The carrier also needs to create a Goods Movement Record using these Movement Reference Numbers and their journey details on the GVMS system. A valid Goods Movement Record is required to enable the vehicle to board the ferry to Northern Ireland.

Once the goods have been delivered to their destination in Northern Ireland, the TSS will contact the importer directly to request they submit the additional information required for the Supplementary Declaration. This declaration gathers the information required to determine the status of the goods and if applicable to calculate duties payable, and completes the import.

The TSS not only supports the movement of goods directly from Great Britain to Northern Ireland, but also the 'indirect route' from



Northern Ireland to Great Britain via the Republic of Ireland. This indirect route is supported by a Transit process, provided by TSS, which can be used on all Great Britain to Republic of Ireland ferry crossing routes such as Holyhead – Dublin. You can find more details on the TSS Transit service on the TSS user guide portal <https://www.nicustomstradeacademy.co.uk/resources/tss-user-guides/>

### TSS Service is live

Since the TSS began registering traders and their intermediaries for the service on 28 September 2020, over 30,000 businesses have signed up. In the first two weeks of January alone, as new rules on moving goods took effect, 3,500 more businesses registered on TSS for advice and support.

The TSS went live on 21 December 2020, allowing traders to pre-lodge declarations ready for the full service launch on 1 January 2021. In the first 2 weeks, nearly 10,000 Safety & Security declarations have been created by the service, supporting the movement of 50,000 consignments.

In order to help guide traders, large and small, through the new customs requirements the TSS has produced a plethora of high quality educational and training material and worked closely to industry trade associations and businesses, hosting over 85 seminars and 100 1-2-1 meetings. This includes publishing guidance and webinars on goods movement processes on our Northern Ireland Customs Training Academy (NICTA) <https://www.nicustomstradeacademy.co.uk/resources/how-to-guides/>. We are pleased to report that to date, there have been more than 111,000 downloads of User Guides, Checklists and How-To Guides from the NICTA portal.

### CASE STUDY

#### TSS supports delivery of blood supplies to Northern Ireland

**The task:** As urgent dispatches go, few rank so high as the safe and swift delivery of human blood supplies necessary for hospital transfusions. A recent shortage of blood supplies at Northern Irish hospitals required fast restocking and a journey from Belfast to Great Britain and back again by express carrier Data Dispatch Ltd.

**TSS provides support:** Data Dispatch proprietor Gerard Robinson contacted TSS, getting through to customs consultant Rhonda who provided support and guidance



to ensure the consignment arrived on time.

**Outcome:** Data Dispatch declared the TSS service “fantastic”, with Gerard asking if there was a feedback mechanism for positive comments. “Our cargo involved an urgent delivery of medical supplies for Belfast hospitals and TSS was responsible for making sure it was a smooth journey taking 24 hours from Northern Ireland to Great Britain and back again,” Gerard says. “Rhonda was superb, helping us with the requirements and ensuring our journey was fully compliant with all new rules on these movements.”

#### What’s happened so far...

The TSS launched successfully, responding and resolving over 3,300 enquires since 1 January 2021 with our contact centre agents answering over 1,000 calls. The TSS service continues to provide pro-active support for the haulage and carrier sectors. The TSS service is available 24/7 and the 700 person TSS contact centre is available each day from 07:30-22:30 to provide traders with assistance with all aspects of using the TSS service.

Regular outreach to TSS members through seminars and meetings has provided valuable feedback on how businesses are adapting to the new customs processes. While many organisations have prepared well and are quickly adapting to the new customs processes, the TSS continues to work closely with those organisations who for a range of reasons require additional support.

The impact of Covid-19 has undoubtedly distracted some organisations from their preparations, diverting resources and funds

to other critical business programmes.

Access to expertise in customs processes is still quite limited in the market which has also affected some businesses who require advice and consultancy on the more complex goods movement scenarios.

Goods of animal and plant origin (SPS goods) also require specific certificates, in addition to the customs procedures, and are subject to more checks than other goods at ports of entry. Traders in these products are reviewing their supply chains and processes to enable them to comply with these additional requirements.

The TSS platform will be continually developed to provide new features and functionality based on customer feedback to improve the usability of the platform. One of our current priorities is to introduce changes which support specific requirements of ‘groupage’ carriers. We have heard the feedback from groupage operators on how collecting numerous consignments from different locations requires specific new functionality from the TSS to enable them to work as efficiently as possible.

#### What’s next...

The TSS will shortly be releasing its supplementary declaration functionality including payment processing of duties and taxes where applicable. Traders need to ensure they maintain records of their goods movements between Great Britain and Northern Ireland and make the necessary preparations to be able to complete supplementary declarations, including identifying commodity codes for their goods.

**For more information please visit <https://www.tradersupportservice.co.uk/>**

## Minister calls for action on parcel deliveries to NI

### Economy Minister Diane Dodds has called for urgent action from the UK Government on parcel deliveries to Northern Ireland.

**The Minister said:** “We are seeing significant confusion in the e-commerce market, both from businesses and consumers. This can be detrimental for consumers and mean that they may be more vulnerable to

scams or have less choice in price and range of goods.

“To date, my officials and The Consumer Council have been responding to queries on this. The Consumer Council has also published helpful frequently asked questions for consumers.

“I now want to see action from UK Government aimed at businesses in GB to clarify the position as there is currently little understanding of this.

“I wrote to Cabinet Office Secretary Michael Gove on

the issue last month and will continue to call for this to be addressed urgently.”

The UK government had announced a grace period for three months for deliveries to Northern Ireland. This means that until 1 April online retailers in GB will not have to make customs declarations when sending parcels to consumers. However, it is currently unclear what will happen after 1 April.

The Minister continued: “In terms of protecting consumers, I also want to see longer term

solutions. The UK Internal Market Bill was passed at the end of last year to ensure that there was a functioning framework for the UK Internal Market. For most people the functioning of a UK Internal Market is most visible in e-commerce.

“The issues that impact NI consumers in this regard are reserved, I am thinking not only here of customs but of the responsibility for post and parcel markets. We now need to see action from UK Government on this.”

# PATIENCE & FLEXIBILITY STILL NEEDED MOVING GOODS FROM GREAT BRITAIN TO NORTHERN IRELAND

By Dr Robert Huey, Chief Veterinary Officer for Northern Ireland

**How businesses and traders move food, animals, feed and plants from Great Britain to Northern Ireland (NI) has changed.**

**As of 11pm** on 31 December, DAERA and Local Authority Inspectors started an enhanced regime of checks on food items, animals including fish, plants and seeds and animal feed arriving at NI's Points of Entry (POE) – something that we are legally required to do within the framework of the Northern Ireland Protocol.

It's been almost two months since we began implementing the new processes and, while I committed to applying a sensible and pragmatic approach to checks in the first few weeks, it's fair to say that it has been a steep learning curve for businesses, traders and indeed for DAERA officials.

There is new paperwork to complete, new systems to register with and new processes to follow. In December, I predicted that this new approach would be 'lumpy' and the first few days proved that to be true. The shock felt by industry within the first 72 hours set us off on an intensive and

focussed round of engagement sessions with representative bodies and stakeholders in the retail, haulage and meat and poultry sectors, as well as across the entire agri-food spectrum, to help them understand what they have to do to comply with the law.

We've done all we can to help businesses learn the new systems and pivot their business models to fit the new world we live in. We have listened to their concerns and problems and worked with them to facilitate their experts to design practical solutions to the most significant problems, such as the identification of consignments on groupage loads. I'd like to thank those businesses for their patience and their flexibility in adapting so quickly.

## Pre-Notify

There are some parts of the process causing more difficulty than others and the single biggest issue for us, is the failure of businesses to pre-notify – it is the bedrock of our process and the issue is quite simple – if we don't know a consignment is arriving, we can't prepare to clear that consignment quickly and efficiently. It has to be detained for checks and notification and paperwork completed. This causes increasing long delays as those arriving without pre-notification

are prioritised for checks.

Those who have pre-notified, who have uploaded the correct certification onto TRACES, who have applied a seal, will normally have a frictionless transit through the POE.

Encouragingly, compliance levels of those arriving at NI's POEs is rising and the number of lorries my officials need to physically detain, is falling by the day. And it's just in time – while we continue to support traders as much as we can, we must also abide by the law and we are increasing our enforcement.

The emphasis on assistance and education of traders applied in the beginning is not sustainable and we have started to be firmer in our approach to food, animals, feed and plants and seeds arriving without the right documents and pre-notifications. We have published guidance online that sets out the processes that must be followed, along with a Compliance Protocol which sets out the measures that will be taken where non-compliance is detected.

Moving forward, we already know there are further challenges coming down the track – most notably is the end of the three-month grace period for supermarkets and trusted traders.



