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COMMENT

There's definitely an air of optimism throughout the country, with the end of many of the restrictions we all have been forced to live with over the past year, and that optimism is being reflected in some, not all, sectors of the transport and logistics sectors.



Coupled with the fact that the challenges thrown up by Brexit seem to be gradually disappearing, with borders and paperwork becoming more manageable, the rest of 2021 hopefully holds out a more promising road to recovery.

That said, Covid-19 will be with us most likely forever, so we will still have to work with it and around it, but it can be done; our industry, if nothing else, has a definite 'can do' mentality which is well illustrated in this issue of Export & Freight.

As with many businesses in our industry, our own team has successfully adapted to 'working from home' to bring you all the latest, relevant news and views from the world of transport and logistics on a regular basis, through print and online via our constantly updating website at www.exportandfreight.com and our increasingly popular free weekly newsletters which you should be seeing in your 'in boxes' every Wednesday; if not, let us know and we will put matters right.

At this stage, we are still planning to hold our annual Golf Masters at the Lough Erne Resort in Fermanagh on Wednesday, September 1st, followed by our annual Export & Freight Transport & Logistics awards on Thursday 9th December at the Crowne Plaza Hotel in South Belfast, so keep those dates in your diary; if anything changes – and it may well do – we will let you know.

In this issue, we turn the spotlight on McCulla Ireland in our occasional series 'Meet the Haulier,' and we also bring you the latest developments in telecommunications and information technology, so vital today to keep the wheels of our industry firmly on the road; we also look at what is happening in the trailer market, keep you up to date with new van and pick-up launches and report on the latest news in shipping.

Of course, we also have all our regular columns from the RHA, Logistics UK, the Transport Regulation Unit and FORS.

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. Stay Well, Stay Safe.

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AVAILABLE FROM YOUR
LOCAL NEWSAGENT

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



Mallon welcomes key milestone on Belfast Transport Hub project

Infrastructure Minister, Nichola Mallon has welcomed the completion of the first key milestone in the construction of the new Belfast Transport Hub.

Translink has been working in collaboration with construction and civil engineering contractor GRAHAM on the Enabling Works phase, to deliver essential engineering work to clear the site ready for the main build. In this first stage of the development, extensive work has been carried out to successfully move the current bus engineering and operations facilities to new accommodation while maintaining day to day services for passengers. The Enabling Works phase is due to complete late 2021.

This £multi-million transport led regeneration project, funded by the Department for Infrastructure, will see the transformation of the 8-hectare city centre site, delivering a modern, high quality integrated transport hub to enhance local and international connectivity with bus, coach and rail links across Northern Ireland and beyond.

Minister Mallon said: "Our public transport network is vital in our recovery from Covid-19 both economically and socially. The hub



will bring together many aspects of how we travel including greener and cleaner travel by cycling, bus and rail. As we work to better connect communities across this island, it is my ambition to provide more choices for citizens too, so that access to more sustainable modes of transportation is not a luxury for the few, but an option for the many. By working in partnership we can transform our public transport network and the opportunities for citizens to use

active and sustainable travel."

Translink Group CEO, Chris Conway said: "This is a significant milestone in the Enabling Works Programme which has seen the construction of a new bus wash facility, a new engineering garage, storage facilities and bus parking area. The move makes way for the next stage of works that will see an intensive period of culvert and utility diversions.

"We have also completed a range of other activities including ecology

surveys, ground remediation works and drainage activities. Work is progressing well, and we expect this phase to be completed by the end of the year."

Complex Phase

Discussing the Stage One completion, GRAHAM's contracts manager, Andrew Henry, said: "We have worked in close collaboration with Translink's project and operational teams to complete this complex phase. Working in a live operational environment, sensible steps have been taken to minimise the overall disruption especially to Translink's operational staff, passenger services and neighbours in the adjoining residential and business communities. Our staff have also responded well to the range of additional Covid measures in place to allow us to keep this impressive new transport hub project on track."

Designed to be a multi-modal hub, the BTH will transform public transport, facilitating greater capacity with an increase to 26 bus stands, 8 railway platforms, cycle and taxi provision delivering enhanced connectivity and comfort encouraging sustainable active travel for a healthier city.

The Main Works and Infrastructure enhancement phases of the BTH project are due to commence in 2022 and due to complete by 2025.

UK Trader Scheme: Declaring goods not 'at risk'



There are new and evolving rules for NI businesses trading with Great Britain and the EU, and moving goods can be challenging in this environment.

Invest NI's series of EU Exit Advice webinars can guide you through these uncertain times and help save your business time and money.

A focused one-hour webinar on Wednesday 28 April at 10am, part of a series of such events, will be delivered by HMRC and will provide expert advice on how your

business can use the UK Trader Scheme.

You will learn how to complete the process of becoming authorised to declare goods not 'at risk' of moving to the EU, which could reduce tariff liabilities. There will also be a presentation on apportionment and declaring parts of consignments based on your previous trading activity.

Afterwards, a panel of experts will be on hand to answer your business-specific queries during one-to-one 'ask the expert' advice consultations.

You can register now for the free webinar and one-to-one advice clinic at <https://www.investni.com/eu-exit-events>

Opening of SEKO Logistics' new Dublin facility leads to expanded partnership

SEKO Logistics and PeliBioThermal are targeting a bigger share of Ireland's growing pharmaceutical market after extending their two-year partnership, supported by SEKO's opening of a new 30,000 sq ft facility in Dublin.

PeliBioThermal, which offers the widest range of temperature-controlled, thermally protected packaging and service solutions

to the global life sciences industry, appointed SEKO Logistics as its network station and service centre in Ireland in 2019.

The world's top10 BioPharmaceutical companies and 14 of the world's top 15 medical technology companies

all have operations in Ireland as well as 75 pharmaceutical companies contributing to the country's €39 billion in annual exports connected to the pharma, bio and chemistry sectors.

The success of the partnership, alongside SEKO's investment in its new Dublin hub, has enabled PeliBioThermal to now upgrade its service offering to pharma customers in Ireland and leverage SEKO's international freight forwarding network.



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*This event is part of a series.

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Mulgrew Haulage heritage vehicles to ride down memory lane on Michelin tyres

Michelin has supplied five sets of 12.00 R20 Michelin XZY2 truck tyres to Co Down-based Mulgrew Haulage, for fitment to a fleet of classic vehicles being restored by the family-owned transport company.

The haulier initially ordered a single set from local Michelin Service Pro dealer A One Tyres, for its 1978 Scania 141 4x2 tractor unit.

This was one of the first vehicles operated by the firm and has been painstakingly restored in-house by Martin and Declan McCrory in a project which lasted four years.

Mulgrew Haulage Director Paul Mulgrew says: "We've been running a Michelin policy across our fleet for 15 years, so naturally they were our first port of call when we were looking for new tyres for the Scania 141. Despite being a rare size today, they are still in production and A One Tyres arranged swift delivery.

"As a classic truck, you want to stay true to form, and the Michelin XZY2 is an evolution of the original Michelin XZY range which was a popular choice at the time."

The Scania 141 made a big impression following its completion, winning the prize for Best Classic Working Truck at Truckfest Peterborough in August 2020.



"This was the icing on the cake, after a lot of man hours spent by the team bringing her back to original condition. It has really spurred us on to get working on the other trucks; once the remaining four sets of Michelin

12.00 R20 boots have been fitted, we'll have an amazing heritage fleet to showcase at events across the country," he adds.

The next truck to begin the restoration process is a 1979 Scania 111 which is expected to be completed within the next 18 months.

The Michelin 12.00 R20 XZY2 tyres are all-position radial fitments for on/off road truck applications, featuring a robust four-belt crown with extra wide plies to deliver exceptional casing life. Thick sidewalls also offer added protection to help prevent damage from impacts.

Rob Blurton, Michelin Customer Engineering Support Manager, explains: "We still manufacture a wide selection of tyres in sizes which are far less common today, but ideally suited to classic commercial vehicles.

"In many cases these are trucks which have operated on Michelin rubber since they rolled off the production line decades ago; and customers naturally want to maintain them in original condition."

Bridgestone Supply RiverRidge Waste Management

Bridgestone are partners with RiverRidge to supply and manage tyres used on their fleet. Bridgestone's solution includes Bridgestone brand tyres and Bandag retreads providing a cost effective and environmentally efficient solution.

Bridgestone has also incorporated digital tyre pressure monitoring systems in its service to RiverRidge.

Bridgestone fit its new Duravis regional tyres to the front axle of the vehicles and use Bandag

BDU2 retreads, which have been manufactured in Northern Ireland, on the rear. Bridgestone believe this provides the optimum solution both economically and environmentally for the work carried out by RiverRidge.

Bridgestone use TPMS sensors and depot receivers to monitor the fleets' tyre pressures making the appropriate interventions quickly. Monitoring tyre pressures reduces punctures and down time for their vehicles but also saves fuel as under inflated tyres

have a higher rolling-resistance.

An added bonus is that correct tyre pressures generally lead to longer tyre life for both new and retreaded tyres.

Andrew Frizzell, Commercial Fleet Manager, Bridgestone Ireland said: "We are very happy to be working with RiverRidge Recycling to supply and manage their tyres. We believe Bridgestone tyres and fleet management makes a positive contribution to the efficient operation of their vehicle fleet".

Bridgestone work cooperatively with Webfleet Solutions and Simplicity Group in managing RiverRidge's vehicles.

MAN Software Upgrades for Trucks "Over-The-Air"

MAN Now, the first digital service to offer over-the-air features, has gone live in the EU, Norway, the UK and Switzerland.

Similar to a smartphone, which sees the user install the apps that they currently require, customers on the MAN Now platform receive upgrades that enable them to adapt the functionality of their trucks to their respective needs.

These upgrades, such as MAN OnlineTraffic, can now be run en route and at any time via

mobile Internet, without the need for cables or a visit to the workshop. Just like a smartphone.

MAN Now, one of the pivotal MAN Digital Services on the RIO platform, allows customers to upgrade their software in a straightforward and convenient manner. MAN OnlineTraffic, the first feature on MAN Now to be made available "over-the-air", enables truck drivers to plan the best possible route by feeding route-specific, real-time data on the current traffic conditions into the vehicle navigation system.

In this way, customers benefit from up-to-date information about traffic jams or traffic

disruption and can optimise their route. The navigation system works out alternative routes on the basis of this data. Thanks to MAN OnlineTraffic, restrictions that are relevant to truck drivers in particular, such as clearance heights or permissible gross weights on bridges, are taken into account when the system works out the optimum route.

MAN OnlineTraffic can be activated in MAN Now. After logging onto the online platform, fleet managers are able to equip each vehicle with the latest features on an ongoing and needs-oriented basis – at the touch of a button via the Internet, without visiting the workshop.

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Volvo Trucks Appoints Andrew Goodwin as Director Service & Retail

Andrew Goodwin has been confirmed as the new Director Service & Retail for Volvo Trucks UK & Ireland, with immediate effect.

Goodwin brings a wealth of experience in commercial vehicle fleet management to the business having filled a variety of senior positions during an extensive career, most recently as Sales and Marketing Director for Rivus Fleet Solutions – formerly BT Fleet.

In his new role, he will be responsible for aftermarket and customer support across the Volvo Trucks dealer network in the UK & Ireland, as well as the management of the aftermarket sales and business development team.

Goodwin says: "It's a hugely exciting time to be joining Volvo Trucks. Two-thirds of the product range has literally just been replaced, and it's already attracting a strong order book

from many customers which are new to the Volvo brand.

"Together with our network, I'm focused on delivering a premium level of service over the entire operating life cycle of the asset to support what is undoubtedly Volvo's strongest ever product offering. This is a real opportunity to demonstrate to customers, both new and old, the true value of Genuine Volvo Service."

With over 30 years' experience delivering remarketing, fleet management and leasing solutions, Goodwin has worked with a number of high-profile commercial fleet operators across the UK and Europe. After 15 years at BNP Paribas-owned Arval, he joined Lex Autolease as Business Development

Director with a remit to focus on the UK's 'mega-fleets', securing contracts with Royal Mail, British Gas, Balfour Beatty and BT.

Goodwin held this position for four years, before joining specialist commercial fleet service provider BT Fleet as Sales Director in 2016, where he was part of the management team leading the divestment of the business from BT PLC to private equity ownership.

"Customers appreciate service partners that add tangible value over the lifetime of the asset, helping to manage costs, maximise uptime and ensuring vehicles are safe and compliant," he says.

Goodwin is aiming to use his experience of delivering fleet and workshop services to help Volvo



Andrew Goodwin.

Trucks' dealer network continue to prosper as the company forges ahead with its ambition to make its entire range fossil-free by 2040.

He succeeds Tony Davis, who left to pursue interests outside of the Volvo Group. He will be based at Volvo Trucks UK & Ireland's headquarters in Warwick, and will report directly to Christian Coolsaet, Managing Director.

Thermo King Offers a "Money-Back Guarantee"

Thermo King has launched a campaign to showcase the fuel-saving capabilities of the Advancer A-Series trailer refrigeration unit. It now offers to pay back the difference, if Advancer does not meet the 12-month fuel-saving target calculated with the customers.

Thermo King A-Series units are said to be up to 30% more fuel-efficient than the market average and are the first in the industry to give complete transparency of fuel levels and fuel consumption. Customers can easily access the fuel consumption data of the unit - recorded, displayed, and made available remotely via telematics.

"The total savings with Advancer depend on our customers' individual operations. Fortunately, we can make a detailed calculation at our dealership, tailored to our customers' specific needs," said Donal Cox, vice president of sales and commercial leader at Thermo King in Europe, Middle East and Africa.

"By filling in key information in the TK

SmartSaver application, our dealers can calculate the exact savings the customers will achieve by using the Advancer unit. If the fuel saving amount isn't reached in the given period, Thermo King will pay back the difference."

Transporters interested in the Advancer fuel-saving guarantee should contact their nearest Thermo King dealer, where they can calculate their individual fuel-saving target. The target is based on customer's specific operating profile, taking into account running hours, the average ambient temperature or whether they transport mostly frozen or fresh goods.

Driver Hire Launches Licence Acquisition Service for HGV Drivers

National logistics recruitment specialist, Driver Hire, has launched a licence acquisition service to help HGV drivers advance their career and boost earning potentials during what is a record period for haulage.

The new service, which is an addition to the business' current training offering, will provide face to face training for already qualified drivers to help them upskill or requalify in a particular driving category. Working with training providers across the UK, the platform allows professional drivers to get the training they need, quickly and easily, to boost their career and earnings potential.

The launch comes following a year in which the value of professional drivers to society has been clearer than ever, with the Government quickly designating this as an 'essential industry' in relation to the country's response to the Covid-19 pandemic. And yet, Department for Transport figures show that as a result of driving tests being halted, there were 18,500 fewer LGV test passes in 2020, as compared to

2019, meaning there is significant demand for new LGV drivers.

As well as connecting drivers to the most suitable learning centres near them, the service will offer users finance options to spread the cost of the training programmes.

Commenting on the new service, John Keelan-Edwards, Managing Director of Driver Hire Training, says: "It has been a challenging and unpredictable year for the industry,

but we are delighted to be seeing an increase in demand for qualified drivers across all sectors. The launch of our licence acquisition service is part of our goal to become an industry leader for HGV training and will advance career opportunities for many drivers across the country.

"In addition, we have teamed up with Funding Falcon, whose technology allows you to apply for and complete a loan application quickly, easily and transparently, meaning any driver or industry professional can successfully apply and complete our courses without financial barriers."

The service offers users the chance to complete courses including Cat C, Cat C1, Cat C+E, ADR, HIAB and PCV, alongside some of the best training providers in the country including.

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James Armstrong appointed as Managing Director of Scania (Great Britain) Limited

Scania (Great Britain) Limited has appointed James Armstrong as its new Managing Director. He will succeed Martin Hay who leaves the business at the end of June. James will officially take up this post on 1 July 2021.

James has a wealth of knowledge and experience in working for Scania. He is currently Managing Director of Scania CER (Central Europe Region). Based in Prague, he oversees operations in the Czech Republic, Slovakia and Hungary.

Prior to this he was Managing Director for Scania in South East Asia, where he was based in Kuala Lumpur. Before this role, James was Services Director for Scania (Great Britain) Limited.

James says, "I am pleased to be coming back to the UK to take up the role of Managing Director. The UK business is one of the largest Scania operations and is very successful and I intend to continue to lead this operation to further success, working closely to support our customers, our colleagues and our Independent network."

"I spent several years in the UK as Services Director, so I look forward to connecting with former colleagues and observing how the business has continued to transform. Scania



James Armstrong.

(Great Britain) Limited has an important agenda ahead with a key focus on sustainability, investing in electrification and driving the shift towards offering more sustainable transport solutions."

Dunlop steer tyre launched to support versatile commercial operations

Dunlop has introduced the SP346+ steer tyre for fleets and hauliers who demand a wide variety of performances in all on-road applications.

The Dunlop SP346+ features a range of technologies designed to achieve high mileage, robust durability and improved fuel efficiency or low energy consumption for electric vehicles. It offers advanced winter grip, truly making it a tyre for all seasons and all purposes.

For many fleets, choosing specific long haul, regional haul or urban tyres is the best way to maximise efficiency. But for trucks that have a varied life, mixing short haul urban deliveries and highway running, a multi-tasking tyre is needed. That's where the Dunlop SP346+ offers a solution.

Dunlop has worked on optimising the tread pattern to ensure even contact pressure distribution and shoulder robustness. This increases resistance to damage and wear, offering a high mileage and long service life under severe conditions.

Stop-start urban use can place extreme demands on steer tyres designed for long-haul use. The flexibility of the SP346+ gives it a durability advantage. The tread pattern features stiffeners that act as rib connectors and reduce the slip of the shoulder ribs when steering, improving wear resistance.

The new Dunlop SP346+ carries the Three Peak Mountain Snowflake (3PMSF) symbol. This acts as a passport to pan-European all-weather transportation as regulations require 3PMSF marked tyres in winter. This ensures the SP346+ is compliant across Europe, irrespective of local legal requirements.

This all-weather capability comes from the high density zig-zag sipes and grooves. Having a high number of sipes creates more biting edges, improving traction, and their innovative interlocking design increases the tread stiffness. This technology provides the high mileage potential of a low-rolling resistance tread pattern but with the flexibility to achieve high levels of traction and winter mobility.

"Dunlop SP346+ features a compelling combination of versatility, a robust design with very good mileage and the added benefit of 3PMSF marking. It is a true multi-task steer tyre for all on-road applications," says Maciej Szymanski, Marketing Director for Commercial Europe.

The Dunlop SP346+ 315/70 R 22.5 HL steer tyre is launched now and the 315/60 R 22.5 HL will be available by the end of the year. Both are compatible with Dunlop's wide on-road range including the SP446 drive and SP246 trailer fitments.

Evolution of Renault Trucks Revealed in Euro Truck Simulator

2021 is set to see developments in the Renault Trucks long-haul (T) and construction (C and K) ranges, in terms of comfort, safety and productivity.

For the first time in the HGV sector, the French manufacturer is presenting its trucks in the Euro Truck Simulator 2 video game and offering a virtual driving experience.

The exterior design, driving position and cab layout will all be upgraded and everything can be tested virtually in the game.

To do this, all you have to do is log on to the Euro Truck Simulator 2 PC game, enjoyed by more than 9 million players worldwide, or share the driving experiences of other players using the hashtag #renaulttrucksevolution on social networks.

Pall-Ex Group raises over £10,000 for Combat Stress

Pall-Ex Group has raised over £10,000 for Combat Stress, the veterans' mental health charity, during its March in March challenge.

The team, made up of Pall-Ex Group staff and members, completed the annual challenge which tasks participants to march, run or walk a minimum of 10 miles during March.

Combat Stress is Pall-Ex's charity partner and the money raised by the Group will support the charity in its life-saving work, supporting veterans with complex mental health problems including anxiety, depression and post-traumatic stress disorder.

Overall, the 19 team members raised over £5,000 during the month and the Group then matched this figure, taking the total to beyond £10,000.

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Thermo King Launches its Li-ion Battery for All-Electric Refrigerated Transport

Thermo King has launched a new battery pack designed specifically for the E-200 fully-electric refrigeration units. The lithium-ion (Li-ion) battery is available in 1.8kWh and 3.6KWh versions.

Combined with the E-200 units, the battery pack creates a zero emissions transport refrigeration solution that ensures an unbroken cold chain even while the driver stops for delivery, break or needs to turn off the vehicle for longer.

"Product innovation, sustainability, reliability, increased uptime, total cost of ownership, optimal efficiency and customer expectations have always been the concepts that drive us," said Eneko Fernandez, product management leader at Thermo King.

"Electrification is a trend that's set to continue with the refinement of units that don't use a diesel engine to drive the compressor, and instead use a battery-based system. At Thermo King, we want to challenge what is possible in our industry, and today we are taking a step forward. We developed our own Li-ion battery pack to fully integrate it with the unit's system and allow our customers to maximise the benefits of its smart and sustainable power management."



The Thermo King battery pack was designed to seamlessly work with the E-200 fully electric, zero-emissions refrigeration units for medium sized vans and trucks - the latest addition to Thermo King's growing portfolio of non-diesel solutions.

Unlike typical small truck solutions designed for diesel combustion engines, the E-200 delivers constant capacity in up to two

cooling zones, independently from the vehicles' engines, and can work with both electric and engine-powered vehicles.

The Thermo King battery works with the E-200 units' patented power management, which contributes to lower energy consumption, increased vehicle autonomy and higher efficiency and reliability.

The battery combined with the E-200 unit ensures the hold-over capacity, an environmentally sustainable way to power the unit during stops for deliveries or breaks. This is particularly important during home delivery and other city distribution operations, with frequent deliveries and door openings, short driving distances and repeated stops in traffic.

It gives the fleet managers the peace of mind that the transported goods are cooled at all times and there are no temperature deviations in the compartment. The solution is also compatible with vehicle's start-stop features contributing to additional fuel savings.

Renault Trucks to Offer an Electric Range for Each Market Segment From 2023

Renault Trucks is pursuing its investment in electric mobility. From 2023, an all-electric Renault Trucks offer will be available for each segment, namely distribution, construction and long distance.

To support these developments and be able to offer a complete and competitive Renault Trucks range on the market, the company is setting up an organisation dedicated to electric mobility. Renault Trucks is thereby confirming its commitment to fossil-free transport.

To help meet the Paris Agreement's goal of limiting global warming to below 1.5 degrees Celsius compared to pre-industrial levels, Renault Trucks is committed to transforming the truck market by gradually electrifying its fleet to become carbon-neutral within 30 years.

As trucks have a lifespan of at least ten years, all trucks manufactured by 2040 must run without fossil fuels. Battery-electric and fuel cell electric power will be crucial to achieve this major transformation towards carbon-free transport.



In March 2020, Renault Trucks began series production of its second generation of electric vehicles at the Blainville-sur-Orne plant.

