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FOREWORD

by Barbara Ryan, Publishing Director, *Truck and Track*

2016 was a breakout year for advanced solutions in the commercial transport industry globally. Amazon announced Amazon Prime Air, a new programme to deliver packages by drones to shoppers within 30 minutes of order placement, whilst Uber's autonomous trucking arm, Otto, delivered 51,000 cans of Budweiser via its self-driving truck in Colorado, as we reported on Page 19 of our December Issue. The lesson is that established transportation companies must continually embrace new technologies, and offer new services, to keep pace with their customers' needs, or otherwise risk falling behind.

Many of the latest developments and innovations of interest to you and importance to your company will be displayed at the 2017 Multimodal and CV Shows (which we preview in some detail) and further explored at the Future of Transportation World Conference in Cologne in July.

At the NEC there will of course be so many new trailers, trucks, vans, vehicle bodies, tyres, ancillaries and cool devices and software to feast your eyes on!

Look out, for example, at the CV Show for Mobile Resource Management (MRM) from Telogis (Pages 68-69), which has the ability to supersede traditional telematics. Bone up on the DfT's Longer Semi-Trailer (LST) trials (Page 36). And check out Ultra-Seal's tyre sealant, a permanent repair for leakages and punctures (Page 70).

In this Issue no.31, we cover a host of company success stories, orders, new appointments and milestones, such as the first ever container train from China to the UK, DAF Trucks' record-breaking market share, DFDS's 150th anniversary, Europa Worldwide's new partnerships, and Labeline International's 25th year as supplier of the Dangerous Goods Regulations.

We report on smartphone-based transport management and how the latest VDO smartphone technology is helping less regular drivers to reduce their tacho infringements. However, drivers must be sure to pull in and switch off their engine before using any phone! Also, we point to the clear benefits to logistics operations, enunciated by our friends at Driver Hire, of high-quality periodic training.

So we wish you happy hunting down the aisles at the 10th Multimodal (4th to 6th April) and, three weeks later, at the CV Show (25th to 27th April). Don't forget – you are assured of a warm, *Truck and Track* welcome on our **Stand 5081** in Hall 4 at Multimodal!

Our Stand this time highlights Unisto's vast range of freight security seals and Merridale's flexible and scalable fuel and tank management systems. Moreover battery management experts Rotronics are offering our visitors free consultations and a competition to win a state-of-the-art CTEK 12V smart battery charger worth £319!

With best regards from the *Truck and Track* team

Barbara Ryan

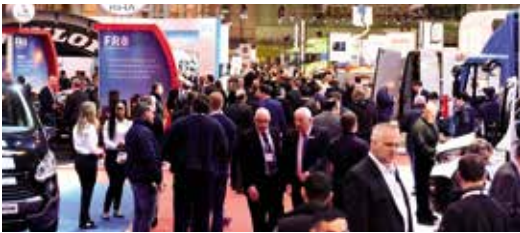
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CONTENTS – ISSUE 31

Page

- 4 BUSINESS NEWS**
- 22 CONTRACTS & ORDERS – HIGHLIGHTS**
 Breezmount, Bevan Group & Enterprise Flex-E-Rent
 ■ UK Container Maintenance ■ JSH ■ Marshall Fleet Solutions ■ Industrial Chemicals Group
 ■ Westons Recovery ■ Sureway Express Transport
 ■ AG Barr & Cartwright Group
- 30 CONTINENTAL** Continental Automotive (VDO brand)
- 32 TRANSPORT MANAGEMENT** Mandata
- 34 KNOWLEDGE & TRAINING** Driver Hire Training
- 35 TRAILERS** Gray & Adams ■ Goldhofer
 ■ Don-Bur
- 38 DANGEROUS GOODS** Ali Karim of the Hazchem Network ■ Labeline International ■ Wärtsilä & Mitsui OSK Lines
- 46 OILS & LUBRICANTS** Total UK – Lubricants Division
- 47 RAILFREIGHT** Samskip Van Dieren Multimodal & Hector Rail Group ■ Freightliner & British Steel
 ■ DB Cargo UK & InterRail Group
- 49 PORTS** DFDS ■ Peel Ports Group ■ Rhenus Offshore Logistics
- 54 SAFETY & SECURITY** Vision UK ■ Unisto
- 58 MULTIMODAL 2017** Howard Tenens
 ■ Multimodal Seminar Programme ■ PTV Group
- 64 BATTERY MANAGEMENT** Rotronics
- 66 COMMERCIAL VEHICLE SHOW 2017** Telogis
 ■ DAF Trucks ■ Kögel Mega ■ Ultra-Seal ■ Total UK – Lubricants Division ■ Montracon ■ Giti Tire
 ■ VBG Group Sales ■ Hankook Tire ■ Goodyear Proactive Solutions & TruckForce ■ Gray & Adams
 ■ Transdek UK ■ Volkswagen Commercial Vehicles
 ■ Mandata ■ FORS Professional ■ Merridale
 ■ Continental Tyres ■ Cartwright Group
- 81 PALLET NETWORKS** Association of Pallet Networks (APN) ■ Pallet-Track ■ United Pallet Network (UPN)
- 82 ADVERTISERS' INDEX**



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Feature-rich smartphone-based fleet management for HGVs

Truckcom is a small, independent, British-owned company trading since 2005. It is located at Bishops Stortford near Stansted Airport, and all its development and support services are conducted from there. There's a trend these days for companies to transfer these activities abroad – but keeping them in-house has worked well for Truckcom since its inception, and is set to continue.

The company was created as a spin-off from a haulage company recognising the need for a product which provided all the features operators need at a price they can afford. The feeling was also that, if excellence in customer service and a no-nonsense approach were the norm, the firm would stand out against other telematics suppliers who try to blind people with science, tie them into long leases and then disappear from the market.

Unlike its competitors, Truckcom provides a powerful HGV fleet management system based on a driver smartphone app and web-based office system. It's flexible, easy-to-use and lowcost. There's nothing to install in the vehicle, and the driver app works on all smartphones.

From the start and still today, the company has focussed on the same features – fleet tracking, electronic POD, paperless vehicle checks, and integrated satellite navigation, all using mobile devices.

Hugh Wightwick, a founder of Truckcom, feels that its early start was a mixed blessing: "The good thing is that we have had time to evolve a very capable system in close collaboration with our customers. But the going was very hard in the early days. Only a few farsighted operators really 'got' the idea of giving a driver a mobile device as part of their fleet management approach. Nowadays Truckcom runs on all smartphones in 17 different languages."

One of Truckcom's longest-standing and largest customers is Goldstar Transport. Derek Cawston, Director at Goldstar's Woolpit HQ by Junction 47 of the A14, recalls how they became involved with Truckcom: "We decided that we should invest in a new fleet management system, to take advantage of the technology that was out there. The system we had at the time was inadequate and antiquated."

After investigating a number of other systems, Goldstar settled on Truckcom as the ideal solution for their business. He declares: "Truckcom was the best fit for us – it did so much more than the other systems."

Another important challenge for Truckcom has been to make its powerful office software more easily accessible to a rapidly growing customer base. That's where the company's most recent innovation comes in – a new version of its office software called TruckcomST that is entirely cloud-based.

Users just open a web page in their internet browser, and they're straight into using the system. Hugh Wightwick again: "Back in

2005 we didn't feel that web technology was capable of doing everything that the Truckcom office needed – so our software was installed individually on each PC. But since then there's been a lot of progress in web technology.

"Our most recent system is based on Microsoft Silverlight, which is perfect for us. It lets us do all the things Truckcom did before – fleet tracking, electronic POD, vehicle checks and much more – but all within the user's browser. The great thing about the new, cloud-based approach is that customers can sign up instantly – and we're offering free, no-obligation 30 day trials."

Truckcom continues to grow, as word spreads about its innovative approach to fleet management. One of Truckcom's newest customers is Simarco, an award-winning distribution company which provides a range of logistics services in mainland UK and Europe. Established in 1997, it has 250 employees and 70 vehicles in the UK, with hubs at Witham (Essex), Stoke-on-Trent and Burton-on-Trent.

Prior to adopting Truckcom, Simarco had been using a PDA-based system. Nina Hart, Simarco's Transport Director, tells us more: "The old system was cumbersome and confusing for the drivers to use. We knew we needed to upgrade to a more modern system and were immediately impressed with Truckcom's smartphone-based solution."

Simarco evaluated Truckcom during a free trial period, and found that drivers far preferred the smartphone-based approach. She continues: "Internally there was a concern about how the drivers would adapt to the new software. However they all have their own smartphones, so the transition for them was very quick and easy."

"Knowing that Truckcom was well established with other companies helped our decision. The fact that Truckcom is a mature system, rather than something new on the market, was a big consideration for us."

"Vehicle checks are an added benefit. They save admin time and were not available on the old system. Another saving is the tracking, which is available via the Truckcom app and replaces older kit at the end of its contract. Truckcom is an efficient one-stop-shop that enables us to make our operation run as efficiently as possible."

"The fact that with Truckcom you deal with a technical decisionmaker throughout has been a big plus. You know you will get what you ask for, which makes the whole process a lot smoother."

Over its lifetime the Truckcom system has evolved and been developed in many ways, but has always reflected the input and advice of experienced fleet operators, a strategic approach which lies at the heart of the company's philosophy.

www.truckcom.co.uk

www.goldstartransport.co.uk/locations/woolpit www.simarco.com



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Toby Green
Hamburg Sud Contract Manager
Seven Lincs

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GBRf wins contract to transport kaolin from Antwerp



Geert Pauwels – CEO of B Logistics in Brussels

Now a part of Sweden’s Hector Rail Group (as reported on Page 77 of the December 2016 Issue of *Truck and Track*), GB Railfreight (GBRf) has won a significant contract placed by B Logistics – based in Brussels and Belgium’s largest private railfreight operator – to move kaolin between that country and Scotland.

The contract, which started on 3rd January 2017 for 12 months, will see GBRf transport china clay slurry from Antwerp to Irvine. This flow is traditionally known across the rail industry as the “Silver Bullet” train, a well-known freight service on the network.

GBRf will be using a mixed traction strategy across their element of the 1000km journey, with its Class 92 electric fleet delivering the train through the Channel Tunnel – and running the service as far north as Carlisle, where it will then switch to its Class 66 diesel traction for the leg into Scotland.

John Smith, Founder and CEO of GB Railfreight, declared: “This contract win is a recognition of the outstanding reliability and performance our customers have come to expect. Our first service in this flow arrived four minutes early into the rail terminal, and we aim to deliver this level of service through the duration of the contract.

“We’re very pleased to be working with B Logistics to connect Belgium and Britain and deliver kaolin to the paper mill in Scotland.”

Geert Pauwels, the CEO of B Logistics pictured here, has a clear philosophy echoed by many in Europe: “Rail is the future. Today rail has established itself as a competitive alternative to other modes of freight transport. Moreover, rail is beneficial for the environment and for mobility. It is our ambition to increase the modal share of rail significantly in the coming years.”

■ GB Railfreight has a fleet of over 130 locomotives and 1100 wagons, providing a wide range of rail transport solutions and rail services to its customers. Its team of 650 people operate over 1000 trainloads a week, moving 15% of the UK’s total railfreight.

www.gbrailfreight.com
www.hectorrail.com

www.sncblogistics.be

Iveco forges ahead with Tata Steel order for Stralis

Tata Steel has replaced the truck fleet at its Lisburn site with eight Stralis Hi-Way tractor units – the steel production giant’s first UK order from Iveco. The 6x2 twin-steer trucks will operate from the facility in Moira Road and transport steel products around the region, and over the border into the Republic of Ireland.

Delivered by Newtownabbey-based Iveco dealer NI Trucks, Tata Steel’s new Stralis tractors (AS440S46TX/P) were supplied with a three-year Iveco Elements r&m package, and liveried in Tata Steel’s white and blue colours. The new arrivals replace eight existing tractor units, and are each expected to clock up some 120,000 km a year.

Tata Steel’s Transport Manager for Ireland, Jack Horner, explains: “We trialled demonstrators from a handful of different manufacturers prior to placing the order, but the Stralis came out on top, after performing faultlessly and proving very efficient on fuel. Our drivers really appreciated the comfort levels in the top-of-the-range Hi-Way cab.

“The projected total cost-of-ownership is also very competitive, particularly with the r&m deal bolted on.”

All eight trucks are powered by Iveco’s Cursor 11 engine, which produces up to 460 HP between 1500 and 1900 rev/min, and up to 2150Nm of torque between 925 and 1500 rev/min.

The Cursor range features Iveco’s Hi-SCR technology, which meets the stringent Euro VI emissions limit without the need for



forced regeneration. This means vehicle productivity is increased, since Iveco’s Hi-SCR system requires neither driver involvement, nor downtime from active regeneration, meaning that no fuel is utilised to burn particulates and no energy is lost to cool down exhaust gases.

■ Tata Steel is Europe’s second-largest steel producer, operating factories at IJmuiden port in the Netherlands and Port Talbot in Wales. The company also works from sites across mainland Europe, including facilities in Belgium, France, Germany and Turkey, as well as further afield in Canada and the USA.