From 1 April, as the position stands, they will have to provide export health certificates for food arriving into NI from GB. We are doing all we can to assist with that new process and are meeting regularly with retailers to listen to their concerns and try to find operational solutions where we can.

My focus is two-fold and simple – keep products moving and keep within the law. It is nothing more complicated than that. It is in all our interests to make sure that what lands at the ports, is ready and able to make its way to its destination in Northern Ireland without delay.

I am urging all businesses to check DAERA's website where they can find all the information they need to make sure they can move their consignments as easily and quickly as possible. We will do all we can to help.

## Logistics UK Welcomes Clarification on Movement of Goods

**Logistics UK has responded positively to the government's recent announcement on SPS rules for hauliers moving goods between Great Britain and Northern Ireland.**

**Logistics UK's General** Manager of Policy, Alex Veitch comments: "This government announcement on SPS rules for hauliers moving goods from GB to NI using groupage (combining small shipments of goods with the same or near origin and destination in a single load) comes after pressure from the logistics sector to ease the administrative burden after Brexit. "The guidance will help hauliers using groupage comply with SPS regulations (rules governing

the movement of products of plant & animal origin) while using the system to improve efficiency and reducing costs for customers.

"Logistics UK is cautiously optimistic that the solution proposed will help prevent delays, by reducing the number of vehicles needing to be inspected on arrival in NI if administered correctly. The sector will continue to work closely with both DEFRA and DAERA as the scheme develops, because it is still untested for larger volumes of traffic and it is clear that further IT developments will be required as the system evolves.

"As the scheme expands, it will be vital for government to work closely with GB companies sending goods to NI to ensure they are fully briefed on how to prepare groupage loads of SPS goods for NI."



# WELCOME TO OUR ANNUAL COMPREHENSIVE GUIDE TO SHIPPING

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

**It covers every** area across the ro-ro and lo-lo sectors, highlighting sailing frequencies, routes, operators, vessels, cargo types and contact details

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

## LOAD-ON/LOAD-OFF services

### CRONUS LOGISTICS

[www.cronus-logistics.com](http://www.cronus-logistics.com)

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

## ROLL-ON/ROLL-OFF services

### BRITTANY FERRIES

[www.brittanyferriesfreight.co.uk](http://www.brittanyferriesfreight.co.uk)

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

The number of sailings per week varies at present due to Covid-19 restrictions, but 'normal service' will resume in the near future.

### DFDS

[www.dfds.com](http://www.dfds.com)

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
DUNKERQUE, FRANCE	ROSSLARE	DFDS	6 Weekly Returns		Optima, Kerry, Visby	Multi – Purpose	T: 021 2339590	Email: admin.cork@dfds.com

## ROLL-ON/ROLL-OFF services

### IRISH FERRIES

[www.irishferriesfreight.com](http://www.irishferriesfreight.com)

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

### MOTIS

[www.motis.com](http://www.motis.com)

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

### P&O FERRIES

[www.poferriesfreight.com](http://www.poferriesfreight.com) [www.pofreight.com](http://www.pofreight.com)

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
CAIRNYRAN	Larne	P&O Ferries	Up to 6 daily return sailings	Regular sailings 24 hours	European Causeway, European Highlander	RoRo Freight / Passengers, cars, caravans & coaches	Freight: T. +44 845 832 22 22 Passenger: +44 (0) 1304 448 888	Email: <a href="mailto:freight.larne@poferries.com">freight.larne@poferries.com</a> Freight sales & bookings <a href="mailto:poferriesfreight.com">poferriesfreight.com</a>
LIVERPOOL	Dublin	P&O Ferries	Up to 4 daily return sailings	From Dublin 09.00, 15.00, 21.30. From Liverpool 03.00, 09.30, 21.00	Norbay, Norbank, Pennant	RoRo & LoLo Freight, cars & passengers	Freight: T. +44 845 832 22 22 / +353 1 876 2345 Passenger: +44 (0) 1304 448 888	Email: <a href="mailto:freight.dublin@poferries.com">freight.dublin@poferries.com</a> Freight sales & bookings <a href="mailto:poferriesfreight.com">poferriesfreight.com</a>
EUROPOORT NL	Hull	P&O Ferries	1 x daily each direction	Hull 20:30 Europort 21:00	Pride of Hull, Pride of Rotterdam	ROPAX	T. +44 (0) 1482 708 288	<a href="mailto:freight.bookings.hull@poferries.com">freight.bookings.hull@poferries.com</a>
ZEEBRUGGE BE	Hull	P&O Ferries	3 per week each way	Hull: Tue, Thu, Sun, Zee: Mon, Wed, Fri	mv Elisabeth	LOLO	T. +44 (0) 1482 708 288	<a href="mailto:freight.bookings.hull@poferries.com">freight.bookings.hull@poferries.com</a>
EUROPOORT NL	Teesport	P&O Ferries	3 per week each way	Tees: Tue, Thu, Sun, Europort: Mon, Wed, Fri	mv Wilhelmine	RORO	T. +44 (0) 1482 708 288	<a href="mailto:freight.bookings.hull@poferries.com">freight.bookings.hull@poferries.com</a>
ZEEBRUGGE BE	Teesport	P&O Ferries	Daily Mon-Sat	Tees: Mon & Sat, 19:30: Tue-Thu, 19:00 Zee: Mon-Fri, 20:30: Sat, 20:00	Bore Song, Estraden	RORO	T. +44 (0) 1482 708 288	<a href="mailto:freight.bookings.hull@poferries.com">freight.bookings.hull@poferries.com</a>
ZEEBRUGGE BE	Tilbury	P&O Ferries	Up to 2 per day each way	From Tilbury: Mon 21:00: Tue-Fri 10:00 & 22:00: Sat 10:00: Sun 18:00 From Zee: Mon 22:00: Tue-Fri 11:00 & 23:00: Sat-Sun 20:00	Norsky, Norstream	RORO	T. +44 (0) 1304 862 537	<a href="mailto:freightops.tilbury@poferries.com">freightops.tilbury@poferries.com</a>
DOVER	Calais	P&O Ferries	1 x every 45-60min each direction	1 departure approx. every 45-60min each direction	Spirit of France, Spirit of Britain, Pride of Kent, Pride of Burgundy, European Seaway	Ro/Ro freight/ Passengers	Freight: T. +44 (0) 1304 86 38 75 Passenger: +44 (0) 1304 448 888	<a href="mailto:freightsupport@poferries.com">freightsupport@poferries.com</a>



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[www.irishferriesfreight.com](http://www.irishferriesfreight.com)