Renault Trucks now boasts a comprehensive all-electric range on the market, from 3.1 to 26 tonnes. Comprising the Renault Trucks D Z.E., D Wide Z.E. and the Renault Trucks Master

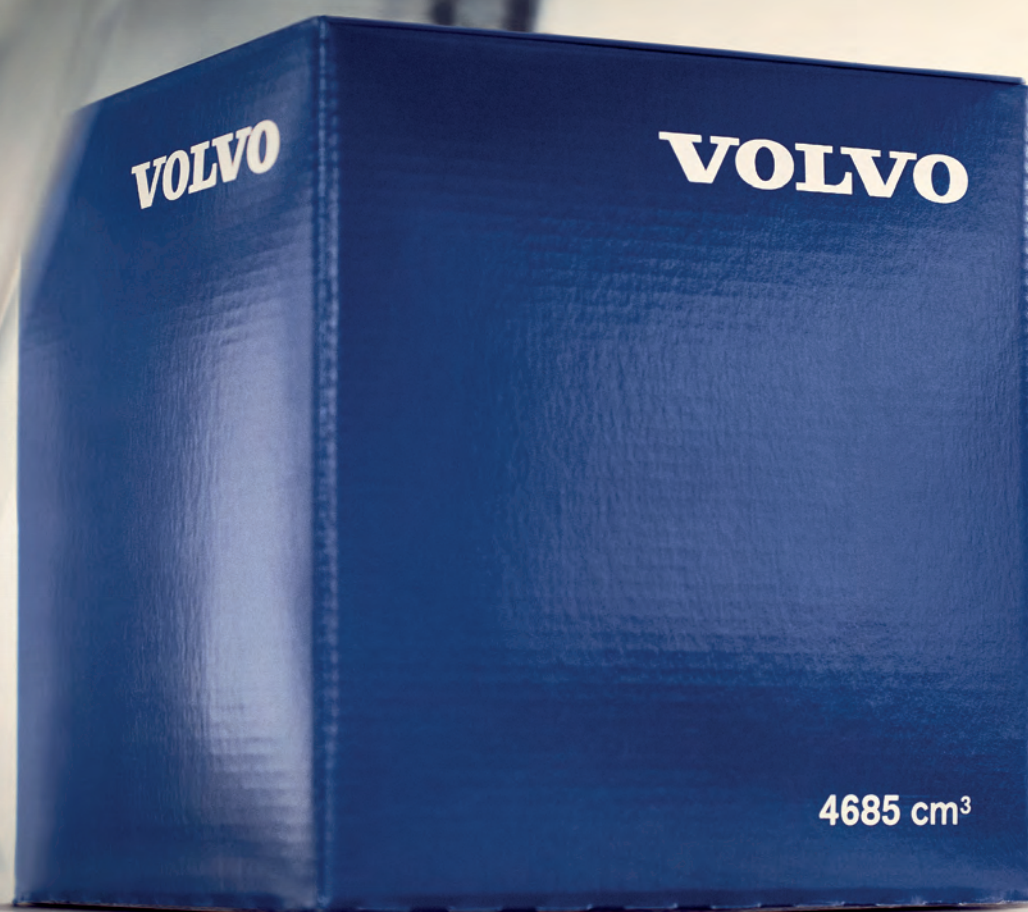
Z.E., it meets the requirements of urban transport, delivery, distribution and waste collection.

But Renault Trucks is seeking to extend vehicle electrification to all uses. Preparations are underway to market a Z.E. tractor to meet the needs of regional and inter-regional transport from 2023. An all-electric offer designed for urban construction will also be available to order by this date.

During the second half of the decade, Renault Trucks will be able to offer a range of electric trucks powered by hydrogen fuel cells, mainly for demanding and heavy long-haul operations.

"Electric mobility is the pillar of our strategy and we aim to lead the field," announced Bruno Blin, President of Renault Trucks. "We're aiming for 35% of our sales to be electric in 2030. By 2040, all our vehicle ranges will be 100% fossil-free."

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New Driver CPC training covers personal development to help tackle skills shortage

To help address the shortage of LGV drivers in the UK, RTITB has created a new Driver CPC Periodic Training module – ‘A Professional Driver’s Personal Development’ – to help give employers more focus on developing drivers and creating attractive career pathways in their business.

“Even after all this time, Driver CPC is seen by many organisations as a way to deliver training that ticks a compliance box and covers the topics that help them to avoid or reduce fines,” says Laura Nelson, Managing Director of RTITB, which leads the UK’s largest Driver CPC Consortium.

“While this is important, I would argue that retaining drivers in the industry, and showcasing genuine opportunities for professional development to potential employees, is equally vital.”

The UK transport and logistics sector currently estimates a shortfall of 76,000 drivers. This has been

further compounded by issues surrounding BREXIT and COVID-19, which has seen thousands of EU workers leave the country, whether due to the weaker pound, or a ‘potentially less stable or attractive working environment’. The number of EU HGV drivers fell by 36% in the year ending Q2 2020.

“With the tough times that our industry is facing, we wanted to provide a proactive way for employers to tackle this but without extra costs,” explains Laura. “We know that it’s often hard for employers to justify additional funds when newly trained drivers can easily jump ship to a different

company offering higher wages.

“However, using Driver CPC is an ideal way for businesses to start developing drivers and reaping the benefits, without additional investment.”

The new module, which is available to members of the RTITB Master Driver CPC Consortium, covers topics such as teamwork, confidence, communication, and leadership skills, and is an ideal complement to a driver’s wider personal development plan. Further modules to aid career progression will be added throughout 2021.

“The fact is that employers can

no longer just say they offer career development opportunities, they need to show it if they want to attract new talent,” says Laura. “Let’s not forget, that there are also lots of career-focused drivers that are not being catered for – providing this type of development through Driver CPC is also essential for keeping them engaged, satisfied, and working within the sector.”

The RTITB Master Driver CPC Consortium gives employers and instructors access to a wide range of innovative and up to date training topics, which can be easily built into JAUPPT approved, tailored courses via a new, user-friendly online portal. The system is designed to create bespoke training programmes that help drivers, and employers, get the most out of Driver CPC training hours.

Hexagon Leasing places order for 100 new IVECO S-WAY trucks

Contract hire, rental and commercial vehicle solutions provider Hexagon Leasing has taken delivery of its first batch of IVECO-S-WAY tractor units at its Derby headquarters.

The company is the first rental and contract hire provider in the UK to place a significant order of the new IVECO S-WAY model.

The initial order of 100 trucks will be delivered over the next nine months and are being supplied by IVECO dealer South West Truck & Van. It includes a mix of 6x2 and 4x2 480 bhp IVECO S-WAY models to suit all types of fleet operator and operational needs.

Two of the first trucks have been wrapped in Hexagon’s distinctive green and white livery and are equipped with a host of extras including leather heated and cooled seats, flat bottomed leather steering wheel, alloy wheels, integrated

TomTom Sat Nav, refrigerator, full LED headlights, and many fuel-saving devices which come as standard on every Hexagon IVECO S-WAY.

Gareth Lumsdaine, Truck Business Line Director, IVECO UK & ROI commented: “During the design of the vehicle, ‘driver centricity’ was one of our mantras and we left no stone unturned in our quest to ensure the ultimate experience in terms of driving comfort, as well as excellent ergonomics.

“Feedback received from drivers who have been behind the wheel of the IVECO S-WAY tells us how much they appreciate its performance, ride comfort and handling, and being a 100% connected truck, they



feel they are never alone on the road.”

The IVECO S-WAY offers a completely redesigned cab providing exceptional fuel efficiency, thanks to its superb aerodynamics, and excellent onboard living conditions for the driver, providing a real “home from home” environment. This includes enhanced storage lockers providing up to 250 litres of internal storage space, and the redesigned side window and mirrors which provide greater visibility.

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MCCULLA IRELAND WASTE-TO-ENERGY GENERATION DREAM FOR A GREEN FLEET BECOMES A REALITY

McCulla Ireland started more than 50 years ago by David McCulla, the father of current business owners, Ashley and Carol. Initially this was to transport the McCulla family's own cattle to Smithfield market, but while doing this, David spotted the opportunity to move into refrigerated transport.

Today every truck in the fleet still bears the DMC initials as a nod to the company's heritage, but the business has diversified significantly over the years, now providing a fully integrated cold supply chain, incorporating cold storage and bespoke logistics solutions.

Operating from cold stores in both Lisburn and Dublin, McCulla Ireland has developed its facilities to include additional niche services, such as blast-freezing and up-tempering facilities. It now also has a specialist division called Certa, which focuses on pharmaceuticals and tech goods logistics, and in 2017, the company opened its own energy division called Alternity Biogas Energy.

The installation of an anaerobic digester (AD) plant at the site in Lisburn in 2017 allows McCulla to produce all of its own electricity for its coldstores, but the ultimate goal was always to use energy produced by the AD plant to power its logistics fleet as well.

Speaking to Export & Freight, Ashley McCulla explained: "Just last month we launched our new IVECO S-WAY gas trucks which are powered by bio-methane gas that we produce

ourselves using food waste. This has taken many years of planning and preparation, but working in partnership with Lidl Northern Ireland, we've made the ambition a reality and we're honoured to be part of a real first for the industry and for Northern Ireland.

"We use food waste collected from all 41 Lidl Northern Ireland stores to produce the fuel that is then used in the trucks that deliver fresh produce back to Lidl stores every day. This circular economy in waste-to-energy generation is just the start; we aim to eliminate our reliance on fossil fuels completely over the next five years.

"Ultimately, as well as being the absolutely right thing to do, generating our own energy makes good business sense. We can determine all of our energy costs for the foreseeable future, we will bypass any air quality taxes that will inevitably become a larger cost to transport operators, plus our trucks will be cheaper to run. We are also finding that customers and procurement processes are becoming increasingly focused on having environmentally responsible suppliers, so having a carbon neutral business strategy and roadmap for its success, gives us a competitive advantage."

Challenges

The launch of McCulla's 'green fleet' has been a high point in what has been a challenging 12 months for the transport industry.

"It's probably an understatement to say that it has been challenging. With the pandemic hitting right when businesses should have been preparing for Brexit, the logistics industry has definitely felt the pressures. But we spent months modelling our customers through the constraints of Brexit to assist them with preparations and to try to plan ourselves. We prepared for every eventuality, including the introduction of our own customs brokerage service, so that we and our customers would be ready whatever happened."

Despite these external factors, McCulla continues to invest in its business, which Ashley believes put it in the best possible position to meet the challenges of the pandemic and Brexit head-on.

Its new customs brokerage business was set up to help, not only existing McCulla customers, but any importer/exporter with customs formalities for goods moving across the Irish Sea – either from GB to the island of Ireland or from Ireland to GB.



McCulla's Alternity Biogas Energy division uses an AD plant to powers the company's coldstores and now also its green logistics fleet.



McCulla Logistics S-WAY NP.



McCulla has partnered with Lidl Northern Ireland on its waste-to-energy generation circular economy.

"I have no doubt that some of our business models will have to adapt but we've done it plenty of times before, like in 1996 when the BSE crisis hit the UK. Beef movements were around 90% of our exports back then and it literally stopped overnight. We had to make an emotionally challenging decision to cut our fleet from 16 trucks to five and had to rebuild the business. Today we have over 100 trucks and 180 trailers, and most importantly, we have a much more diverse customer base in a variety of sectors, everything from food service to supermarket type work to very specialist pharmaceuticals transportation."

A large part of McCulla's investment over the years has centred on the adoption of technology. The company now uses IT systems for fleet management, transport management, vehicle tracking/telematics, warehouse/stock management and has live vehicle CCTV.

"We recognised early on that technology would play a key factor in our growth, so we

embraced it and have pushed some of our systems to their limits. All systems provide real-time and historical data, so we have traceability and can give peace-of-mind across the supply chain, including product sorting/picking from the warehouse, vehicle tracking, temperature recording and proof-of-delivery.

"We switched all vehicle maintenance records to digital, with vehicle checks and workshop job cards now completed on mobile devices and we introduced a fleet camera system mid-2018, to provide drivers with all-round truck and trailer vision. As well as making our operations safer and more efficient, the synchronised nature of our IT systems with many of our customers' means they can input orders and monitor progress right through to proof-of-delivery."

Across all locations and departments, McCulla Ireland now employs around 235 staff, many of the team have been with the company for decades, and it employs all customer-facing staff directly, rather than

using sub-contractors or agency staff.

"We know the business would not be the success it is today without the loyalty and commitment of our team. As the team has grown, we have strategically recruited to remodel how we manage people. We recognised that our traditional management model only worked to a certain size, so brought in additional directors to broaden and deepen our leadership expertise.

"This was key in the years when we were rapidly adopting new technology. Now we have a great balance of old and new talent – across the board we mix long term knowledge with fresh ideas and approaches. But underneath it all, Carol and I are very much influenced by our family roots, so family values are still important at McCulla."

In 2019 McCulla Ireland celebrated its 50th anniversary and with ambitious plans for the future, we at Export & Freight can't wait to see what they do next!



McCulla Ireland celebrated 50 years in business in 2019 with a special anniversary truck, which joins a fleet of classics to represent every year decade in the company's history.



IVECO S-WAY RANGE ARRIVES IN NORTHERN IRELAND

WRITER: CHARLIE THOMAS; PHOTOGRAPHY: NIGEL SPREADBURY

It goes without saying that it'll be a good day when we can resign thoughts of COVID and 2020 to distant memory. However, despite pandemic-induced delays, extra time only seems to have heightened the excitement surrounding the arrival of the new IVECO S-WAY to Northern Ireland, and not without good reason we might add.

The new IVECO S-WAY sits at the heavy end of IVECO's portfolio, receiving the baton from Stralis, joining the exceptionally diverse Daily range and the popular Eurocargo. Building upon a well-balanced and strong chassis with some equally punchy engines co-developed with sister company FPT Industrial, the IVECO S-WAY brings an entirely new range of cabs, fresh interiors, and thoroughly impressive connectivity.

To look at, the bold IVECO brand design language is clear, with tapered one-piece headlights and matching cascading central features from windscreen, through the grille to bumper. The design team have carefully considered every line and crease, painstakingly ensuring that airflow around the cab is smooth and uninterrupted. An effort that has seen the creation of a truck not only with serious kerb appeal, but a drag coefficient dropped by an equally impressive 12%. Even the optional parking cooler positioning has been completely rethought – often almost an afterthought industry-wide – these oversized house bricks sit atop the cab roof, bluntly smashing through the air and robbing the cab of light and fresh airflow through the hatch it fills. Here though, it is now hidden behind the front grille panel, no longer working against the designers' efforts and freeing up a large, electrically operated skylight.

Those headlights sit either side of a wide foldable step integrated within the lower section of the mouth and utilise LED technology to accent the design with sweeping Daytime Running Lights (DRLs) seamlessly sharing

real estate with turn indicators. Halogen as standard, an apparently very popular option so far are the full LED units which use the highly efficient and sharp white illumination to take care of the dipped, driving, fog lights and 'bending' lamps that shine into bends and junctions with inputs from the steering.

Behind the extended doors, the interior has been redesigned for driver-centricity and to give a greater range of adjustment for all driver sizes. Culminating in class-leading interior space for the AS sleeper cab, it offers a standing height of 2.15m and well over 600-litres in total storage locker space. A multitude of fridge and freezer combinations can unlock a further 100, an impressive 30% uplift over those available on Stralis.

Comfortable new bunks including reclinable or foldable-with-drop-down-table alternatives feature with high-quality materials, a new multi-function steering wheel and centre stack topped off by a reactive 7" touchscreen infotainment system. As one would expect, this takes care of music (FM, AM, DAB, USB & Bluetooth), hands-free telephony and navigation via a TomTomLIVE system which takes vehicle size and weight into account when route planning. Apple CarPlay and Android Auto also feature, however most impressive is the driving style analysis reporting, remote assistance, and even over-the-air update functionality. IVECO bill this as a "100% connected truck to usher a new era in fleet management and on-board living", and it's clear to see where they are

focusing for a competitive advantage.

"IVECO are very keen to push the IVECO S-WAY right to the top of a fleet manager's list for consideration", says Rod Hawkins, Heavy Truck Business Development Manager for NI Trucks.

"Each new IVECO S-WAY is fitted as standard with a connectivity box to enable the myriad of connected features. Drivers can control various cab features through smartphone, warming or cooling a cab before a shift, for example. We're very focused on the Total Cost of Ownership (TCO) aspect of operating a fleet of trucks, and connectivity is able to play a huge part in that, providing unprecedented visibility over the running performance of individual vehicles. A connection to the IVECO control room enables early-warning of service requirements and a driver can instigate over the air software updates via the infotainment screen with a flick of a finger, either supporting service planning or negating a workshop visit," he added. "Maximum uptime is key."

Not content with leading the pack there, IVECO maintain their position at the forefront of alternative fuel technology, with Natural Power, or 'NP'-badged Compressed Natural Gas (CNG) tractors already entering service with the likes of McCulla. Offered in two quiet-running and exceptionally clean outputs, operators can choose between a 400hp 9-litre or 460hp 13-litre capable of emission reductions of up to 90% in NO₂, 95% in Particulate Matter and an impressive 95% CO₂ reduction when running on sustainably sourced biomethane.

Contact: Conventional diesel powerplants come in 3 displacements, Cursor 9, 11 and 13, ranging from 330hp and 1400Nm of torque to the range-topper managing an impressive 570hp and 2500Nm. All are available to order now from NI Trucks. Visit <https://ni-trucks.co.uk/> for further information.

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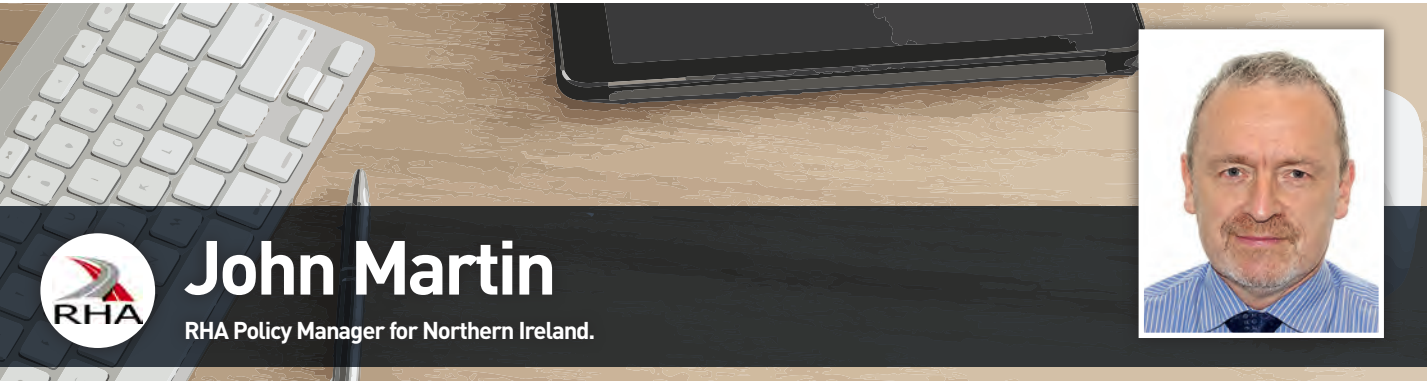
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CONCERNS ON POTENTIAL INCREASES IN INSURANCE PREMIUMS

The RHA is concerned that hauliers and businesses in NI may be in for a surprise when the time comes to renew their insurance premiums in the future. The Department for Justice in the NI Executive has proposed changes to the way that compensation pay outs are calculated within the region.

The discount (or interest) rate used to calculate these pay-outs will be cut from 2.5% to -1.75%. The rate used to calculate pay-outs in GB has already been brought into law with the Scottish Government setting a rate of -1.25% and England setting a rate of -.75%.

Whilst we appreciate the system needs overhauled and updated, we are very concerned that the formula used to set the levels of compensation, the Ogden rate, should reflect similar changes introduced in GB. This would ensure that compensation remains fair and reflects prevailing economic conditions and does not add additional costs for businesses in excess of those experienced in GB.

The reality is that this will result in businesses in NI facing higher insurance premiums and costs than their counterparts in GB.

The following table illustrates the potential impact on selected discount rates will have on compensation payments.

Whilst there are no figures to illustrate the increase in premiums it is anticipated they will increase considerably.

We have been contacted by the Association of British Insurers (ABI) who have highlighted the implications of the proposed changes for Businesses and Public Bodies in NI in the context of the potential for significant increase in insurance premiums or compensation pay-outs. This will add to the financial pressures already being experienced by NI businesses due to the Covid pandemic and Brexit.

The Department for Justice in the NI Executive has called for evidence on draft legislation - the Damages (Return on Investment) (Northern Ireland) Bill accessible via <http://www.niassembly.gov.uk/assembly-business/committees/2017-2022/justice/primary-legislation/damages-return-on-investment-bill/call-for-evidence/> with a deadline of 30th April 21 for response.

The ABI have produced a briefing note for MLAs on the Personal Injury Discount Rate,

the need to reform it under the Damages Bill and the consequences for consumers.

The Department of Justice consulted on reforming the methodology for calculating the Discount Rate last summer – you can read the consultation at <https://www.justice-ni.gov.uk/consultations/consultation-personal-injury-discount-rate-how-should-it-be-set>.

The Department of Justice has released a number news release on its intention to change the Discount Rate to minus 1.75% <https://www.justice-ni.gov.uk/news/personal-injury-discount-rate-set-change>. The Irish Legal news covered the Department's announcement which included a comment from the ABI: "We are surprised and disappointed in this decision, which will mean that Northern Ireland has the lowest Discount Rate in the world. The Department of Justice is persisting with an outdated and flawed methodology to calculate the Personal Injury Discount Rate, when the priority should be continuing its efforts and endeavouring to set a modern fit-for-purpose Discount Rate system for Northern Ireland."

The outdated method for calculating compensation payments in NI has been challenged through a judicial review and was conceded by the Department of Justice with the local press including the Belfast Telegraph and the Irish News both covering the story. They set out the consequences for claimants in personal injury cases, however they ignored the potential implications on insurance premiums and for compensators.

| Discount rate | Total award | |
|---------------|--|--|
| | 40-year-old male with normal life expectancy | 10-year-old female with normal life expectancy |
| 2.5% | £2,652,000 | £3,475,000 |
| 1% | £3,611,000 | £5,557,000 |
| -0.25% | £4,876,000 | £9,128,000 |
| -0.75% | £5,566,000 | £11,470,000 |
| -2% | £8,005,000 | £21,931,000 |



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These challenging times are affecting us all in many different ways.
But we're here to reignite your plans – with expert advice and
support, to help you look forward again with confidence.

NEW BOOK EXPLORES THE ROAD TO ZERO EMISSIONS

A new book sets out to explore the history of road freight transport and map out the UK's journey towards zero emissions as the world grapples with climate change.

The co-authors of *The Road to Zero Emissions* have between them spent over 120 years in the automotive and transport business and have been closely involved with the commercial success of several truck manufacturing operations since 1975, most recently over 50 years with MAN Truck and Bus.

Dennis Evans has held senior positions in truck manufacturing companies around the world, most recently with a division of VW Commercial Vehicles. He has worked in the UK, Europe, USA, South America, Middle East and Africa, with all of the major vehicle manufacturers.

His twin Des Evans is honorary professor of advanced services at Aston University in Birmingham. He was awarded an OBE for services to the motor industry after serving as CEO of MAN Truck & Bus UK.

Alistair Williamson started as a technical engineer with Bedford Trucks and graduated through senior engineering roles at Scania UK and MAN, becoming global marketing director for MAN based in Munich.

The geo-political dynamics of a world dependent on fossil fuel are being challenged by a greater concern for the environmental protection of the planet. Regulation to drive change and the future infrastructure shape of the cities we inhabit will be the significant driver of government policy in the next 50 years.

The emergence of electric trucks will present new challenges, from changes to manufacturing facilities and training, to embracing new business models to offset the reduction in maintenance required. *'The Road to Zero Emissions'* examines the growing impact of technology, artificial intelligence systems and digital technology applications which will drive massive change in the industry.

It presents case studies of innovative new entrants into the future automotive space to provide examples to readers of how to adapt and capitalise upon the opportunities available alongside these challenges. The authors also present future plans and models from major manufacturing companies to guide readers in how to develop a forward-thinking zero emission strategy.

Importance of Transport

The importance of transport began with the invention of the wheel and axle 5,500 years ago in the Bronze Age. Horse-drawn wheeled transport was replaced by steam 'horsepower' in the early 19th century. The internal combustion engine (ICE) became the motive force of transport in 1896 replacing steam when Rudolf

Diesel successfully patented the diesel engine.

At the same time a Serbian scientist named Nikola Tesla successfully invented and patented his alternating current electric motor. In hindsight it is interesting to speculate whether the existential environmental threat we face today could have been averted had the electric motor prevailed over the fossil fuel energy source that has dominated our transport industry for a century.