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IRU promotes electronic consignment notes

Rules for transporting goods internationally are covered by the United Nations Convention for the Carriage of Goods, known as the CMR (Convention relative au contrat de transport international de Marchandises par Route). This Convention has been ratified by most European states, as well as several other countries. Transport operators, drivers and those receiving shipments use a CMR consignment note, which presents information about the shipped goods and the transporting and receiving parties. Until recently CMR notes were only in paper form, and the IRU is now advocating a move to electronic format.

In February 2008 a protocol was added to the CMR Convention which requested that CMR could be managed electronically, via 'e-CMR'. This protocol entered into force on 5th June 2011, and so far 11 countries have ratified this new electronic system. They include Bulgaria, Czech Republic, Denmark, Estonia, Latvia, Lithuania, France, Netherlands, Slovakia, Spain and Switzerland, with additional countries showing strong interest.

e-CMR officially launched in January 2017 with the first ever border crossing to use electronic consignment notes between Spain and France, proving that the system works and is simple to implement and use. It is likely to prompt other countries to join – therefore increasing the potential for common benefit.

In its paper-based format, the CMR consignment note brings many benefits: it harmonises contractual conditions for goods transported by road and helps facilitate goods transport overall. A global e-CMR solution would retain all these benefits, but would make the system more modern, by removing paperwork and handling costs.



The e-CMR launch event, jointly organised by the IRU, ASTIC (Asociación de Transporte Internacional por Carretera) in Spain and Fédération Nationale des Transports Routiers (FNTR) France, involved the transportation of oranges by the carrier PrimaFrio, pictured here, over 1300km from Huelva to Perpignan, crossing the border at Le Perthus, Pyrénées-Orientales.

That is why the IRU intends to implement a global e-CMR solution, in close partnership with its members.

Joaquín del Moral, Director General de Transporte, Ministerio de Fomento (Ministry of Transport and Infrastructure) in Spain, commented: "As one of the first countries to ratify the e-CMR protocol, Spain is in favour of the electronic consignment note – and therefore fully supports this initiative to test and analyse the benefits. It represents the future of logistics operations."

www.iru.org/what-we-do/services/innovation/e-cmr
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New Managing Director at MAN Truck & Bus UK



Thomas Hemmerich

Thomas Hemmerich has succeeded Simon Elliott as Managing Director of MAN Truck & Bus UK at Swindon. Hemmerich has moved on from the position of Managing Director of MAN Truck & Bus Austria, having worked for the company in total since 2003.

Prior to taking up his role in Austria, he served as CEO of MAN Truck & Bus Germany, Regional Head of Sales for Africa based in Johannesburg, and Senior Vice-President – Sales Management at MAN Truck & Bus in Munich.

Thomas Hemmerich commented: "I am looking forward to working in the UK and relish the challenges that lie ahead. It is a fantastic opportunity to lead MAN Truck & Bus UK. There is huge potential here, and I know I will be building on a strong platform. The launch of the MAN TGE van will bring more to our range, and it is a very exciting time to be joining the company."

Simon Elliott remarked: "I am delighted to have handed over to Thomas, and I know he will bring his experience and expertise to bear here in the UK. I wish him and the whole team at MAN Truck & Bus UK continued success."

www.truck.man.eu/uk/en

Promotion of female r&m specialist by MAN in Swindon



Joanne Duncan

Longstanding employee Joanne Duncan has been appointed as Business Development Manager – Repair-and-Maintenance, after working for MAN Truck & Bus UK for 19 years.

The 40-year-old from Swindon takes over from Ben Schwarz, who has recently moved into the Sales Department as National Sales Planning Manager.

Joanne brings a wealth of knowledge of r&m contracts, having started her career at MAN Truck & Bus UK as a

Repair-and-Maintenance Administrator in 1999, following five years at Ryder Truck Rental in contract management.

She commented: "I have worked for MAN for most of my working life, and I thoroughly enjoy working as part of such a committed and enthusiastic team. The management team are supportive and recognise and develop individual's attributes.

"With my in-depth product knowledge and being involved in the Department for so long, I know the capabilities of the Department, and my primary aim is to increase MAN's contract portfolio."

Mike Williams, Head of UK Support, remarked: "Jo has been integral to the growth and success of our repair-and-maintenance portfolio since its launch in the late nineties. She has a vast knowledge of our products, and her commitment to the MAN brand is commendable. The Department is looking forward to further developing the portfolio and working closely with the Sales Department and dealer network."

www.truck.man.eu/uk/en

Canter E-Cell distribution truck in the limelight



The Mitsubishi Fuso Canter E-Cell unveiled at "Freight in the City" in London's Alexandra Palace

The Mitsubishi Fuso Canter E-Cell, as pictured here at last November's one-day "Freight in the City" exhibition at London's Alexandra Palace – where the all-electric distribution truck had its UK premiere – is attracting attention from numerous potential buyers.

The environment-friendly six-tonner has also been presented in various markets on the Continent – and has successfully completed a 12-month customer trial phase in Portugal, during which eight

vehicles were in service with customers in cities such as Lisbon, Cascais and Porto. With operating ranges in the order of 100km, the Canter E-Cell surpasses the average daily distance typically covered by many of the trucks used in distribution haulage. Electric-powered Canter E-Cells are currently being used by Stuttgart's municipal public services and the Hermes parcel delivery service.

The heart of the compact six-tonner consists of four state-of-the-art lithium-ion battery packs with a capacity of 48.4 kW/h which supply emission-free drive energy to a magneto-electric motor in the Canter's drivetrain. This motor delivers an output of 110 kW (150 HP), with peak torque of 650 Nm available directly from pulling-away speed.

The batteries are charged overnight either at the standard 230V mains or at an in-house charging station with a 360V / 100 Amp connection. With the latter option, the underfloor battery can be charged to 80% capacity within an hour.

For the purposes of pedestrian protection in traffic-calmed zones, the Fuso Canter E-Cell is even equipped with a sound generator which can simulate engine noise when necessary!

The successor model to the E-Cell has already been presented at the 2016 IAA Commercial Vehicles Show in Hanover. In contrast to the current six-tonner with a payload of three tonnes, the new model is 7.5t with a further optimised payload.

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Quartix appoints two new Directors

Quartix Ltd has recruited two new Directors onto its Board: Dr Ed Ralph is appointed as Chief Operating Officer and Lynne Austin as Director of UK Fleet Operations.

Ed Ralph brings to Quartix extensive experience in technology management, digital marketing and eCommerce. From 2001 to 2015 he built and led the technology team at Abcam plc. In 2006 he formed the eCommerce and digital marketing functions at the company and built a team that focused on delivering the leading website and digital marketing in the industry. He led an international team across both technology and digital marketing functions, numbering over 70 people across four offices.

Since leaving Abcam, Ed has served in non-executive or consultancy roles related to technology and marketing at a range of Cambridge-based companies, including Red Gate Software, Axol Bioscience and Congenica. He also conducted consulting projects for Quartix itself in 2016.

Ed has a degree in biochemistry from Southampton University and PhD in molecular biology and biotechnology from Sheffield University and was conducting post-doctoral research at the University of Cambridge prior to joining Abcam.

Lynne Austin meanwhile brings to the table over 25 years of successful sales and account management experience, selling technical products and services to business clients and channel partners both in the UK and internationally. Her roles have included International Account Director at AT&T, Business Development Director for Jetstream Communications, Deputy General Manager at BT Global Services, and Global Account General Manager at Xerox Global Services.

Her most recent position was as Sales Director for the Investment Banking sector at Williams Lea, during which she managed a division with revenues in excess of £50m and 850 staff, providing document outsourced services.

www.quartix.net



Dr Ed Ralph



Lynne Austin

Supporting fundraising rally across India for Teenage Cancer Trust

High-profile logistics marketing agency Plott Creative of Coleshill, Warwickshire, took part in the 2017 Dumball Rally – the world-famous fancy dress challenge on wheels – across India, thereby helping to raise nearly £150,000 for the Teenage Cancer Trust. This impressive target was reached through the support of clients and suppliers, including Truck and Track.

Other sponsors included Winton Engineering, TruTac, tmWare, SW Group Logistics, Freightport Logistics, Rowley Contract Hire, Bagsahead and the Intelligent Global Group. Together they helped raised over £150,000, which means that the Dumball Rally is on target to reach £1,000,000 by 2018.

Many of Plott Creative’s clients and suppliers are logistics-based companies, who dug deep to help Anna Plotnek and her team, known as the Camel Sutras, take part in this annual fundraising event.

“The Dumball Rally really resonated with us, being transport-related and attached to such a wonderful cause,” declared Barbara



Ryan of Truck and Track.

Anna Plotnek, Managing Director of Plott Creative, emphasised: “We knew a challenge like this would strike a chord with our predominantly logistics-based clients, as it was both transport-themed and an amazing opportunity to support such a charity close to many people’s hearts.

“Experiencing road travel in India was an eye-opening experience and provided a new perspective on the challenges of logistics and transport. Transport infrastructure is such a vital lifeblood to every country that we often take for granted our own logistics network.”

Celebrating its tenth anniversary, the Dumball Rally is widely considered to be one of the world’s ultimate driving challenges. The idea behind the Rally is to

refurbish and prepare cars that have seen better days and drive them for thousands of miles on the World’s toughest roads to raise money for charity.

And 2017 was no exception, with India the chosen country. In only eight days, teams had to drive over 3000km from Delhi, through three states and a desert, to reach their final destination in Goa. It really was a test of endurance.

The team also took part in challenges at local schools and an orphanage to help raise awareness of the Teenage Cancer Trust.

“We’d like to say a huge thank-you to all our sponsors who helped us raise such a huge amount and make this challenging Rally such a rewarding and humbling experience,” Anna Plotnek summed up.

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Onward & upward for the Bevan Group



Meteoric growth in its Aftercare Division has been a key driver behind the West Midlands-based Bevan Group's move to an impressive new headquarters. Turnover for the multi-faceted company's Aftercare operation, which maintains and repairs commercial vehicle bodies and ancillaries, has shot up from £1.3 million to £6.3 million in just three years.

This achievement, coupled with continued expansion within its rigid truck and van bodybuilding, Graphics (vehicle livery) and Passport (assistance with European WVTA compliance) operations, has seen Bevan claim 15th spot in a recent list of the Black Country's top 50 fastest-growing companies.

The move to its new home on the Wednesbury One Industrial Estate crowns Bevan's 40th anniversary year. Centrally located close to M6 Junction 9, the building features a fully-equipped, 17,000 ft² factory and 5,000 ft² of stylish office space. The Bevan Group has made a substantial investment in its new HQ – refurbishment and installation costs alone total almost £1½ million – and the development has already contributed to a significant uplift in efficiency and increased revenues.

Bevan has retained its production facility in Amber Way, Halesowen, which also served as its Head Office from 2006 and is now undergoing a major facelift, as well as a second base in Blakeley Hall Road, Oldbury. The company also owns the Bevan Specialist Products operation at Stone, Staffs, and Supertrucks, a specialist manufacturer of glass-carrying vehicle body systems, which is based at St Helens, Merseyside.

The Aftercare Division's 44 field-based engineers provide CV operators nationwide with planned and emergency support, covering ancillary equipment such as cranes, taillifts and roller shutter doors, as well as bodywork of all kinds.

They are managed by a team of 27 operations controllers located at the new HQ, where four of the main bays in the factory have been assigned to Aftercare. The Aftercare Division's success and scale are reflected in the fact that between them its engineers now work on some 250 vehicles a day.

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web: www.xdp.co.uk

Cloud-based TruTac solution ideal for Clean of Maidenhead



Based in Maidenhead, Berkshire, with 145 vehicles servicing ten laundries across the southern half of England, Clean is one of the country's leading linen and workwear providers. Delivering to over 5,500 customers across the UK each day and washing 130,000 garments a week, yet still providing a personalised service, is no mean feat. So when Group Transport Manager Peter Cox needed to upgrade the company's existing compliance and tachograph analysis software back in 2013, he turned to the solution that he knew to be reliable and flexible enough – TruTac's TruControl.

He explains: "Although we already had software in place, it was not suited to the needs of a rapidly growing business like Clean, so I decided to switch to TruTac, as I'd used it in a previous role and liked working with it. I particularly like TruControl because it's really simple and easy-to-use with only a short period of online training, and the reports it generates are much more relevant to our day-to-day systems of work than other providers."

TruControl is cloud-based, and the web portal and dashboard within it are particularly suitable for how the Clean fleet is managed. Peter Cox reports: "As well as being able to look up all the information I need directly, I can also drill down on our laundry site locations, and

toggle between them too."

He also regularly moves vehicles between sites to cope with peaks in demand, and TruControl easily keeps track – while keeping an eye on legal obligations and monitoring drivers: "I can check on vehicle utilisation via TruControl and look up the drivers with the best and worst infringement records at the various sites. What is more, there are widgets for things like the weather forecast as well.

"One of the most important tasks is debriefing drivers when they have completed their deliveries and collections. The TruTac system is instantaneous, so that I can look up a driver who's just completed his route and instantly download data to check for any infringements. That means we can debrief drivers straight away."

Also, since all data is stored on the system – even after a vehicle has left the fleet – complete records of any individual actions taken are made and easily retrieved. And because the software is cloud-based, everything is backed up on TruTac's server too."