## ROLL-ON/ROLL-OFF services

## STENALINE GROUP

www.stenaline.co.uk

DESTINATION	PORT OF EXIT	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL	CONTACT DETAILS
HEYSHAM	Belfast	Stena Line	2 x Daily Tues-Fri 1 x Daily Sat, Sun, Mon each direction	Tues – Sat 08:30 Mon – Fri & Sun 20:30 both directions	Stena Hibernia Stena Scotia	Ro/Ro Freight Service	T: 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
BIRKENHEAD (Liverpool)	Belfast	Stena Line	3 x Daily Tues – Fri 2 x Daily Sat, Sun, Mon each direction	10:30 & 22:30 both directions No Monday a.m. sailings From Belfast Mon-Fri 15:15 From Liverpool Mon-Fri 03:15 Mon 21:30	Stena Lagan Stena Mersey  Stena Forerunner  Stena Embla, Stena Mersey & Stena Panorama	Ro/Ro Freight Passengers/ Cars/Coaches	T: 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
CAIRNRNRYAN	Belfast	Stena Line	6 x Return crossings per day	Regular sailings day & night	Superfast VII Superfast VIII	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
HOLYHEAD	Dublin	Stena Line	4 x Return crossings per day	From Holyhead 02:30/ 08:55/14:00/20:30 From Dublin 02:15/ 08:10/14:50/20:40	Stena Adventurer  Superfast X	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062  calling from the UK 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
FISHGUARD	Rosslare	Stena Line	2 x Return crossings per day	From Rosslare: 08:00 / 18:10 From Fishguard: 13:10 / 23:45	Stena Europe	Ro/Ro Freight Passengers/ cars/coaches	T: 048 90 786062  calling from the UK 0845 070 4000	Freight Reservations & Freight Email: freightbooking.uk.roi @stenaline.com
HARWICH	Rotterdam	Stena Line	2 x Daily Tues – Fri 1 x Daily Mon, Sun each direction	From Harwich: Tues – Fri 08:00 Mon – Fri 22:30 Sun 21:00 From Rotterdam: Tues – Fri 11:30 Mon – Fri 21:00 Sun 20:00	Somerset Bore Bay	Ro/Ro Freight	T: 0845 070 4000  T: 0031174315858 (H)	Freight Reservations Email: freightbooking.nl @stenaline.com
HARWICH	Hoek Van Holland	Stena Line	2 x Return crossings per day	From Harwich: Mon-Sat 09:00 Sun 10:00, Daily 23:00 From Hoek: Mon-Sat 14:15 Sun 13:45 Mon – Sun 22:00	Stena Hollandica Stena Britannica	Ro/Ro Freight Passengers/ cars/coaches	T: 0845 070 4000  T: 0031174315858 (H)	Freight Reservations Email: freightbooking.nl @stenaline.com
HOEK VAN HOLLAND	Killingholme	Stena Line	1 x Return crossing per day	From Killingholme: Mon-Fri 20:30 Sat-Sun 20:00 From Hoek: Mon-Fri 20:30 Sat-Sun 20:00	Stena Transporter Stena Transit	Ro/Ro Freight	T: 0845 070 4000  T: 0031174315858 (H)	Freight Reservations Email: freightbooking.nl @stenaline.com
KILLINGHOLME	Rotterdam	Stena Line	1 x Daily Mon – Fri, Sun each direction	From Rotterdam: Mon-Fri 19:45 & Sun 19:00 From Killingholme: Mon-Fri 19:45 & Sun 19:00	Stena Scotia	Ro/Ro Freight	T: 0845 070 4000  T: 0031174315858 (H)	Freight Reservations Email: freightbooking.nl @stenaline.com
CHERBOURG	Rosslare	Stena Line	6 x weekly each direction	Tues- Thurs & Sat 21:30 Fri 20:30 Sun 1:00	Stena Horizon Stena Forerunner	Ro/Ro Freight Passengers/ Cars/Coaches	T: 0845 070 4000	Freight Reservations Email: freightbooking.uk.roi @stenaline.com
ROSSLARE	Cherbourg	Stena Line	6 x weekly each direction	Mon – Wed 21:30 Thurs 20:25 Fri 23:00 Sat 16:45	Stena Horizon & Stena Forerunner	Ro/Ro Freight Passengers/ Cars/Coaches	T: 048 90 786062	Freight Reservations Email: freightbooking.uk.roi @stenaline.com

## SEATRUCK

www.seatruckferries.com

ROUTE	OPERATOR	FREQUENCY	DEPARTURES	VESSELS	TYPE OF CARGO	TEL/FAX	CONTACT DETAILS
Warrenpoint – Heysham Route	Seatruck Ferries	11 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Performance & Precision	Ro/Ro Freight Trade Cars	Warrenpoint: T: 028 4175 4400 Heysham: T: 01524 853512	Email: warrenpoint.booking @seatruckgroup.co.uk  heysham.booking @seatruckgroup.co.uk
Dublin – Heysham Route	Seatruck Ferries	6 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck, Seatruck Pace & Clipper Point	Ro/Ro Freight Trade Cars	Heysham: T: 01524 853512 Dublin: T: 00353 1 8230492	Email: heysham.booking @seatruckgroup.co.uk  dublin.booking @seatruckgroup.co.uk
Dublin – Liverpool Route	Seatruck Ferries	17 weekly departures each direction	Departure times, see link www.seatruckferries.com /routesschedules	Seatruck Power, Seatruck Progress & Seatruck Pace	Ro/Ro Freight Trade Cars	Liverpool: T: 0151 9333660 Dublin: T: 00353 1 8230492	Email: liverpool.booking @seatruckgroup.co.uk  dublin.booking @seatruckgroup.co.uk



# Major Recruitment Drive as Artemis Technologies Ramps Up Zero-Emission Ferry Programme

Staff numbers at Artemis Technologies, which is leading a Belfast-based consortium to decarbonise maritime, are expected to almost treble to 70 by the end 2021 and rise to 100 by this time next year.

**It is part** of a major recruitment drive by the company as it ramps up its programme to develop and build a new class of zero-emission fast ferries in the city.

The £60 million project, backed by UK Research and Innovation's flagship Strength in Places Fund is being led by the company's Chief Operations Officer, Professor Mark Gillan.

He said: "This is an incredibly exciting time for Artemis Technologies, and the wider maritime sector, as we make strides towards a net zero future for the industry, both in the UK and across the globe."

"Operating from Northern Ireland, together with our partners in the Belfast Maritime Consortium, we are working to deliver transformative new technology that will revolutionise maritime transport."

A native of Co Down, Mark has held engineering leadership across the world, including senior roles in Formula One with McLaren, Jaguar/Red Bull, Toyota, and as Head of the Race Team at Williams.

He added: "We are recruiting for a number of key roles throughout the organisation and are particularly interested in hearing from exceptional potential candidates in the fields of flight control and complex systems engineering and electronics, project planning, procurement, electric drive train, naval architecture, and a range of support and administration roles."

"Many of these are jobs that simply did not exist in Northern Ireland a year ago. There is a huge opportunity here to ensure that we, as a region, hold on to our most talented minds while also attracting leading global experts."

"Our programme of works is really capturing people's imaginations, and there is a real sense of pride of being part of something that will change the world, with Northern Ireland at the very heart."

Harnessing knowledge that combines technology from the America's Cup and Formula 1, the vessels to be developed in Belfast will be powered by the unique Artemis eFoil electric propulsion system.

The Belfast Maritime Consortium brings together



Chief Operations Officer, Professor Mark Gillan.

a range of established and young firms, academia and public bodies, including: Belfast Harbour, Spirit AeroSystems, Northern Ireland Advanced Composites Engineering (NIACE), Creative Composites, Power NI, Catalyst, Invest Northern Ireland, Ulster University, Belfast Met, Queen's University, Belfast, Ards and North Down Borough Council, and Belfast City Council.

**For further information on current vacancies at Artemis Technologies, visit <http://www.artemistechnologies.co.uk/en/technologies/careers>.**

## From vision to vessel - Stena Line plans to launch fossil free ships before 2030

Ferry company Stena Line plans to start operating two fossil-free battery powered vessels on the route between Gothenburg and Frederikshavn in Denmark no later than 2030.

**This was announced** by Stena Lines CEO Niclas Mårtensson during a press conference about the industry collaboration project Tranzero Initiative, in Gothenburg. In an effort to speed up the transition to fossil-free fuels in the transport sector, Stena Line together with Volvo Group, Scania and the Port of Gothenburg have joined forces in the Tranzero Initiative collaboration project to bring about a significant reduction in carbon emissions linked to the largest port in the Scandinavia. The aim is to cut emissions by 70 per cent by 2030 in the Port of Gothenburg.



Commented Stena Line CEO Niclas Mårtensson: "We now move from vision to vessel with the battery powered vessel Stena Elektra."

Within a year we will present the outline specifications and at the latest by 2025 we plan to order the first vessel. This will be a huge

step towards fossil free shipping."

Stena Elektra will be the world's first fossil free RoPax vessel of its size and will measure approximately 200 metres and combine a passenger capacity of 1000 with 3000 lane metres freight capacity. The vessel will be built in high tensile steel to lower the weight and increase efficiency and it is estimated the vessel will run on battery power for approximately 50 nautical miles, the distance between Gothenburg and Frederikshavn. The battery capacity will need to be approximately 60-70 MWh and the vessel will be charged in port.

# Stena Line doubles frequency and capacity on Rosslare - Cherbourg route

Stena Line has added an additional freight-only vessel to its Rosslare to Cherbourg route.

**The Stena Foreteller** joins the Stena Horizon which already operates on the route, doubling the freight capacity as well as the frequency of sailings between Ireland and the Continent.

The Rosslare to Cherbourg service is an increasingly important freight link between Ireland and the Continent.

Stena Foreteller will provide an additional 3 000 lane metres of freight capacity per trip and can accommodate a mix of accompanied and unaccompanied traffic with onboard facilities for up to 12 freight drivers.

Niclas Mårtensson, CEO Stena Line said: "We have been listening carefully to feedback from our customers and it has become clear that there is demand for increased frequency on the Rosslare-Cherbourg service,



the shortest direct crossing between Ireland and France.

"One of Stena Line's key strengths is our ability to utilise our fleet and be flexible and responsive to market opportunities and changes. On the Irish Sea, we are very well positioned to cover the requirements of the freight

and logistics sector with a choice of six routes serving Britain and Europe via landbridge or our direct crossings to France.

"Now with 12 weekly crossings connecting Rosslare and Cherbourg and up to 240 sailings per week throughout the Irish Sea region, we offer

transport organisations and their customers the flexibility, availability and reliability required to get their goods to market in the most convenient way."