Just over 100 years ago, German engineer Rudolf Diesel travelled to the UK to attend a meeting with an organisation called the Consolidated Diesel Company UK. In 1896 he was contracted by MAN (now owned by VW Group under Traton) to develop his patented diesel engine that would eventually power trucks, trains and shipping around the world.

Unfortunately, Diesel did not survive his journey to the UK and was announced missing at sea on 29 September 1913. His death has remained at the centre of many conspiracy theories; today, 100 years later, we face the prospect of the potential 'death of diesel', not from a secret assassination squad, but from environmental forces that will change the way trucks are operated and affect the future of millions of people engaged in the transportation industries.

Dirty diesel, clean electric

Many forecasts promote the idea that diesel has a short life and is now considered a dirty fuel. The International Energy Agency predicts that the oil industry may see a 40% reduction in demand from transport over the next 10-15 years, but also forecasts that 70% of long-haul transport will still be carried using fossil-fuelled powertrains.

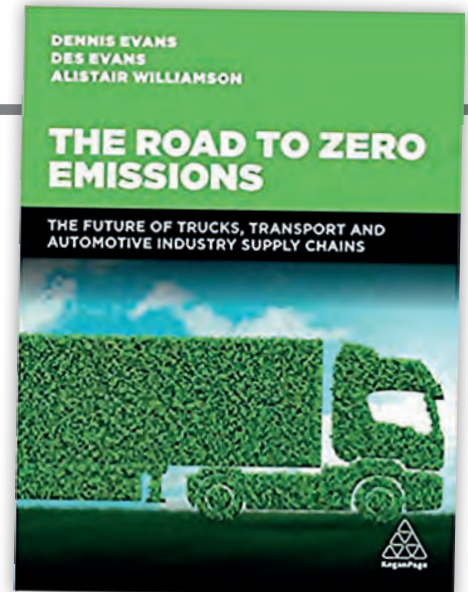
'The Road to Zero Emissions' is a journey we are all going to be taking when facing up to the reality of global warming and climate change. The development of electric cars started in the last decade of the 20th century and it has taken 20 years for that product to gain traction. An electric car named after Nikola Tesla was developed in 2003 by a group of engineers led by South African entrepreneur Elon Musk.

Tesla and Elon Musk have become the Rudolph Diesel and Ford Motor Company of the 21st century. Tesla aims to build one million cars a year and dominate the electric car market for many years to come.

Commercial vehicles in the light and medium sectors are now getting serious attention, but the future electrification of heavy trucks demands very different action from manufacturers and regulatory authorities.

The transport sector represents almost a quarter of Europe's greenhouse gas emissions and is the main cause of urban air pollution. Within this sector, road transport is by far the biggest emitter accounting for more than 70% of all greenhouse gas emissions from transport in 2014.

Despite some improvements in fuel efficiency in recent years, these emissions are still rising, mainly due to increasing road freight traffic.



Europe's answer to the emission reduction challenge in the transport sector is an irreversible shift to low-emission mobility. By 2050, greenhouse gas emissions from transport will need to be at least 60% lower than in 1990 and be firmly on the path towards zero.

The expected benefits include around 54 million tonnes of CO2 saved in the period 2020 to 2030 and savings at the pump amounting to around €25,000 in the first five years for a new truck bought in 2025 and about €55,000 in the first five years for a truck bought in 2030.

In 2025, the average CO2 emissions of new heavy-duty vehicles will have to be 15% lower than the average emissions in the reference period (1 July 2019 to 30 June 2020). In 2030, the average emissions have to be 30% lower. As a first step, the CO2 emission standards will cover large trucks, which account for 65% to 70% of all CO2 emissions from heavy-duty vehicles.

UK leads the way

The UK was one of the first countries to recognise and act on the economic and security threats of climate change. We have been among the most successful countries in the developed world in growing our economy while reducing emissions. Since 1990, we have cut emissions by 44% while our economy has grown by two-thirds. This means that we have reduced emissions faster than any other G7 nation, while leading the G7 countries in growth in national income over this period.

The Climate Change Act, passed in 2008, committed the UK to reducing greenhouse gas emissions by at least 80% by 2050 compared to 1990 levels, through a process of setting 'carbon budgets'.

In order to meet the fourth and fifth carbon budgets (2023 to 2027 and 2028 to 2032) we will need a significant acceleration in the pace of decarbonisation. Leaving the EU will not affect our statutory commitments under our domestic Climate Change Act 2008 and indeed our binding targets are more ambitious than those set by EU legislation.

MBNI Truck & Van Deliver New Fleet of Mercedes-Benz Econics to Local Council

Causeway Coast and Glens Council has recently acquired nine new bin lorries from MBNI Truck & Van.

The Mercedes-Benz Econic 2630 6x4 Rear Steers, fitted with Powertrak Hillend Engineering bodies supplied through Castlereagh Motors and including Active Brake Assist 5 offering industry leading pedestrian recognition, were an obvious choice for the council.

Because waste collection is hard work that requires great care and attention, the Econic has been specifically designed to make life that little bit easier for refuse collectors.

Take the truck's low-entry concept, for example. There are only two steps up into the cab, making getting in and out much easier and safer than in virtually any other commercial vehicle. On a busy working day, that means a lot less climbing up and down in the Econic compared with other trucks. Also good for the back and the joints is the full air suspension with raising and lowering function on all axles.

Spacious Cab

The modern cab, innovative assistance systems and the expanded field of vision through the panoramic glazing and folding door make for both greater driving comfort and improved safety. And the cab has enough room for up to four people.



The walk-through cab even allows the driver to conveniently enter and exit the cab from the traffic-free side of the road using the inward-opening folding door. That's not just practical, it also prevents accidents.

The Econic allows drivers to encounter other road users, such as pedestrians and cyclists, at eye level. The low seating position of the driver, the generously glazed cab and the additional safety assistance systems make for a great view of the road and pavements in all directions – and compared with regular trucks, that's a great advantage in busy towns and cities, ensuring greater safety on the road.

The clear displays and intuitive instruments in the cab also ensure that the driver quickly feels at home. Radio, telephone and the instrument cluster can all be

conveniently controlled using the multifunction steering wheel, and thanks to the vehicle's modern display, all important data can be quickly taken in by the driver.

Active Brake Assist

All the Econics feature the very latest Active Brake Assist 5, the tried-and-tested emergency braking system which combines radar and camera. It is capable of applying maximum full-stop braking in response to pedestrians crossing its path, approaching from the front or moving ahead.

Active Brake Assist 5 can also detect vehicles ahead and stationary obstacles in the vehicle's own lane – at vehicle speeds up to 90 km/h. If the system detects a dangerous situation, a three-stage reaction is immediately triggered: visual signals and a loud beeping sound

warn the driver; partial braking with approx. 50% braking power is performed in order to reduce the speed (if the driver has not reacted beforehand); and maximum full-stop braking is initiated in order to bring the vehicle to a standstill, if the driver has still not reacted.

If the system detects crossing pedestrians or people standing on the carriageway, the reaction chain is shortened even further. The driver is warned both visually and acoustically, but partial braking is simultaneously initiated autonomously.

Because when people's lives are at stake, there is no time for hesitation. Pedestrian detection can occur up to a vehicle speed of 50 km/h: if pedestrians cross the truck's lane, approach it or walk in its lane.





David Mullan

Head of Transport Regulation Unit

PUBLIC HEARINGS CONTINUE DESPITE LOCKDOWN CHALLENGES

Like all organisations and businesses, the Transport Regulation Unit continues to work against the backdrop of the ongoing pandemic, and the practical challenges that this has created.

In November 2020 the Unit recommenced public inquiries, holding three in-person hearings. With the new lockdown announced in December, steps were taken to introduce online hearings, and this has been operating successfully, with ten inquiries (including two preliminary hearings) held throughout January, February and March.

Recently the Covid-19 Regulations were updated allowing the recommencement of some in-person hearings and these have again recommenced.

These hearings are a fundamental part of the licensing regime, ensuring that licensed operators are operating safely, keeping appropriate records, and continuously meeting the requirements to hold a Goods Vehicle Operator's licence. This improves road safety, and helps ensure fair competition within the industry. If you are paying to meet requirements of professional competence, maintaining your fleet, training your drivers, and operating within legal hours and weights – then it is unacceptable for others to get away with not doing so.

Since the recommencement of public inquiries the Department has taken a number of actions – three licences have been revoked, two transport managers have been disqualified, four licences have been curtailed (a reduced fleet), one licence has been temporarily suspended, one application has been refused and a number of licences received additional undertakings, such as the requirement to pay for an external audit of systems and processes.

Supporting these public inquiries the TRU will soon start calling operators to In-Chamber Hearings. These hearings will be held in-person and provide an opportunity for TRU staff to meet with operators and

understand how licences are being used.

This is an opportunity for operators to show the Department the steps that they are taking to ensure that they remain compliant and avoid the need for a future call up to a public inquiry. This also offers a chance to receive useful guidance and advice directly from the Transport Regulation Unit.

In-person hearings represent a step back towards normality and will help our operator's relationships with the Department, however, we will continue to meet requirements on social distancing, and hearings will be subject to change as Covid regulations continue to be updated.

THE IMPORTANCE OF RECORD KEEPING AND LICENCE CHECKS: A HARD LESSON

If you don't want to put your licence at risk of revocation, take heed of a decision made by the Department at a recent public inquiry. A licence was revoked as a result of the operator's failure to keep records of driver walk-round checks, preventative safety inspections, vehicle maintenance, or to make appropriate checks of its drivers' licences and their CPC entitlement.

A goods vehicle operator's licence is issued on the basis that the licence holder will comply with undertakings, which include:

- the laws relating to the driving and operation of vehicles used under this licence are observed
- the rules on drivers' hours and tachographs are observed and proper records kept
- drivers report promptly any defects or symptoms of defects that could prevent the safe operation of vehicles and/or trailers, and that any defects are promptly recorded in writing
- records are kept (for 15 months) of all driver defect reports, all safety inspections, routine maintenance and repairs to vehicles and trailers and these are made available on request

A compliant operator will ensure there are adequate systems and procedures in place to fulfill all licence conditions and undertakings. Failure to do so can lead to revocation of a licence or other serious regulatory action.

It is also worth implementing a regular check (i.e., six monthly) of drivers' licences for any penalty points or a disqualification that a driver has failed to report to you.

This can be done online at: gov.uk/check-driving-information. Carrying out such checks and keeping a record can help to protect an operator from dishonest and dangerous drivers as well as protecting the public.

The DVA's Guide to maintaining road worthiness is useful for new operators to find practical advice on how to devise, install and monitor a system for ensuring roadworthiness. Even established or experienced operators will be able to use the Guide as a benchmark to assess whether systems are sufficiently comprehensive or should be reviewed and improved to maintain compliance.



Lesson learned: it doesn't pay to be complacent with the operator licensing requirements. Take steps now to implement proper processes and procedures and to keep accurate records if you are not already doing so.

COMMUNICATION WITH THE DEPARTMENT IS ESSENTIAL

TRU has observed how more operators are less compliant with communication, which results in an increase of investigations of their businesses and potential regulatory action against those licences.

Communicating with the Department in a timely and effective manner, more so during this pandemic, is of the essence when it comes to effectively managing an operators' licence.

Whether it is notifying infringements, a change of directors in the company holding the licence, responding to requests for information letters sent by the Department or even providing the required information and documentation to process an application, communication is key for any operator's licence holder.

There are some unfortunately common misconceptions you should avoid. Your licence conditions and undertakings, those written on your actual licence document, compel you to notify the Department a variety of events within 28 days of their occurrence, such as a change of director, any infringement or conviction, any event that affects good repute, or any changes to the address of establishment among other matters. Not communicating those events on time could serve to further aggravate the events themselves.

The Department has noted misunderstandings among some operators, like believing that receiving a fixed penalty notice counts as "notifying" the Department, or that changing a director in the Companies House register is enough to make "the authorities" aware

of it. As a licence holder, you must notify these events to the Department within the prescribed period as per your licence conditions and undertakings. Take the time to read your licence and ensure you know your obligations.

We have seen cases where operators submit a variation application but then fail to respond to the Department's request for information assuming they provided all the information or documentation required.

Failing to respond to those requests for information will not only result in the refusal of the variation application but in some cases will raise questions about the fitness of such operator to hold a licence and may trigger an investigation of that licence.

In conclusion, if in doubt, ask! If you're not sure whether you need to respond to a letter or how to respond to a request for information, contact us. If something changes within your business, let us know. You can contact TRU on regulatory matters via TRU@infrastructure-ni.gov.uk or NICLO on applications via NICLO@dvs.gov.uk, or contact your previous caseworker; there are also social media accounts and phone numbers to contact the Department on the Newsletter's front page.

CHANGES OF LEGAL ENTITY (COE)

It is an often-overlooked requirement, that any change of legal entity requires a new application for an operator's licence to be made. This includes any change from and to a sole trader, a partnership or a limited company. If a company changes its registration number at Companies House, this is a change of entity and a new application is also required in those circumstances.

Goods vehicle operators' licences are not transferable. It is against the law to operate as a new or different entity without informing the Department in advance. A new licence for the new entity must be obtained before operating.

Do not wait for the licence renewal date

on an existing licence if the change of entity is to occur before then. This could leave you without authority to operate any vehicles if a new application cannot be granted before expiry of the old licence.

Permitting vehicles to be used under an operator's licence by an entity that is not the licence holder, can lead to prosecution of the licence holder and the entity using the vehicles illegally. Regulatory action may also be taken in relation to the existing operator's licence, which could include its revocation.

Before submitting a new application due to a change of entity, make sure finances in the name of the new entity are already in place showing an opening or closing balance that meets the minimum requirements for the number of vehicles requested, if the account has been opened for less than 28 days.

In the case of a limited company application, finances in personal accounts held by a company director are not acceptable. A bank account in the full name of the limited company must be opened.

If there are to be no changes to the operating centre requirements (i.e., the operating centre address(es), and the number and size of vehicles and trailers required will be the same or less), you can apply to transfer the operating centre from the existing licence holder to the new entity. This negates the need for an advert to be published in a local newspaper if the transfer is approved. A form GV(NI)72 is required for this and is available from the DfI website.

Our service standard for determining applications is 40 working days. It could take longer if any issues arise during the processing of an application. Delays are also being experienced due to the Covid-19 pandemic and staff working from home.

Further details about the finance requirements, and information about the requirements relating to legal entities, are in the Department's Practice Guidance and Instructions documents 2 and 5 respectively at: <https://www.infrastructure-ni.gov.uk/articles/goods-vehicle-licensing-practice-guidance-documents>

CORONAVIRUS (COVID-19)

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



ITT HUB A SHOWCASE FOR THE LATEST INNOVATIONS AND TECHNOLOGIES

Innovation & Technology in Transport - ITT Hub - is a ground-breaking new event which supports the government's decarbonisation of transport plan. The show will be the largest gathering of commercial vehicles in the UK for several years, with representation from across the transport sector.

The show takes place ahead of COP26 this November, and the government has reinforced its commitment to decarbonisation and net zero, affecting everyone in transport.

ITT Hub will be a showcase for the latest innovations and technologies coming from the sector, and will demonstrate how organisations and policy makers alike are committed to ensuring a sustainable future for transport, tackling the rapidly-changing environmental and data-driven landscape head on.

A diverse range of over 100 vehicles from leading manufacturers—including green gas and hydrogen fuelled - will be on display (both indoors and outdoors), and in a unique development for a UK show, there will be a three mile Ride & Drive facility – enabling visitors to experience the vehicles in action.

Leading brands including DAF Trucks, Iveco, Mercedes, Renault Trucks, BYD, Caetano, Pelican Yutong, Dawson Bus and Coach, Fiat, and Wrightbus, together with new start-ups Volta Trucks and Arrival, will be showcasing their latest vehicles, with more scheduled to be announced.

In addition to the immersive Ride & Drive experience, visitors can expect to see:

- The largest display of new commercial vehicles, trucks, vans, minibuses, coaches, buses and the latest transport technologies
- Hybrid, electric, gas, hydrogen and alternative powered vehicles
- 130+ exhibitors
- Astronaut Major Tim Peake CMG as guest speaker at the conference

- A purpose built, state of the art venue at the Home of Pioneering Spirit

Future Logistics

The event also features Future Logistics, a two-day high-level conference, devised by and in association with trade body Logistics UK.

Post-pandemic, the UK economy will take a huge amount of rebuilding and transport is set to place a crucial part in the recovery, as well as hitting the net-zero target by 2030. ITT Hub has this at the heart of its agenda, an event that the industry deserves and needs more than ever.

The venue

Taking place from 30th June – 1st July at Farnborough International Exhibition and Conference Centre, ITT Hub provides industry with one of the first opportunities to reconnect in person.

The venue, located just outside London, has a vast amount of outdoor space, which lends itself perfectly to creating a Covid secure environment. 70 per cent of the ITT Hub exhibition takes place outdoors, with robust measures in place to ensure guests feel safe and confident at the show.



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DANSKE BANK HELPING NI COMPANIES GROW AGAIN WITH ASSET FINANCE



BY RICHARD JENNINGS, REGIONAL SALES MANAGER, DANSKE BANK

With new government tax advantages coming into place on April 1, Danske Bank is encouraging companies to consider whether now is the time to start making business growth investments they had put on the backburner.

After the year that many industries have experienced, with many sectors on hold for part of the year or operating on reduced capacity, purchasing new plant and machinery to grow their business perhaps hasn't been a priority.

But it is in these circumstances that asset finance comes into its own, enabling businesses to purchase the vehicles, plant and equipment that will help them to do business, without having to pay for them in full on day one. The new government incentives make it an even more attractive option.

To stimulate business investment, Chancellor Rishi Sunak has announced a new capital allowance for businesses investing in qualifying plant and machinery. The 'super- deduction'

incentive effectively allows companies a reduction in their tax bill for every pound they invest in new equipment, creating a unique opportunity to grow in a cost-effective way.

Danske Bank's specialist Asset Finance team has been busy working with customers to plan ahead during the Brexit transition period and Covid-19 lockdowns, assisting businesses with investment in new and used capital equipment to help them improve, while preserving working capital.

Danske is the largest provider of business-to-business asset finance in Northern Ireland. A local six-person team has vast experience and covers the whole of Northern Ireland, working with businesses in a wide range of sectors, including haulage, engineering, agriculture and production.

Richard Jennings, Regional Sales Manager at Danske Bank, says the bank is the largest provider of business-to-business asset finance and as such has been helping customers and in turn, the Northern Ireland economy, to grow.

"As a team we seek to build long term relationships with customers. They know we're available to assist in providing asset finance funding solutions to help their business grow," he says.

"The last year has of course been very challenging, so it was no surprise to see some plant and equipment purchases deferred. We've made sure to keep close to our customers, and we are beginning to see demand increasing."

Whether you are looking to invest in commercial vehicles, engineering machinery, agricultural equipment or production lines, Richard says now is a good time to talk to the bank's specialists about your business's asset finance requirements.

With the super-deduction tax advantage now available and the government's vaccine programme hitting its stride, the economy will open up for business.

Another plus, notes Richard, is that Danske Bank also funds in euros, so anyone making a substantial purchase in euros can take currency risk out of the equation.

"Asset finance is a simple product, but one with a lot of nuances to it," he says. "As some of our team have more than 20 years' experience working with these products, we know what we're talking about, and we're here to help."

danskebank.co.uk/assetfinance

Drive your business forward with Danske Bank Asset Finance

Across Northern Ireland, the Danske Bank Asset Finance team is helping businesses plan ahead. Whether it's for new or used capital equipment, we'll help your business invest for improvement - while preserving your working capital.

From commercial vehicles to engineering machinery, agricultural equipment and more, it's time to talk to the Danske Bank Asset Finance specialist in your area.

Get in touch - and let's drive your business forward.

Talk to our local team across
Northern Ireland



Richard Jennings



Anne Lappin



Chris McSwiggan



David McCurdy



Joan Maneely



Paul O'Neill

danskebank.co.uk/assetfinance



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IRELAND GROW AGAIN**

Danske Bank

Whether we provide credit depends on your circumstances, and you must be 18 or over. Lending terms and conditions apply. Danske Bank Asset Finance solutions are available to Northern Ireland registered businesses. You may need to provide security.

Driver Had No Sufficient Daily Rest

A County Tyrone driver was convicted at Ballymena Magistrates' Court and fined a total of £600 plus a £15 offender levy.

DVA Enforcement Officers stopped a Volvo 3 axle articulated unit in combination with a 3 axle Transport Engineering trailer in the Larne area. During an examination of the vehicle's tachograph data it was noted that the vehicle had been driven on 3 occasions without the driver taking sufficient daily rest.

£800 Fine for Tachograph Offences

A County Antrim operator has been convicted at Ballymena Magistrates' Court and fined a total of £800 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers stopped a 3 + 3 axle Scania articulated goods vehicle in the Larne area.

During an examination of the vehicle's tachograph data it was noted that the driver card download hadn't been completed for 99 calendar days - 71 days outside the required 28 day limit - and the tachograph unit for 159 calendar days, 69 days outside the required 90 day limit as specified in EU requirements

Produced Fraudulent Driver Card

A County Tyrone operator was convicted at Ballymena Magistrates' Court and fined a total of £900 plus a £15 offender levy.

DVA Enforcement Officers stopped a 3 + 3 axle Scania articulated goods vehicle at The Harbour highway, Larne.

Initially the card produced by the driver was identified as being fraudulent. During an analysis of the driver's own digital tachograph data several offences were identified and in addition the vehicle was not specified on the operator's licence.

As the operator address was outside the UK, three Court Deposits totalling £900 were issued at the roadside.

Failed to Download Tachograph Data

A County Antrim operator has been convicted at Belfast Magistrates' Court and fined a total of £500 plus £15 offender levy.

The conviction arose when DVA Enforcement Officers stopped a 3 + 3 axle articulated heavy goods vehicle in the Belfast area for the purposes of an examination.

During an examination of the tachograph it was identified that the tachograph data hadn't been downloaded for 296 calendar days, 206 days outside the required 90 day EU requirement.

Didn't Take Sufficient Daily Rest Periods

A County Tyrone driver was convicted at Ballymena Magistrates' Court and fined a total of £600 plus a £15 offender levy after DVA Enforcement Officers stopped a Volvo FH 3 + 3 axle articulated heavy goods vehicle in the Larne area for the purposes of an inspection.

During an examination of the vehicle's tachograph data it was noted that the vehicle had failed to take sufficient daily rest on three separate occasions and that the vehicle had also been driven without a proper tachograph card inserted.

Fined for Tachograph Offences

A County Londonderry Operator was convicted at Ballymena Magistrates' Court and fined a total of £400 plus a £15 offender levy.

The conviction arose when DVA Enforcement Officers stopped a 3 axle articulated goods vehicle in combination with a 3 axle trailer in the Larne area for the purposes of an inspection. An analysis of the vehicle's tachograph identified that it hadn't been downloaded in 178 days, 88 days outside the 90 day EU requirement.

Officers also identified that the driver's digital smartcard had not been downloaded in 37 days, 9 days outside the 28 day EU requirement.

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Peter Morrow
FORS Manager – Northern Ireland.



NEW FREE MANAGING ABNORMAL INDIVISIBLE LOADS TRAINING FOR FORS MEMBERS

Specialist haulage operations may be well-used to the mechanics of transporting ‘Abnormal Indivisible Loads’. Such oversized and heavy loads present safety and logistical challenges considered so significant they are covered by specific government legislation.

But for many operators, the rules in place to ensure safe transportation of Abnormal Indivisible Loads (AILs) may be an unknown quantity. Working out what is needed to move these loads, who needs to know about such movements, and the advance notice required, can cause problems for the unfamiliar.