Taking everything into consideration, Peter Cox is confident that he's made the right choice and says that, as a bonus, switching to TruControl has saved his company money too. "TruTac gave us a cracking deal. They're competitively priced and reliable as well. In fact, we've never had an outage yet!"

www.trutac.co.uk



Group Transport Manager Peter Cox

Europa forges new partnerships in Europe



Dan Cook – Operations Director of the Europa Worldwide Group

Europa Road, a division of vibrant and ambitious logistics provider the Europa Worldwide Group, is forging partnerships with three new European companies – in Spain, Netherlands and Portugal.

In Spain, Europa will be working with Ekol, a Turkish company which is a major operator on the Continent. This will enhance Europa's routes to and from Spain, and in particular Barcelona, where Europa will now be able to offer daily services six days a week to and from

the city. It already offers daily services to Madrid and Irun which will continue. Ekol, established in 1990, has a turnover of €500m and employs in excess of 6,500 across 85 locations.

In the Netherlands, Europa will work with independent company BF Global based in Tilburg. Europa will continue to operate two daily trips to and from Dartford to Tilburg. BF Global was founded in

2012 after an MBO and operates across a wide variety of industry sectors including automotive, fashion, technology and consumer electronics.

Europa's new partner in Portugal is Abreu Carga. 'Agencia Abreu' was founded in 1840 in Porto and remains a privately owned company. Historically focussed on travel and tourism, the continued growth of transport activities led to the creation of an autonomous company in 1994 to specialise in European freight forwarding.

These new partnerships will enable Europa to continue to upscale its operations across the Continent, as well as to enjoy improved cost and operational efficiencies, and enhanced revenue streams.

Dan Cook, Operations Director of the Europa Worldwide Group, pictured here, does not mince his words: "Our business has huge ambitions for exponential growth, and we need to have the right local partner framework in place to deliver these ambitions.

"As we focus not only on growing the volume of consignments in 2017 and beyond, but also on the overall product quality and competitiveness that we offer, we need a powerful network which delivers high standards of services for our customers in what is a fiercely competitive marketplace."

The Europa Worldwide Group employs 600 people across 11 sites in the UK plus Hong Kong and is represented in 100 countries.

www.europa-worldwide.com



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Scania P Series from TruckEast suits ADC Drainage down to the ground

ADC Drainage of Wisbech likes to stay at the forefront of technology, and its latest Scania P Series shown here is no exception. With a stainless steel Cappellotto tank mounted to the chassis, this 26-tonner is one of the first of its type in the UK.

Operating since 2000, ADC Drainage offers services including CCTV surveys, drainage cleaning with jetting and tanker operations, as well as general system r&m. The company's blue-chip customer base includes The Environmental Agency, Norfolk, Cambridgeshire and Essex County Councils, Cambridge University and many renowned civil engineers and construction companies.

Accordingly, ADC's fleet consists of a variety of dedicated service vehicles which enable them to provide solutions for a range of drainage issues.

Supplied by local Scania dealer TruckEast, the latest purchase is a P410 LB 6x2 MNA day cab. Powered by a six-cylinder, 13-litre engine delivering 306 kW (410HP), its output is transmitted smoothly via its 12-speed Opticruise gearbox. The P Series comes complete with a rear steer axle, which means that it is highly manoeuvrable – a crucial aspect when inner city contracts demand tight turning circles.

When it came to the new truck, build quality was a key factor in the decision-making process, as Steve Paige, Director of ADC Drainage, underlines: "Not only did the vehicle need to match our operational needs but, with an investment such as this, lifespan and longevity come into play, so we needed an asset that would stand the test of time.

"We believe in delivering quality of service every time to our customers. Whether the contract is ten miles down the road or in Jersey, our fleet must remain reliable, and our other Scania's have been just that."

The Cappellotto CapCombi system, specified and ordered through Fast Flow Solutions in Dorset, offers both jet and vacuum operation and was tailored to the UK market. Fitted directly at the factory in Italy, its tank is capable of carrying up to 2640 gallons (10,000



litres) of waste. Boasting a high-pressure Pratisoli pump, it extracts 63 gallons (240 litres) per minute at 250 bar through rotary vane technology. The system is equipped with a high-pressure jetting hose, fed directly from a secondary tank holding 370 gallons (1400 litres) of clean water.

What is more, operated by radio remote control, the system is completely self-cleaning thanks to two high pressure jets. Steve Paige reports further: "Once emptied, my engineers can move directly from one job straight to the next: with a simple activation of the control, the tank will fully clean itself.

"This Scania is now the most versatile unit on our fleet, and we are really pleased with how it's turned out. The technical support we had from both TruckEast and Fast Flow Solutions was brilliant – we simply told them what we wanted, and they worked together to ensure we got just that."

Supported by a five-year r&m agreement, the latest 26-tonner will undergo all its inspections and servicing at TruckEast Kings Lynn.

www.adcdrainage.co.uk www.fastflowsolutions.co.uk
www.truckeast.co.uk

McGurk to head up Pullman Fleet Services



Vince McGurk

Wincanton has announced that Vince McGurk has been appointed as Managing Director of its business unit Pullman Fleet Services Ltd, a major independent provider of commercial vehicle maintenance and fleet management. He will report directly to Chris Fenton, Managing Director of Wincanton Industrial & Transport.

Through 30 owned service centres, 340 trained technicians and 25 apprentices, Pullman provides non-marque-specific commercial vehicle r&m and roadside assistance to customers across all sectors in the UK, including ADR petrochemicals transportation.

Prior to his role at Wincanton, McGurk held senior general management and supply chain positions at Jewson and ATS Euromaster, as well as nine years at the international pallet and container pooling services provider CHEP.

He said of his new appointment: "I am excited to continue the transformation of Pullman Fleet Services. There are good long-term prospects for growth and opportunities to engage with existing and new customers in the maintenance and management of their fleets including all makes and models. I look forward to driving further success for Pullman Fleet Services."

Chris Fenton commented: "Vince has considerable knowledge in supply chain and operations. We're confident that he will use this wealth of experience to build on the successes we have already enjoyed within Pullman, including industry-leading levels of uptime at 97% and MOT pass rates of over 98%."

www.pullmanfleet.co.uk www.wincanton.co.uk



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New distribution partnership between TTC & Bosch

The commercial vehicle component distribution arm of the Unipart Group, Truck & Trailer Components (TTC), has announced a distribution partnership with Bosch. The partnership will see TTC offering the full Bosch CV product range to the UK and Eire aftermarket from its global distribution centre at Cowley, Oxford.

The Bosch Group is one of the principal global suppliers of technology and services to the automotive OEM market. The Bosch Automotive Aftermarket division provides the aftermarket and workshops worldwide with a comprehensive range of diagnostic and repair shop equipment and a wide range of spare parts – from new and exchange parts to repair solutions – for passenger cars and commercial vehicles.

Its product portfolio includes products made as Bosch original equipment, as well as aftermarket products and services developed and manufactured in-house.

Accordingly TTC is set to provide the entire Bosch aftermarket CV product portfolio to its network of independent, approved stockists across the UK and Republic of Ireland. Products include:

- Rotating electrics.
- Diesel (injectors / pumps).
- Sensors.
- Comfort electrics.

- Wiper blades.
- Denoxtronic AdBlue dosing system components.
- Steering system components.

www.ttcparts.com



Dennison Trailers has created a special one-off gold trailer to celebrate production of its 50,000th unit since the company was formed, and added extra sparkle with Xbrite+ forged aluminium wheels (www.xlitewheels.co.uk). Number 50,000, a slope-frame ISO tank trailer ideal for the transportation of hazardous liquids, is one of 34 trailers that will be supplied in a new deal with global logistics company Suttons International (www.suttonsgroup.com/uk). As well as its aesthetics and easy-clean properties, the ultimate advantages of operating with Xbrite+ forged aluminium wheels includes extra payloads, reduced diesel usage, decreased CO2 emissions and less wear on surrounding parts, including expensive components such as tyres and brakes. The Lancaster and Naas-based company began life as Dennison Brothers back in 1964, before becoming Dennison Trailers Ltd in 1966 (www.dennisontrailers.com).

mandata

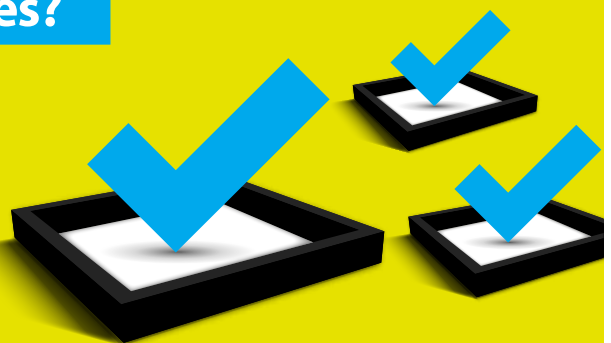
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Lloyd Morgan approved as IRTEC licence test centre

The Lloyd Morgan Group of Cannock, Staffs, are one of the UK's principal independent maintenance compliance service providers. Their vehicle inspection, compliance audits and training solutions are endorsed by the Confederation of Passenger Transport (CPT). They are also corporate members of the Chartered Institute of Logistics and Transport (CILT), with whom they work closely on a range of training courses.

The Lloyd Morgan Group have now become a registered IMI Approved centre for the IRTEC licensing scheme. Following their successful expansion of vehicle inspection training services with additional IRTEC accreditation, Lloyd Morgan Group have now decided to conduct the IRTEC assessments in-house via their own IMI Approved centre.

Managing Director Pete Thompson emphasises: "We have already been for some years one of the country's leading PSV IRTEC candidate providers into the IMI, though previously via a third party. IRTEC accreditation now enables us to offer a more flexible customer experience with regard to dates, qualifications, location and the quality we can offer.

"With our significant expansion in the HGV sector, our new services such as workwear & PPE have already been launched and are being very well received by the industry. Further new services are to be released throughout this year, helping us to become a one-stop-shop and satisfy our customers' requirements, thus cementing our place as a major cost-effective and quality provider of transport training, inspection and auditing services.

"In addition to the new services, we are always looking for new staff – from compliance engineers to sales staff – to help us manage the expansion of the business. And so, if you are interested in joining our friendly team, then contact us as soon as possible with your CV."

If you have any IRTEC requirements or wish to find out about the Lloyd Morgan Group's other services or employment opportunities, visit www.lloydmorgan.co.uk, email info@lloydmorgan.co.uk or call 01543 897 505.



To be held in the Conference Centre East of the Köln Messe, Germany, from 5th to 6th July, the Future of Transportation World Conference (www.thefutureoftransport.com) aims to bring together world transportation leaders. These will range from automotive OEMs and their tiers of suppliers, transportation authorities and city planners, rail and public transport technology suppliers and operators to drone companies, haulage and logistics firms, mass transit solutions providers, and inventors of new global mobility solutions.

They will share the common goal of devising better solutions for the increasingly demanding challenge of providing safe, efficient and sustainable transportation for the World in 2030 and beyond.

RCS Logistics makes the "A" Grade

Third-party logistics provider RCS Logistics of Corby, Northants, has successfully passed the British Retail Consortium (BRC) Global Standard in Storage and Distribution Issue 3 with an "A" Grade, under the new system which was announced in 2016. BRC accreditation ensures that product integrity is maintained during storage and distribution and customer confidence upheld through audit and certification.

Having worked with some of the UK's largest food brands and been awarded a number of FMCG contracts since first gaining the BRC accreditation in 2016, it gives the customers of RCS Logistics in the food and drink industry peace-of-mind that they're receiving the highest level of service in their supply chain operations.

Developed by multi-stakeholder groups including industry representatives from certification bodies, foodservice organisations and retailers, the BRC Global Standard is designed to reflect best practice and facilitate a process of continuous improvement through a well-designed, risk-based product safety management system.

www.rcslogistics.co.uk
www.brcglobalstandards.com/brc-global-standards/storage-and-distribution

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The dark side of GPS for haulage companies

A topical comment by Chris Billing, Director of SNAP Account, which is responsible for managing the parking needs of 50,000 UK and foreign registered HGVs

Over the last decade or so, the use of GPS devices in both commercial and private vehicles has become more and more widespread. We are now at the point where GPS is regarded as an essential part of the haulage industry.

The prevalence of these devices is purely down to the tangible benefits they provide. For starters, the ability to plan routes quickly and efficiently, allowing drivers to move between sites in the smoothest possible way.

The avoidance of congestion and diversions will improve fuel usage and minimise delays. Both of these improvements will be seen quickly by the business and immediately help to recover the cost of implementing the GPS devices. Deliveries are made to schedule and the fewer late deliveries, the better. Customers can be reassured that drivers have the necessary equipment to overcome potential delays and arrive where they should, when they should.

The fuel savings go further than just avoiding traffic jams and diversions: fleet operators can monitor unwanted driver behaviour through GPS. Idling time alone can have an impact on the fuel usage of one vehicle, let alone an entire fleet. Engine wear-and-tear can also be mitigated by monitoring the driving style of employees, and the GPS devices give bosses the chance to ride in the passenger seat and keep an eye on things, to make sure that their employees are driving in an economical and fuel-conscious manner.