Glenn Carr, General Manager, Rosslare Europort, said: "We warmly welcome Stena Line's decision to double Rosslare to Cherbourg services from the beginning of 2021. It reflects the strength of the partnership between Rosslare Europort and Stena Line in providing shipping solutions to Irish industry, and the commitment of Stena Line reinforces our ambitious commitments to continue the development of port facilities, infrastructure and technology under the Strategic Plan and Masterplan for the port. Rosslare Europort is now firmly Ireland's Gateway to Europe and a central strategic link connecting the country and the European continent."

## Irish Ferries Take Flexible Approach to Brexit Challenges

Reflecting the decline in the use of the British landbridge by Irish hauliers since the beginning of the year following Brexit, the Irish Ferries vessel WB Yeats has been switched ahead of plan from the Dublin-Holyhead route to the Dublin-Cherbourg route to transport Irish freight directly to mainland Europe.



**Since January** Irish Ferries have increased the number of direct sailings to the Continent by 50% and comments the company's Freight Manager, Derek Tighe: "As well as deploying the W.B. Yeats as the primary vessel on the Dublin/Cherbourg/Dublin route, we have the flexibility to respond to market demands and currently operate nine sailings per week on the crossing."

However, while there has been a drop in the number of Irish hauliers using the British landbridge, Irish Ferries does expect

this shift to start to reverse as hauliers and importers/exporters become more familiar with the new rules and regulations.

"The British landbridge still offers the quickest and cheapest route to market for many Irish Importers and Exporters," says Derek.

So, what paperwork do hauliers need before using your services? "Since 1st January all freight vehicles using Irish Ferries services to and from Britain now require a validated Pre Boarding Notification (PBN) reference

number to access our Irish Sea facilities.

"In addition any transit loads arriving from Ireland into Britain will also require a Goods Movement Reference (GMR) at check in. Prior to check in hauliers and traders are required to ensure that Export and Import Customs Declarations have been lodged with the relevant customs authorities and the PBN / GMR are generated before checking in for the ferry.

"However, our Dublin/Cherbourg/Dublin direct service is unaffected by this process and offers a viable alternative route to Continental Europe."

Meanwhile, as the Covid-19 pandemic continues to impact the movement of drivers and passengers, Irish Ferries, like all businesses, has had to cope with other significant challenges. It has been faced with a near total loss of passenger traffic for a year and, as we mentioned, since the start of 2021 there has been a significant distortion in freight traffic flows due to Brexit.

Keeping Covid-19 at bay, Irish Ferries have also taken appropriate measures to ensure everyone is kept suitably protected once on board.

"We follow all the advice and guidance of all the relevant authorities and continue to liaise with the authorities where and when necessary – and we have introduced additional measures onboard our ships to ensure that all commercial drivers can travel safely during the covid-19 pandemic, which include but are not limited to, the provision of hand sanitisers, increased cleaning routines onboard, especially of 'touch points', and all air conditioning is 100% fresh air."



# Stena Embla Makes First Belfast-Liverpool Crossing

Stena Line’s newest ship on the Irish Sea has made its inaugural crossing on the Belfast-Liverpool service.

**Stena Embla joins her** sister ship Stena Edda on the popular route with the capacity to carry 1,000 passengers, 120 cars and with 3,100 freight lane metres.

The Stena Embla originally made its Irish Sea debut on the Rosslare-Cherbourg service where it was temporarily redeployed there because of the current Brexit related shift for direct routes and increasing customer demand.

It will increase the Belfast – Liverpool service freight capacity by 20% and raise passenger capacity by 33%.

Paul Grant, Stena Line’s Irish Sea Trade Director said: “Stena Embla will make one daily return trip between Belfast and Liverpool. We have now invested over £400m in our ferries and port facilities on the Irish Sea in recent years.

“The Belfast-Liverpool route is one of the most popular Irish Sea crossings for both freight and leisure traffic so having a second vessel of the calibre of Stena Embla, with a host of high-quality passenger facilities, will further increase its appeal and expand our capacity.

“In March 2020 we launched our new build Stena Edda onto the Belfast-Liverpool



Truck drivers (l-r) Daniel Ferris, Dean McAuley and Johnny Spence were amongst the first to travel on Stena Line’s newest Irish Sea ferry as it made its inaugural crossing on the Belfast-Liverpool service.

service and the feedback from our freight and leisure customers was extremely positive. Now we will have two ships offering identical services and facilities which will help take our service levels on the route to new heights.

“We have real confidence in the future of our Belfast services and our Irish Sea routes in general, which is why this region has attracted three brand new ships in the last 12 months alone.”

# Brittany Ferries introduces three new freight-only services from Ireland to France

Brittany Ferries has introduced three new weekly freight only sailings linking Ireland and France – Rosslare/ St Malo, and Cork/ Roscoff - in response to demands from both Irish and French hauliers seeking a more direct route.

**These sailings are** in addition to the current Brittany Ferries sailings out of Cork and Rosslare to both France and Spain.

Normally most lorries travelling between Ireland and France transit via the UK, using ferry services across the Irish Sea and English Channel. However, since new post-Brexit trade rules were introduced on January 1st increasing numbers of Irish and continental hauliers have been deterred from using this ‘landbridge’ due to increased customs checks and paperwork.

Hugh Bruton, General Manager, Brittany Ferries Ireland, commented: “It’s clear that Brexit has distorted flows of trade between France and Ireland, there’s now clear and compelling demand both in Brittany and beyond to boost freight capacity direct from the region to Ireland. And Irish traders too are seeking direct links to Western France. We’re always listening to our haulier customers in order to best meet their needs and we look forward to restarting

DAY	DEPARTURE	TIME	ARRIVAL	NEXT DAY TIME
MONDAY	Depart Roscoff	20:00	Arrive Cork	14:00 next day
TUESDAY	Depart Cork	20:00	Arrive Roscoff	14:00 next day
WEDNESDAY	Depart Roscoff	20:00	Arrive Rosslare	14:00 next day
THURSDAY	Depart Rosslare	20:00	Arrive St Malo	17:10 next day
FRIDAY	Depart St Malo	20:00	Arrive Cork	15:00 next day
SATURDAY	Depart Cork	18:00	Arrive Roscoff	12:40 next day

Brittany-Ireland services two months earlier than planned.”

The new Brittany-to-Ireland sailings come in addition to an extra weekly Rosslare to Cherbourg round trip which was introduced in mid-January. This means that since February Brittany Ferries offer hauliers a choice of eight sailings a week in each direction between Ireland and France.

The company also offers two weekly roundtrips between Rosslare and Bilbao, northern Spain. Altogether the company will be offering 12 sailings a week linking Ireland with France and Spain.

Conor Mowlds, Chief Commercial Officer, Port of Cork said: “The

decision by Brittany Ferries to operate two freight only services from Cork to St Malo and Roscoff is hugely positive for Cork. Importers and exporters now have further transport options to get their freight direct to the EU and bypass the UK Land-Bridge. This announcement comes in the same month as we announced a second freight service from Cork to Zeebrugge.

“These direct freight services from Cork to the EU strengthen the region by offering more flexibility to Irish customers, ensuring supply chains are maintained. Our relationship with Brittany Ferries spans over 40 years and it continues to go from strength to strength. We wish them every

success with this freight service.”

Glenn Carr, General Manager, Rosslare Europort, adds: “The continuing commitment of Brittany Ferries to develop new services linking Irish industry to the European continent is once again demonstrated with this new service connecting to St Malo and Roscoff. We have worked closely with Brittany Ferries to facilitate this new service, which will give further choice and capacity alongside existing Brittany Ferries services between Rosslare Europort and Bilbao and Cherbourg.”

**Timetable**

The extra sailings will operate to the following timetable, initially until 21st March when regular Roscoff/Cork sailings are scheduled to resume: (Timetables are subject to weekly variation and change at short notice)

These new freight only routes will operate until the end of March, when scheduled freight and passenger services will resume between Cork and Roscoff. With two weekly sailings in each direction, frequency has been doubled for 2021.

# Port of Cork Trade Traffic Dips in 2020

The Port of Cork has reported that total traffic through the Port was down 2% to 9.2 million tonnes in 2020.

**The dip in** trade traffic is a direct result of the challenges posed by Covid 19 and the cancellation of cruise calls to Cork in particular.

Despite these challenges, overall container traffic through the Port of Cork reached 250,000 TEUs, an increase of 4%. The Port attributes the strong performance in this area to several drivers, chief amongst them a demand from customers for direct routes, resulting in the introduction of several new container services.

In April 2020, CLdN Ro-Ro SA commenced a new weekly freight service between Cork and Zeebrugge. This route subsequently increased to twice weekly, highlighting the positive demand for direct, unaccompanied

freight links to the EU, as shippers look to avoid the uncertainty surrounding the UK land bridge as consequence of Brexit.