FORS has recently launched new specialist training, free of charge to FORS members, to help them get to grips with the requirements in place around AILs. The training is suitable for all operators, even those who may not regularly transport such complex loads.

AILs are officially classified as loads which cannot, without undue expense or risk of damage, be divided into two or more, in order to transport more easily. Because of their unusual and hard to move size and weight, AIL movement is rightly covered by specific government legislation, and this does vary around the UK.

The Driver & Vehicle Agency (DVA) has responsibility for the enforcement of relevant legislation that regulates the use of special types vehicles and abnormal loads on Northern Ireland’s roads. Depending on the type of load, operators should engage with

both the DFI Abnormal Loads Office and the PSNI in advance in order to reduce associated risk to all other road users.

While transporting AILs is quite a specialist activity, we encourage all members to attend the course, as the learning will arm operators with the knowledge needed to ensure safe transportation of AILs, beginning with learning what type of load is classified as AIL.

The four-hour FORS Professional remote training looks in detail at how operators should plan AIL movement to meet these regulations and how and when other agencies involved in the planning process should be notified. The course launched in February 2021 and is delivered via the FORS Professional Virtual Classroom, accompanied by a

new downloadable toolkit.

Fee Reduction for all FORS members

Throughout the coronavirus outbreak, FORS has consistently helped members maintain their focus on best practice, including the provision of free remote training courses for drivers and fleet managers, and a move to remote auditing.

In the latest in this series of measures designed to assist fleet operators during the current health emergency, FORS has announced a reduction in annual subscription fees for new and existing members from 1 March 2021.

The fee reduction comes after FORS has frozen annual fees for operators for five consecutive years and has been in place since

1 March 2021. Reductions are offered to all existing members renewing their membership, and to anyone registering with FORS, with revised costs calculated according to fleet size.

During the coronavirus pandemic, FORS has maintained its commitment to members, moving all of FORS Professional training portfolio and other services – including audits – to online platforms.

We have worked hard to maintain our service levels during the health crisis, and we have strived to deliver some financial respite that’s fair to all members based on their fleet size and regardless of whether they are new to the scheme or existing members.

2020 was extremely tough for many in the transport sector and only now are we seeing genuine signs that the movement of goods by road could return to normal levels in the second half of 2021. Our members already know that FORS best practice can deliver real operational savings, and we urge all operators to maintain their focus on safety and efficiency.

To find out more about FORS and for information about FORS training and other benefits, visit: www.fors-online.org.uk

| No. vehicles | Current Fee | Fee from 1st March '21 |
|--------------|--------------------|------------------------|
| 1 | £65.00 | £60.00 |
| 2-5 | £80.00 per vehicle | £75.00 per vehicle |
| 6-10 | £420.00 | £400.00 |
| 11-25 | £630.00 | £600.00 |
| 26-50 | £900.00 | £850.00 |
| 51-100 | £1,700.00 | £1,650.00 |
| >100 | £2,250.00 | £2,150.00 |

Pall-Ex Group drives ahead with European deliveries

The Pall-Ex Group of Companies say they are committed to supporting local businesses with accessing European customers, despite the on-going challenges of Brexit.

Both the Pall-Ex and the Fortec network are reassuring customers that services are continuing, with additional support available to help businesses continue trading internationally.

While goods being transported to and from Northern Ireland, the Republic of Ireland and mainland Europe have faced delays, Pall-Ex's two network memberships have ensured they have the resources needed to adapt to the new rules.

Its preparation for Brexit has kept disruption for customers to a minimum by providing guidance on changes to paperwork, freight labelling and EU pallet regulations, plus the addition of EORI numbers.

An Economic Operator Registration and Identification number is an identification code now required by every business trading with the EU to track and register customs information.

Its well-established network of haulage partners across Europe ensures that the entire membership can continue to deliver

palletised freight to countries in the European Union.

Mark Steel, Managing Director of Pall-Ex's International Business Units comments: "Our main aim is to ensure that local businesses who need to export to Europe or Ireland can continue to do so with minimal disruption."

"Our team has been working flat out to support businesses that are having to adapt and accommodate these new processes at short notice from the Government."

"The last 12 months have been difficult enough for businesses serving European customers, as Covid-19 lockdowns both here and in other countries have delayed the movement of freight."

"We want to emphasise that businesses should not be deterred by these challenges and instead should give customers in the EU confidence to continue buying goods from the UK."

"We recommend maintaining communication



with customers to manage expectations and choosing a logistics provider with sophisticated tracking technology that gives customers clear visibility of their goods during transit."

Kevin Buchanan, Group CEO at Pall-Ex Group, comments: "The timing of the UK's exit from the EU over the Christmas period means many businesses were on the backfoot with preparing for the changes."

"We have seen some major players in the logistics sector choose to suspend their services between the UK and Europe, but the entire Pall-Ex Group remains fully operational and we retain strong links with our international partners."

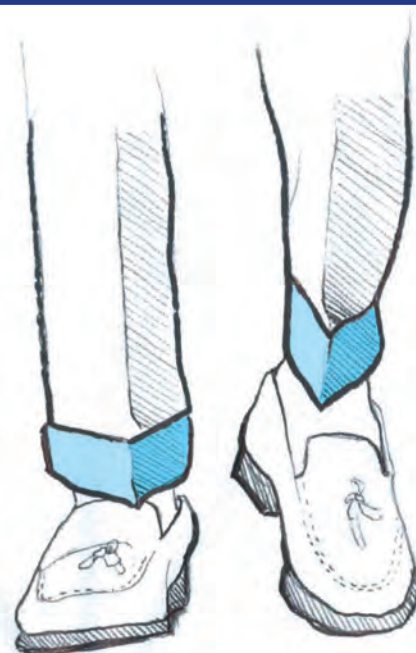
"We want to reassure customers that we are here to support them through these challenges and that we remain committed to working together through this tough transition period."

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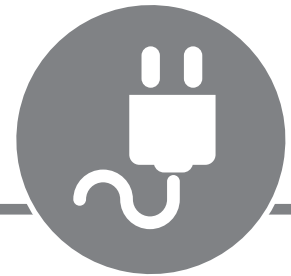
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GOVERNMENT SUPPORT NEEDED FOR ZERO EMISSION SWITCH



In March 2021, the government confirmed that the phase-out date for the sale of new petrol and diesel vans will be 2030, with the sales of new hybrid vehicles ending from 2035. This forms part of the government's "10 Point Plan for a Green Industrial Revolution" – its path to taking the UK to a net zero emission economy. In this month's column, I provide an overview of the industry's response and outline some of the actions needed to enable the transition to cleaner vehicles.

Logistics UK and the wider industry is committed to ensuring the success of the government's plan and will play its role in improving the environment and air quality. But to achieve the 2030 and 2035 deadlines – and before any mass transition to electric vehicles can happen – the government must ensure the correct power supply capacity and infrastructure is in place at both depots and homes, and there must be a fair and equitable way of funding electricity supply upgrades at commercial vehicles premises.

Logistics UK was disappointed to see the recent changes announced to the government's plug-in car, van and truck grants, which have been reduced for most available models. Logistics UK's members are committed to making the switch to alternatively fuelled vehicles, but with the market still to reach maturity, options are limited for operators and reducing the financial support will hinder this transition.

To enable operators to make a change within the lifecycle of their normal vehicles, it is imperative that the government lays out a clear policy road map to facilitate the switch. This will allow operators to invest confidently, while encouraging manufacturers to develop and launch a wider range of suitable vehicles.

Much Uncertainty

Within the government's 10 Point Plan is an intention to launch a consultation on the phase-out of new diesel HGVs, which is expected in spring 2021. However, there is still much uncertainty among the government and industry over which fuels will be the most appropriate to deliver net-zero HGVs, with differing views around hydrogen fuel cell, battery electric and electric road systems.

We welcomed the announcement of a £20 million fund for freight trials to pioneer hydrogen and other zero emission lorries to help industry

to develop cost-effective, zero emission HGVs in the UK.

The refuelling network will also need to be overhauled to provide choice across the country so that vehicles can move with confidence of finding a suitable location at which to fill up while travelling, as required.

Our ongoing and future emphasis is focused on urging the government to align the phase-out date for diesel HGVs with the EU's target date, while also factoring in timelines for ensuring appropriate infrastructure is in place to support the use of alternative fuels. Although the EU date is yet to be formally agreed, aligning the dates would be a practical solution as most UK businesses purchase finished HGVs from European manufacturers. This would especially be relevant for operators here who operate both in Ireland and NI.

On Monday 22 March, a private member's bill was introduced in

the NI Assembly and if proposed, it would commit NI to achieving net zero carbon emissions by 2045. However, in the same week, the Environment Minister also proposed his own climate bill and if passed it would give a longer timeframe and less stringent target.

The reason for this unusual occurrence of having two competing bills is that the Environment Minister's proposal takes account of NI's reliance on agri-food production and would equate to an 82% cut in emissions by 2050.

Logistics businesses support the government's aim to transition to a low-carbon economy, but the switch must first be feasible and affordable for businesses. While much progress has been made in the decarbonisation of road transport, there is still much to be done on the path to the UK's zero emission future.



Brigade Electronics launches new dash camera range

Market-leading provider of vehicle safety systems Brigade Electronics has launched a new range of dash cameras.

Ideal for commercial vehicles, dash cameras can be used to record footage, including incidents, helping to provide irrefutable evidence in the event of a collision or false claim.

Available as a standalone camera (DC-101-000), standalone with additional rear camera (DC-102-RVC) and standalone with additional infrared camera (DC-102-IRC), each camera in Brigade's range is available with four recording modes:

- Continuous recording – activated automatically when the engine is started.
- Parking recording – while the vehicle is parked in a stationary position, the dash cam will record anything that triggers the incident through its motion detection system.

- Event/incident recording – this mode uses the built-in G sensor to record footage before and after a collision.
- Manual recording – similar to a video camera, capture events that occur in front of your vehicle, whether it is in motion or not, by pressing a button.

Brigade's stand-alone dash camera includes a 16GB micro SD card while both dash cam bundles come with a 32GB micro SD card. All of Brigade's dash cams have a GPS antenna, which can pick up locations and speeds via Brigade's PC Viewer.

Emily Hardy, Marketing Manager of Brigade Electronics, said: "Incidents involving vehicles are time consuming issues to resolve and are becoming more frequent. A lack of solid evidence can often mean companies automatically accept liability. Our new dash cam range is ideal for recording incidents on the road, helping to prevent false claims and vandalism. Installing a dash cam will give drivers and operators peace of mind in the event of an incident."



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Bullet Express Acquires Glasgow Storage Centre

Bullet Express has acquired a new storage facility on London Road, Glasgow. It will add a further 5,000 pallets to Bullet Express's storage capacity, expanding its pallet storage capability by 25% to 26,000 pallets.

The facility, which is 300 yards from the M74 motorway, also has a further 25,000 sq.ft. of yard for vehicle access. The new facility will result in the creation of up to 10 new jobs initially.

The move, which represents a significant, seven figure investment, comes following a surge in demand from both existing and new customers for storage services in response to tighter consumer delivery demand, following a 40% rise in online shopping as a result of Covid-19 lockdowns.

David McCutcheon, co-founder and Joint Chief Executive Officer at Bullet Express, said:

"We're building a Scottish logistics force to be reckoned with at Bullet Express. This new facility increases our storage capacity by nearly 25% and positions us better than ever



before to respond to our customers' needs. Connectivity is fundamentally important to our customers now and this location, right next to the M74, means we can get their products moving faster than ever before."

The building's height, at over 12.5 metres, will enable racked storage, 6 pallets high.

Bullet Express is investing in high-capacity racking, with narrow aisle configuration and semi-automated picking utilising man-up fork-lifts.

John McKail, Managing Director at Bullet Express, said: "There is a shortage of quality logistics storage facilities across the UK and this investment provides Bullet Express with further scale in this growing sector. We're installing the latest technology to maximise the capacity that it provides and ensuring we can locate and access our customers' products faster and more efficiently than ever before in order to provide the just-in-time delivery service they need."

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 Multi Support 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.



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Volvo's I-Shift Transmission Technology Remains Breakthrough Innovation After 20 Years

Volvo Trucks' I-Shift intelligent automated manual transmission (AMT) innovation continues to be an important milestone in the industry, thanks to its positive impact on fuel consumption, vehicle performance, safety and driver comfort.

By the end of 2020, more than one million Volvo trucks around the world had been sold with I-Shift. And, as the company marks its 20th anniversary, this breakthrough powertrain technology is still being developed for future gains.

When I-Shift was first launched in 2001, Volvo Trucks confirmed its strong belief in a clutch-based transmission system as the most efficient design for automatic gear-changing. Today, all Volvo FH, FH16, FM and FMX trucks are fitted with I-Shift as standard.

Being an automated system, I-Shift contributes to lower fuel consumption – and thereby reduced environmental impact – as well

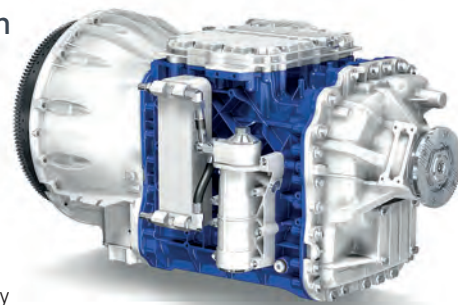
as delivering improved safety and drive ability benefits such as reduced noise, vibrations and physical strain on the driver.

"I-Shift was and still is a major game-changer. We are now selling the I-Shift all over the world. In North America, we have increased from single-digit numbers in 2007 to today where more than 90 per cent of all Volvo trucks there are equipped with the technology," says Pär Bergstrand, Heavy Duty Transmission Manager at Volvo Trucks. This impressive development clearly reflects both its increased efficiency and its driver appeal."

The launch of Volvo Trucks' new heavy-duty range in 2020 brought

the introduction of another innovative function: I-Shift with Change Direction. This enables the truck to change direction without the driver needing to use the brake pedal, a feature particularly useful for construction, forestry and mining operations where it is more productive to perform repetitive manoeuvres back and forth at lower speed.

The latest generation of Volvo trucks also further reduces fuel consumption. The new Volvo FH with I-Save – Volvo Trucks' most fuel-efficient long-haul truck to date – cuts fuel consumption by up to 10 per cent. And, looking



ahead, the innovative developments certainly aren't stopping here.

"I-Shift will continue to be improved for diesel trucks and it will also play an important role in our electro mobility journey. As an advanced automation technology, I-Shift offers unique abilities to contribute to Volvo's fully autonomous transport solutions of the future," concludes Bergstrand

DAF expands DAF Connect functionality

DAF Trucks is once again adding new functionality to the on-line DAF Connect Fleet Management Platform. A webshop allows managing DAF Connect subscriptions with just a mouse click, and the open platform now ensures easy integration of 3rd party (fleet management) software.

More and more trucks coming off DAF's production line are equipped with the DAF Connect on-line fleet management platform. DAF's easy to use on-line fleet management system provides insight into the performance of trucks, drivers and logistics processes, anytime and anywhere. The data helps to increase vehicle uptime, reduce operational costs and achieve optimal truck efficiency.

A new feature within the DAF Connect Portal is the webshop which helps transport operators manage their DAF Connect subscriptions with just a mouse click. As a result, contracts can be extended with additional services on-line, which adds to the user-friendliness and efficiency. "The webshop makes managing subscriptions



very easy," states Jorg Wijnands, Manager Marketing at DAF Connect. "The on-line dashboard shows at-a-glance which applications are available for purchase or extension."

Open Platform

Another innovation is the enhancement of the DAF Connect Open Platform, which illustrates the great advantages of DAF Connect over other fleet management systems. Based on trusted partnerships between selected 3rd parties, DAF Connect now supports easy integration with existing Fleet Management Systems (FMS) and Transport Management Systems (TMS).

The DAF Connect Open Platform also enables trusted 3rd party fleet management suppliers to retrieve data directly from Connect. This lessens the number of costly hardware modules in the vehicle and enables plug-and-play integration which reduces the total cost of ownership for our customers.

Renault Trucks Holds its Ground and Remains Committed to its Customers

In a year marked by an unprecedented health crisis, Renault Trucks' says its priority was to preserve its customers' activity.

Over 90% of Renault Trucks sales and service outlets continued to welcome customers and their trucks during the height of the pandemic. In this unprecedented context

and despite a downturn in volume, with a total of 41,117 vehicles invoiced in 2020, Renault Trucks has maintained its market share. A positive indicator is that Renault Trucks has recorded a 12% increase in orders compared to the previous year.

On the European market for vehicles over 6 tonnes, the French manufacturer recorded a stable market share of 8.5% in 2020. Market share remained

unchanged in the over 16-tonne segment at 8.8% and in the mid-range segment (6-16 tonnes), it rose by 0.3 points to 6.6%.

On a positive note, in the last quarter of 2020, Renault Trucks recorded a 40% increase in orders compared to the previous year (Q4 2020 vs Q4 2019).

Electric mobility

Renault Trucks has set ambitious targets for electric mobility in terms

of sales volumes. The manufacturer has announced that by 2025, electric vehicles will represent 10% of its total vehicle sales and 35% by 2030. The ultimate goal is to provide 100% of its vehicles without fossil fuels by 2040.

To help its customers accelerate their energy transition, Renault Trucks has set up a new sales organisation dedicated to electric mobility.

At the same time, the manufacturer is continuing to invest in extending the electrification of its range of vehicles to all uses. From 2023, an electric range will be available for each segment, namely distribution, construction and long distance.

RENAULT TRUCKS T HIGH 520'S MAKE BIG IMPACT AT CAMPBELL BULK HAULAGE

They say a driver who takes pride in his job is more productive, and there is no doubt Renault Trucks Range T High is a truck which drivers will be proud to drive, as has proven to be the case at Campbell Bulk Haulage.



For more information
on the Renault Trucks range, contact:

Diamond Trucks, Commercial Way, Mallusk, BT36 4UB

Tel. 028 90 837171

info@diamondtrucks.co.uk

A company that prides itself on providing high quality, reliable and cost effective solutions for bulk delivery needs to customers throughout the UK, Ireland & Europe, Armagh based Campbell Bulk Haulage has recently taken delivery of the first five of an order for nine Renault Trucks Range T High 520 6x2 tractor units from dealer Diamond Trucks. They join the company's 35-strong tipper fleet; it also operates around 100 trailers.

"To be honest, at first our drivers, who are more familiar with another well known truck brand, were skeptical of our decision to invest in the Renault Trucks Range T High 520s," admits the company's Derek Campbell who has a lifetime of experience in the haulage industry.

"However, once they got behind the wheel it was an entirely different story, that resistance quickly disappeared; the drivers absolutely love the new trucks, not least because the cab offers a very comfortable working environment."

So why did Campbell Bulk Haulage opt for the Renault Trucks 520s? "The trucks totally suited our particular needs, the way they have been set up, and the service and support from the team at both Diamond Trucks and Toal Truck Services was excellent; the package they offered us was very attractive."

Fuel Efficient

All five of the new trucks are currently earning their keep transporting bulk materials between Northern Ireland and the rest of the UK, clocking up some significant mileage each and every week, which is why fuel efficiency was a major factor in the decision to go for the Renault Trucks brand.

These are not the first Renault Trucks in the fleet at Campbell Bulk Haulage, as Diamond Trucks' Sales Executive Matthew Keys explains: "The company invested in their first, a Renault Trucks T 440 about



five years ago, and today they have around 15 or 16 Renaults Trucks tractor units."

Matthew's first contact with Campbell Bulk Haulage was when he was working at Renault Trucks approved service agent Toal Truck Services at Middletown in County Armagh where he was employed as Operations Manager for two years.

"Toal Trucks Services provide local support to Renault Truck customers in that area, and it was this support which contributed to them increasing the number of Renault Trucks in their fleet," added Matthew.

The new trucks came with lots of extras, including rear hydraulics, a top light bar with four spots, additional strobs, as well as wind kit perimeter lights.

Delight to Drive

That said, the standard equipment is impressive, so it is little wonder that the drivers at Campbell Bulk Haulage found the trucks an attractive proposition – and a delight to drive.

The wrap-around dashboard brings controls within easy reach. It includes automatic electric parking brake, adaptive cruise control, multi-function steering wheel with controls for telephone, cruise control, speed limiter and menu navigation, as well as a 7" HD main display, while a wide range of seat and steering wheel adjustments offer the driver an ideal driving position. Getting in and out is also made easy, thanks to a door opening angle of 85°.

The driver's environment is further enhanced by air conditioning and automatic de-frosting of the side windows, windscreen and rearview mirrors. Other touches that offer drivers

a comfortable life on board include multiple storage spaces, a spacious and comfortable rest area within the High Sleeper Cab, and carefully considered finishes and interior trim designs.

Driver Safety

Working long hours and travelling long journeys can throw up many health and safety hazards, but Renaults Trucks have every eventuality well covered, with a range of equipment and accessories designed to reinforce driver safety. These include:

- Lane Departure Warning System which issues an audible signal to warn the driver that an inadvertent change has been detected in the vehicle's direction of travel.
- Advanced Emergency Braking System which warns of a possible collision then brakes and stops the vehicle completely without intervention from the driver.
- Hill Start Assist ensuring brakes are held for a few seconds after releasing the pedal to make hill starts easier.
- Electronic Stability Control which allows drivers to maintain directional control and prevent the vehicle from overturning in critical situations. It allows the driver to retain control of the vehicle steering by preventing wheel lock, primarily in emergency braking situations.
- Electronic Stability Control which helps the driver maintain directional control of the tractor-trailer combination (especially in difficult conditions such as rain, snow or tight bends.)
- Anti-rollover control that helps prevent rollover in critical situations such as roundabouts, tight bends or sudden changes of direction
- An anti-slip system that allows the driver to retain control of the vehicle on slippery surfaces.

Power & Performance

Powered by Renault Trucks fuel efficient DTI 13 engine, coupled with an Optidriver gearbox for improved gear shifting, the drivers at Campbell Bulk Haulage have all the performance and power they need to complete their day's work with ease and in comfort, so no wonder they are now committed fans of the Renault Trucks brand.

Not surprisingly, The Renault T High 520 6x2 TML was voted Fleet Truck of the Year at the annual Export & Freight Transport & Logistics Awards – scoring top marks for performance, reliability, fuel efficiency and equally important, aftersales support from the Renault Trucks Network.



Diamond Trucks

www.diamondtrucks.co.uk

Continental Unites Services Portfolio under Conti360°

Continental has brought together its fleet sector services under the banner of Conti360° Solutions. This reorganisation shines an even brighter spotlight on the future-focused themes of digitalisation and sustainability.



With this measure, the company is responding to changing customer requirements in a market shaped by increasing digitalisation, data-driven management and cost pressure.

The strategic pooling of services will also help the haulage industry to successfully address the growing need for sustainability in the logistics sector and is all part of the Vision 2030 strategic programme presented by Continental in December 2020. The company is using increasingly data-driven services as part of its focus on predictive maintenance – a key element in Logistics 4.0.

Continental is systematically pushing ahead with its evolution from tyre manufacturer and service provider into integrated solution provider.

Fleet solutions will now be offered as an overall package: The Conti360° Solutions contracts will now include digital solutions such as ContiConnect and ContiPressureCheck, and ContiLifeCycle – such as ContiRe, and UK-produced Bandvulc retreaded tyres alongside Continental's robust

casing management offering.

"Our work to continue to grow the ContiLifeCycle concept, via our Conti360° Solutions contracts, will see us increase our emphasis on greater sustainability in the fleet business," says Ralf Benack, Head of Fleet Business EMEA. "Conti360° Solutions makes us the go-to partner for sustainability in the fleet sector." New visuals and a fresh logo will help to draw customer attention to the reorganisation.

The Conti360° business area now has over 40 years of experience in fleet service, with its Europe-wide tyre breakdown service in place since 1978. In the meantime, Conti360° Solutions has become established as a reliable partner specialising in full-line tyre management.