In addition to the benefits of fuel efficiency, the use of GPS can also be beneficial for contesting insurance claims and speeding tickets. By having an accurate record of the location and speed of each vehicle in a fleet, bosses will have the necessary information to fight back against claims that may be untrue. Unauthorised usage, perhaps out-of-hours, by employees can also be detected and logged with these devices.

Moreover, in the event of vehicle theft, having a GPS device fitted can be the difference between retrieving the vehicle or not. Knowing the vehicle's precise location will ensure that it can be tracked as soon as possible, as opposed to relying upon less sophisticated search methods.

Indeed this was the case in the horrific attack of December 19th on the Christmas market near the Kaiser Wilhelm Memorial Church at Breitscheidplatz in Berlin.

The GPS device fitted to the vehicle that was used had been sending information back to the company. They had detected abnormal



Chris Billing of SNAP Account

usage, including the vehicle 'choking' repeatedly, as if it were being driven by a beginner. This prompted them to attempt to contact the driver. Unfortunately they couldn't, and the tragic events unfolded unhindered. But the fact that the company had installed these devices and correctly been alerted to unusual behaviour is a testament to their value. However, in the days following the attack, it was announced that the UK Government was investigating the potential of implementing a kill-switch for HGVs. Accordingly, should suspicious driving behaviour be detected and an attack anticipated, the vehicle could be shut down remotely.

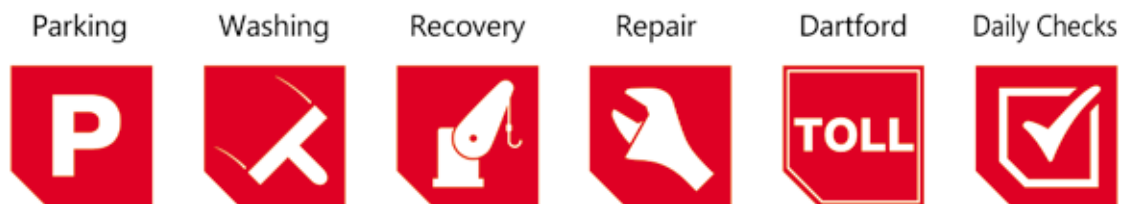
Undoubtedly GPS devices can, and certainly do, provide a variety of benefits to haulage companies – saving money, boosting efficiency and providing accurate data for fighting claims. But there are growing concerns that this technology can be abused and turned against haulage companies.

The dark side of GPS! I was recently talking to one of the clients of SNAP Account, the owner of a large haulage fleet based in Poland. She told me of a recent theft her company had suffered, losing hundreds of thousands of pounds worth of designer coats. Upon investigation, it became clear what had happened.

A foreign GPS tracking device was discovered on the underside of the vehicle: the thieves had been tracking it and pulled into the same truckstop at night. They had parked their vehicle alongside and, under cover of darkness, broken in and transferred the coats directly from one vehicle to the other.

While this is somewhat of an isolated incident – there seems to be almost no mention of similar crimes online, it is certainly worth keeping an eye on. As technology advances, these devices can become smaller and smaller, broadcasting for days at a time, allowing them to be hidden virtually anywhere on a trailer. Combined with the difficulty in locating a rogue GPS signal on such a vehicle, where legitimate transmissions are commonplace, it would be very challenging to stamp out this kind of crime whilst still keeping fleet operations running efficiently and on time.

Drivers cannot be expected to keep an eye on their vehicle from pickup to delivery. Sleeping, eating and rest breaks mean this is just not possible. But improved levels of security at truckstops throughout the country will always be welcomed by haulage companies looking to ensure the security of their vehicles and the goods with which they have been entrusted!



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DKV fuel price app improves market transparency

The free app from the fuel and service card provider DKV Euro Service for iOS, Windows and Android smartphones and tablets enables drivers all over Europe to locate filling and service stations with DKV acceptance, providing intelligent fuel price and distance comparisons.

Now DKV includes price data from Italian, Spanish and Portuguese authorities in the DKV app and route planning application DKV Maps.

DKV offers its customers even more up-to-date price information across more of Europe. Following the example of Germany and France, the Italian, Spanish and Portuguese authorities have been publishing current price data for some time, which can now be utilised in DKV products.

Dirk Simon, Head of Fuel and Payment Authorisation at DKV Euro Service, explains: "We welcome the decision of the authorities to make their data available for our products. With more price transparency come higher added value for our customers and increased individualisation of the products and services we can arrange for them."

Until recently fuel price information outside of Germany was based on transaction data from fuelcard providers. As a result, customers had no current price information about less frequented fuel stations.

Only time will tell whether this increased price transparency in more parts of Europe will achieve similar results to those of the Market Transparency Unit for Fuels (Markttransparenzstelle für Kraftstoffe) in Germany. "We will monitor the market meticulously and keep our customers informed of changes," insists Dirk Simon.

www.dkv-euroservice.com



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Rhenus acquires Network 4 Home Delivery

The Rhenus Group has expanded its network in the UK by taking over Network 4 Home Delivery. Specialising in two-man furniture handling, the firm has bases in Cheshire, West Sussex, Cumbria and County Antrim. The acquisition represents the market entry for Rhenus Home Delivery in the UK.

Nicolas Rottmann, Managing Director of Rhenus Home Delivery, comments: "The e-commerce business is growing in Great Britain far faster than in the rest of Europe, and this offers us opportunities to introduce our logistics expertise. We can cover the complete British market with Network 4 Home Delivery and offer complete international solutions and additional services like customs clearance for goods to customers within the Rhenus Group's network."

Network 4 Home Delivery currently handles the delivery and installation of beds, mattresses, white goods and other household furnishings. The company also provides environmentally-friendly disposal and return services for mattresses and old furniture.

www.uk.rhenus.com

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DAF models make light work of powder transport



Turners of Soham has added 18 new DAF XF and CF tractor units to its fleet for a new contract with Francis Flower. The manufacturer and distributor of limestone powder products recently acquired a Ground Granulated Blastfurnace Slag (GGBS) powder plant in Scunthorpe. The DAF vehicles, a mix of eight XF 440 FTP and ten CF 440 FTP models with light midlift axles and all fitted with Space Cabs, will be coupled with 18 new, specialised Feldbinder bulk powder tankers on the GGBS work across the UK.

The trucks bring the total of Turners' DAFs to over 750, virtually half

of this 70-year-old family-owned operator's fleet. Fleet Engineer Tim King declared: "When I joined Turners back in 2001, we had an excellent relationship with our local dealer in Cambridge, now called Chassis Cab, and had a good number of DAFs on the fleet already. It was in 2003 that we started to focus on the FTP model with its light midlift axle. It suited our varied work and maximised payload for us. It's absolutely ideal for the new powder work at Francis Flower, as there's plenty of space on the chassis for packaging the discharge equipment."



Work comprises a mix of tramping and day deliveries from Scunthorpe. King explained further: "Driver acceptance is

very good with the new DAF models. We lose a little payload with the bigger unit, but our drivers are the more important factor. They are a key part of Turners' operations and, apart from looking after the ones we have already, we run our own recruitment and training programme specifically to get youngsters into the role."

Mick Stovin, Commercial Director of Francis Flower in Scunthorpe, commented: "Our delivery service will handle 1.3m tonnes of product this year, with deliveries throughout the UK. Apart from our main production units, we have another 60 silo sites around the UK to help meet customer needs, and on top of that we take orders up to 16.00 hours every afternoon for nextday delivery. That's why we use Turners."

www.daf.co.uk/en-gb
www.francisflower.com

www.feldbinder.com/en/silo-trailers
www.turners-distribution.com



Renault tractor units to boost Iceland's truck fleet

In a move to strengthen its partnership with Renault Trucks, the fast-growing food to household goods retailer Iceland has ordered an additional 79 Range T tractor units and appointed two Renault Trucks approved dealers to run its Vehicle Maintenance Units (VMUs) in Enfield and Swindon.

Iceland's Contracts and Commercial Manager Dave Rowlands explains the decision behind working so closely with Renault Trucks: "We have used Renault Trucks since 2009, and during that time we've built a solid working relationship. We have worked together to develop the specification of the current vehicles and have been very pleased with the existing trucks, which are performing very well, have great driver appeal and deliver good fuel returns."

75 new Range T460 4x2s will be used to update Iceland's fleet and service its stores in the South, with a further four on order for its Driver-of-the-Year programme, bringing Renault Trucks' share of the 320-strong fleet to 53%. The new, high-specification vehicles are fitted with driver aids including emergency brake assist,

forward-facing cameras and Renault Trucks' Optifleet telematics system, which allows Iceland to monitor driver behaviour through a dedicated portal.

With the support of Renault Trucks UK, approved dealers Norfolk Truck and Van and Sparks Commercials have also won the tender to run Iceland's Vehicle Maintenance Units in Enfield and Swindon and will be responsible for delivering vehicle maintenance, inspections and MOT preparation for all makes including trailers and taillift marques.

As well as supplying the vehicles, Renault Trucks has also supported the successful Iceland Driver-of-the-Year competition since 2012, with the four winners each year all receiving an up-spec Renault Trucks' tractor unit in a unique livery and a visit to the truck manufacturer's factory in Lyon.

www.renault-trucks.co.uk
www.norfolktruckandvan.co.uk

www.iceland.co.uk
www.sparkscs.co.uk



Quartix & Reynolds deliver enhanced chill-chain solution

Organisational excellence in logistics and distribution is of prime importance to Reynolds Catering Supplies Ltd of Waltham Cross, Herts, a major UK fruit and vegetable supplier. To maintain its competitive edge, the company makes consistent investments into fleet and operational efficiency. As part of these measures, Reynolds has employed Quartix vehicle tracking since 2011.

Reynolds' Head of Fleet Support, Steve White, thoroughly researched the benefits of the Quartix vehicle tracking system. He explains: "We looked for ease-of-use, best price point and wide-ranging capabilities. From an operational perspective, live tracking has enabled us to manage delivery schedules and the effective re-routing of drivers. Our customer services team can provide realtime data to customers with queries about the status of deliveries, without unnecessary calls to drivers."

Furthermore, Reynolds' desire to monitor the temperatures of their climate-controlled vehicles, with a streamlined method of checks and alerts, was well timed with the development of Quartix Temperature Monitoring. With only two probes per vehicle, variations of just 0.5°C outside a custom temperature range trigger an emailed alert, to warn of potential product loss.

Prior to the implementation of this technology, checks were

performed manually by drivers, a process which was time-consuming and prone to error.

Steve White tells us more: "The Quartix tracking system with temperature monitoring gives us a full chill-chain audit, whereby we can verify the status of the load at any time. This has resulted in less wastage and improved customer service and helps document compliance with Food Safety and Hygiene Regulations.

"We are now looking forward to implementation of the enhanced temperature monitoring controls across the entire fleet."

www.reynolds-cs.com

www.quartix.net

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Petro-Canada Lubricants has revealed its updated product line, Duron™ Next Generation, which is now available across Europe. Duron™ Next Generation is Petro-Canada Lubricants' most advanced line of heavy-duty diesel engine oils on the market to date, delivering a "next level" of durability and performance in the commercial lubricants sector. Designed to meet customers' needs for better fuel economy, extended drainage intervals and reduced vehicle downtime, the new range will be sold in three performance tiers – HP (High Performance), SHP (Super High Performance) and UHP (Ultra High Performance). It meets global standards for heavy-duty engine oil regulations, including North American API CK-4/FA-4 standards, Euro VI and ACEA. To find out more, go to www.duronthetoughertthebetter.com

Bevan bodies are key to home furnishings distribution



A winning team: Breezemount's Graham Brooks is flanked by Tracey Cox of Enterprise Flex-E-Rent and Roy Shelton of the Bevan Group

Express home delivery specialist Breezemount has turned once again to the combination of Enterprise Flex-E-Rent and Bevan Group bodywork for the latest additions to its truck fleet. The 24 new DAF 7.5-tonners are equipped with DriveCam front- and cab-facing safety cameras and have been assigned to Breezemount's prestigious contract with a leading furniture retailer, which has grown by 35% over the last two years.

Backbone of the operation are the 95 vehicles – a combination of 7.5t and 12t DAF chassis with Bevan box bodies – which have been on hire from Enterprise since 2012.

The remaining two dozen trucks on Breezemount's core fleet had been sourced from another provider, which also built their bodies. The operator's recent decision to send back and replace them with its first Euro VI models, supplied by Enterprise and built by Bevan, means that for the first time the two partners can lay claim to 100% of their customer's fleet at 7.5t and above.

To supplement its seven days a week, 362 days a year, operation during busy periods, Breezemount also rents additional vehicles from Enterprise.

Based at Daventry, Northants, Breezemount was founded in the 1990s with just four vehicles: it now runs more than 250 trucks and vans. The company is a leading provider of two-man home delivery services, completing more than a million assignments last year.

Since 2011 Breezemount has been making timed deliveries up until 9pm of furniture and home furnishing goods direct to consumers' homes throughout England and Ireland. This sector has seen significant growth in the UK, and Breezemount's own business has forged ahead strongly.

Breezemount Head of Fleet Graham Brooks confirms: "Our latest order means that, having previously provided the majority of our trucks, Enterprise Flex-E-Rent is now responsible for the entire contract hire fleet. We enjoy an excellent relationship with its team, who have proved flexible and responsive to changing levels of demand within our business."