A further new route was established in June 2020, when Independent Container Line (ICL) commenced a new weekly direct service from Cork to USA, giving Ireland its first direct container service to the USA in many years.

Unfortunately, Covid 19 impacted heavily on the Port's tourism related activities, with Brittany Ferries services to the continent decreasing sharply and only two cruise ship calls completed, compared to over a hundred calls in the previous year. The outlook for a return to cruise activities in particular remains poor and will

remain so until the worst of the pandemic has past and confidence in that sector can start to rebuild.

Other areas of Port traffic, such as liquid bulk and break bulk decreased marginally however these areas are set to return in 2021.

Conor Mowlds, Chief Commercial Officer, Port of Cork said: "While 2020 was a challenging year, our port operations remained open throughout and we continued to play an important role in ensuring supply chains were maintained across the southern half of the country".

He continued: "Some areas of our trade were adversely affected, particularly our cruise business, which effectively ceased last March due to COVID. That said, with

the significant efforts that are being placed in the development of effective return protocols, we are confident that we will see a return to some level of cruise activity by the end of this year, and certainly in 2022. Even with the challenges of the global pandemic and the advent of Brexit, the Port of Cork has welcomed several new freight services to the continent and an exciting, innovative direct link to the US, showing our resilience and capability to adapt, and our commitment to fulfilling our role as a vital cog in keeping the region moving".

Bantry Bay Port Company, sister Port to the Port of Cork, had a strong performance and reported an increase in total trade traffic in 2020 to 1.3 million tonnes.

## Belfast Maritime Consortium Supervisory Board Appointed

**A supervisory board has been appointed to oversee the Belfast Maritime Consortium's project to develop revolutionary zero-emission ferries in the city.**

**Earlier this year**, the 13-partner syndicate, headed by Artemis Technologies, won a £33 million government innovation grant for the plans from the UK Research and Innovation's flagship Strength in Places (SIP) Fund.

Working closely with the SIP Programme Director, Prof. Mark Gillan, the supervisory board will provide strategic leadership and support to the Belfast Maritime

Consortium UKRI Strength in Places project, and oversee its successful completion.

Former Transport Minister, Nusrat Ghani MP, will chair the supervisory board which will include members from consortium partners, Dr Iain Percy OBE, CEO of Artemis Technologies, Nick Laird, Director, Advanced Air Programmes, Spirit AeroSystems, and Joe O'Neill, CEO, Belfast Harbour.

The board will be completed by independent members Dr Jayne Brady MBE, Digital Innovation Commissioner, Belfast City Region Deal, David Morant, Managing Director, Scorpio UK, and Harry Theochari, Partner and Global Head of Transport at Norton Rose Fulbright LLP.

Speaking ahead of the board's first meeting, Ms Ghani said: "It is a pleasure to be appointed Chair of the Supervisory Board which will play an important role in overseeing the successful completion of the Belfast Maritime Consortium's project.

"Including private funding from consortium partners, the total investment in Belfast will be around £60m over the next four years, it will create an initial 125 research and development jobs, and lead to more than 1,000 in the region over the next 10 years.

"However, the impact will go much further. The zero-emission fast ferries to be designed and built in Belfast will herald a revolution in green maritime transport that will have an impact around the world.

"As countries across the globe seek solutions to become carbon net-zero, the UK will lead the way, with Belfast at the centre. It is a privilege to play our part."

## Clean Shipping Alliance Appoints Poul Woodall as Executive Director

**The Clean Shipping Alliance 2020 (CSA2020) has confirmed the appointment of DFDS executive Poul Woodall as its Executive Director.**

**CSA 2020 represents** ship owners and other key maritime industry stakeholders as an advocate and science research body for the environmental benefits of marine Exhaust Gas Cleaning

Systems (EGCS) along with other marine environmental issues.

Commented Mike Kaczmarek, CSA 2020 Chairman: "Poul is a highly respected figure in the international maritime industry, and his substantial industry experience along with his knowledge of CSA2020 and today's key issues will make him a valuable asset to the ongoing work of the Alliance."

Poul has over 40 years of maritime industry leadership in international operational roles in

Ro-Ro, container and passenger segments with Maersk and DFDS.

His most recent position was as Director of Environment and Sustainability with DFDS Group in Copenhagen and he will remain with DFDS Group in a part-time role as Senior Advisor, Climate & Environment. Poul is widely recognised as an influential speaker and guest panellist and has actively participated in many international maritime forums in recent years.







# ALL-NEW ISUZU D-MAX: FIRST PICK-UP TO ACHIEVE 5 STARS IN THE LATEST EURO NCAP TEST

A maximum five-star safety rating has been awarded to the All-New Isuzu D-Max in the tough new Euro NCAP (New Car Assessment Programme) test.

**The All-New Isuzu D-Max** combines smart new styling and impressive safety technology with improved off-road performance. Not only does it deliver the strength and durability you'd expect from an Isuzu pick-up truck, this capable workhorse now adds superior levels of comfort and refinement. Safer than ever, the robust All-New Isuzu D-Max is fitted with a wide range of safety features, including a comprehensive ADAS (Advanced Driver Assist Systems) package, which raises the bar for safety in the pickup truck segment. All-New Isuzu D-Max's are equipped with forward-facing stereo cameras and, as a result, every model comes with Forward Collision Warning, Autonomous Emergency Braking, Traffic Sign Recognition, Intelligent Speed Limiter and Lane Departure Warning & Prevention System. As the only UK pick-up to feature a rear radar as standard on all double cabs, these models include Blind Spot Monitor, Rear Cross Traffic Alert and Emergency Lane Keeping – which is a sector debut for this safety technology – as standard.

## More Airbags

Increasing occupant safety further, a new driver's knee airbag is standard on all models. Double cabs are now equipped with eight airbags as they are also fitted with a new centre airbag which offers additional protection to front seat occupants in the event of a side-on collision.

There is also a new E-Call system which dials the emergency services in the event of an accident. This is a mandatory requirement for the Euro NCAP 5-star rating as it automatically activates when the airbags are deployed. In the event of a less serious collision or to report an emergency incident, the driver can simply press the E-Call button on the overhead console.

Beneath the surface, an extra crossmember has been added to the durable ladder chassis which has been strengthened even further with certain sections up to 34% wider and 14% higher to increase rigidity and improve passenger safety, particularly during side impacts.

A revised suspension design increases stability and road holding while larger brakes have been fitted at the front and rear to reduce

stopping distances, increase the service life and reduce brake fade.

The conditions for a 5-star rating on the latest Euro NCAP test are significantly higher than in previous years, with heavier and faster trolleys used in the collisions and the mandatory requirement of additional safety features.

By introducing the wide range of ADAS features, new airbags, larger brakes and by making alterations to the chassis, the All-New Isuzu D-Max is the first pickup truck to achieve all five stars.

## Maximum Points

The All-New D-Max scored maximum points for rescue and extraction thanks to the new advanced E-Call system. It also scored maximum points in the child occupant test for front and lateral collisions, where the stronger chassis, airbags and Isofix child seat anchors offered maximum protection to child occupants, based on 6 and 10-year-old children. A passenger airbag deactivation switch is now standard on every truck to enable the fitment of a rear facing child seat.

Every variant of the All-New Isuzu

D-Max weighs under 2,040kg and is therefore subject to normal passenger car speed limits. Many double cab pick-up trucks exceed this weight limit so must comply with goods vehicle speed limits which are 10mph lower on single and dual carriageways.

The All-New Isuzu D-Max has taken a huge stride forward in terms of refinement, safety and comfort while retaining its core characteristics of strength, durability and capability. The efficient diesel engine, which produces up to 164PS and 360Nm of torque, complies with the latest Euro 6D emission standard, while the new model retains Isuzu's unmistakable workhorse credentials with a 3.5t towing capacity and a maximum payload of over one tonne.

Customers have a wide range of models to choose from including 4x2 or 4x4, manual or automatic transmissions, three different cab types (single, extended and double cab) and four brand new trim levels. Each new model comes with 125,000 mile / 5 Year warranty and 5 years UK and European roadside assistance. The All-New Isuzu D-Max arrives into UK showrooms in March 2021 and customers are encouraged to register their interest now.

# More than a third of van drivers considering switch to electric

The 'white van man' is going green with more than a third considering the switch to electric – and 20 per cent are ditching fry-ups in favour of a meat-free diet, research has revealed.

A survey of 500 van drivers carried out by Fiat Professional revealed 91 per cent think it's vital for everyone to be as environmentally friendly as possible – and almost two thirds of van drivers are offended by the idea they're aggressive on the road.

The perception that the interior of a van is a health and safety hazard is also a no-no - with 77 per cent claiming they take pride and joy in ensuring their vehicle is always clean and tidy.