It offers its customers in more than 25 countries security in terms of cost planning and provides them with expert service through a network of over 6,500 service partners.

"Our customers include a large number of leading international fleets who have placed their trust

in Continental's fleet solutions for many years – and that trust has been rewarded," adds Benack. This latest reorganisation brings together services and products in an even more cohesive package. "What we're doing is leveraging the synergies generated by our close collaboration with our colleagues on the automotive side, and continually feeding the resultant know-how into our portfolio."

As a result, Continental can offer the haulage sector a professional solution that enables efficient fleet management with an emphasis on sustainability – through the use of fuel-saving tyres, resource-conserving retreads and digital tyre monitoring.

Mission 2050: 100 percent sustainably produced materials

Continental already offers many fleet customers mileage-based contracts and a wide range of tyre services under the Conti360° Solutions banner.

And then there are the company's intelligent tyres, which use sensors and software to constantly

monitor their condition. Working with selected fleet customers, Continental has already highlighted the added value for customers generated by connectivity between tyres, sensors, telemetry data, algorithms and the cloud.

"This produces smart, digital solutions which help ensure that tyre maintenance and replacement can in the future be carried out exactly when necessary," explains Benack. "This allows customers to significantly increase the safety levels and productivity of their fleets, while at the same time cutting costs."

Continental is pursuing a systematic programme of investment in the research and development of new technologies, alternative materials and environmentally compatible production processes.

"Our aim is to offer our customers a 'tyre of the future' that is more energy efficient and kinder to the environment across production, the usage phase and retreading," adds Benack. "We are looking to gradually move to 100 percent sustainably produced materials in tyre production by 2050."

Logistics operator cuts driver infringements using TruTac

Trucklink EU Limited, the palletised freight distribution and e-commerce supply chain specialists, have virtually eliminated driver infringements since installing TruTac's tachograph analysis reporting and driver debriefing software.

"We started using TruTac's TruAnalysis two years ago," explains Fleet Manager, Andy Phillpot. "We wanted tighter control over our general fleet data, making compliance reporting faster and more accurate. I'm pleased to report this has been achieved and, in the process, we have slashed driver infringements, which has greatly reduced administration and saved on labour costs."

According to Andy, the team used to manually download all vehicle tacho data every 56 days – making it very difficult to keep on top of issues. Now, all vehicle and driver data is remotely downloaded, seamlessly sending the verified tacho data directly to TruTac for analysis. The results are then accessed via automated email reporting and are available to hand with a

clear audit trail, which increases efficiency and greatly improves compliance control.

"We operate 30 vehicles across multiple destinations around the clock," continues Andy, "and with agency drivers added to the mix, that's a lot of individual hours, vehicles and data to monitor. Fortunately, each driver can log-in and sign infringements remotely on their phones by using the TruChecks app – a real benefit, especially given the current distancing restrictions."

As part of the TruAnalysis package, Trucklink EU Limited are also using TruChecks, TruLicence, TruView and trialling TruFleet – bespoke modules created by TruTac to further assist with day-to-day vehicle and driver control.

"TruChecks is a Godsend," adds Andy. "It really does keep the wheels rolling. In brief, when a driver spots a defect either during the daily walk-round or at any other time, he or she enters it into the app and an email is sent both to me and our maintenance team, so swift corrective action can be taken. This keeps downtime to a minimum and of course, ensures safety and compliance at all times."

TruLicence, meanwhile, is keeping Andy apprised with alerts regarding CPC and driving licence renewals and for example when a photo renewal is required, reminders are issued both from Trucklink EU Limited and the DVSA.

"All of which, is accessible at the touch of a key via the TruView dashboard," adds Andy. "This gives us full KPIs with bold and easy to understand graphics so we can quickly make comparisons and see up-to-the-minute info of both employed and agency drivers at a glance – and best of all, it's without the paperwork!"

As a shareholder member of the Pall-Ex network and using 170,000 sq. ft of strategically-located warehousing throughout the UK, Trucklink EU Limited – www.trucklink.eu.com – provides end-to-end supply chain solutions for local, national and global freight movement.

Securing the Load with Hestál's CargoMaster Strap Lift System

Hestál, a member of the BPW Group, manufactures innovative, high quality trailer body technology including sliding pillars, roof systems, aluminium flatbed platforms, doors and door furniture.



These wide straps are tensioned with a manual ratchet and attached to both side rails with a ratchet hook. Unlike the standard strap design, the wider straps spread the tension load over a wider base reducing the chance of damage to vulnerable loads. Strap sizes vary depending on the operation.

A more recent offering to the range is CargoMaster, the company's patented cargo strap lift system which automatically lifts back into the roof when not in use.

The user friendly CargoMaster, which can be retrofitted, meets both pallet network and automotive delivery demands. A guided roller bearing carriage runs the full length of the trailer roof maximising haulage capacity, with a side pulley trolley improving side loading. It significantly improves unloading times.

Both easy to operate and cost-effective to maintain, the system uses readily available industry standard ratchet straps and extremely robust bungee cords. By fully encasing loads and strapping them directly to the vehicle chassis, this versatile system can secure loads of varying shapes and sizes. With a strong focus on safety, the CargoMaster reduces health and safety infringements and load securing incidents.

The system also has many in-built safety features to protect drivers, such as strap retarders, which prevent the straps releasing too quickly and causing any harm.

Highly rated by both transport operators and drivers for its performance, safety features and versatility out on the road, CargoMaster reduces unloading times for faster deliveries and meets DVSA requirements.

bmi trailers wins Manufacturer of the Year at top Business awards

County Tyrone company bmi trailers, who are Ireland's largest manufacturer and supplier of waste ejector trailers, have been praised for their highly innovative design and manufacture of their state-of-the-art trailers.

Headquartered in Dungannon, the company won the much sought-after category Manufacturer of the Year (Under £25m) at the Inside Magazine Made in Northern Ireland Awards, up against some very stiff competition.

Formed in 1999, bmi trailers is the longest established manufacturer and supplier in the UK and Ireland for waste ejector trailers and pride themselves on being the leading supplier of Walking Floor trailers within the UK.

Their success to date is built on their service and after sales commitment, their well-built durable products and by constantly listening to their customers' requirements and then tailoring their solutions based on this feedback.

Through a wide range of multi-disciplinary skills, excellent design, engineering skills and offering a bespoke waste spec design and



build, bmi trailers help companies to develop their capability while keeping them at the forefront of technical and industrial innovation. bmi trailers, who celebrated 21

years in business this year, is a truly incredible home grown success story, experiencing steady annual growth since the company's genesis in 1999.

Today, across Ireland and the UK, they employ almost 100 people. While their largest market remains in GB, they have also branched into Europe and the rest of the world, including Australia, Africa and the United States.

In keeping with their forward-thinking, proactive mentality, the company lead the way with innovative new designs on both trailers, sheeting systems and waste compaction vehicles and equipment. With dealers located in Denmark, Sweden, France and Holland, bmi is able to service a much larger customer base.

Managing Director Brendan McIlvanna told us: "We've been growing every year since '99 and our ambition is to strengthen our position as one of the UK's leading trailer manufacturers and to continue to lead the way in innovation, sales and service."

He added: "We are delighted to have won this award, it is a great recognition of our team's hard work and dedication, and of course, our high standard of manufacturing capabilities."

The awards judges were impressed with the way bmi trailers innovate rather than imitate, and how the company has built a reputation for quality, service and aftercare of its waste transfer trailers.

TUFFNELLS ADD 220 NEW SDC TRAILERS TO UK PARCEL DELIVERY NETWORK

Parcel delivery specialist Tuffnells, has placed an order for 220 new SDC Boxvan and Curtainsider trailers through rental and lease provider TIP Trailer Services.

Over half of the new trailer fleet is now operational across Tuffnells' 33 UK depots, with the remaining trailers due to be completed in the coming weeks.

Founded in 1914, Tuffnells long heritage in parcel delivery is centred around the transport of large, long, heavy and irregular goods. Today, they operate an impressive fleet of over 1,110 vehicles, providing collection and delivery services for business customers. Investing in the latest trailer technology is a key part of the operator's fleet renewal programme, to continue delivering the best service for its customers.

The new trailers from SDC have been specified to meet Tuffnells' efficient operations criteria and finished with the company's updated green branding. Manufactured to EN 12642-XL quality standard, the GRP Boxvan trailers provide excellent security to transport parcels safely and are kitted with the latest features including multiple load-securing systems, driver access steps, internal lighting and an audible warning system.

Robust

A steel galvanised reinforced floor provides a robust and hard wearing solution for everyday loading, while roller shutter doors and a raised coupling box allow for ease of access and efficient operation.



SDC's Group President, Paul Bratton said: "Our focus at SDC is to provide the highest quality trailer solutions designed to enhance our customer's business operations. We have a long-standing relationship with both Tuffnells and TIP, and this has helped us to obtain an excellent understanding of their transport needs."

SDC is the UK & Ireland's largest semi-trailer manufacturer and a leading supplier to the road transport industry for over 43 years. Their renowned chassis technology has been applied on over 150,000 semi-trailers for all types of goods and business sectors.

Tuffnells Services Director, Simon Parsons said: "We are extremely pleased with the roll-out of our fleet renewal program, which will undoubtedly strengthen Tuffnells' service. TIP has made the whole process very straightforward and the quality of SDC's product is second to none, providing greater flexibility and more efficiency in our operations for many years to come."

The trailer order was processed through rental and lease specialist TIP Trailer Services, and supplied with a comprehensive maintenance program to ensure maximum uptime and operational availability.



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TrailerLock holds universal key to fridge trailer and sea container security

According to a report from the Department for Transport, recent trends in road freight have been affected by the COVID-19 pandemic in the UK. In 2020, road goods vehicles made 3.2 million trips travelling from Great Britain to Europe, a 6% decrease compared to the previous year.

However, of this 3.2 million, the report highlights a significant increase in unaccompanied trailer traffic to over 1 million – 42% to the Netherlands and 28% to Ireland – and as such, the risk of theft and attempts to stow away in unsecure trailers is increased.

Helping operators to combat this problem, TrailerLock (www.trailerlock.uk.com) have introduced a new universal key for their Fridge trailer and sea container door lock, which means that any driver can access any trailer using a common key. All operators need to do is secrete the key under the trailer (and advise their forwarding counterpart as such) or mail a key in advance – or to be doubly sure, do both.

Manufactured from solid steel, simple to operate and resistant to bolt-croppers and crowbars, FridgeLock is extendable and fits most types of surface-mounted door furniture – particularly for temperature-controlled trailers and containers.

A barrel lock, protected by a coated steel cap, needs just a half turn to open the two sections of



the device, which is then adjusted for length and clamped over each of the vertical door rods.

In addition to protecting the vehicle load itself, FridgeLock protects drivers and continental operators by reducing the possibility of Border Force penalties, which can run into many tens of thousands of pounds.

The lock is also ideal for domestic traffic, especially when vehicles are parked up overnight.

Currently, 'civil penalties for

clandestine entrants' amount to £4,000 per illegal entrant – £2,000 to be paid by the driver and £2,000 to be paid by the haulier. If these penalties are not paid, the vehicle can be seized and held until payment is made. If the penalty is not paid at all, the vehicle can be destroyed.

Simon Clarke of Smith Bowyer Clarke, specialist road transport lawyers, further explains: "We have around 10 new instructions per week where hauliers are

seeking to appeal against the imposition of penalties for clandestine entrants running into the tens of thousands of pounds. In some cases, having to pay these penalties would mean the company going out of business. We are well used to dealing with penalties in the range of £20,000 to £40,000; we have just closed one case where a haulier had imposed against him a £68,000 penalty, reduced by us on appeal to £20,000."

According to continental operator Tarrant International, FridgeLock has proved to be effective and simple to use in their temperature-controlled vehicle fleet. "Quick, strong and uncomplicated," says Director Fergal Tarrant. "We also use other locks but this one does the job."

Regarding the potential perils of trailer break-ins, Simon Clarke adds, "Drivers may be vigilant in checking their vehicles; however, thousands of illegal immigrants hide inside trucks heading for the UK each year. Despite Border Force accepting that a driver and haulier have no idea that the illegal immigrants were inside the truck, penalties will be imposed. One of the best ways to prevent this is by securing the doors of a trailer with a robust lock that cannot be disarmed."

Culina Group Upgrades with Fresh Schmitz Cargobull Order

Food and drink logistics specialist, Culina Group, has expanded its UK fleet with 127 new trailers from Schmitz Cargobull for use across three of its major brands.

The additions for Fowler Welch, Morgan McLernon and Warrens Group, join a 2,500-strong fleet and include a mix of box body semi-trailers and S.KO COOL mono-temperature reefers.

Mark Matkin, Group Fleet Director for Culina Group, says: "Our relationship with Schmitz Cargobull spans over 20 years and we can always rely on the outstanding build quality across each asset.

"We have to be sure that every piece of equipment we operate is up to the job and will be able to meet our busy schedule. Schmitz Cargobull trailers are some of the strongest and

most robust we have come across, which is why we continue to specify them across our brands."

All of the trailers, which were manufactured at Schmitz Cargobull's production facility in Vreden, are high-quality and durable – meaning they can handle the demanding multi-drop work of Culina Group.

Built with Schmitz Cargobull's FERROPLAST panels, they are resistant to moisture, ensuring payloads are kept safe and insulation levels are maintained. If any damage does occur to the assets, the panels can be quickly and easily repaired rather than the trailer side requiring whole body repair.

Matkin adds: "The construction of the trailers means any downtime is minimised and when we do need maintenance, the process is simple and takes place in rapid time. Schmitz Cargobull always has our trailers back on the road as soon as possible."

All the S.KO COOL trailers have been mounted



with Thermo King SLX refrigeration units and come equipped with Schmitz Cargobull's TrailerConnect telematics system, providing Culina Group with real-time data of the location and temperature conditions of each asset.

Culina Group is a provider of high-quality logistics services for food and drink companies in the UK and Ireland. The group comprises of eight business units – CML, Culina Logistics, Fowler Welch, Great Bear, IPS, Morgan McLernon, MMiD and Warrens Group – and operates from 75 depots across the UK.



A revolution from JOST: KKS automatic coupling system

As a world-leading producer and supplier of safety-critical systems for the commercial vehicle industry, JOST is the specialist for components that link trucks and trailers. And this link is now being revolutionised: the new KKS automatic coupling system enables the driver to couple and uncouple the semi-trailer via remote control – automatically, safely and quickly.

Coupling and uncoupling a trailer is still a lengthy, expensive and hazardous procedure. The truck driver has to be aware of many different things, each of which are time-consuming and pose a hazard to health and safety. According to figures from the DGV (German Social Accident Insurance), professional truck drivers suffer falls quite often. Simply getting in and out of the cab can result in such an accident, potentially causing injury.

As the global market leader for fifth wheel couplings and landing gears, JOST is providing a smart solution for the future of coupling with its KKS automatic coupling system. The KKS 42 fifth wheel coupling, Modul E-Drive electric landing gear, sensor coupling system, 3-sensors, LubeTronic automatic lubrication system, KKS remote control and the ISO 13044-2-certified KKS connector all combine to form an

innovative system for the coupling process.

The driver is guided through the coupling process, with sensors providing live information on the KKS remote control throughout every step of the process. With the KKS, the driver no longer needs to climb out from the cab, crank down the landing gears, climb behind the cab, unplug the spiral cables and pull the fifth wheel open when uncoupling. Instead, the Modul E-Drive electric landing gears automatically deploy at the push of a button and the fifth wheel is unlocked remotely.

This eliminates the danger caused by climbing on and off the catwalk, as the spiral cables for air, electrics and ABS/EBS no longer need to be detached manually: the KKS connector on the fifth wheel and trailer detaches all the necessary electrical and pneumatic connections between the truck and trailer.

For the coupling process, the driver raises the vehicle chassis to bring the fifth wheel coupling plate into contact with the trailer support plate. Equipped as standard, the support plate sensor indicates that the trailer plate is touching. Once this information is displayed on the KKS remote control, the truck is reversed until the king pin has securely engaged in the lock of the fifth wheel coupling and the mechanism closes. The position of the king pin and the correct locking of the fifth wheel coupling are also monitored by sensors and displayed to the driver on the KKS remote control. Together with the mechanical connection via the king pin, the KKS connector also automatically connects the air, electrics, ABS and EBS.

More efficiency

Using a KKS can cut the time required to change a trailer by up to 50 percent, as there is no need to manually crank the landing gear, connect the supply lines or open the fifth wheel coupling. The KKS significantly reduces the total costs for each circuit, with savings of up to 50 percent possible during the coupling and uncoupling process.

It is particularly well suited for transport companies which perform coupling processes often and drive short distances, such as those in on-site transport, as the time saved here really pays off financially. Another application is the transport of goods where safety plays a key role, such as hazardous goods, as the sensor monitoring guarantees a high level of security against trailer losses and incorrect coupling.

Free smart Schmitz Cargobull app for tyre sensor positioning

Schmitz Cargobull is not only focused on the continuous development of its trailers in order to achieve greater benefits for its customers; the services surrounding the trailers are becoming increasingly important and are the focal point of further developments.

One of these developments is the new TrailerConnect TyreManager application. With this application the tyre sensors can be easily configured by the customer themselves after a tyre change or tyre replacement, and all relevant tyre data is immediately available again in the TrailerConnect portal. Time-consuming workshop visits are minimised and trailer availability is increased.

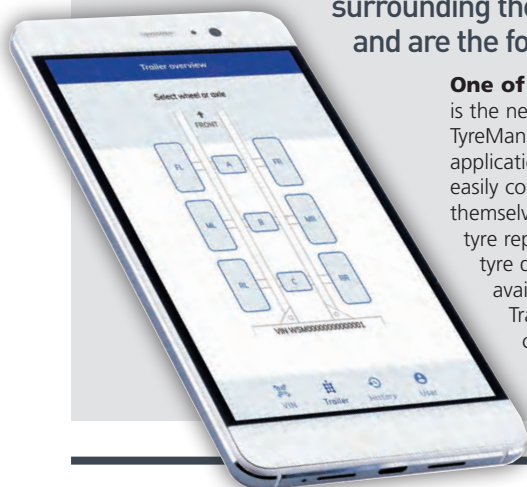
The application also enables sensors to be assigned to the new wheel position with just a few "clicks" after a tyre change or sensor replacement. This is done by simply scanning the QR code printed on the sensor with a mobile device and reconfiguring the sensor in the application. Here the new sensors are assigned by changing the position of individual tyres, swapping the axle position or teaching new sensors when

a new wheel has been fitted.

All configurations are documented and clearly displayed for each trailer in the TrailerConnect portal. A smartphone, tablet or PC is all that is needed to use the application. It is no longer necessary to visit a Service Partner, expensive downtimes are reduced, and the trailer is back on the road in no time.

The application for configuring and managing the installed Schmitz Cargobull trailer tyre sensors is free. There are no costs for additional diagnostic software.

A prerequisite is that the trailer is equipped with the TrailerConnect CTU or CTU 3 telematics control unit. Customers interested in using TrailerConnect TyreManager can register at tyremanager.cargobull.com and start using the app immediately.





LATEST TECHNOLOGY PLAYS VITAL ROLE IN TRANSPORT & LOGISTICS SECTORS

In this special feature, we turn the focus on the latest developments in telecommunications and information technology that keeps fleet operators, drivers and customers informed and in touch 24/7.

Never before have telematics and vehicle tracking systems been more vital in contributing to the smooth and safe running of transport fleets large or small in a marketplace that is highly competitive and challenging, and yet also rewarding for those who get it right.

Companies in the spotlight in this supplement include NIBC who have

helped FreshLinc streamline their business which specialises in the total supply chain management of temperature controlled fresh, chilled, and horticultural products.

We hear from Cameramatics' Founder and CEO Mervyn O'Callaghan who writes about how they can help today's fleet manager in the managing of risk, maximising safety, protecting drivers,

and ensuring compliance, all whilst needing to create efficiencies and protect the bottom line.

Aquarius IT tell us that since adding its new Asset Maintenance portal to ClockWatcher Elite, it has transformed how transport operators and drivers manage, communicate, connect and report on all areas of fleet management relating to vehicle maintenance / inspection and driver activity.

And we also find out why Antrim based MacPac Refuse Bodies Ltd support the use of Brigade Electronic's Backeye 360 intelligent camera monitor system.

Industry-leading Fleet Risk Management technology.



CameraMatics

POWERED BY **VISION**, DRIVEN BY **SAFETY**

CameraMatics is driving new standards in vehicle and driver safety, globally.

Proven, intelligent solutions to help fleets of all types:

- ✓ Improve safety
- ✓ Reduce costs
- ✓ Ensure compliance

Telematics is evolving into **CameraMatics**.

Our complete solutions help fleet operators with everyday challenges:

MANAGEMENT

- ▶ End-to-end Intelligent Fleet Risk Management
- ▶ CameraMatics Dashboard & Fleet Safety Centre (desktop & mobile)
- ▶ Driver Scorecard
- ▶ Bespoke reporting and alerts

VISIBILITY

- ▶ HD connected cameras (1-16 cameras)
- ▶ Integrated Telematics and GPS tracking
- ▶ Live fleet status
- ▶ Instant access to every vehicle

SAFETY

- ▶ Live and historic video on demand
- ▶ Driver Assist & Collision Avoidance modules
- ▶ Accident Reporting & FNOL
- ▶ Paperless Vehicle Safety Checks

EFFICIENCY

- ▶ Savings across your fleet
- ▶ Reduced accidents, wear & tear and off-road time
- ▶ Document storage
- ▶ Fuel Purchase management



Download the Fleet Manager and Driver APP



Discover more about complete control, visibility and peace of mind with CameraMatics for less than your daily cup of coffee, book a demo:

www.cameramatics.com/demo

e-mail: sales@cameramatics.com

or call us on: +44 (0)20 3740 3562 or +353 (0)1 963 1380

CameraMatics customers have achieved:

20% Average annual Savings on insurance related costs

72% Drop in erratic or unsafe driving behaviour

80% Reduction in accidents



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POWERED BY **VISION**, DRIVEN BY **SAFETY**

CAMERAMATICS: PROACTIVE BUSINESSES PROTECT FLEETS & DRIVERS

Transport businesses need vehicles – and drivers – they can rely on. But managing a fleet of vehicles is not simply about transporting goods from A to B or route planning, writes CameraMatics' Founder and CEO Mervyn O'Callaghan.

Today's Fleet Manager

is responsible for Managing Risk, Maximising Safety, Protecting Drivers, and Ensuring Compliance, all whilst needing to create efficiencies and protect the bottom line.

Each of these areas of responsibility is complex in itself; they are distinct but interconnected. Fleet Operators need full visibility, control of vehicles and drivers, and meaningful data.

Around 40% of road deaths in Europe involve someone driving for work. Distracted Driving is a major cause of accidents and is rising when other accident causes are falling. Perhaps this is not surprising when up to 72% of drivers in the UK admit to multi-tasking at the wheel.

Statistics speak for themselves – the need to mitigate risk has never been greater. Most businesses are just one incident away from catastrophe.

Over the years in our previous business providing fleet support, it became clear companies were using multiple technologies and costly resources and software platforms on their vehicles to manage and gain visibility, but they were not designed to work together. The big gaps in the information available to fleet operators left them open to a range of expensive risks. We decided to make the connections to fill those gaps – CameraMatics was born.

Telematics and Tracking has been around for over 20 years but more and more, operators need

their vehicles to additionally be equipped with camera technology. What we can see gives a valuable extra layer of information on top of the numbers to paint a truer picture of events. This is where smart cameras come into play.

Telematics traditionally provides lots of data around what is happening in the vehicle, but it can't be definitive and there are a lot of gaps meaning only using telematics data it's difficult to say with 100% accuracy what has happened in a vehicle. With telematics alone we know when a driving event (such as harsh-braking) took place, but not why it took place.