Brooks continues: "We have worked closely with Enterprise to understand and manage risk and increase safety, while also restricting our operational costs, with minor changes to standard specification such as 'unbreakable' mirrors.

"The quality and durability of the vehicle bodies is a key component in this – the construction of our Bevan boxes has proved to be markedly superior to those by the other supplier we were using previously, and this has translated into lower costs and reduced downtime.

"Bevan has also enhanced the body specification for our new vehicles, incorporating additional measures to protect against damage, particularly of the corner cappings.

"Given the seven-days-a-week nature of our operation, maximising vehicle utilisation is crucial, and we also benefit from timely and efficient product back-up. The truck bodies and taillifts are maintained and repaired at our locations by Bevan Aftercare's mobile technicians. They provide a first-class service, while from our point of view the liaison between Enterprise and Bevan is seamless."

Mark Howell, Sales Director of Enterprise Flex-E-Rent, says: "Bevan's bodies are built to a very high standard. Sales Director Roy Shelton and his colleagues are also extremely helpful and quick to react, and its Aftercare service is second-to-none.

"We are delighted that, by working in close partnership, our two companies have been successful in securing this significant new order from Breezemount."

www.bevangroup.com
www.flexerent.co.uk

www.breezemount.com



UK Container Maintenance (UKCM) of Northwich, Cheshire (www.ukcontainers.co.uk) has taken delivery of five Volvo FH 6x2 tractor units from Thomas Hardie Commercials, Middlewich, who will provide the Gold R&M contracts for them. The latest additions are part of a programme, started in 2014, that will see the company update its entire fleet to Volvo trucks. UKCM was established in 1998 and is the UK's largest family-owned container repair and refurbishment company. With a turnover exceeding £5.5 million, UKCM's business is growing rapidly and, alongside the five new FH tractor units, the company has just taken delivery of five new Lawrence David trailers – three being double-deck triaxle curtainsiders with taillifts and the other two, single-deck curtainsiders with Moffett truck-mounted FLTs supplied by Hiab.



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Renault Range C430 8x4s with alu tipping bodies



The Lutterworth, Leics, based tipper operator JSH Ltd is finding that Renault Range Cs are delivering “exceptional reliability and a highly competitive cost-of-ownership”. Established in 1994, JSH moves aggregates, grain and recycled materials including stone, sand, gravel and granite across the UK.

The company has taken on two new 32t Range C430 8x4s with day cabs, following positive experiences of the vehicle – and excellent support from the local dealer, Renault Trucks (Coventry) at Nuneaton.

Fitted with Swadlincote Aluminium & Welding (SAW) aluminium tipper bodies, the new Range Cs join JSH’s six-strong fleet, delivering aggregates and recycled materials including sand, gravel and granite from railheads between Leicestershire and Bedfordshire.

JSH Managing Director John Haynes explains why he selected the Range Cs for his latest vehicles: “I’ve been very happy with the C430 I purchased last year and the two Premiums with bulk tipping trailers that we use to move grain and aggregates across the UK.

“The tipper market is highly competitive, and so, for operators like us, Renault delivers exceptional reliability and a highly competitive cost-of-ownership that makes a huge difference to bottom line profitability. A great truck with a very attractive four-year warranty, including two years’ servicing and a competitive price, as well as first-class dealer support... it was a deal that I simply couldn’t turn down.

“The automated gearbox was another huge factor in the decisionmaking process: fuel consumption is meeting my expectations too.”

So, well suited to JSH’s demanding operation working on- and off-road, the robust Range Cs are equipped with Renault Trucks’ advanced 11-litre, six-cylinder engines with engine brake and 12-speed Optidriver+ intelligent gearbox, which comes with off-road software as standard.

www.renault-trucks.co.uk www.tipperbodies.co.uk
www.renault-trucks.net/coventry

Ensuring 24/7 fleet support with Mercedes vans

Marshall Fleet Solutions, a leading commercial vehicle fleet service and support organisation, has added another 30 Mercedes-Benz vans to its fast-growing 24/7 operation. The nationwide company’s latest 3.5t Sprinter 314 CDIs were supplied by dealer Roanza Truck & Van and benefit from fuel-efficient, low-emission, Euro VI engine technology. The operator also runs mid-size Mercedes-Benz Vito and small Citan models.

A long-established supplier of Thermo King refrigeration systems, Marshall Fleet Solutions has claims to be the UK’s largest independent commercial vehicle, temperature-controlled

equipment installation and maintenance specialist. It is also a main dealer and service agent for most brands of taillift.

With a national call centre open 24 hours a day, 365 days a year, a network of 17 branches spanning the UK and a team of more than 200 engineers, Marshall prides itself on providing fleet operators with an exceptionally high level of service, either at their own premises or out on the road.

The company runs 190 vans. It purchased its first Mercedes-Benz Sprinters in 2015 and, as it stands down previously acquired vehicles by other manufacturers at a rate of 30-40 per year, is now replacing them with new Mercedes-Benz models.

Sprinters account for the majority of the vehicles supplied to date, and the latest have been fitted out to three different specifications, covering truck and trailer refrigeration, taillift service and light commercial applications.

The ten Vito models, some of which are crew vans with second rows of seats, are used by installation engineers, whilst the three Citans are allocated to master engineers whose responsibilities include training and quality control.

www.mercedes-benz.co.uk/vans www.thermoking.com
www.marshallfleetsolutions.co.uk
www.roanzatruckandvan.co.uk



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Key benefits of correct wheel alignment

IMPROVED FUEL ECONOMY

Incorrect wheel alignment will increase the rolling resistance of a vehicle, since some 30% of its fuel is used to overcome tyre rolling resistance, and hence any small degree of misalignment will substantially increase fuel consumption. A saving of more than 5% is commonly achieved through correct wheel alignment.

INCREASE IN TYRE LIFE

Incorrect wheel alignment has a detrimental effect on the life of tyres – causing them to wear unevenly and prematurely and consequently affecting the handling characteristics of your vehicle. Correct wheel alignment will rectify this and can increase tyre life by over 20%.

REDUCTION IN CO₂ EMISSIONS

There is growing pressure on governments, industry and transport to reduce CO₂ emissions: this has given rise to more efficient engines, now up to Euro VI. However, if wheels are not correctly aligned, their efficiency is compromised, and the saving in fuel and potential for reduced CO₂ emissions are forfeited. Furthermore most CO₂ reduction strategies involve additional costs, whereas correct wheel alignment reduces harmful emissions in a self-funding manner.

GREATER STEERING SAFETY & CONTROL

If wheels are misaligned, that can cause a vehicle to veer left or right, demanding corrective steering by the driver and putting him and his rig under constant, unnecessary strain. Uneven tyres neither adhere well to the road surface nor handle efficiently. What is more, incorrect wheel alignment can put great stress on steering joints, wheel bearings and other steering components, reducing their effective lifespan.



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Chemicals manufacturer commits to safety with fleet of 38 Actros

A commitment to safety across all aspects of its operation was key to the decision by the Essex-based Industrial Chemicals Group Ltd (ICL) to order a new fleet of 38 Mercedes-Benz Actros tractor units. ICL has specified its new trucks with optional Safety Packs, which include the manufacturer's Active Brake Assist 3 autonomous braking and Proximity Control Assist systems.

Managing Director Edwin Strang emphasised: "Working in the chemicals industry, often with hazardous products, risk management is integral to everything we do and critical to our company ethos.

"These Mercedes-Benz vehicles lead the field in terms of safety technology, and their introduction underlines our commitment to the protection of our own employees and other road-users. What's more, it can only enhance ICL's reputation as a responsible operator in the eyes of our customers."

Eye-catching in ICL's smart new livery over metallic silver paintwork, the new trucks are Actros 2548 BigSpace models and the subject of a CharterWay contract hire agreement with Mercedes-Benz Financial Services. They are being supplied by Essex / Herts dealer S&B Commercials.

The Actros are powered by second-generation 12.8-litre, OM471 straight-six engines producing 350 kW (476 HP) and offering fuel savings of around 3% compared to their already frugal predecessors. To further boost economy, they are also equipped with optional Predictive Powertrain Control systems.

ICL was founded as a transport company 40 years ago, before branching out first into chemicals trading and then production. ICL is now one of the UK's largest privately-owned manufacturers, handling more than one million tonnes of chemicals per year on its headquarters site in Grays and at a larger, more modern facility in nearby Thurrock, as well as at five other locations in the UK and one in Louisiana, USA.

The company supplies the detergent, paper, water treatment and chemical industries on a global basis. Most of its chemicals, among them hazardous products such as hydrochloric and sulphuric acids, caustic soda and bleach, are transported as liquids in various types of tank trailer.

In addition to its Actros tractors, ICL has ordered five 26t Actros 2535 rigids and a single 12t Atego from S&B Commercials, all of which will have curtainside bodies.

www.icgl.co.uk www.mercedes-benz.co.uk/trucks
www.sbcommercials.co.uk

The FL's medium-height chassis is equipped with front steel and rear air suspension, whilst the body can be used to recover any vehicle from a motorbike to a large motorhome.

Brampton, Cumbria, based Jimbars supplied and fitted the Volvo's extensive range of extra marker, driving and flashing lights, whilst OPG of Lesmahagow, Lanarkshire, applied Westons Recovery's lettering to the agra red liveried rigid.

Bill and Brenda Weston founded the operation 36 years ago with the purchase of a site at Carlisle Road in Crawford, which then spanned both sides of the old A74 dual carriageway. Refurbished and improved at regular intervals, the property now sits just 200 metres from the realigned M74.

Members of the Association of Vehicle Recovery Operators (AVRO) and the Scottish Vehicle Recovery Association (SVRA), Westons Recovery covers the M74 between Junctions 10 and 17 for Police Scotland, in addition to the lower areas of the Lothians and Borders and Dumfries and Galloway regions for a wide range of customers.

www.volvotrucks.co.uk
www.dealer.volvotrucks.co.uk/vtbc-northandscotland/our-depots/carlisle.html
www.davebland.co.uk <http://jimbars.co.uk>
www.opgraphics.co.uk



Volvo aids recovery at Westons

Westons Recovery of Biggar, Lanarkshire, has taken delivery of a new Volvo FL-240 4x2 rigid. Fitted with a Dave Bland Engineering tilt-and-slide body, the 5.9 metre wheelbase, 16-tonner joins eight other Volvo trucks in this long-established business.

The firm's new Volvo FL-240 was supplied by Volvo Truck and Bus Centre North & Scotland in Carlisle and comes with a factory-fitted crew cab offering a six-seat capacity. Bill Weston also opted for Volvo's six-speed I-Sync automated mechanical gearbox and a RS1132A single-reduction rear axle with a ratio of 4.13:1.

Palletforce member returns to Volvo trucks after five years



Citing Volvo’s proven reliability as one of the main reasons, Palletforce member Sureway Express Transport of Bristol has taken delivery of the company’s first new Volvo trucks for five years. The four FH-500 6x2 tractor units were supplied by Truck and Bus Wales & West, Avonmouth, on three-year contract hire. The trucks are double-shifted and work around the clock.

Sureway Express Transport’s Managing Director Rob Lloyd reports: “We’re operating 24 hours per day, so that reliability is crucial. We need the right kit to achieve this, and in the main this has been Volvo. We had a break in 2011 and tried alternative trucks for a while, but nothing compared.”

In addition to reliability, Rob Lloyd also says that the driver training and general support provided by Truck and Bus Wales & West represent key differentiators that were pivotal in the company’s decision to return to Volvo, following a five-year hiatus.

“Over the past 30 years we’ve grown our business from one man and a van to a mixed fleet of 23 vehicles, and this growth has been down to hard work and the company’s quality and reliability of service.”

The four new Volvo FH-500 6x2s are equipped with Globetrotter XL cabs, featuring leather upholstery, fridges and double bunks. Lloyd comments further: “We provide general haulage services regionally, and I am sure the higher specification will reflect in the residual values in due course.”

Residual value is also the driver for the company’s choice to have the trucks “wrapped” in the corporate colour scheme by Avonmouth Signs of Bristol, rather than painted.

Whilst the trucks are double-shifted, day- and night-time duties are distinctly different. Rob Lloyd explains: “Night times are pretty much all about Palletforce. We have several trucks that take full loads up to Burton-on-Trent and then return with full loads. For this we use SDC double-deck curtainside trailers, while in the day time the trucks generally haul standard height, single-deck curtainsiders within a 150-mile radius of base.”

www.volvotrucks.co.uk www.surewaytransport.co.uk
www.avonmouthsigns.com
www.dealer.volvotrucks.co.uk/wales-and-west/our-depots/avonmouth.html

AG Barr renews trailer fleet with Cartwright

AG Barr, the Scottish soft drinks business famous for its Irn Bru brand, has taken delivery of Cartwright curtainsiders to replace its old trailer fleet. The EN XL rated curtainsiders have been purchased through Coatbridge-based CEM Scotland, the independent LCV and HGV service and repair company, which has built a strong relationship with AG Barr. CEM will be responsible for the r&m of the new curtainsider fleet on a ten-year contract.

AG Barr has a UK-wide network of sites in the UK, including the company’s head office in Cumbernauld and branches at Bolton, Forfar, Manchester, Milton Keynes, Newcastle, Sheffield, Walthamstow and Wednesbury.