Two thirds (66 per cent) also admitted they are tired of the claim van drivers get by on an unhealthy diet. Instead, one in five are vegan or vegetarian, and high calorie breakfasts have been ditched - with 'green van man' more likely to have a bagel or cereal bar than a fry-up.

The research was carried out by Fiat Professional to launch its E-Ducato electric van in the UK, which has a range of up to 192 miles between charges - almost four times the daily distance driven by the van drivers surveyed.

It also found two thirds support the government's plans to reduce vehicle emissions on UK roads, while more than eight in 10 (84 per cent) also



think companies should be looking to have an environmentally friendly fleet of vehicles. Overall, 35 per cent of drivers are considering the switch to electric for their next van.

Richard Chamberlain, from Fiat Professional, said: "It's a bit of a tired myth now that van drivers are tailgaters who take little pride in their vehicle or the environment. Caring about the planet is an important part of everyone's lives, and while the growth in popularity of electric cars has been well publicised, it seems many van drivers are proud of their office and are also looking to make the switch to zero emission motoring.

"Electric vans offer a lot of benefits for delivery companies and tradespeople. Not only are they environmentally friendly, but they are also exempt from the congestion charge and ULEZ and are available with up to a whopping £8,000 government grant."

The findings come after a poll of 2,000 adults commissioned by Fiat revealed consumers are becoming more interested in the carbon footprint of items delivered to doors across the country.

Three quarters of adults want delivery companies to use zero emission vehicles where they can, while 75 per cent also want to see retail and consumer companies focus on ways to reduce their carbon footprint.

More than half (52 per cent) would like to know more about the carbon footprint of delivery companies across the UK.

And 53 per cent of those surveyed via OnePoll want to know more about how environmentally friendly delivery vehicles are.

Chamberlain added: "Transportation is changing, and it's not just the people behind the wheel who want a more environmentally friendly way of getting from A to B. The way we buy goods has radically shifted over the past 12 months as e-commerce becomes a more and more important part of consumer behaviour.

"Whether we're getting our weekly groceries dropped off or a shiny new electrical device delivered, more and more people are wanting to know it's being brought to our home by a company which is being as eco-conscious as possible."

## Van drivers regularly working unsociable hours to keep country moving

Van drivers are working unsociable hours to keep Britain moving, with a quarter clocking in at night or on Saturdays and Sundays at least once a week, according to a survey by Volkswagen Commercial Vehicles.



**The study revealed** van drivers are more likely to work night shifts or at weekends than the national average of one in nine employees. In fact, over half of van drivers have to work late or at the weekends several times a month.

The COVID-19 pandemic has increased the need for van drivers to work outside of normal hours, too, with online shopping hitting a 10-year high and many businesses recruiting extra delivery drivers this year.

Van drivers in London, Northern Ireland and the South West are most likely to be called in to work outside of their 9-5; with a third clocking up unsociable hours. By contrast, Scottish drivers operate more regular hours with just one in 10 working nights or weekends.

Previously, Volkswagen Commercial Vehicles revealed how two-thirds of van drivers had missed important family events like wedding anniversaries, birthdays and Valentine's Day because of attending emergency call-outs or

of making last minute deliveries.

To help drivers who work unusual or long hours, Volkswagen Commercial Vehicles offers Mobile Service Clinics to make sure owners can get their vans serviced while they're not in use. Similarly, extended opening hours at Van Centres help to minimise downtime and allow owners to collect their vans before their shift starts.

Head of Fleet at Volkswagen Commercial Vehicles, Claire English, commented: "Our statistics show that working nine to five really is no way to make a living for a lot of van drivers. Their jobs often require them to work unsociable hours, either through night shifts or at weekends, and this has been even more noticeable this year.

"We know this isn't always easy which is why as part of our Working With You promise, we offer a range of flexible servicing and maintenance programmes to help keep your van on the road and make ownership as stress-free as possible."



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## Ranger MS-RT Adds Street Appeal to Best-Selling Pick-up

Ford has introduced an exclusive new model of the award-winning Ranger pick-up, developed in partnership with vehicle design specialists MS-RT.

**The new Ranger MS-RT** combines a motorsport-inspired appearance with a premium specification and unique, hand-finished detailing, offering customers a high-end, street-focused version of Europe's best-selling pick-up that sits alongside the desert-race-influenced Ford Ranger Raptor at the pinnacle of the Ranger line-up.

The new vehicle is derived from the Ranger Wildtrak, sharing its generous equipment list and one-tonne payload. Ranger MS-RT will be available at Ford dealers from summer 2021.

Ranger MS-RT's unique exterior includes a hand-built front fascia featuring a honeycomb carbon fibre-effect grille and integrated fog lights. The striking side profile adds to the sporty character while 20-inch OZ Racing alloy wheels, extended wheel arches and sculpted side skirts create a purposeful stance. Frozen White, Sea Grey or Agate Black paints emphasise the imposing styling, embellished by carbon fibre-effect mirror caps, an aerodynamic load bar and MS-RT badges.

Inside, the cabin features premium leather trim with contrast orange stitching. Ambient lighting and

heated front seats create a comfortable environment, while MS-RT detailing for floor mats and scuff plates adds a bespoke feel. Ford's SYNC 3 connectivity and navigation system with 8-inch touchscreen simplifies access to communication and entertainment features, and the rear-view camera 2 helps when parking or hitching to a trailer.

"Ranger MS-RT is designed for customers who value Ranger's hard-working capability but want the racing pedigree and hand-finished exclusivity of our MS-RT series", said Brendan Lyne, director, Commercial Vehicles,

Ford of Europe. "This eye-catching vehicle blends Ford's decades of success in pick-up trucks with striking motorsport-inspired design to offer a road-focused truck combining immense kerb appeal with the hard-working ability that our customers love."

Ford's range-topping Bi-turbo 213PS 2.0-litre EcoBlue diesel engine delivers outstanding performance and pulling power while also offering car-like refinement and optimised fuel efficiency.

Fitted with the advanced 10-speed automatic transmission shared with the Ford Mustang sports car, the powertrain delivers 213PS and 500Nm of torque to move payloads of up to 1,098kg and a towing weight of 3,500kg. Ranger's selectable four-wheel drive system is retained for optimum traction off-road, while a Maxhaust app-controlled soundbox is available as a dealer-fit option for customers desiring a sporty soundtrack.

## Ford Offers Drivers "Guard Mode" Providing Remote, Real-Time Security Alerts

**Ford has introduced Guard Mode for commercial vehicles, a new connected-vehicle security system to monitor vans in real time via smartphone.**

**Guard Mode notifies** owner-operators and drivers via their smartphone of potential breaches in security through Ford's app for commercial vehicle operators, FordPass Pro.

When activated – for example after business hours or at the weekend – Guard Mode employs sensors to detect when someone enters the vehicle, opens the bonnet or load compartment, or starts the engine. It then sends a notification to the owner's smartphone

using the vehicle's FordPass Connect modem.

An alert will also be triggered if a vehicle is unlocked or started using a key – an action that would not activate a conventional vehicle alarm and may be useful in light of a key being stolen or cloned. This builds on existing alarm notifications in FordPass Pro, including Trailer Theft Alert, which sends an alert if it detects an attached trailer is being unhooked while the vehicle is locked.

The Guard Mode screens in the FordPass Pro app highlight the times the vehicle was accessed, the reason for alarms, when trigger actions happened and the vehicle's last known location. Users will also soon be able to schedule when Guard Mode is activated.

"Our vans help keep our customers moving

and the tools inside keep them working", said Mark Harvey, director, Enterprise Connectivity, Ford of Europe. "FordPass Pro and Guard Mode help owners protect their vehicles – and their businesses – by keeping them one step ahead of the criminals. And this is just the start. As all new vehicles now come connected, we see huge potential in developing additional security features to help our customers' businesses thrive."

Guard Mode is the first feature that Ford will activate with an over-the-air (OTA) software update and will be progressively rolled out across the vehicle line up. These updates will use FordPass Connect, which is now fitted as standard across the vast majority of Ford commercial vehicles.

# All-Electric eSprinter Van Specified for Pharma Deliveries

Thermo King, a brand of Trane Technologies, is collaborating with Mercedes-Benz AG to create a fully electric, refrigerated Mercedes-Benz eSprinter van prototype specified for local zero-emission last mile urban delivery of pharmaceuticals and medicines.