That's where connected IoT solutions come in. Adding video, smart sensor data and

AI and collision avoidance technology along with telematics and GPS tracking gives an incredibly clear, accurate picture. For instance, video footage would show the events external to the vehicle (e.g. a car pulling out without warning) which forced a driver to brake harshly.

Power of Video Data

In the event of a collision, camera footage and extra data becomes proof. Historically, assumption of blame fell on HGV drivers – the addition of camera footage very often provides evidence to the contrary. Last week a customer sent us footage from an HGV which was involved in a collision in Germany. On seeing the video, which the driver instantly accessed, the attending police exonerated the truck driver and laid 100% blame on the other driver, saving the fleet operator time, money and hassle – not to mention





TELEMATICS AND TRACKING HAS BEEN AROUND FOR OVER 20 YEARS BUT MORE AND MORE, OPERATORS NEED THEIR VEHICLES TO ADDITIONALLY BE EQUIPPED WITH CAMERA TECHNOLOGY.

the injustice of a false claim.

Many customers run CameraMatics alongside existing Telematics, others (particularly small businesses and non-HGV fleets) use CameraMatics for everything.

Fleet Risk Management

Our technology has been continually developed and enhanced over the last five years. CameraMatics now offers complete Fleet Risk Management solutions. At the heart remains our customer first approach, with every development built around the needs of our customers – and tested by them.

We've added features such as Accident Reporting & FNOL, Paperless Vehicle Check Management, Fuel Purchase logs and more.

A recent addition is Driver Scorecard

technology which gives managers an overview of driver performance and behaviour, highlighting the biggest risks – and assets – and enables targeted training.

Fleet Manager Needs

Whether you operate hundreds of trucks or a handful of vans, you need your vehicles on the road safely and efficiently. You want to avoid expensive, time-consuming accidents, eliminate risky and dangerous driving, and manage compliance demands.

You need visibility: to see each vehicle's location and status in real-time. You want instant notification and logs of Driving Events such as Harsh-Braking, Harsh-Steering, Swerving – and of distracted driving.

You need control over your fleet, wherever you are – from

desktop or mobile. Whether that's verified vehicle checking procedures, improving driving to reduce collisions or instant live-camera feeds.

You need information to identify your greatest risks and biggest assets, inform training with historic video, to ensure compliance and effectively manage your fleet.

You need evidence to protect against false claims and scams, to demonstrate your safety culture, maintenance and duty-of-care. In a collision, you need to ensure drivers collect key information, and have incontrovertible evidence of what happened before and during the incident.

Complete Solution

CameraMatics provides all the above and much more with our intelligent complete Fleet Risk

Management software solutions. The powerful CameraMatics Suite, comprising a dashboard and Fleet Safety Centre, gives all the information you need, in as little as three clicks – from desktop or mobile. You get complete visibility and the tools to manage every aspect of fleet safety, in one easy-to-use platform.

Find out More

Discover how CameraMatics customers reduce costs, ensure compliance, and improve safety with our industry-leading Fleet Risk Management technology. Book a demo: www.cameramatics.com/demo

Or contact our experts: sales@cameramatics.com

Phone: +44 (0) 20 3470 3562 or +353 (0)1 963 1380

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CameraMatics
POWERED BY VISION, DRIVEN BY SAFETY

NIBC LTD: KEEPING FRESHLINC'S DRIVERS PROTECTED & SAFEGUARDED

FreshLinc specialise in the total supply chain management of temperature controlled fresh, chilled, and horticultural products throughout UK & Europe. Some of the UK's leading retailers and suppliers are among their customers.

By streamlining technology used in their daily operations, FreshLinc are not only protecting their drivers and meeting compliance, but they are also offering their customers a superior service.

In a bid to simplify some areas of their business, FreshLinc researched the market for a solution that could integrate with some of their existing processes. A few months later, and just as COVID was bringing its own challenges and restrictions, NIBC began installations into over

400 HGV fleet and 800 trailers.

Ashley Holland, FreshLinc's Commercial Manager, picks out key areas where NIBC's system has helped the business.

Camera Health Check

"Undoubtedly, our solution at the time had its restrictions and was becoming outdated, primarily the fact that we could not access footage remotely and having to wait for the vehicles to arrive back to base was wasting time and money. Another limitation

was in the event of us having to access footage, we sometimes discovered that a camera was not working, or older footage had already been recorded over."

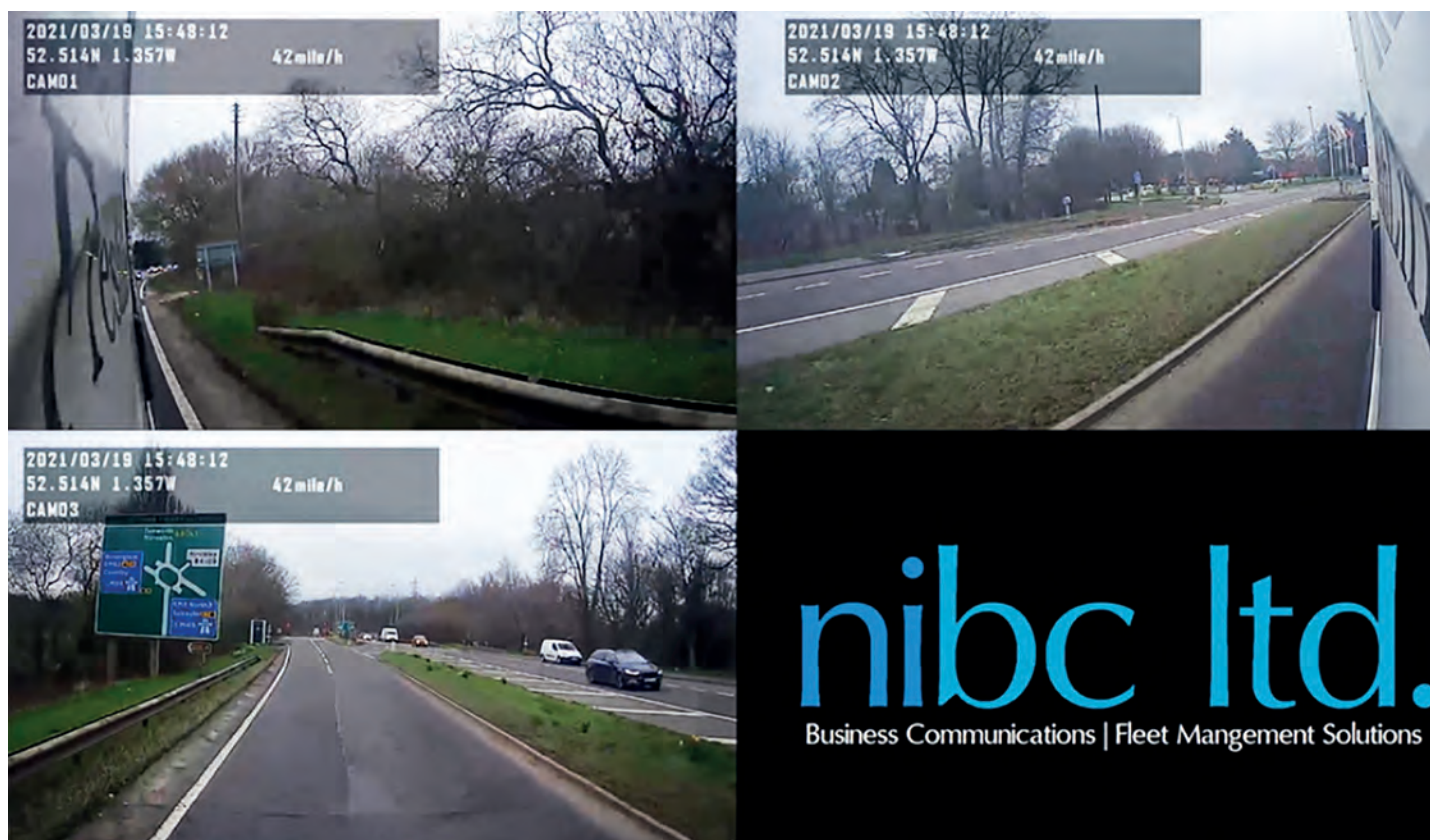
FreshLinc quickly discovered an unforeseen benefit of the technology, and its integration. Ashley Holland - Commercial Manager, describes the scenario that unfolded:

Driver Protection

"We had an unfortunate, and distressing incident which could

have resulted in one of our vehicles being impounded. Our driver found himself in a very challenging scenario at 19:30 on a cold, rainy Friday evening. They followed internal procedures and rapid escalations were made through the business. We were able to download the camera footage remotely and send it directly to a senior manager who was enroute to the incident.

On arrival they were able to show the footage to the enforcement officers on site, which clearly demonstrated exactly what the driver had already described, exonerating them of any wrongdoing at the scene. And





as a direct result of that, the authorities were satisfied that there was enough evidence and they did not impound our vehicle.

The daily cost implications this could have had on the business were negated by having the NIBC system available to us. There is also of course the harder to quantify impact of the unknown and had we not had the footage available to us in such a timely manner the stresses involved of not knowing what happened and being able to support and protect our driver.

The integration of the live tachograph feeds was a powerful tool in this instance also. As it gave a live representation of what the driver had done in his shift, which we would not have had access to if the vehicle had been impounded due to our inability to recover the tachograph cards.

We also have the benefit that our investment makes us compliant with the new *Direct Vision Standard* legislation and demonstrates that we are doing everything we can

to ensure the safety of our drivers alongside other road users."

Power of Integration

"One of the reasons we choose NIBC was because they were able to integrate with *Aquarius IT*, who supply our tachograph analysis software and other key compliance systems. There is a direct link to vehicle defect reporting, tachograph records and other information with the telematics and vehicle data NIBC provide. Navigating all this information on one platform makes it easy to use for all our operators."

ThermoKing, Carrier, and Haldex....

"Another main requirement for us was the ability to track our mixed Refrigerated and Ambient fleet on the same portal as our HGVs. We installed NIBC's Trailer Smart and Temp Smart Pro Solutions as it integrates with all our fridge and trailer manufacturers. It gives us the ability to view live: fridge set point, supply air, and return air temperature in each zone directly

from the fridge engine data set along with any alarm codes.

So, we have accurate and calibrated information for our supply chain from collection through to delivery. For us, the capabilities of the system are just as important as its usability, and the fact that we have all this data on one portal makes it perfect for our requirements."

Now available on NIBC portal

- Fleet Tracking.
- Live Temperature.
- EBS Data Sets.
- Compliance for Tachograph law, FORS & Direct Vision Standard.
- Asset Maintenance.
- In vehicle CCTV and safety systems.

Benefits to NIBC and Novacom Customers:

- ThermoKing and Carrier compatible for mixed fleets for temperature tracking.
- Temperature reports including set point, return air, supply air

for multiple compartments.

- EBS connection and Data (EBS Warnings, Hooked/Unhooked, Loaded/Unloaded etc.)
- Haldex/Wabco and Knorr-Bremse Compatible.
- IP69K Certified EN12830 developed for underside trailer tracking.
- Up to 3 months autonomy between charges.
- TPMS with fleet reports.
- Both scheduled and on demand reporting.
- Data analysis across all data points.
- Full API integration into existing TMS systems.
- High security locking system compatible so driver nor warehouse staff see unlock codes.
- EN12830 Certified Temperature sensors.

Want to find out more?

Contact NIBC on 02894 485422 or info@nibc.co.uk



AQUARIUS IT: CONNECTING DRIVER / VEHICLE DATA FOR INCREASED EFFICIENCY AND MANAGEMENT



It's been 12 months since Aquarius IT first added its new Asset Maintenance portal to ClockWatcher Elite, and for transport operators – and drivers – it has transformed how they manage, communicate, connect and report on all areas of fleet management relating to vehicle maintenance / inspection and driver activity.

Mark Johnson, Director at Aquarius IT, said the development of Asset Maintenance was the next natural progression for ClockWatcher Elite.

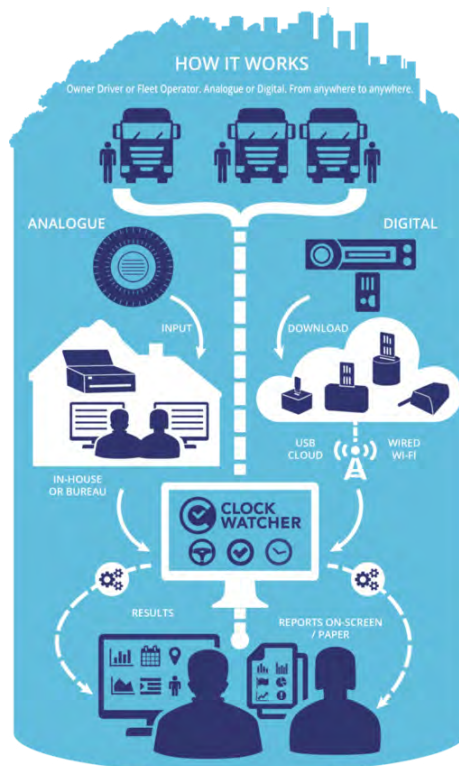
"By integrating Asset Maintenance with the system's Tachograph Analysis software, Defect Check App, Time & Attendance, Defect Reporting and eSIGN technologies, we are now able to provide through ClockWatcher Elite an all-encompassing 'connective' fleet management solution for both drivers and vehicles.

"For transport managers this means that all driver / vehicle data can be shared on one platform and automatically cross-referenced across the full suite of products, for greater efficiency, visibility and ease of management. Plus, it means a busy transport office is not having to maintain more than one data set."

Examples of the software's connectivity include; the fact that Asset Maintenance uniquely integrates with the Tachograph Analysis System and Daily Driver Defect Check App to enable operators to drill into, and report on, linked driver and vehicle information.

It also provides a full audit trail for all company assets requiring periodic maintenance or inspection; from company vehicles to trailers and fork lift trucks, in addition to workshop equipment and machinery for example. Integration with the Defect Check App, also enables defects and PMIs to be assigned to mechanics with a simple click of a button.

Equally for managing driver data, the connectivity between the Tachograph Analysis software with Time & Attendance and the Defect Reporting tools for example, has



given operators a deeper layer of information when it comes to real-time analysis, forward-planning and compliance reporting.

"As we've seen from our customers over the last 12 months, the integration of driver and vehicle data across our suite of digital

products, has become a really valuable management tool," added Mark.

"For drivers too; especially during the current pandemic where the need to be able to communicate remotely and quickly has become a necessity, the Defect Check App and its integration with Tachograph Analysis, Time and Attendance, eSIGN, Asset Maintenance and Document Management, really came into its own.

With all the information being driven by the software, this ensured drivers had 'fingertip' access on their mobile to the latest data in relation to their hours, vehicles and company policies."

Earned Recognition

Over the last 12 months, ClockWatcher Elite's integrated Tachograph Analysis software and Asset Maintenance portal have also both been accredited by the DVSA for the Earned Recognition Scheme.

As a result, and in conjunction with the system's Vehicle Defect Check App, ClockWatcher Elite is now helping operators achieve ER.

Mark adds: "By applying an integrated approach to tachograph analysis, vehicle maintenance / inspection and driver defect reporting – underpinned by Aquarius IT's e-SIGN technology – we are helping operators tick all the boxes, so that they can easily manage and report on all the driver and vehicle performance measures required under the ER scheme."

One such customer is JPE Aggregates who recently achieved ER status. Lindsay Smith, the Compliance Manager who oversees



the company's 40 drivers and 39 vehicles compliance responsibilities, said: "To achieve ER, it was a case of formalising our procedures and policies in relation to driver and vehicle compliance, which ClockWatcher Elite has enabled us to do. Aquarius IT have also worked with our maintenance provider to ensure that digitised maintenance inspections go straight into the Asset Maintenance portal – this has transformed the way we work because it provides a full audit trail and complete paperless storage solution for all our vehicles requiring periodic maintenance or inspection."

"With all these systems now in place, monitoring and maintaining our compliance has become an easier task. For ER, it enables us, on a monthly basis, to report our KPI figures to the DVSA who monitor our drivers' tachograph infringements and our vehicle maintenance KPIs."

Contact

For operators wanting to benefit from a driver / vehicle integrated digital solution, or who are considering the ER scheme, please contact Aquarius IT to arrange a free ClockWatcher Elite / ER demonstration via <https://www.aquariusit.com/>

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of the maintenance & management
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STAYING PROTECTED & SAFE WITH MACPAC REFUSE BODIES & BRIGADE ELECTRONICS

The Health & Safety Executive indicates that nearly a quarter of all deaths involving vehicles at work occur during reversing. Many other reversing accidents do not result in injury but cause costly damage to vehicles, equipment and premises.

When reversing cannot be avoided, the HSE suggests using a banksman or marshall to direct vehicles – or, better still, to consider CCTV systems to help drivers see behind the vehicle.

But it's not just reversing actions that cause death or injury; all vehicles have blindspots, areas around the vehicle that are obscured to the driver by bodywork or machinery, and these can be equally lethal, and no more so on refuse collection lorries. When manoeuvring, these blind spots present a significant danger to anything or anyone in the vehicle's path and inhibit the driver's ability to operate the vehicle safely.

So, it is not surprising that many Local Councils across Northern Ireland and throughout the rest of the UK are increasingly stipulating the use of Brigade Electronic's Backeye®360 intelligent camera monitor system.

One of its biggest customers here is County Antrim based MacPac Refuse Bodies Ltd, a widely recognised player in the UK refuse collection vehicle market. Last year, it fitted more than 40 Brigade Electronic cameras and recording products to its refuse vehicles before delivery to customers.

Refuse vehicles, of course, operate in busy built up areas and narrow side streets such as in town and city centres and on well populated housing estates, where the potential for accidents is



always present, so good all round visibility is essential, and that is only achieved by having the right camera monitoring equipment on board.

Close Cooperation

Brigade's Technical Business Development Manager for Ireland, Chris Ewing, works closely with both MacPac and the end

customer, as MacPac Sales Manager David Hyde explains: "While we are the supplying and fitting agent, Chris has an extensive knowledge of what customers need to fulfill their specific requirements.

"He interacts directly with the customer and passes on that information to the team here at MacPac who will then fit the camera and recording systems to whatever vehicle the client has ordered.

"Why we also like working with Brigade Electronics is that once we deliver the vehicle, Chris follows up to ensure everything is working to the customer's satisfaction; this close relationship with Brigade also means product availability is rarely an issue.

"Brigade's back-up service and support which is readily available throughout the UK is unrivalled. If a customer does have an issue – and that is few and far between – then it is sorted out with the minimum delay, which also reflects favourably on us as the vehicle and equipment supplier and fitter."

More Effective

Adds David: "We've been manufacturing MacPac refuse vehicles for over 10 years and have occasionally fitted other camera systems, but the Brigade product just seems to be that bit





better than the rest; it is so professional, so driver friendly and so effective."

According to David the most popular system, as we already mentioned, is Brigade's Backeye®360, the benefits of which extend beyond reducing collisions with people and objects. The comprehensive view of the surroundings aids the driver when manoeuvring at low speed and minimises damage, as drivers of larger vehicles can see and avoid objects lying on the ground.

Brigade offers a choice of 360° technologies, both of which work with four ultra wide-angle cameras that each covers one full side of the vehicle with a viewing angle of over 180°. High-mounted on the front, rear and sides, the calibrated cameras capture all of the surrounding area including the blind spots of the vehicle or machine.

The four live images are simultaneously sent to an electronic control unit where they are instantly processed, combined, blended

and stitched. The distortion from the wide-angle camera lens is also corrected before delivering a clear, single, smooth, real-time image onto the driver's monitor.

Digital Recorders & Sensors

MacPac also recommends Brigade's range of mobile digital recorders. Fitted onto vehicles to record incidents, they provide a crucial witness in the event of an accident, protecting drivers and their companies from false claims.

They capture real-time footage from up to eight vehicle-mounted cameras, providing instant images of incidents along with irrefutable proof when there are conflicting reports of who's to blame.

Also favoured by MacPac and their customers

is Brigade's ultrasonic proximity sensors. The Backscan detection system, for example, alerts the driver of obstacles close to the vehicle, whether moving or stationary.

An audible and/or visual in-cab warning informs of distance whilst an optional external speaking alarm can be added to alert cyclists and pedestrians that the vehicle is turning.

Sidescan is a four sensor system fitted to the side of the vehicle and is particularly relevant for near side blind spot where cyclists or pedestrians can otherwise go undetected, while Backchat Speaking Warning Alarms reproduce real speech with unrivalled quality and clarity. Backchat alarms include a standard message for reversing, handbrake warnings or can even be used as an attack alarm.



**THE BRIGADE
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JUST SEEMS
TO BE THAT
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FRIENDLY AND
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Artemis Technologies Unveils mHIL Simulator & Digital Twin Capability

Artemis Technologies, which is leading a programme to develop a new class of zero-emission high speed vessels, has relocated its mechanical hardware in the loop (mHIL) simulator to Northern Ireland.

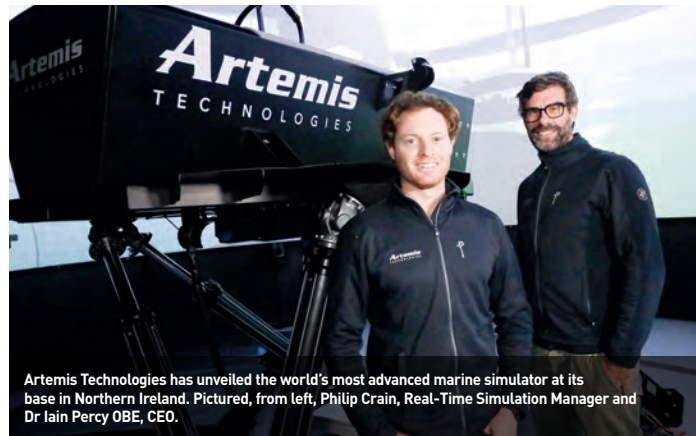
The mHIL simulator represents a multi-million pound investment over the past decade by Artemis Technologies and the Artemis Racing professional sailing team.

The company will use the mHIL simulator to streamline the development process and prototyping of the company's Artemis eFoil electric propulsion system and new green high-speed vessels, targeting the ferry and workboat markets.

Double Olympic champion Dr Iain Percy OBE, CEO of Artemis Technologies, revealed the installation of the simulator ahead of the upcoming world-famous America's Cup yacht race, of which he is a four-time veteran.

He said: "We originally built the simulator for Artemis Racing taking part in the America's Cup, and are hugely excited to bring this incredible technology to Northern Ireland. There is nothing else like this in the world, it's the most advanced of its kind, and it's right here."

"Behind the device is all our collective learning, over 10 years



Artemis Technologies has unveiled the world's most advanced marine simulator at its base in Northern Ireland. Pictured, from left, Philip Crain, Real-Time Simulation Manager and Dr Iain Percy OBE, CEO.

and hundreds of millions of pounds in investment, learning about the marine environment and how vessels operate in that environment. The result is when we want to test something new, like a zero-emission vessel, we can confidently do that."

The mHIL simulator features a 4.5 metre high, 210 degree screen, which conveys images from three laser phosphor projectors, wrapped around a physical platform similar to those used for flight and

motorsport simulators, providing an incredibly immersive experience.

It forms part of Artemis Technologies' roadmap to creating a high-tech maritime innovation hub in Northern Ireland and will be an integral part of the digital twin of the zero-emission workboat and ferry projects with support from the Belfast Maritime Consortium.

"With the Belfast Maritime Consortium, we are trying to create a number of world's firsts,

the first ever zero-emission high-speed fast ferry. As this has never been done before, by definition, you need a digital twin.

"It is a representation of all the same physical forces you experience on the water, including the wind, the waves, the boat itself, and how it performs. Out of that, we create a digital environment where we can test new equipment, we can train crew and improve the whole system, without actually having to build anything.