In the past the company had hired Cartwright trailers through CEM on an ad hoc basis. Transport Manager Gary Campbell explained: “Some of our older trailers are up to 20 years old and needed to be replaced, as we had not invested in new trailers for a number of years. These new curtainsiders have replaced a mix of our old owned trailers and some long-term hire trailers.

“The new curtainsiders are of standard type, which enables us to be more flexible with our loading, whereas previously there was a mix of tautliners and standard types, so that had a bearing on the loading, depending on the customer base.

“By having a standardised fleet, this allows the trailers to be used for all of our customers. Previously we had to work in a way to ensure we had a certain amount of standard trailers to satisfy customers with dock levels and rear delivery plates. Furthermore the drivers were very complimentary about the rental trailers we had before, and feedback on the new trailers has again been very positive.”

www.cartwright-group.co.uk
www.agbarr.co.uk

www.cemscotland.com





www.vdo-fleet.co.uk

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VDO



SmartLink app including the VDO Counter facility



Latest VDO smartphone technology helps less regular drivers reduce their tachograph infringements

Fleets constitute some 85% of UK end-users for tachographs. However, the accuracy of tachograph entries can often pose significant problems for the occasional or non-professional driver within those commercial vehicle fleets – or indeed within municipal services or the army of domestic services providers such as local builders, electricians, plumbers, decorators, fitters and installers.

A typical case is when an employee may spend four days a week working in the warehouse or office and only one on the road, and yet tachograph entries need to be accurately filled in of course for the whole five days. It is for example an infringement if he or she just enters “rest” for the days not spent behind the wheel.

The reality is that 75% of tachograph infringements are due to incorrect manual entries. Law enforcement can now access your key statistics, per the latest European road transport legislation, EU Regulation 165/2014. The security of communication of the tachograph system is the principal element of that legislation. Whilst it does include the recording of vehicle position and remote early detection, data integrity and authentication are paramount, and reassuringly no personal information may be transferred.

Enter the solution with a really easy-to-use interface – digital tachograph Release 3.0 from Continental Automotive / VDO, the precursor to what will be the “Smart Tacho”, DTCO 3.0 will be available early autumn 2017.

So in the free app “VDO Driver” works on iOS and Android smartphone platforms. You merely purchase the SmartLink dongle to plug into the front of your tachograph. The VDO Counter facility will then provide you with live tachograph information on your phone. Data can be entered remotely, away from the vehicle, via the driver’s smartphone, which connects via SmartLink. The convenience and user-friendliness of that facilitate more regular data inputs, typically during a driver’s rest-times.

Importantly you can set your “working time” to avoid worrying about manual entry. And your smartphone will tell you when your allotted rest break is up: you receive a visual reminder on your phone. What is more, you need to confirm your data inputs, to avoid making casual mistakes.

In overview, as a pioneer of the technology and the originator of the VDO branded digital tachograph series, Continental Automotive has been manufacturing tachographs since their original introduction to the transport world in 1969. In May 2006 the digital version took over from the analogue, providing far greater accessibility to driver and tachograph data for both drivers and fleet operators. Since that time the Continental Automotive organisation has significantly evolved the digital tachograph and now provides such features and benefits as these five:

- One-Minute Rule functionality to allow for increased driving time.
- Faster data downloading.
- Manual entries via smartphone technology.
- Display of remaining driving and rest times via the VDO Counter function.
- Easier transfer from the vehicle’s fleet management system of key data such as fuel consumption, vehicle load and engine status.

Continental Automotive is an international solutions provider,



Manual entry via the driver's smartphone

keeping fleets and drivers constantly ahead of the times and compliant with the mass of legislation surrounding the haulage and logistics industry. In its research and development, Continental Automotive is committed as a group to meeting different countries' requirements across the globe.

www.vdo-fleet.co.uk

Visit Continental Automotive on **Stand 5G110** at the CV Show.



The SmartLink dongle plugs into the front of your tachograph



VDO DLD® Wide Range (remote tachograph downloading equipment)

“The ultimate product for a driver is the VDO SmartLink device”

Rob Harrington, a Director of Shire Travel International Ltd of Cannock, Staffs (www.shiretravel.co.uk), comments on his experience: “One call to Continental meant that I had a Fleet Consultant come out to meet me, who looked at the vehicles and the office and evaluated what was needed for us. Our decision was easy. We purchased the VDO DLD® Wide Range (remote tachograph downloading equipment) to avoid the hassle of downloading the vehicle and driver card data when out on the road. Now we simply log in, click a button and the data is there.

“A simulator CD for training purposes means that I can sit

drivers down and train them in the office about the working of a tachograph and flag up any operator issues they may have there and then. One major issue is ensuring that drivers take the correct length of breaks: using watches and clocks does not always match the accuracy of the tachograph.

“With this in mind, the ultimate product for a driver is the VDO SmartLink device, which allows tachograph data to be viewed on an app on the driver's phone, so that, when they are at service areas and out of the vehicle, he or she can quickly review when their driving time can start again.”



Mandata's Driver Manifest app speeds up information delivery

To many of us, the smartphone is a must-have device, providing always-on communications, instant updates and access to realtime information anytime, anywhere. To the road transport and logistics industry, going mobile provides a wealth of opportunities to improve services, transform processes and save costs.

Lost, delayed or incomplete paperwork, disjointed systems, legacy hardware and slow manual processes are problems long associated with the sector. Today's customer is increasingly driving, and expecting, fast and accurate information, leaving no room for the errors and delays inherent in paper-based processes and disconnected systems.

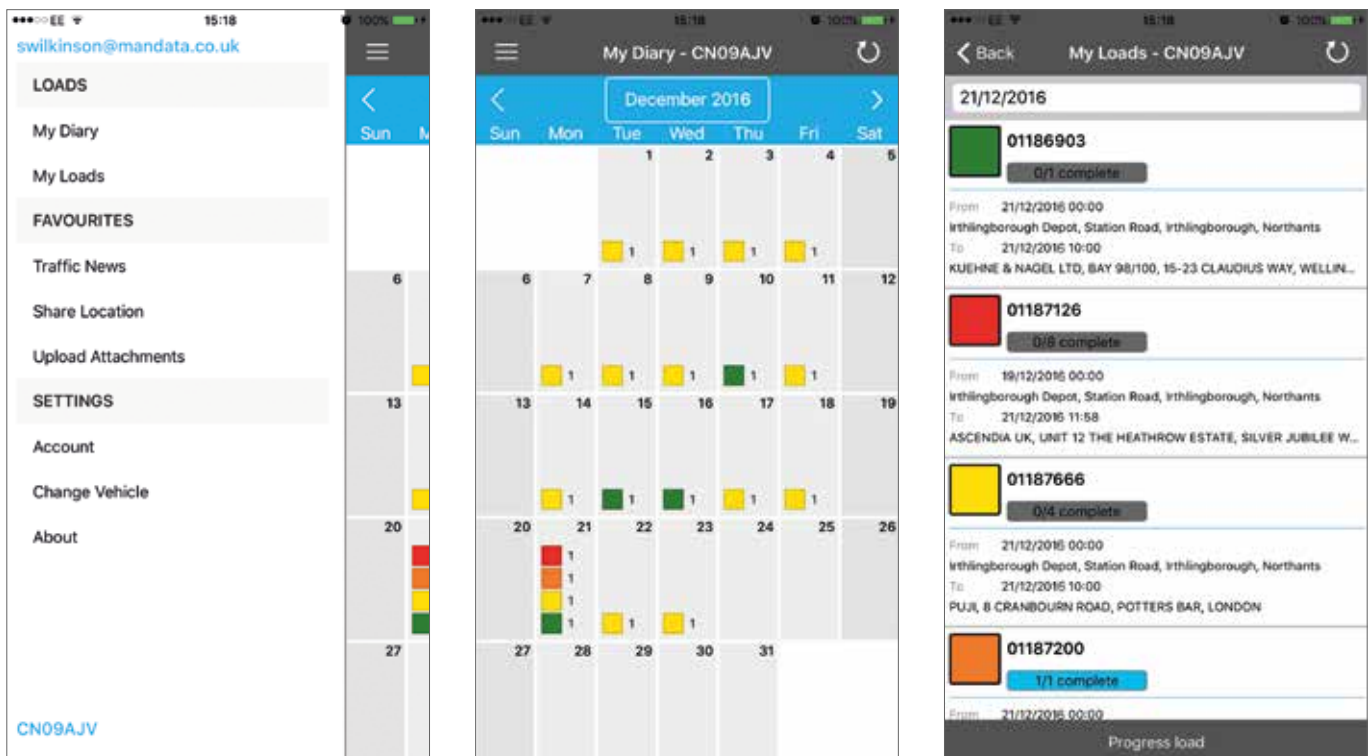
In response, specialist transport management software provider

Mandata has developed a smartphone app which connects its transport management system (TMS) to drivers. It speeds up communications between the traffic office, drivers and customers and alleviates problems in managing paperwork.

Manifests are sent to the driver's smartphone and, as they progress work, job statuses are updated in the TMS, along with images of paperwork and non-conformance – in effect making it quick and easy for everyone in the supply chain to be updated.

Connected drivers & customers

The beauty of Mandata software is that everything and everyone are connected to the same central system and information. Even customers can use a Mandata Track-and-Trace app to see where



their deliveries are and view and download PODs as each job is completed.

To benefit from the Manifest app as Mandata users, all that drivers require is a smartphone along with the app. Designed to work on any Android or (Apple) iOS platform or Windows 10 Universal phone, using a compatible device the Manifest app enables you to use the latest mobile technology, free from the constraints or costs often associated with legacy hardware. You also have the flexibility for drivers to use their own personal device, or one you provide them with.

Benefits of going mobile with the Manifest app

If you are looking for more efficient ways of meeting customer demands, adopting a mobile approach with the Mandata Manifest app is a quick and cost-effective way of automating paper-based processes, and improving communications.

Whether it's knowing where the driver is in his sequence of jobs, quickly finding out there's an issue with a delivery, or ensuring that the POD gets safely back to the office for every job, there are many ways the Mandata Manifest app can add value to you and your customers.

How it works

The sooner that manifest details are sent from the TMS to drivers, the faster they can progress the job, and you can capture the information you need to quickly rectify issues, keep customers informed, and invoice the job out.

As a job is planned against a driver, manifests are exported to the

driver's mobile device, so that he or she can get on and progress work quickly. Drivers are notified as manifests arrive and will have all the information they need relating to the job on their mobile, including collection and delivery address instructions, any notes and address restrictions, reference numbers and what they're collecting or delivering.

There is flexibility within the Mandata TMS to export individual jobs, when the planner knows that the driver will do the work, or work can be exported in bulk when it has all been planned.

Job status updates, signature capture, images of paper PODs and non-conformance details are all saved simultaneously onto the Mandata system, giving traffic planners and customers all the visibility and documentation they need.

Making a smooth move to Mandata Manifest app

To simplify the transition to the Manifest app, Mandata has made it straightforward for hauliers and their drivers. The Manifest app has been designed to be easy-to-use, and there are comprehensive "how-to" guides and on-screen help for drivers.

Mandata connects people, data and systems with an integrated platform – automating manual processes to deliver faster, accurate information and enabling users to keep customers informed.

So see for yourself the latest in-cab solutions from Mandata on the company's Multimodal **Stand 3058** and CV Show **Stand 4F51**. Or call Mandata on 0191-250 2220 or email sales@mandata.co.uk for more details.

www.mandata.co.uk

New Driver Calendar Management tool from Mandata

The Mandata transport management system (TMS) now includes a time-saving Driver Calendar Management tool which can make maintaining driver availability light work for you.

The functionality, which is free to all Mandata users, enables you to maintain accurate driver records within the Mandata TMS, and keep track of availability and periods of absence such as holidays or sickness.