**The Mercedes-Benz eSprinter** Pharma prototype features the all-electric E-200 refrigeration unit and the new lithium-ion (Li-ion) battery from Thermo King. Combined, the E-200 and the state-of-the-art Li-ion battery deliver independent and constant capacity ensuring an unbroken cold chain even while the driver stops for delivery or break. This is particularly important for maintaining controlled and uncompromised temperature

in the load compartment – a critical element to ensure the quality, integrity and efficacy of transported pharmaceuticals and medicines. Comments Eneko Fernandez, product management leader at Thermo King: “Electrification of the transport industry is a trend that addresses the noise and emission pollution in cities and urban areas. At Thermo King, we want to challenge what is possible in our industry. Working together with Mercedes-Benz Vans on the eSprinter Pharma, we are

developing a local zero-emission refrigerated transportation that will help improve the quality of life, in a sustainable way.” The prototype van has undergone first rounds of successful testing. Over the period of four weeks, the vehicle drove more than 2000 kilometers maintaining the temperature of the load compartment between 15 and 25 degrees Celsius, and successfully delivering pharmaceuticals to pharmacies in and around the city.



## Van Market Starts New Year with a Boost in Sales

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

**Registrations rose 2.0%** in January with 24,029 of the latest, low emission vehicles hitting UK roads as new models and deals drove fleet renewal.

Although the fluctuating nature of fleet renewal often impacts the first month of the year in particular, 2021 opened with the highest volume January since 1990, 10.5% ahead of five-year average.

Although growth is expected for the LCV sector in 2021, SMMT's latest market outlook has been downgraded to reflect ongoing challenges. The forecast predicts LCV registrations to rise 17.5% to 343,850 by year end, down from earlier predictions of 375,000 vehicles.

While nearly all van segments experienced a decline, larger vans weighing more than 2.5-3.5 tonnes saw 25.4% growth, which drove overall monthly figures out of the red. Conversely, registrations of small vans weighing less than or equal to 2.0 tonnes halved (-50.1%), the market for medium vans weighing more than 2.0-2.5 tonnes declined by -16.2% and demand for new

pickups and 4x4s fell by -25.8% and -30.6% respectively. Latest SMMT analysis reveals that 2020 recorded the lowest figure for average CO2 emissions derived from LCVs, down -1.8% on 2019 to 162.8g/km. January 2021 saw a rise of low emission LCVs, with battery electric vehicle (BEV) market share rising to 2.22% with 533 battery plug-in vans joining UK roads. Meanwhile, 96.4% of all new vehicles registered are powered by

diesel, with fleet renewal to the latest Euro standard technologies crucial for a sustainable transition for the sector. As CO2 emissions targets shift from EU-wide to UK-only from 2021 and demand for heavier vehicles continues to grow, reaching net zero ambitions will depend on creating the right conditions to boost operator confidence. Mike Hawes, SMMT Chief Executive, said, “January's figures are welcome news,

particularly after the difficult past year. Although one month's performance does not full recovery make, the future must involve measures that can deliver long-term changes for the sector if we are to meet ambitious targets and address both climate change and air quality goals. The fastest way to do this is by encouraging uptake of the latest low emission vehicles, regardless of fuel type, and business confidence remains vital for this transition.”

### BEST SELLERS LCV <3.5 tonnes

JANUARY 2021			YEAR-TO-DATE		
1	Ford Transit Custom	2,711	1	Ford Transit Custom	2,711
2	Ford Transit	2,379	2	Ford Transit	2,379
3	Mercedes-Benz Sprinter	1,931	3	Mercedes-Benz Sprinter	1,931
4	Vauxhall Vivaro	1,415	4	Vauxhall Vivaro	1,415
5	Volkswagen Transporter	1,363	5	Volkswagen Transporter	1,363
6	Peugeot Partner	1,081	6	Peugeot Partner	1,081
7	Ford Ranger	1,027	7	Ford Ranger	1,027
8	Citroën Berlingo	956	8	Citroën Berlingo	956
9	Ford Transit Connect	933	9	Ford Transit Connect	933
10	Vauxhall Combo	840	10	Vauxhall Combo	840

REGISTRATIONS OF VANS plus HCVs 3.5T-6T by MONTH			
	Jan-21	Jan-20	% change
Pickups	2,550	3,438	-25.8%
4x4s	93	134	-30.6%
Vans <= 2.0t	1,231	2,465	-50.1%
Vans > 2.0 - 2.5t	3,659	4,366	-16.2%
Vans > 2.5 - 3.5t	16,496	13,154	25.4%
All Vans to 3.5t	24,029	23,557	2.0%
Rigids > 3.5 - 6.0t	317	498	-36.3%

REGISTRATIONS OF VANS plus HCVs 3.5T-6T by YEAR-TO-DATE			
	YTD-21	YTD-20	% change
Pickups	2,550	3,438	-25.8%
4x4s	93	134	-30.6%
Vans <= 2.0t	1,231	2,465	-50.1%
Vans > 2.0 - 2.5t	3,659	4,366	-16.2%
Vans > 2.5 - 3.5t	16,496	13,154	25.4%
All Vans to 3.5t	24,029	23,557	2.0%
Rigids > 3.5 - 6.0t	317	498	-36.3%



# Maxus Consolidates Commitment to UK Market with New Warrington Headquarters

Harris Maxus has confirmed its commitment to growing MAXUS operations in the UK after announcing its plans to open a headquarters at Birchwood Park, Warrington.

## The Dublin-based automotive

company's decision to establish a UK headquarters will give it added capacity to increase its existing operations in the region. The business, which is recognised as one of the UK and Ireland's foremost distributors of commercial vehicles, is forecasting a growth of over 200% in 2021.

The Birchwood Park Headquarter will house MAXUS' UK-based employees as well as acting as a Parts Depot, with offices and a warehouse on site, headed up by Harris' Simon Bunn. A training room will also be established at the base, for engineers taking part in MAXUS' technical training academy which will be headed up by Harris UK Engineering Manager, Tony Close.

The convenience of network links surrounding Warrington was said to be a key decision in Harris MAXUS' choice of location, with the headquarters situated close to the M6 and M62 motorway interchange, allowing for quick



access to local regions and beyond.

Mark Barrett, General Manager of Harris MAXUS said: "The creation of a UK HQ is an important step for our business activities and only strengthens our commitment to the UK market. MAXUS has become a leader in the electric vehicle sector and our success in this area will only continue as electric vehicles

become more and more popular in the years ahead. We are currently forecasting growth of 200% in 2021 and have plans to expand our network of dealers right across the UK. The past 12 months have been difficult for the industry as a whole, but we are looking forward to what the next year has in store." As the sole distributor for the

MAXUS diesel and electric range of vehicles in the UK and right-hand drive markets in Europe, Harris Automotive Distributors delivers a significant number of vehicles every week to an extensive network of dealers across the UK. Up until now, all operations for MAXUS UK had been overseen from Harris' Global Headquarters in Ireland.

Founded in 1961, The Harris Group is a leading importer and distributor of commercial vehicles with a firm focus on technological innovation and the next generation of clean, sustainable motoring.

The company partnered with leading Chinese manufacturer SAIC Motor, the name behind MAXUS, in 2015, marking the start of what has become a strong and enduring relationship. Range, reliability, versatility, and quality customer service are at the heart of the brand, making it a firm favourite with business owners and fleet managers across the UK.



## Vauxhall Vivaro-e crowned 'International Van of the Year'

The all-electric Vauxhall Vivaro-e has been named the 2021 International Van of the Year – taking home one of the most coveted awards in the light commercial vehicle sector.

**The zero emissions** Vivaro-e impressed judges from 24 different countries to take home the overall 2021 International Van of the Year title. This is the first time a fully electric van has won the overall title.

Judges praised the electric Vivaro-e's extensive

zero emissions range, excellent load capacity and high levels of technology. Vauxhall previously won the International Van of the Year title in 2019 with the Combo Cargo van.

The Vauxhall Vivaro-e starts from £27,028.33 OTR after the current Plug-in Van Grant and

excluding VAT and is available with 50kWh or 75kWh battery options. Capable of up to 205 miles from a single charge, the Vivaro-e supports up to 100kW rapid charging with an 80% charge taking 30 minutes for 50kWh models and 45 minutes for 75kWh variants.

Available in three trim levels, Panel Van Dynamic, Panel Van Elite and Doublecab Elite, all models come with rear parking sensors, automatic headlights, cruise-control with speed limiter and a 7-inch touchscreen as standard.

With a 6.6m<sup>3</sup> maximum load volume and 1,226kg the Vivaro-e suits the needs of all business and private users and is crucially exempt from current congestion and ultra-low emissions charges.

# Renault Trucks celebrates 30 years of the iconic Magnum

Renault Trucks is celebrating 30 years of the iconic Magnum, the truck which revolutionised driver comfort with its integral cab and fully flat floor.

**To mark this** milestone, Renault Trucks UK & Ireland has meticulously refurbished a vintage Magnum that echoes the spirit of its forebear, the AE 500 which launched in 1990 with Mack V8 engine.