"The net result of a digital twin manufacturing environment is huge productivity gains. Where you used to have to produce a number of different prototypes followed by learning from your mistakes, now you can literally test tens of thousands of prototypes in the digital world to arrive at the optimal solution, before you have to make anything physical. The power of the digital twin is lower cost, better product, reduced waste, in a shorter time."

The mHIL simulator will continue to be used by high-performance professional sailing teams from across the world and is expected to attract interest from the commercial maritime sector.

Iain added: "It's going to bring in a lot of interest from outside and a lot of commercial activity. When you have a piece of equipment that gives such an accurate representation of the marine environment, other companies will want to test their own ideas."

Stena Line accelerates fossil-free shipping to reduce emissions by 30% by 2030

In 2020, Stena Line continued to reduce its total CO2 emissions and is ten years ahead of the IMO international shipping emission reduction targets. Nevertheless, the Swedish shipping company is now accelerating the transition towards fossil-free shipping and presents its plan to reduce total CO2 emissions by as much as 30% until 2030.

Despite a challenging year, Stena Line continued to reduce its total carbon dioxide emissions in 2020. Emissions also decreased per nautical mile sailed by -2.3%/nm, which shows that the ships have become even more energy efficient in 2020.

"We are working hard to reduce our fuel consumption and emissions, while at the same time exploring tomorrow's fuels and technologies. The main drivers behind the reduction of emission in 2020 are that we have introduced three new, and up to 30 % more energy-efficient vessels, on the Irish Sea.

"We have also introduced renewable shore electricity during port calls in Kiel and five more ships in the fleet have been equipped with the AI assistant Stena Fuel Pilot to support our captains in operating the vessels in the most energy-efficient way," says Erik Lewenhaupt, Group Head of Sustainability at Stena Line.

"Our ambition is to lead the development towards fossil-free shipping and sustainable transportation by sea. This requires that we need to break our dependence on fossil fuels and start reducing our total



emissions, not only become more efficient per sailing and transported unit. Therefore, Stena Line has now chosen to set the ambitious target to reduce our total carbon dioxide emissions by 30% by 2030, because in the end they need be zero" says Stena Line's CEO Niclas Mårtensson.

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Stena Line aims to become the most diverse shipping company in the world

Only a meagre 2% of the 1.2 million seafarers globally are women, so Stena Line is already doing a lot to challenge and change that.

By working hard to tackle the gender gap, the company has increased the number of female managers to one out of every five it employs (20% of all managers) in only five years - an increase of 42%.

But targets are much more ambitious: before the end of 2022 its intention is that 30% of all managers, on all levels of the company, shall be females; from ferries and ports to management teams and, importantly, at board level.

"We need to ensure that we can attract, recruit and keep the best talents by actively recruiting from all genders for all positions. Gender equality gives us more competence to choose from in a world where companies are competing for talent. Research shows that when companies are more equal, they are also more creative and innovative, as well as making more money", says Margareta Jensen Dickson, Group Head of People, Stena Line.



DFDS Launches New Unaccompanied Freight Service between Sheerness and Calais

Award-winning ferry operator, DFDS, is to launch a new freight-only service between Sheerness and Calais.

The service will start on 1 June and will offer one daily sailing in each direction between the two ports. It will be operated by the Gothia, which can carry up to 165 unaccompanied freight units (trailers or containers without drivers).

The port of Sheerness, part of Peel Ports' London Medway cluster, is located in northern Kent and operates 24 hours a day and is fully open/accessible seven days a week. This flexibility offers customers congestion free access to drop and collect trailers, with no standage charges applied for the first 48 hours.



The port benefits from close proximity to the M25 orbital ring (approximately 40km closer to the M25 than Dover), which is ideal for goods heading to the London area and the Midlands.

The new route expands DFDS' existing network of services between the UK and Europe and comes in response to growing

demand for unaccompanied freight services. The company operates a pan-European network of 27 ferry routes, providing excellent connectivity to mainland Europe.

It is the latest in a series of investments that the company is making to improve its services. A brand-new freight and passenger ship, the Cote d'Opale will join its

Dover to Calais route in July this year, increasing capacity on the route and enhancing the passenger experience onboard its fleet.

Wayne Bullen, Freight Sales Director at DFDS, said: "We're really pleased to be adding a new unaccompanied freight service to the extensive route network that DFDS already offers. Sheerness benefits from excellent road links and is closer to the M25 than other routes, making it ideal for goods heading to the London area and the Midlands.

"Sheerness promises to be a superb 'partner port', with an ambitious plan to grow its services over the next decade. We also continue to cement our partnership with the port of Calais and are excited to be expanding our services to the port as it marks the fulfilment of its multi-million-pound expansion project."

Increased Sailings On Popular Fishguard-Rosslare Route

Stena Line is boosting the frequency of its sailings between Fishguard – Rosslare from 14 sailings to 24 every week.

The increase in frequency is good news for the company's Welsh port of Fishguard, which had seen services reduced due to lower demand

from freight and passengers, as a consequence of both the COVID-19 lockdowns and Brexit.

With the easing of lockdown restrictions, and a hope that international tourist travel will resume shortly, Stena Line is anticipating a busy summer. The Fishguard – Rosslare route is particularly popular with tourists as it offers the most convenient option with the shortest crossings between

Britain and the Republic of Ireland.

The 'car-cation' is expected to be the preferred travel mode this year as more people opt for driving holidays in Britain and Ireland, and where better than the picturesque Welsh coast or Ireland's 'sunny South East'. Paul Grant, Trade Director Irish Sea, says: "It has been a very difficult start to the year for the port of Fishguard and the route across to Rosslare. While the Irish port has boomed due to direct services to France, our Welsh port has been quiet.

"As trade flows between Britain and Ireland begin to pick-up we're anticipating that confidence will recover for land-bridge freight movements."

Brittany Ferries plots recovery course, after worst year in decades

Brittany Ferries has published some of the most disappointing figures in its history, following its AGM in St Pol de Leon, France.

In a year dominated by the Covid crisis and amid on-going Brexit concerns, 2020 passenger numbers fell to less than a third of normal levels. Freight fared slightly better, with figures down by 20 percent. Company turnover halved, as lockdown measures and restrictions on travel in all markets forced passengers to stay at home.

Despite a dreadful 2020, the company is already plotting a course towards a brighter future. It has embarked on a robust five-year recovery plan to bridge the immediate crisis and prepare for a return to normal service.

It has also commissioned independent analysis of the passenger market by London-based consultancy LEK. Their findings suggest that passenger volumes are expected to have recovered to 2019 levels by 2022. Freight volumes are also expected to improve.

Thanks to its five-year recovery plan - and with ongoing support from banks and French government - Brittany Ferries says it can therefore look beyond the current storm with optimism.

"In the last few years Brittany Ferries faced a double strike, firstly as a consequence of Brexit challenges and then as a result of Covid," said Jean Marc Roué, company president. "On Brexit, the unfavourable Sterling-Euro



exchange rate hit our bottom line. The value of Sterling plummeted directly after the 2016 vote and, since then, the company lost €115 million in potential income as the majority of revenue is generated in Sterling and costs come in Euros.

"Brexit concerns also affected demand. Three potential dates for the UK's departure from the EU in 2019 created uncertainty and anxiety in the marketplace and passenger numbers fell by 5%. Despite these challenges, we remained profitable.

"However, last year, the Covid crisis brought our company to its knees. It struck a blow for the regions we serve and enrich, and

the French seafarers we are proud to employ. Despite this, we are determined to remain part of the fabric of life in the north west of France as well as in the UK, Ireland and Spain and we must thank the regions of Normandy and Brittany, the banks and French state for their on-going support throughout this dark period.

"With a collective will to return stronger, I believe Brittany Ferries will overcome the greatest challenge in its history."

Long Term Goals

Difficult decisions to limit costs have already been taken, for example delaying the opening of routes the company had planned to re-start

in March 2021. However, the goal is always the long-term viability of Brittany Ferries and there is good news on the road ahead.

Independent analysis has confirmed that, following short term shock, passenger demand is likely to return quickly to support a strong and sustained recovery.

As part of recovery planning Brittany Ferries commissioned an independent review of the passenger market by London-based consultancy LEK. In a wide-ranging study, they looked at external evidence such as projections for the UK economic recovery and internal factors such as customer profiles. Its conclusions were encouraging both in relation to challenges posed by both Covid and by Brexit. A rapid and full recovery in passenger volumes is forecast within the next few years.

Commenting on the year ahead and the conclusions of the LEK study, Brittany Ferries' chief executive officer Christophe Mathieu added, "There is no doubt 2021 will be another tough year for our company. However, we will continue on the path to recovery, taking tough decisions if necessary but encouraged by the findings of this independent report which show the market is ready to bounce back.

"We will always place the long-term interest of Brittany Ferries at heart and as long as we continue to be supported by our staff, shareholders, the banks, as well as by regional and national governments, I believe we can navigate a path through the storm. The future for Brittany Ferries can be as bright as the rich history which precedes it."

CLdN Strengthen Iberian Service to Liverpool & Dublin

Having recently announced additional sailings on UK and Irish routes out of Zeebrugge, CLdN is taking the next step by increasing capacity and frequency on its Iberian service.

The leading RoRo operator has announced a bi-weekly service calling both Liverpool and Dublin out of Santander as from week 14.

Currently CLdN is operating a weekly service out of Santander, calling Liverpool and Dublin separately.

The company was forced to detach the respective services at the beginning of this

year, as a direct result of Brexit. Thanks to being an Authorized Economic Operator (AEO), complying with most strict customs and safety and security regimes, the company is now in a position to combine intra EU and non-EU sailings and is to re-introduce the triangle trade: Santander-Liverpool-Dublin-Santander, twice a week. Leaving Santander each Saturday and

Wednesday, arriving in Liverpool on Monday and Friday and subsequently calling Dublin on Tuesday's and Saturday's.

A spokesman commented on the expansion of the services: "Driven by the success of our youngest unaccompanied routes from the Iberian Peninsula directly to the UK and Ireland, the market can benefit from increased capacity and frequency shortly. Allowing our customers to increase turnaround times of their equipment and rely on a robust service bypassing the Landbridge, with its administrative burdens.

"We are confident this will give a boost to our services and is the right answer to growing market demand, the modal shift from accompanied to unaccompanied transport and to designing sustainable supply chains with a low carbon footprint."

'Safety should not be limited by training budget', cautions RTITB

RTITB reminds organisations that workplace safety should not be restricted by budget availability, as it introduces a cost-effective eLibrary of ready to go training materials for lift truck, plant and LGV.

"Times are tough for many businesses at the moment and we understand that the cost of purchasing or developing training materials can soon add up," says Laura Nelson, Managing Director for RTITB. "With limited budgets and significant time pressures to contend with, some organisations might be tempted to cut corners, but keeping people safe must always be a priority. "That's one of the reasons why we are supporting UK industry with

the new RTITB eLibrary, providing access to high-quality, up to date training materials in an even more affordable and user-friendly way. It is designed to help develop a positive training and safety culture, while meeting regulations and protecting every employee's safety." Accessed entirely online, the RTITB eLibrary contains a range of standardised forklift, plant and LGV courses for instructors to use when delivering training to operators and drivers, including trainers' guides, presentations,

videos, posters, safety codes, handouts, and more. The ready-to-go materials provide a much faster solution, compared to developing materials in-house, especially while instructors' time is in high demand. New courses are added throughout the year and the eLibrary content is always kept up to date, ensuring that changes to legislation, for example, are covered. "Employers could spend thousands buying training materials that could be out of date in weeks,"

explains Laura Nelson. "As well as the financial implications, it's essential that instructors always work to current training and testing standards, as failure to do so could invalidate the operator or driver's assessment."

With a single access point for all materials, the RTITB eLibrary also supports compliance by ensuring standardised training is used company wide, while busy training teams also benefit from version control. The smart system also leaves an auditable trail of updates, showing the activity of each user, making it easy for instructors to keep up. As everything is online, switching to the RTITB eLibrary also helps organisations to save a significant amount of paper, supporting a more environmentally friendly approach alongside the cost savings and convenience.

New DAF merchandise collection in new DAF web shop

A completely new collection of merchandise in a fully new online store means DAF fans can indulge themselves.

The specially designed new DAF

Collection features a wide range of practical, stylish and high quality items for men, women and kids and includes items for both casual and business activities.

The 2021 DAF Collection contains attractive and practical clothes (from T-shirts, polo's and hoodies to caps, jackets and socks), just like an extensive range of accessories including robust travel bags, sunglasses, watches and a luxury, hard wearing DAF leather line.

A specific children's range includes clothing, fun window stickers, caps, cuddly toys and baby items. A full range of business merchandise comprises among others a series of paper notebooks, pens, charging accessories and wireless ear-buds.

The DAF online store offers no less than 18 different scale models from both Tekno and WSI. The beautifully detailed range includes trailers, rigids, a tipper, low-loader, and a recovery vehicle. Especially eye-catching are the beautifully detailed 1:50



model of the classic DAF A1600 and a 1:50 limited black edition of the XF tractor.

The DAF Collection is now available at www.dafshop.com and through any official DAF dealers and service points.

Next generation Giti GAM831 mixed service tyre

The next generation Giti GAM831 mixed service all-position tyre has been launched in Europe, delivering significant mileage improvements and improved robustness in severe applications.

Available in 13R22.5 156/150 (154/150) K (L) and 315/80R22.5 158/150 (154/150) K(L), the results have been achieved with an innovative belt construction concept to optimise the tyre's footprint and a new tread compound with improved abrasion resistance.

As such the tyre meets the needs of fleets operating in 'mild' conditions with a high percentage of asphalt usage and a small amount of off-road driving, and 'severe' applications such as quarries and caves with very rough ground conditions.

The next generation Giti GAM831

underwent extensive prelaunch field testing with two EU fleets to validate its performance.

The operator whose majority of driving was on tarmac recorded a 15% increase in mileage potential, while the vehicles utilised in the toughest conditions recorded exceptionally good durability and extremely high resistance to cuts, chunking and tearing.

The tyre carries the Three-Peak Mountain Snowflake (3PMSF) symbol for approved fitment in markets with laws governing winter tyre use.

Tony McHugh, TBR Sales and

Marketing Director UK at Giti Tire, said: "It was imperative we worked closely with our major EU fleet partners to develop the next generation Giti GAM831, because creating a mixed service tyre that operates equally well in mild and severe applications is a challenge.

"Thanks to their involvement, which they committed to over a number of years, and the excellent work of our R&D team we have not only developed a tyre which delivers a hugely significant improvement in mileage, but still delivers the highest levels of durability. The Giti GAM831 really does meet all requirements."



Ford Unveils Commercial Vehicle Uptime Accelerator

Ford has launched FORDLiive - a new connected uptime system designed to help Ford commercial vehicle operators increase their productivity by maximising vehicle uptime.

It promises to transform the way Ford customers run and maintain their vehicles, by reducing the number of breakdowns, enabling fewer time-consuming visits to dealer workshops, and achieving quicker servicing and repair times. Ford projections show FORDLiive can potentially reduce vehicle downtime by up to 60 per cent. Connecting Ford's commercial vehicle customers, the Transit Centre network and the automaker itself, the system uses real-time vehicle data to individually optimise the productivity of each vehicle in a customer's fleet. Around 500,000 connected Ford commercial vehicles are already operating on Europe's roads, with more than one million anticipated by mid-2022.

FORDLiive will be available free-of-charge, with small businesses and larger fleets able to access its benefits through the FordPass Pro app³ and a dedicated version of the Ford Telematics tool respectively.

"Our customers' businesses stop whenever their vehicles are off the road," said Hans Schep, general manager, Commercial Vehicles, Ford of Europe. "Combining the benefits of real-time connectivity with our commercial vehicle know-how, FORDLiive is the ultimate tool to optimise uptime. We won't rest in our pursuit of 100 per cent operating uptime for all of our customers."

FORDLiive will be progressively rolled out across European markets during 2021, starting with the UK and Ireland, leading to 80 per cent of customers being covered by dedicated uptime centres before the end of the year. Ford is committed to further increasing FORDLiive's capability, and will continue to phase in uptime-boosting services across Europe after launch.

Smart Maintenance

To ensure each vehicle is available for work when the customer needs it, FORDLiive enables Smart Maintenance, allowing scheduling of servicing at the most efficient time and providing notifications when an action is identified that could help prevent a breakdown.

Analysing real-time vehicle data, FORDLiive provides vehicle-specific maintenance information to customers. Small businesses with up to five vehicles receive notifications through the FordPass Pro app, while managers of larger fleets are kept informed by a vehicle health dashboard in a dedicated version of Ford Telematics.



Vehicle health data is automatically sent by the vehicle's FordPass Connect modem, featuring as standard for Transit, Transit Custom, Transit Connect, Ranger and Fiesta Van models since mid-2019. Using data and insights from a leading roadside assistance service in the UK, Ford engineers have estimated that up to 30 per cent of call-outs could be avoided if customers respond to these Smart Maintenance notifications.

In addition to helping operators plan maintenance and schedule convenient service times, Smart Maintenance notifications help customers monitor and manage remaining oil life, AdBlue levels and tyre pressures to reduce the likelihood of unscheduled downtime.



Smart Maintenance provides operators with a plain-language explanation of any warning lights or messages activated in the vehicle, as well as displaying their potential impact on vehicle operation and guidance on appropriate maintenance. Operators will also be notified if their vehicle is subject to a recall.

Ford Service Pro

To optimise the dealer experience for customers, new Ford Service Pro offers a suite of specialist services built around commercial operators' servicing needs, using new connected data features to streamline tasks and deliver faster turnaround.

Ford's unrivalled network of 800 Transit Centres (110 in the UK) can see the past 60 days of customers' vehicle data through Smart Diagnostics, supporting faster diagnosis

and enabling parts to be proactively ordered ahead of a vehicle arriving in the workshop. Shared vehicle data also helps dealers provide the most effective operating advice for customers, including bundling upcoming tasks to minimise workshop appointments and facilitating triage for urgent repairs.

In the event of extended downtime being unavoidable, Transit Centres' insight into the customer's specific requirements will help identify the required capable replacement vehicle to keep their business moving.

FORDLiive is also increasing the connectivity of Ford engineers by piloting virtual reality headsets, "teleporting" Ford experts into Transit Centres to help diagnose complex issues and offer effective solutions, saving on the time and cost of physical travel.

These new services are in addition to the varied range of available assistance delivered through the Transit Centre network to optimise uptime, including extended opening hours, overnight servicing, while-you-wait express service, vehicle collection and delivery, and Mobile Servicing.

FORDLiive Centres

Crucial to the new offering, FORDLiive Centres are staffed with dedicated expert FORDLiive Agents, focused exclusively on keeping customers on the road by identifying and quickly responding to emerging issues.

The teams at these uptime centres use new UptimePro software, which receives live data from Transit Centres to track every repair for optimum uptime. If the system detects delays to repairs or repeated visits from the same vehicle, FORDLiive Agents will advise on the best solution to identify and fix the underlying issue as quickly as possible.

FORDLiive Agents act as the automaker's eyes and ears to ensure that Ford's expert teams are immediately involved to support the dealer, whether they require in-depth technical support from engineers or accelerated parts supply to fix a customer's vehicle.

FORDLiive Centre locations include Ford's Dunton Campus, UK – co-located with Ford's Transit engineering teams for maximum knowledge cross over – and is already closing cases from customers in the UK and Ireland.

New van market still playing catch-up, despite Covid-contrived rise

The new light commercial vehicle market grew by 85.5% in March with 56,122 vans joining UK roads with the '21 new number plate, according to the latest figures released by the Society of Motor Manufacturers and Traders.

Usually one of the busiest months of the year, March saw the largest ever increase since the switch to the two plate system in 1999, but one which still represented an -10.9% decrease when compared to the pre-pandemic 2015-2019 average, as prolonged nationwide lockdown continued to suppress business confidence in the first quarter of the year. Despite all segments experiencing higher demand, total registrations fell a little short of industry expectations as the latest forecast predicted 360,000 LCVs registered by end

of the year. Overall, growth was led by an increase in larger van registrations, as vans weighing more than 2.5-3.5 tonnes made up the majority of the month's figures, doubling (101.0%) to 36,032 vehicles. 97,356 light commercial vehicles were registered in the first quarter of 2021, up 43.4% on 2020, but down -1.0% when compared to a five-year average taken before the pandemic hit. The Vauxhall Combo was the best-selling small commercial vehicle. Across the sector, it was also the best-selling model in March

and the year-to-date, with 3,760 sales. Mike Hawes, SMMT Chief Executive, said, "Although a marked improvement on last year's March numbers, these figures illustrate the impact Covid has had on the sector and how far away the van market is from the growth it was enjoying before the pandemic hit. However, as the country emerges from lockdown, vaccinations continue to roll out, and non-essential businesses reopen, the added confidence will hopefully help shift the gears from recovery to growth for the van market."

| BEST SELLERS LCV <3.5 tonnes | | | | | |
|------------------------------|------------------------|-------|--------------|------------------------|--------|
| MARCH 2021 | | | YEAR-TO-DATE | | |
| 1 | Ford Transit Custom | 9,627 | 1 | Ford Transit Custom | 14,317 |
| 2 | Ford Transit | 4,516 | 2 | Ford Transit | 9,594 |
| 3 | Volkswagen Transporter | 4,238 | 3 | Volkswagen Transporter | 6,376 |
| 4 | Ford Ranger | 3,500 | 4 | Mercedes-Benz Sprinter | 6,050 |
| 5 | Mercedes-Benz Sprinter | 2,744 | 5 | Ford Ranger | 5,154 |
| 6 | Vauxhall Vivaro | 2,226 | 6 | Vauxhall Vivaro | 4,230 |
| 7 | Vauxhall Combo | 2,060 | 7 | Vauxhall Combo | 3,760 |
| 8 | Ford Transit Connect | 2,055 | 8 | Peugeot Partner | 3,728 |
| 9 | Toyota Hilux | 2,054 | 9 | Ford Transit Connect | 3,600 |
| 10 | Citroën Berlingo | 1,828 | 10 | Toyota Hilux | 3,418 |

Next Generation Ford Transit Custom All-Electric Coming in 2023

Ford has confirmed that the next generation Ford Transit Custom range will include an all-electric model in addition to plug-in hybrid, mild hybrid and conventional engine variants.

The new Custom range – which includes the Transit Custom van and Tourneo Custom people mover – goes into production in the first half of 2023, with all-electric versions of both models part of the most extensive Transit Custom range ever offered to European customers.

All versions of the next generation Transit Custom will be built by Ford Otosan – Ford's joint venture in Turkey – in Kocaeli, the home of the Ford Transit range. In addition, the next generation Volkswagen 1-tonne commercial vehicle also will be built in Kocaeli, adding valuable scale to vehicle platforms and enhancing the customer experience by bringing more technologies to market, faster. "The next generation Transit Custom range – including the all-electric versions – will strengthen Ford's position as Europe's No.1 commercial vehicle brand," said Stuart Rowley, president, Ford of Europe. "Transit Custom is the

jewel in our commercial vehicle crown and key in our drive to grow our commercial vehicle business as we continue to create a sustainable, profitable Ford business in Europe rooted in an electrified future." Ford said in February that its entire commercial vehicle range will be zero-emissions capable, all-electric or plug-in hybrid, by 2024, with two-thirds of Ford's commercial vehicle sales expected to be all-electric or plug-in hybrid by 2030. In the interim period, however, Ford understands that not all commercial vehicle operators will make the move from the conventional internal combustion engine to all-electric vehicles in a

single jump. This is why its range of powertrain technologies from mild hybrids through to plug-in hybrids are essential and will continue to be a significant part of the next generation Transit Custom range. This latest development is also positive news for other Ford manufacturing facilities in Europe and for the European and Turkish supplier industries providing components for the next generation Transit Custom Range. Ford manufacturing facilities will supply advanced technology diesel engines from Dagenham, UK, and transmissions from Cologne, while more than 100 Turkish-based suppliers will provide components. In 2020, Ford achieved its sixth successive year as the leader in commercial vehicle sales in Europe. The trend has continued into 2021, with Ford maintaining its position as the continent's best-selling commercial vehicle brand.