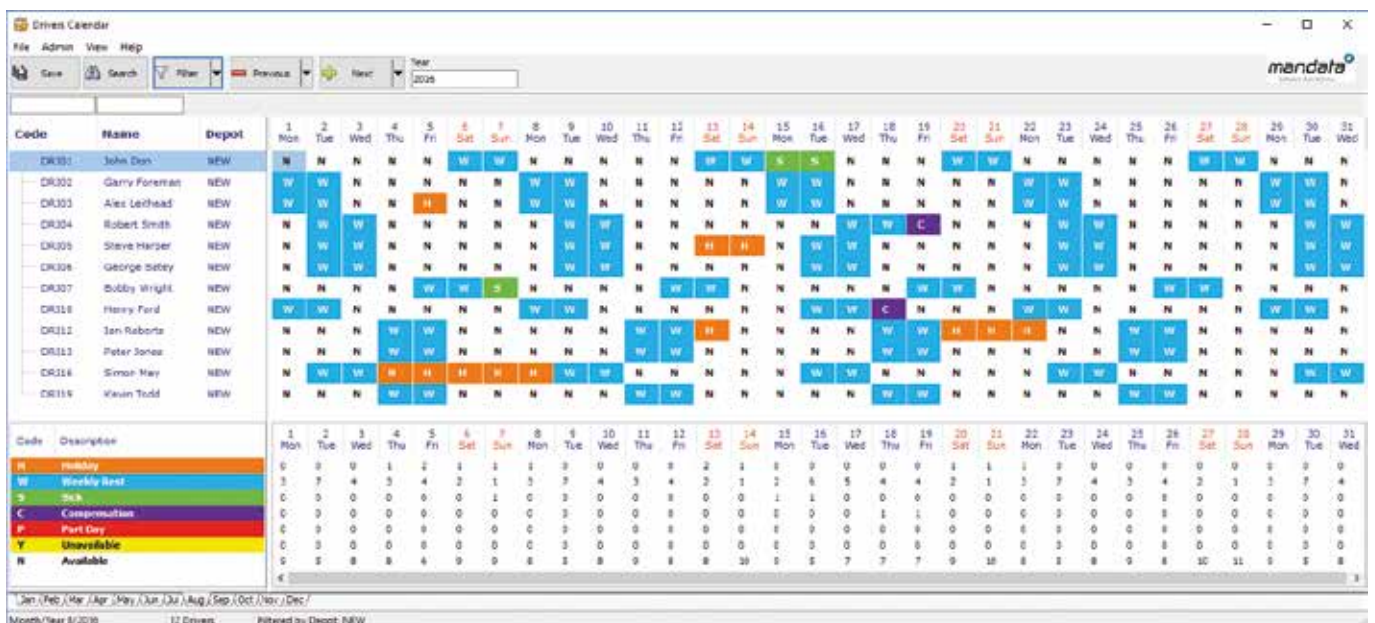
No more having to maintain these details on a spreadsheet and import them into the TMS! As updates are made within the Driver

Calendar Management tool, they are readily available to other Mandata users, ensuring that everyone can see and work with live and accurate data.

The tool will be particularly useful to traffic planners who can see who is available to work and when, as they plan jobs.

To see a demo of the Driver Calendar Management tool, visit Mandata on the company's Multimodal **Stand 3058** and CV Show **Stand 4F51**. Or call Mandata on 0191-250 2220 or email sales@mandata.co.uk to obtain further details.

www.mandata.co.uk





“Win-win” with Driver CPC training

With the second Driver CPC cycle now halfway through, high-quality periodic training still has the potential to deliver big benefits to professional logistics operations. Here we review some recent developments in this area.

The 2016 list of most common offences committed by HGV drivers and operators was released by the Driver & Vehicle Standards Agency (DVSA) earlier this year. Topping the “top ten” most common offences were Drivers’ Hours. In fact these – over 1500 separate breaches – represented 46% of the total. Most resulted in a conviction and fine. The average cost of a fine was £119.

Whether all these cases were the result of deliberately flouting the law, or simply a mistake / misinterpretation of the rules by the driver, is not revealed. But, whatever the reality behind these figures, they do suggest that some revision by drivers and their transport manager bosses wouldn’t go amiss.

For any responsible operator or driver, Driver CPC provides the perfect way to address this need.

John Keelan-Edwards of Driver Hire Training, one of the UK’s leading nationwide providers of periodic training, tells us: “It’s a classic ‘win-win’ situation. We’ve delivered over 120,000 driver training days and 12,500 courses. Within that number, Drivers’ Hours and Tachograph Rules are still our most popular courses. Customers can meet their legal obligations and maintain high compliance standards in one move.



John Keelan-Edwards of Driver Hire Training

“With a range of eighteen modules, variety has always been key to our training offer. These include topics such as Drivers’ Hours, Road Traffic Law and Digital Tachographs, through to Emergency First Aid, Manual Handling and Fuel-Efficient Driving. Most recently we have introduced a FORS-approved course on Safe Urban Driving.”

Debate around Driver CPC seems to have moved on from “Why bother?” to ways of making an accepted industry requirement the best it can be.

Whatever Brexit may bring in the longer term, the Government has made it clear that there will be no immediate change to Driver CPC. It is here to stay, and it’s important that all drivers and operators stay fully on track with their training, to avoid the last minute rush that many experienced in 2014.

Nevertheless there has been talk lately of EU proposals to prevent drivers from taking the same Driver CPC course more than once. While this might address a perceived weakness of the current system, in fact, as discussed above, revision has a valuable role to play in keeping the UK’s roads safe.

“We all learn and re-learn,” reports John Keelan-Edwards. “One of

the most frequent comments we read on our post-course feedback sheets is drivers saying that they hadn’t realised how much they’d forgotten until they attended our course.

“This doesn’t necessarily make them bad drivers, it’s just that attending a Driver CPC course has helped make them a better one. Perhaps a pragmatic response would be to allow driver ‘re-sits’, but only after a certain time period has elapsed – say a minimum of two years.”

Also in the news recently has been a somewhat worrying rise in the numbers of deaths and serious injuries on UK roads.

Compiled by the Department for Transport (DfT), the figures, for the year ended September 2016, show a 6% year-on-year increase compared to 2015. Within these figures, the statistics on children killed or seriously injured are especially disturbing – they show an alarming increase of 22%. There was also a 10% increase in deaths and injuries to passengers. Vulnerable road-users aren’t faring well either: there was a 5% increase in motorcyclists killed or seriously injured and a 2% increase for cyclists.



The industry is already well aware – and taking steps to address the issue. Major operators have been looking into enhanced driver education and truck blindspot cameras, for example. Again, good quality training can play a valuable role, and most Driver CPC training providers include elements of road safety in some or all of their courses.

John concludes: “Our view is that, whether you’re looking at basic industry knowledge of Drivers’ Hours and tachographs, the Highway Code or more nuanced professional skills such as fuel-efficient driving or safe loading and unloading, Driver CPC has a key part to play in the professional development of drivers. We believe that high-quality, relevant Driver CPC training is good for drivers and good for the industry. Give people an interesting and well-presented day’s training and they’ll respond accordingly.”

So make the most of your seven hours of training! If it saves you the cost of a fine or, more dramatically, someone’s life, Driver CPC will always remain a very worthwhile investment.

www.driverhire.co.uk/training



DFDS Logistics cuts road miles with bespoke Gray & Adams trailers

DFDS Logistics Belfast has commissioned another clutch of specialised refrigerated semi-trailers from Gray & Adams. The operator's latest consignment includes its first two 44-pallet double-deck trailers and four more Eurorail (round rail) single-deckers for transporting hanging pork – as pictured below.

The new twin-deck trailers are used primarily to service an RDC in Stoke-on-Trent operated by the Nisa group of independent grocers. Their 44-pallet capacity compares to the 26 pallets that can be carried on a 13.6m single-decker and represents a 10% uplift over a standard double-deck trailer.

Achieved through neat engineering which enables customers to make practical use of every precious inch of space on the two decks, this increased productivity translates into environmental benefits arising from a reduction in road miles, as well as valuable cost savings.

The Eurorail trailers, meanwhile, are assigned to DFDS's contract with the Karro Food Group, one of the UK's leading pork processors. The system allows the hanging pork to be moved seamlessly on rails from the customer's factory in Cookstown and onto the trailer, and then back off again when it reaches its destination on the UK mainland. The reduction in manual handling – and the damage this can cause – optimises product quality.

DFDS Logistics Belfast's General Manager Michael Houston confirms: "Gray & Adams is a longstanding supplier to our business, and we rely on it for any temperature-controlled transport equipment requiring a bespoke design."



"The 44-pallet trailers are a 'first' for our business. The fact that we can now carry more pallets per trip has allowed us to increase efficiency, while also reducing our fuel costs and, as a result, cutting our carbon emissions.

"We've used the pork hangers before, but these new ones are a more modern version. As such they incorporate several enhancements, including the manufacturer's latest, aerodynamic panel cappings, which contribute to fuel efficiency."

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Goldhofer stars at Conexpo 2017 in Vegas



bridges have to be crossed. In such cases the tractor is simply disconnected and AdDrive switched to the self-propelled mode. That avoids the need to unload the cargo onto a separate self-propelled module. In addition to solving problems with weight limits on bridges, this solution is equally applicable to tricky situations involving tight bends, serpentine roads and roundabouts.

Goldhofer's engineers have designed the AdDrive with a free-wheeling mode. As soon as a certain speed has been reached, the system disconnects automatically from the drive and functions as a normal heavy-duty module for towing at speeds of up to 80 km/h. With the drive axle uncoupled from the motor, there is no more oil flow. That means there can be no overheating of the drive, and – with the related sources of wear and resistance eliminated – it significantly reduces maintenance.

For years the semitrailers in Goldhofer's STZ-P series have proven themselves as reliable partners in the heavy haulage industry. With swing-axle technology, maximum frame strength and extendible decks, plus a choice of vehicle widths and various wheelbases, these semi low-loaders set the standard.

On Conexpo Stand G4416, Las Vegas, March 7th-11th, Goldhofer presented two big attractions: a six-axle AdDrive with three self-propelled axle lines and an STZ-P 9 (3+3+3) AA low-loader semitrailer.

AdDrive is something special: with its immense versatility and wide range of potential applications, this switchable drive optimises working with heavy-duty modules – whether they are operated as towed modules or as self-propelled modular transporters. That means greater efficiency in terms of fleet management, since AdDrive offers greater flexibility and improved economics.

The attractions of the system include efficient vehicle mobilisation and fast and easy reduction of the overall weight, for example when

The STZ-P 9 (3+3+3) AA is also extendible between the bogies to comply with US regulations regarding axle spacing. As an additional advantage, the rear bogie can be retracted under load for greater flexibility when negotiating tight bends and roundabouts. On completion of the manoeuvre, the tractor is then used to return the vehicle to its original length.

www.goldhofer.de/en

www.conexpoconagg.com

Extension of Longer Semi-Trailer trial

The Department for Transport (DfT)'s trial of Longer Semi-Trailers (LSTs) is a research project to evaluate and understand the use of these vehicles. Don-Bur has been made aware that the DfT have now issued guidance on how to apply for allocations of additional LSTs in accord with the trial extension made public back in January.

This new allocation will cover an additional 1000 LSTs, which will include both 14.6m and 15.65m long variants. The original trial has also been extended by an additional five years.

Now, whilst the Stoke-on-Trent trailer OEM Don-Bur can offer advice and guidance, applications should be made direct to the DfT at dfat@dfat.gsi.gov.uk

Please note that applications for an allocation should only be made by operators who believe they require LSTs. The DfT will expect operators to provide proof-of-order within six weeks of any allocation being issued. Failure to do so will result in that operator's allocation being revoked and may affect future applications.

The trial of LSTs has been running since January 2012. A further round of allocations took place between September 2013 and January 2014, with an additional round in September 2014.



A Palletline double-deck Longer Semi-Trailer

The trial is open to any haulage operator or road transport operator (own account or hire and reward) interested in operating articulated HGVs with a semi-trailer length between 14.6m and 15.65m. No Government funding is available to purchase longer semi-trailers under this trial. Also, the trial is not open to leasing companies.

For helpful advice on the subject, call in on Don-Bur (Bodies & Trailers) Ltd on **Stand 5A50** at the CV Show.

www.donbur.co.uk

www.gov.uk/government/collections/longer-semi-trailer-trial



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Presenting Dangerous Goods for carriage by road under ADR

In this Issue our Dangerous Goods columnist Ali Karim, FRSC, FCILT, Managing Director of the Hazchem Network, provides our readers with an insight into how to minimise problems when consigning Dangerous Goods for road transportation under ADR.

The Hazchem Network has been trading successfully since 2004, although it took the preceding four years to set up as the UK's only pallet network for the carriage of Dangerous Goods. As a qualified transport manager as well as logistics and chemicals consultant, I have been involved in managing the carriage of Dangerous Goods since the 1980s in the UK, Ireland, mainland Europe and the Middle East, both packaged and bulk, by road, rail, sea and air. Over the last 30 years I have witnessed and learned a great deal about operations and observed many events, and at the Hazchem Network we like to share our knowledge and experience with our colleagues.



Ali Karim

So this month I would like to focus on some of the more common problems faced by the carrier when transporting packaged Dangerous Goods by road. Over time it has become apparent that some consignors do not fully comprehend that they have a key part to play in ensuring a safe and robust supply chain.

This month's column should also be relevant to those shipping palletised ambient freight – not only from a safety perspective, but also to help minimise damage while palletised goods traverse the supply chain. Furthermore there are many products that are not regulated under ADR, but pose significant risks to people and the environment, should they leak, spill or become damaged whilst stored in warehouses or in transit.

When Dangerous Goods leak, get spilled or are involved in a road traffic accident [RTA] or warehouse incident, there can be serious consequences. Incidents can be minimised when the consignor is aware of what can occur under ADR when goods leak, and so do a risk assessment in terms of their presentation for carriage. This article is not exhaustive since it details only the most common problems. You should always consult your Dangerous Goods Safety Advisor [DGSA].

When Dangerous Goods leak or are spilled when in the supply chain, the first key issue that the consignor as well as the carrier must understand comprises the rules which come with ADR on packaging. That is because, when an item is classed as 'Dangerous Goods', emergency responders need robust and accurate information concerning the product, so that the response can be proportionate and the situation brought under control quickly, thus preventing a drama becoming a crisis. We covered the role of the DGSA in our last article.