Following restoration work at Renault Trucks authorised dealer RH Commercials and interiors by Doncaster Trimmers, the covers have come off the fully renovated 1997 plate Renault AE 380.19 TD Magnum 4x2, which will appear at shows across the UK and Ireland in 2021.

Alex Williams, Head of Brand & Communications, Renault Trucks UK & Ireland, says: "The Renault Trucks Magnum transformed the truck market when it arrived on the scene 30 years ago, and restoring this Magnum back to its original glory is the perfect tribute to a legendary vehicle. It has been a labour of love for all involved, and the painstaking transformation into the show-stopping vehicle it is today is an incredible achievement by Neulla Hughes at Renault Trucks UK and the team at RH Commercials and



Doncaster Trimmers. Although we are forward-looking organisation, we do take great pride in our past and we are very pleased to mark Magnum's 30th anniversary in classic style."

After stripping down the Magnum to its bare components, the highly skilled team at RH Commercials meticulously cleaned and replaced parts, and undertook a full chassis refurbishment ready for a respray in Renault Red paint on the shell and glossy black on the chassis.

Paying close attention to period detail, new alloy wheels, tyres and air horns finish off the classic look. In an almost identical livery to the vehicle that made its debut at the 1990 Motor Show held at the NEC, the finished truck is a homage to the iconic launch AE 500s fitted with a Mack V8 Turbo Intercooler 503 hp engine, the first truck in Europe to be offered with such a high level of power.

Inside the cab, the Magnum's original ErgoVision instrument panel and dashboard have been painstakingly cleaned and restored.

Continuing the striking black and red colour theme, the custom interior refit by Doncaster Trimmers includes new black carpet, the CommandAIR driver and Passenger seats reupholstered in black leather with red stitching, and refurbished beds.

The 3900 wheelbase tractor is powered by Renault's 6 cylinder Turbo Intercooler engine which produces 374 hp and 1650 Nm of torque. Behind this is Renault's B 18 gearbox, offering 18 speeds, including 16 synchronised gears and 2 crawler gears, and two reverse speeds.

Equipped to top the original 'Magnum' package specification, the vehicle also features 12 volt power outlet in cab, independent night heater, electrically operated cab tilt, second bunk and fridge.

This show-stopping truck is expected to make its show debut at Truckfest 2021.

## MY2021 MAN TGE Goes Large and Gets Connected

The new MY2021 range of MAN TGE Vans has recently been updated with a new generation of radios and infotainment systems. These new systems bring digital changes networking drivers, the vehicle and the environment.

**The new generation** of radio and infotainment systems provides both musical entertainment options and relevant journey information ensuring a relaxed and informed trip. Four new infotainment systems are available, each providing a wide range of functions.

With the arrival of the MY2021 TGE's Man also boost the levels of safety and connectivity with the fitment of an advanced centre console roof mounted 3-button module offering Emergency call, MAN Breakdown Service, and MAN Info call services.

## ITT Hub 2021 strengthens partnership with Farnborough International

Binswood Media, organiser of Innovation & Technology in Transport ITT Hub 2021, has strengthened its partnership with Farnborough International Ltd, organisers of the Farnborough International Airshow, by increasing its role in the development and delivery of this new landmark event.

**Taking place from** 30th June – 1st July 2021 at Farnborough International Exhibition and Conference Centre, the Farnborough International organising team will now support the ITT Hub team with the operational aspects of the event, as well as sales and marketing.

Mark Griffin, CEO of Binswood Media said: "ITT Hub 2021 has been generating a great deal of conversation and is proving to be a widely anticipated event. It has been warmly welcomed as a

timely and valuable opportunity for the commercial and passenger road transport industry and the organisations associated with its transformation.

"Since the launch, our team has made fantastic progress to sign up over 130 exhibitors with many of the leading vehicle manufacturers taking part - an incredible achievement for a new show.

"By working in partnership with Farnborough International, we are all now focussed on building that success to an even greater

level. As organisers of the award winning and largest trade show in the UK, they are a team of specialists with world-class experience and unparalleled understanding of major events.

"Our ambition is to make ITT Hub the leading trade event of its kind in this sector over the next few years. This investment is something which will enable us to explore new opportunities and deliver a ground-breaking show that will serve as the beating heart for the green

transport technology industry.

"The bonus is that this expertise is on site, with the Farnborough International Exhibition and Conference Centre serving as the ideal venue for this event, given its abundance of indoor and outdoor space, access to major road networks, and flexibility. As we are already at an advanced stage of planning for 2022 and beyond, the additional resources will enable us to grow the event to meet the strong demand from companies within the sector."





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DETAILS TO FOLLOW IN THE COMING ISSUES OF EXPORT & FREIGHT

# NEW TRUCK SALES



## SOLD IN NORTHERN IRELAND



Lead Quarries recently took delivery of this impressive Volvo FE350 6x4 Rigid Tipper from Ballyclare based, Dennison Commercials. The new truck was chosen for its compact size, impressive payload and ample power driven through the proven i-Shift gearbox.



1 of an order of 18 new Renault T460 tractor units supplied into Henderson Group by Diamond Trucks, Mallusk.



Hayden Chilled, supplied 2 x Scania Topline R450 6x2 delivered by Granco Ltd.



Allen Logistics - MBNI Truck & Van delivered 2 new Mercedes-Benz Actros to Allen Logistics this month. These vehicles, sold by sales executive Tim Moore, have the latest technology and safety features including Brake Assist 5 (pedestrian recognition), MirrorCam and Predictive Powertrain Control.



MAN Top Used 26.440 unit to Gibson Bros Banbridge delivered by RK Trucks Centre Ltd.



DAF CF340 complete with PK24001 SLD 5 sold to J S C Builders Merchant, Ballymoney by TBF Thompson (Garvagh) Ltd.



New Terberg DT183LE Low Entry Cab supplied to Dale Farm, Ballymena by MPM Specialist Vehicles.



DAF LF260 sold to McLean Fuels, Magherafelt by TBF Thompson DAF Trucks.



Ferris International, Antrim recently added a new T HIGH 520 6x2 tractor unit to their fleet supplied by Diamond Trucks.



Natural World Products, New Fruehauf 70 Cube Smoothside Tipper on SAF axles with Electric Cover delivered by Granco Ltd.



O'Reilly Wholesale - It was a frosty start last week for Sales Exec Tim Moore as he delivered 2 new Mercedes-Benz Antos to O'Reilly Wholesale of Newry. These Mercedes Benz Antos 2532 L 6x2 came complete with 30ft GRP box bodies and tuck away tail lifts.



One of three MAN 26.360 TGS 6 x 2 rear lift and rear steer tankers to LCC Group delivered by RK Trucks Centre Ltd.



# NEW TRUCK SALES



**SOLD IN NORTHERN IRELAND**



DAF FAX CF450 sold to CP Hire by TBF Thompson DAF Trucks.



Stewart International - The New Year starts with a new truck for heavy haulage company Stewart International who took delivery of this high spec, FH4 500 with Globetrotter XL Cab from Dennison Commercials.



Barrett's Concrete, Eglish recently added this new Renault K480 13t 8x4 equipped with Liebherr mixer bottle. Vehicle supplied by Diamond Trucks.



Patrick Morgan New Fruehauf Smoothside Tipper 70 cube, SAF axles, Electric Cover delivered by Granco Ltd.



MAN 3.180 to Ross Johnston T/A Johnston Contracts delivered by RK Trucks Centre Ltd.



DAF LF230 sold to J B Plant & Tool Hire Ltd, Omagh by TBF Thompson DAF Trucks.



MAN 26.400 TGX to Super Seal Windows delivered by RK Trucks Centre Ltd.



McCaffrey Transport - Dennison Commercials recently delivered this new Volvo FH to family-run transport and freight company, McCaffrey Transport. The incredible new FH comes with an abundance of advanced features and is the company's new flagship truck.



DAF LF260 sold to Springtown Fuels Ltd, L'Derry by TBF Thompson DAF Trucks.



DAF XF530 sold to SH Coleman, Glarryford by TBF Thompson DAF Trucks.

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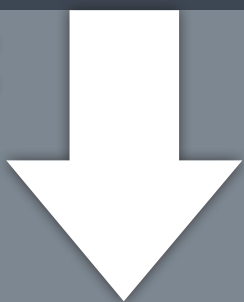
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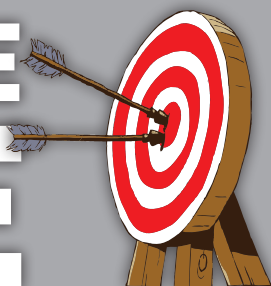
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