Ford Otosan – Ford's joint venture in Turkey.



Engine manufacturing facility at Dagenham.

Van drivers risk £5,000 fine for not safely securing dogs while driving

A study has revealed 41% of van drivers who own dogs prefer to take them to work rather than leave them home alone or with a dog sitter.

But a third admitted to not restraining them securely, which can lead to distractions. One in 10 drivers has had an accident while travelling in a vehicle with a pet or knows someone who has.

Rule 57 of the Highway Code states that pets must be "suitably restrained so they cannot distract you while you are driving or injure you, or themselves, if you stop quickly."

The punishment for failing to secure a dog safely can range from up to £1,000 for driving without proper control, but can be stepped up to £5,000 and nine points for careless driving. Plus, it carries the potential of an insurer invalidating your policy.

There are a number of ways to safely secure your pet in the van including a comfortably sized seat-



belt harness, pet carrier, dog cage or in the boot behind a dog-guard. Dog demand is now at an all-

time high, with the Dogs Trust reporting that searches for "buy a puppy" more than doubled in

2020. Owners who have had an extended period at home during the COVID-19 lockdowns could face the potential prospect of returning to work later this year without their faithful companion by their side.

The Volkswagen Commercial Vehicles research found men are more likely to take their pets to work than women, while those working in London and Northern Ireland are most likely to bring their pets to work in their vans. Van drivers in East Anglia are more inclined to leave their dogs at home than any other region.

Kate Thompson, Head of Marketing at Volkswagen Commercial Vehicles, commented: "After such an extended period at home last year, we know that, now more than ever, van drivers don't want to leave their dogs at home or with dog sitters when they go to work. It is important to be aware, however, of the risks attached whether it is distractions while driving and near misses or the possible fines attached to driving with unrestrained pets. We aim to work with our customers so they can get back on the road safely."

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[†]From price shown is an Isuzu D-Max 4x4 Single Cab vehicle on the road price with manual transmission. Model shown in image is a Isuzu D-Max V-Cross Double Cab Commercial vehicle on the road price of £31,249.00 with manual transmission. All prices shown include delivery, number plates, 12 months road fund licence and first registration fee, excludes VAT and mica/metallic paint finish. The All-New Isuzu D-Max is Smarter Stronger Safer compared to previous model. Terms and conditions apply.





SMARTER, STRONGER, SAFER

THAT'S ISUZU'S LATEST GENERATION D-MAX

When the opportunity to get behind the wheel of the all-new Isuzu D-Max came up, courtesy of dealers Eakin Bros, we didn't hesitate to take advantage of the offer, as Van Ireland's Phil Eaglestone reports.

Combining smart new styling and improved off-road performance with impressive safety technology, it certainly didn't disappoint.

We have been following the evolution of the D-Max over the years, with lots of test drives under our belt already, but we never fail to be surprised by the subtle and not so subtle changes that come with each generation.

This third generation model, as Isuzu have said, not only delivers the capability and durability you'd expect from an Isuzu pick-up truck, it also features what can only be described as superior levels of comfort and refinement, while retaining the same workhorse practicalities that Isuzu customers have become accustomed to, with a one-tonne payload and up to 3.5 tonnes towing capacity.

We are not surprised it recently was named 2021 Pick-up of the Year, and, thanks to its even stronger chassis and intelligent new ADAS safety systems, it has become the first pick-up to achieve the maximum 5-star rating in the latest Euro NCAP tests.

Backed by Isuzu's 125,000 mile / 5 Year warranty, the D-Max already appeals to a wide variety of drivers, from fleet operators to families, with the model range structured into three segments: Business, All-Purpose and Adventure. This latest line-up of trucks sits within each range and will clearly suit every customer's requirements.

The Business range features the Utility trim and this base specification workhorse is





offered in a choice of 4x2 or 4x4 and in three different cab types: single, extended and double cab. Developed with work in mind, the Utility features a wide range of practical and safety features to ensure drivers are as productive, safe and comfortable as possible.

The All-New Isuzu D-Max has an incredible amount of additional equipment on all variants so the Utility model is anything but basic. Comfort and convenience are assured in this versatile pick-up thanks to automatic headlights with high beam assist, automatic windscreen wipers, speed-sensitive power steering, DAB radio and a stop & start system.

Advanced Driver Assist Systems (ADAS) are now standard on all models. Autonomous Emergency Braking, Traffic Sign Recognition, Intelligent Speed Limiter and Lane Departure Warning & Prevention are fitted on every model and, for the first time in the pick-up segment, Rear Cross Traffic Alert, Blind Spot Monitor and Emergency Lane Keeping are fitted on all double cabs.

Utility models are ideally suited to working environments with features like an easily-cleanable vinyl flooring and durable steel wheels, while the bumpers, door mirrors and door handles are made from a hard-wearing black plastic.

The All-Purpose range consists of the DL20 and DL40, with 'DL' signifying that the rear diff-lock becomes a standard feature and the '20' and '40' demonstrating the model hierarchy. All-Purpose models are also available with an automatic transmission, which come with the

additional ADAS functionality of Adaptive Cruise Control and Lane Keep Assist.

The DL20 features heated front seats, rear parking sensors, front fog lights and a front centre armrest for increased comfort and practicality, while body-coloured front and rear bumpers, silver door handles, a medium grey radiator grille and 18" alloy wheels provide a more premium appearance.



DL40 adds a variety of sophisticated enhancements like distinctive Bi-LED headlights, LED front fog lights, daytime running lights and rear lights, a chrome radiator grille, silver side steps and two-tone 18" alloy wheels. DL40 models also include front and rear parking sensors and a reversing camera.

Keyless entry, introduced from DL40, works on both the driver and passenger side and is accompanied by a push-button start system and welcome light. The interior benefits from leather upholstery, a leather steering wheel and an 8-way electrically

adjustable driver's seat. The 7" multifunction colour touchscreen is

compatible with Apple CarPlay and Android Auto and there's also a dual-zone climate control system, which allows the driver and passenger to set different temperatures.

Topping off the new model line-up is V-Cross which sits within the Adventure range. It features distinguishing 'Gun Metal' exterior styling on the radiator grille, side steps, door mirrors, door handles and 18" alloy wheels. The premium interior is practical and fuss-free: entertainment is provided by a 9" multifunction colour touchscreen with a CD player and eight speakers, there is an auto-dimming rear-view mirror and automatic headlight levelling, and the smart leather interior is complemented with V-Cross branded carpet mats.

There are up to eight colours to choose from on the All-New Isuzu D-Max. Utility models are available in four colours (Splash White, Mercury Silver, Obsidian Grey and Onyx Black), DL20 models also come with the option of Spinel Red, the vibrant new Valencia Orange is offered from DL40 and the stylish Pearl White is exclusive to V-Cross models.

Isuzu have labelled this new generation of the D-Max as 'smarter, stronger, safer,' and having spent some time driving it along our local roads, we can only agree. But don't take our word for it, give Eakin Bros a call if you want to get up close and personal to test it out for yourself.



Irish County Council Takes Delivery of Electric FUSO eCanter

Three years after the launch of small-series production, deliveries of Daimler Trucks' all-electric light-duty truck FUSO eCanter have now surpassed 200 vehicles; it includes one recently to Fingal County Council in Dublin.

Comments Mary T Daly, Director of Operations and Water Services at Fingal County Council: "Electric vehicles now represent 15 per cent of our fleet with that figure set to grow in 2021. We had only been able to bring in electric vans because there was nothing on the market that met our other requirements until now. The FUSO eCanter is a game changer. It is the first fully electric 7.5 ton tipper truck on the Irish market that is suitable for our needs and it allows us to continue to grow the number of electric vehicles in our fleet."

And adds Sales Manager of FUSO Ireland, Andrew Johnson: "FUSO Ireland are delighted to supply the first electric 7.5t eCanter to Fingal County Council. We are thrilled

to be supporting Fingal County Council with their strategy to reduce their carbon footprint in line with the Climate Change Action Plan. FUSO Ireland and Fingal County Council have an established and successful partnership and the introduction of the eCanter into their fleet will expand and enhance their green journey."

Around the World

Customers in eleven other countries and cities such as New York, Tokyo, Berlin, London, Amsterdam, Paris, Oslo, Copenhagen, Helsinki and Lisbon are also trusting in the reliable urban delivery truck. More deliveries are set to follow.

With the launch of the eCanter in 2017, FUSO has staked its claim

as a pioneer and leader in electric trucks, working towards providing sustainable, CO₂-neutral transport.

As of February 2021, more than 40 vehicles are running in the United States, over 60 trucks in Japan and another 100+ FUSO eCanter in customer operations in Europe. The total distance travelled by the global eCanter fleet now exceeds a combined three million kilometres driven locally emission free – equivalent to a staggering 75 circumventions of planet Earth.

The 7.49-tonne vehicle has a driving range of more than 100 kilometres with a single charge, and is particularly suited for locally zero-emission and quiet inner-city distribution. Moreover, the FUSO eCanter convinces with

aspects such as its excellent chassis payload of up to 4.15 tonnes, which is more than sufficient for urban delivery purposes.

Typical use cases of the vehicle include the short-radius delivery of packaged goods, e-commerce orders, post or even beverage and industrial gas transportation. Customers in Europe include logistical household names such as PostNL, Dachser, Deutsche Post DHL, Rhenus Group or DB Schenker.

As a pioneer of electric trucks, FUSO has set the vision to accelerate electrification and locally zero emission transportation in the commercial vehicle industry. In line with the sustainability strategy of Daimler Trucks, FUSO leads the commercial vehicle industry into the future and aims to have all new vehicles in the Triad (Europe, North America, and Japan) "tank-to-wheel" CO₂-neutral by 2039.

The eCanter thereby plays a significant role toward achieving carbon neutral transportation, with the ongoing movement toward carbon neutral societies addressed by various governments in European countries as well as overseas.

Government Criticised Over EV Grant Decision

The Government's announcement that it is to lower the grant for electric vehicles has been roundly condemned.



Mark Barrett, General Manager, Harris MAXUS.

Among those not happy with the decision is Mark Barrett, General Manager, Harris MAXUS, who calls it a 'retrograde step'.

He adds: "It comes without any warning and at a time when incentives are vital to encouraging drivers and fleet buyers to make the switch to greener motoring. If we are to move to a zero-emission market, significant government supports are needed given the current higher cost of EV vehicles."

"A lower EV grant has the potential to stall the good progress being made in meeting the targets and deadlines that have been set to achieve a zero-emission market."

"There is a growing range of EV vans in the market and many tenders in process waiting to be awarded. This move by government will alter the dynamic of commercial fleet tenders for

which price is a huge factor and may now result in fleet buyers delaying the move to electric."

He continues: "There should have been consultation with OEMs to ascertain what EVs are in production and the level of tenders or quotes that are in train using the higher OLEV support amount. We all knew that the grants were never going to be forever and would, over time, be reduced. However, the sector should have been given a lead in time of at least six months to allow us to prepare for the changes, address pending orders etc."

"Notwithstanding this announcement, MAXUS will continue to do all that we can through innovation, education and choice, to help people make the switch and understand not only the benefits, but also the real TCO (total cost of ownership) of buying and running an EV van."



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New Cab and Engine for Largest Hyster Big Trucks

Hyster has launched the next evolution in its range of Container Handlers and 18+ tonnes capacity Lift Trucks, featuring new state of the art cabs and controls and Stage V compliant diesel engines.

"With the new Stage V engines, businesses can continue to benefit from a low Total Cost of Ownership and meet emissions regulations," says Chris van de Werdt, Product Strategy Manager EMEA Big Trucks, for Hyster Europe. "The new engines reduce fuel consumption while maintaining productivity and lifting speeds, bringing the cost per load moved down."

The latest evolution to the Hyster Big Trucks range also sets new industry standards for operator cabins. The new cockpit-style cab across the Hyster18 - 48 tonne lift truck series positions all truck information and controls at the driver's fingertips.

"Work is easier and more comfortable than ever for the operators with anew seating design and large floor area," he says explaining that the cabs feature heating and ventilation options to suit summer or winter conditions. With more glass integral to its design the new premium cab also



provides excellent visibility during driving, reversing and manoeuvring.

"For container handlers, including ReachStackers, we have developed a dedicated cabin with even more floor space and a re-designed joystick control," Chris says. "To help operations keep control of

costs, the cabin also includes a performance counter which reports usage data such as the number of containers moved, fuel used per container and distance covered per container."

To support accurate and efficient handling, Hyster Empty Container

Handler drivers also benefit from a user-friendly digital performance 7" display. An optional second graphic display can also clearly show the status of spreader engagement and whether the container has a positive lock or not, as well as any limitations the operator should be aware of. This may speed up operations and reduce 'misicks', enhancing productivity even in heavy-duty applications.

The new Hyster ReachStacker cabin includes a dual digital display with load weight and load moment information, as well as boom geometry, as standard. This helps support operators with suggested actions for maintaining stability and reducing load-centre.

"Applications handling at long load centres with Reach Stackers can also increase performance thanks to extra low-end engine torque on the new Stage V engines. Noise at inland terminals can also be reduced," Chris says.

ITT Hub 2021 Gets the Green Light as Advisory Board Meets

The government roadmap to cautiously ease lockdown restrictions in England provided confirmation that ITT Hub 2021 can open its doors on 30th June and 1st July at Farnborough International Exhibition and Conference Centre.

The event falls into step three of the criteria, whereby events can open after 17th May subject to the milestones set out in the roadmap being met. A potential limit of 4,000 attendees per day outdoors and 1,000 indoors applies to events which are mainly outdoors.

Following the announcements, the ITT Hub Advisory Board met to review the position. They agreed to support the event taking place, subject to the milestones being achieved. The organisers will continue to proceed with cautious optimism to deliver a safe and secure exhibition and conference.

The Advisory Board supported the decision to proceed and keep the position under review, with this summary: "The opportunity to stage ITT Hub 2021 comes at a critical time. Whilst the world has been focusing on the short-term global pandemic and economic consequences, the climate emergency has not gone away. As we overcome Covid-19, we need to redouble our efforts on the climate. With caution and responsible planning, ITT Hub 2021 provides the platform for supporting the government's policy for decarbonising road transport.



Binswood Media Team, ITT Hub Open Day, September 2020.

"The Advisory Board is fully supportive of staging the event this summer at Farnborough International on the basis of the roadmap targets being met. The safety and well-being of all attendees is paramount and

we are committed to delivering the event within the parameters of the restrictions within the roadmap announced last week.

"The road transport industry has been one of the many key essential sectors on the front line throughout the last year. The pandemic has delayed industry in coming together to embrace the road to Net Zero and ITT Hub will be one of the first opportunities for over 18 months to re-engage through collaboration across the sector".

The Advisory Board comprises of senior representation from the public and private sector, including: Centrica, Lloyds Bank, Innovate UK, Logistics UK, Transport Focus, Highways UK, Midlands Connect, TRL, RAC Foundation, Ian Lockett Consulting, Department for Transport, Highways England, Farnborough International Exhibition and Conference Centre, Chartered Institution of Highways & Transportation, Chartered Institute of Logistics & Transport, Baringa Partners, Zemo Partnership, National Grid, The Association for Renewable Energy and Clean Technology, Advanced Propulsion Centre.

The venue team will introduce key measures, including a revised floorplan to ensure safe distancing, together with reducing the number of conference sessions over the two days. An Exhibitor Open Day is scheduled for Wednesday 19th May at Farnborough where exhibitors will be invited to enjoy presentations on planning and marketing of the event, meeting trade press and to attend an industry seminar related to the decarbonisation plan scheduled for publication this spring.

Renault Trucks Unveils New D Wide Z.E. Low Entry Cab

Renault Trucks is introducing a new low entry cab for urban applications, including waste and distribution.

Building on 2020's developments in electric drivelines, the D Wide Z.E. Low Entry Cab (LEC) brings further advancements offering improved ergonomics, visibility and safety whilst driving up productivity and operational efficiency for multiple operations in city areas with strict emissions standards.

Carlos Rodrigues, Managing Director, Renault Trucks UK & Ireland, says: "Renault Trucks' electric models enable operators to service the needs of our cities with a range of zero tailpipe emissions vehicles. The introduction of a low entry cab model opens up those vehicle

types where ease of access and sensitivity to vulnerable road users are particular priorities, including domestic refuse collection and urban delivery services.

"The D Wide Z.E. LEC's easier access and excellent direct vision will allow customers to operate more cleanly, more safely and more productively, whilst meeting the highest environmental ambitions."

Accommodating the driver and up to three operatives, the cab design enables greater movement within the vehicle, and easier and safer access and egress from a vehicle entry height 200mm lower than a standard Renault Trucks D cab. An additional 'kneel' function can drop the front of the vehicle a further 70mm. This combination offers easier access reducing strain and fatigue for crews



on urban cycles that require them to climb in and out of the cab up to 100 times a day.

Developed in close co-operation with bodybuilder Estepe, the Renault Trucks D Wide Z.E. LEC is offered as a 6x2 rigid tag with steered rear axle. As well as refuse collection, Renault Trucks expects strong interest from light construction, building supplies and distribution operators keen to offer the best possible service to their urban customers.

The Renault Trucks D Wide Z.E. LEC is available to order now, with production having commenced in February 2021.

TrailerBuddies - straight from the BPW customer service workshop

Whether on Facebook, LinkedIn, Twitter or YouTube, BPW has been reaching users of commercial vehicle and transport technology directly through social media for years.

Now, BPW is launching 'TrailerBuddies', a special YouTube format for professionals in garages and service stations.

BPW makes solid arguments in its product and brand communication and is one of the few mobility and systems providers in the commercial vehicle industry to give concrete figures for time and cost savings and other practical benefits – in euros, cents, hours, kilos or metres.



The new 'TrailerBuddies' YouTube format is designed to be just as straightforward and practical and to appeal directly to the experts in commercial vehicle workshops. For instance, the first episode on the ECOPlus principle shows exactly how to disassemble, check and grease a wheel hub unit in record time. The second episode

presents the AirSave tyre pressure control system from the garage's perspective. In the latest episode, the TrailerBuddies look at the iGurt for intelligent load securing.

The videos are filmed on-site at the company, including at the BPW customer service workshop in Wiehl. They

are developed and produced in-house by the BPW Corporate Communications department.

'We are looking at the challenges faced by the workshop specialists and are working with our customer service colleagues to deliver practical, easy-to-implement solutions and tips,' says Aileen Seelheim (presenter). 'The focus of TrailerBuddies is on dynamism, authenticity and added value.'

During the production process, the team from Corporate Communications ensures that the individual steps will be easy to see on smaller screens.

'Mobile devices are naturally a feature of day-to-day work in the garage nowadays,' explains Christina Meyn (camera and sound). 'BPW is one of the pioneers in this trend and provides a comprehensive mobile online service for garages, from the maintenance manual right through to spare parts identification – so it was an obvious step for us to add a useful YouTube format to what we offer.'

Bridgestone Enhances Sustainable Urban Mobility

Bridgestone has launched its new flagship tyre in the city bus segment, the Bridgestone U-AP 002.

Successor to the U-AP 001, the tyre has been designed to lower fuel consumption and exhaust emissions in congested urban areas thanks to decreased rolling resistance. Plus, by increasing tyre life through enhanced durability, the result is a tyre enabling a reduced total cost of ownership.

Developments in electric vehicle technologies and diversified powertrains, and stricter environmental regulations, are enhancing the sustainability and efficiency of city buses. But these changes also mean fleet managers

now expect more from their tyres.

The Bridgestone U-AP 002 comes with a B-grade in rolling resistance, to reduce fuel consumption and exhaust emissions. The new flagship tyre also offers 9 per cent longer tyre life to ensure excellent mileage; the tyre's thick sidewall protection and strong casing enable high robustness and multiple tyre lives thanks to retreading. These features combine to result in a long-lasting tyre that reduces total cost of ownership per kilometre.

The Bridgestone U-AP 002 comes with a 200kg higher load capacity – a key electric bus requirement – and is suitable for eight tonne steer axles. As well as CO2 emissions, the Bridgestone U-AP 002 is engineered to decrease urban noise pollution, reducing output by 2dB in PBN from its predecessor.

The new flagship tyre also provides safety and peace of mind year-round as it's fully winter ready, with 3PMSF and M+S markings.

NEW TRUCK SALES

SOLD IN NORTHERN IRELAND



This month, Cecil Davidson Sand & Gravel welcomed their first ever Volvo FM 8X4 Tipper with Alloy CTEC Body from Dennison Commercials.



Two D range 14 Tonne 240 Bhp to Linden foods in Dungannon. Fitted with Gray & Adams fridge bodies supplied by Diamond Trucks.



New Fruehauf Agri Trailer for Robinson Concrete, 32 cube trailer on SAF Disc axles with Auto Cover supplied by Granco.



MBNI Truck & Van recently organised driver training for staff at Causeway Coast and Glens in their new Mercedes-Benz bin lorries. The Mercedes-Benz Econic 2630 6x4 with full safety pack including Pedestrian Recognition are the first 4 of 9 vehicles for the council. The Bin Lorry body was supplied by Castlereagh Motors in Belfast.



1 of 2 DAF XF530 sold to Fegan Transport Ltd, Gilford by TBF Thompson DAF Trucks.



Brian Cosgrave of Cosgrave Transport Limerick is taking delivery of four new S-WAY AS440S48T-FP units from Rod Hawkins at Emerald Truck and Van Dublin. Best wishes to Brian and all the team.



MAN 35.430 TGS 8 x 4 with Multilift hook loader to Eastwood Demolition by RK Truck Centres Ltd.



MAN 26.510 TG3 delivered to GTS Ballyclare by RK Truck Centres Ltd.



Check out Eglinton Timber Products Ltd, two incredible, brand-new Volvo FH500 6X2 XL Trucks from Volvo Trucks dealer, Dennison Commercials.



DAF LF230 sold to Cloverhill Fuels Ltd, Maghera by TBF Thompson DAF Trucks.



MBNI Truck & Van recently delivered this New Actros 2543 6x2 Rigid to Magowan Tyres. The Truck, with state-of-the-art MirrorCam and Brake Assist 5 with Pedestrian Recognition has a custom made GRP body made by Houston Coachworks.



1 of 2 DAF XF530 sold to Ewing Bros Ltd, Dungannon by TBF Thompson DAF Trucks.

NEW TRUCK SALES



SOLD IN NORTHERN IRELAND



Strathroy Dairies took delivery of 2 new Mercedes-Benz 2548LS BigSpace Actros from MBNI Truck & Van. These new trucks have a full safety pack including MirrorCam and Active Brake Assist5 with Pedestrian Recognition. The fuel efficiency made these new trucks an easy choice for the company.



Driving into Spring with their new truck is concrete specialists, SMP Concrete. With the help from Dennison Commercials the team opted for this tough, Volvo FM Day Cab 8x4!



McCulla Ireland and Lidl promoting the pending delivery of 10 x S-WAY 4x2 CNG Artic units from NI Trucks.



DAF FAX CF 410 sold to Fane Valley Feeds by TBF Thompson DAF Trucks.



DAF XF530 FTN sold to TB Transport, Craigavon by TBF Thompson DAF Trucks.



Henderson Foodservice, Mallusk introduce a further new Renault D18 chassis c/w dual temp fridge body into their fleet. Supplied and supported by Diamond Trucks.



Henderson Group Property add further two Master Red Edition L1 H2 panel vans following a favourable experience with two previous Master vans taken last year. Supplied by Diamond Trucks, Mallusk



2 of 2 DAF FTPXF 530 SS sold to Fegan Transport Ltd, Gilford by TBF Thompson DAF Trucks.



New Terberg YT182 supplied by MPM Specialist Vehicles Limited to Morgan McLernon.

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