It is critical that labelling is robust, and goods are correctly declared with Proper Shipping Name, Packing Groups, Tunnel Codes, UN Number, Weight and Security Provisions in the case of High Consequence Dangerous Goods [HCDG]. We covered the documentary requirements for ADR previously in *Truck and Track*.

Consignors should also be aware that pallets may be handled several times, and may travel long distances, as well as being delivered to, and collected from, a number of warehouses or other stores. Collaborative supply chains are now the most efficient method of distribution. An example is the pallet network model, which is basically a hub-and-spoke infrastructure around a central hub. Robustly presented pallets correctly consigned in terms of information are key to ensuring safety as well as minimising damage during the custody transfer process, which we term the 'Three C's of Carriage' – Consignor to Carrier to Consignee.

Centre-of-gravity

Consignors and carriers must understand this term, in relation to the goods carried and vehicle deployed. The centre-of-gravity is the point from which the weight of a body or system may be considered to act. The centre-of-mass and centre-of-gravity of an object are in the same position if the gravitational field in which the object exists is uniform.

The lower the centre-of-gravity 'on/off' the pallet or truck, then the safer the load is in terms of stability and safety in carriage. If you are old enough, you will have noticed that nowadays road tankers / barrels, especially petroleum tankers, tend to be designed in an



oval as opposed to a cylindrical shape. One main reason is that, as a horizontal container, the oval shape [as opposed to a cylindrical one] has a lower centre-of-gravity, which gives the vehicle greater stability when cornering, hitting a kerb or encountering uneven ground, or when involved in an RTA.

With palletised freight, especially when loading straight-frame and double-deck trailers, it is critical that the loader is aware of the safe working load [SWL] per deck, axle positions and loading points.



When loading, it is vital that the operator ensures that the SWL is adhered to.

Accordingly it is essential for the consignor to declare the pallet weight accurately. Heavy items should always be placed on the bottom deck, and there must never be any gap between the front [headboard] position and the freight. If the driver has to take evasive action or come to a stop abruptly, the goods must not break through the headboard and injure the driver. Then at no time must the top deck be deployed if there is room / space on the bottom – as we need to maintain the centre-of-gravity as low as possible to maximise load stability in transit.

Tailift & FLT considerations

Consignors must be aware that, when a tailift delivery is required, they ensure they check with their carrier as to maximum footprint and weight. Many companies have restrictions on tailift payload: often the maximum is 1000 kg or 750 kg. The SWL of any FLT or other materials handling equipment used must be considered too.

Live loads & the intermediate bulk container [IBC]

Road tankers with liquid cargoes are termed live loads, so that, if a driver has to take evasive action or come to an emergency stop,

liquid surging must be allowed for. Road tankers have ‘baffles’ internally within the barrel, to help dampen some of that liquid surging. With packaged goods, IBCs are also termed live loads because, when transported by truck or FLT, sudden movements can cause surging of the liquid within. IBCs and heavy drums must never be placed on the top deck, for considerations of both ‘live load’ as well as the safe working load [SWL] per deck.

Also IBCs must be loaded onto a vehicle with the bottom outlet tap facing the curtains. In that way the unloading FLT operator can ensure that, when he pushes his blades, he can clearly see the outlet valve to prevent possible damage.

IBCs have a nominal capacity of 1000 litres, but require sufficient space between the meniscus [liquid level] and the top of the IBC to prevent the vapour and liquid from surging out – should the relief valve or O-ring that forms the seal between the cap and the body of the IBC be compromised.

The relief valve is fitted in case the IBC becomes over-pressurised, or is left out in direct sunlight or inadvertently heated, especially if the product is particularly volatile.

Gas cylinders

We covered the issues surrounding gas cylinder carriage in some detail in a previous column, but, as this is an important area where I have seen many errors, it is useful to concisely recap the requirements placed on the consignor and carrier, especially as to how gas cylinders are palletised.

In-transit ventilation considerations are crucial, as gas cylinders must be transported on a ventilated vehicle. If on a curtainsider, staff need to be trained to open the curtains gingerly for unloading, and then to leave them open to ventilate for at least 15 minutes before starting to unload. It is not recommended that gas cylinders be carried in closed vans. However, if they are sent in a van, the rear doors must have a ‘Ventilate Before Entry’ sign on the outside. Gas cylinders need also to be robustly palletised and, if using a double-deck trailer, **never** placed on the top deck.

Security issues must be considered when handling Toxic Gas cylinders [Class 2.3] which fall under ADR High-Consequence Dangerous Goods [HCDG].

So-called ‘empty’ cylinders are still regulated under ADR, as they may well contain residual product. Sometimes the amount is not insignificant and so will fall under ADR regulations [as they are termed ‘empty dirty’].

Vertical standing on pallet is required with gases in liquid phase, typically acetylene, propane, butane, carbon dioxide, nitrous oxide and ammonia. This is to prevent the valve from inadvertently opening in storage or transit, and liquid gas escaping and potentially pooling in a void space. Some liquid-phase gases have internal dip-tubes from the valve to the cylinder bottom, to allow liquid product to release on opening the valve, by pressure siphon action. These often have a white stripe on the outside of the cylinder, like liquid carbon dioxide.



DO NOT OBSTRUCT SAFETY INFO WITH ROUTING LABEL



SAFE WORKING BEST PRACTICE FOR LOADING A DOUBLE DECK TRAILER

- Never load a pallet that is over 500 kg on the top deck of a trailer.
- Never double stack pallets on the top deck of a trailer.
- Always load lightweight pallets in between the front axle and the back axle of the trailer.
- Heavier pallets should be loaded over the front and rear axles of the trailer.
- Always ensure that pallets placed on the trailer are well shrink wrapped and secured.
- Full/flat truck drivers may use their discretion to the suitability of a pallet, but if they have any doubt about weight or suitability **DO NOT LOAD IT ON TRAILER. REFER TO SUPERVISOR.**
- On inbound freight if a pallet has collapsed on the top deck, do not attempt to remove it from the trailer, always report to a SUPERVISOR.
- Always ensure weight distribution of the trailer, consider centre of gravity weight on lower deck.
- Do not block in loading steps when loading the trailer.

Examples of what NOT to load on the top deck of a double deck trailer:

- Pallets with poorly wrapped or unsecured freight on them
- Lead
- Batteries
- 200 lb drums
- Pallets in excess of 500 kg
- Pallets with uneven distribution of weight
- Live loads in Bulk bags

Examples of pallets that CAN be loaded on the top deck of a double deck trailer:

- Pallets with freight weighing NO more than 500kg

Always Consider the "centre of gravity" when loading load the heaviest / heaviest pallets on the lower deck and load lighter / smaller pallets on the top-deck to reduce the risk of LGV roll-over.



Pallet condition & presentation

The quality of the pallet and how robustly the goods are banded / wrapped onto the pallet are vital. A backing-board should be placed between the surface of the pallet and the items placed on the pallet. This is to prevent nail / stud damage on bagged items or plastic drums – since any sharp imperfections can pierce drums or tear bags, causing leakages in transit. A backing-board also helps to prevent heavy bags from getting caught between the pallet 'slats' or by FLT blades.

If the goods are declared as Limited Quantity [LQ] under ADR, then care must be taken to ensure that the packaging, as well as quantity of units, are compliant [see our previous article on this subject].

To summarise the key points:

Make sure that the pallet is fit-for-purpose (it will be handled several times).

Load the pallet evenly (i.e. not one side heavy).

Do not allow the goods to overhang the pallet.

Do not load more than the weight limits specified for handling.

Make sure that the goods are secure.

Ensure that you declare the weight accurately – and label correctly.

Check for leaks before dispatch.

If any technical or chemical query, contact your principal.

Horizontal positioning on a pallet is allowed when the gas is in the gaseous phase, such as nitrogen, helium, oxygen, hydrogen, argon, mixtures and others, and they can also be allowed to be in the vertical position. If cylinders are presented in the horizontal position, they must be secured firmly to the pallet, and not overhang the pallet edge – to avoid impact damage during movement.

Value guard: gas cylinder design is regulated, with the weak point being the position where the valve is screwed into the cylinder shoulder. To prevent impact damage, and high pressure and gas release, the valve needs to be guarded when in the supply chain.

There are two general types, the 'tulip' which encapsulates the valve with a gap to allow a regulator to be attached to the valve for usage, or the 'bell-end' which is screwed into the top of the cylinder to fully protect [and encapsulate] the valve. And there should be no overhang from the pallet, in order to prevent the inadvertent release of pressure or of gas.

Load restraint & cargo operations

Whilst in transit, Dangerous Goods as well as non-ADR regulated goods must be secured / restrained to the vehicle. There are several methods to achieve this, such as SpanSet® type ratchet lashing straps, although care is required not to let the ratchet mechanism on the strap damage bagged items – or be tightened too harshly so that it damages the packaging. Inner nets are also deployed to secure freight from falling during decurtaining and causing an incident.

It is also vital when a driver is unloading / decurtaining that he concentrates on the job, checking for bulges behind the curtain, as freight may have moved from securing points and could fall and lead to a serious injury or even fatality.

The collecting driver has to be vigilant, to ensure that the pallet is presented safely and with correct documentation to the constraints of ADR, and must never collect any pallet that does not appear safe.

Guidance is available from the Association of Pallet Networks via the 'Downloads' section of their website www.theapn.co.uk, and also from your DGSA and training providers – since professionally presented pallets will help to prevent any incidents occurring in the supply chain, and any mishandling can have grave consequences!

It is also critical that the consignor selects a competent and compliant carrier or logistics company who understands the supply chain environment for Dangerous Goods. Otherwise there can be problems, and very serious ones at that.

So, if your company requires advice or assistance with the logistics of Dangerous Goods or any aspect of pallet and parcel Dangerous Goods, then contact the Hazchem Network's Nada Marinovic, as we're here to help you. We are the only UK pallet network dedicated to Dangerous Goods under ADR, providing an award-nominated Emergency Response service www.hers-info.co.uk

Call Nada on her mobile 07712 662 431 or email nada@hazmail.co.uk. For more general information, go to our website www.hazchemnetwork.co.uk

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The Association of Pallet Networks

FREIGHT PRESENTATION GUIDE

- Pallet Quality - 'Fit for Purpose'**
 - Pallets must be suitable for the goods.
 - Pallet bases should be in good condition.
 - Pallet slats and blocks should be in good condition.
 - Ensure that there are no protruding nails.
 - Consider using cardboard to cover the pallet base.
- Secure Freight to Pallet**
 - Ensure that all freight is securely banded or wrapped to pallet base.
 - The product must not overhang the pallet.
 - Ensure product inner packaging is appropriate for transportation.
 - Stack the load properly so that it 'interlocks'.
- Ensure that an accurate consignment weight is declared.**
- Consider the 'Centre of Gravity' of loads and label accordingly.**
- Label consignments clearly with delivery destination**
 - To ensure compliance.
 - Prevent delivery lead-time delays.
 - Ensure quality assurance.
 - Secure safety assurance.



Freight must be Palletised Robustly, and that means attached to the pallet



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Labeline International – the first 25 Years

Widely recognised as the World’s leading supplier of the Dangerous Goods Regulations, Labeline has become the go-to one-stop-shop for those involved in the supply and transport of Dangerous Goods. Now *Truck and Track* takes a look at the evolution of the company.

In the early 1990’s Labeline’s founder and Managing Director, Keith Kingham, was working in the Middle East on one of the UAE’s major airport construction and infrastructure expansion projects. At the time, Keith saw that the Dangerous Goods industry was poorly supported, and he found it difficult to obtain the correct information, or even the regulations, to enable the timely movement of hazardous goods. It was also impossible to find a satisfactory company that would supply all the necessary requirements, which meant resorting to sourcing from multiple agencies. As Keith recalls: “It was frustrating trying to obtain regulatory information and, at the time, I expect that others across industry were probably faced with similar problems.”

Sensing an opportunity to fill a gap in the market, Keith decided to set up a business dedicated to serving the Dangerous Goods industry. Consequently Labeline was established in February 1992.

With a successful background in marketing and business development, Keith realised that customers needing reference publications, such as the IATA Dangerous Goods Regulations (DGR) and ICAO Technical Instructions, also required compliant hazard and handling labels, specialist documentation and other associated products to meet the demands of the aviation industry. He quickly found that companies involved in road and sea transport suffered similar supply problems, so Labeline soon became the multi-mode service centre for Dangerous Goods compliance.

The brief was to “keep it simple”, and the success of the new business depended on key objectives:

- 1) Establishing direct supply from the regulators / publishers and being recognised as an authorised distributor of the regulations.
- 2) Holding high stock levels of all product lines. Initially this would pose quite a challenge, until levels of demand were established.
- 3) Providing a fast, secure and reliable worldwide delivery service.

Fast forward to the present day, and Labeline is the only authorised distributor for the publications for all modes in the UK and Ireland



Labeline’s founder and Managing Director, Keith Kingham with Richard Shreeve – Key Account and Marketing Manager, Labeline International

and, for the last seven years, has held the accolade of being IATA’s top distributor for their Dangerous Goods Regulations worldwide. Indeed, when the current versions of the publications (ADR, IATA DGR and the IMDG Code) were delivered to Labeline in October 2016, there were over 80 tonnes of books in the company’s warehouse!

In the intervening years, Labeline has built up an excellent reputation for supplying high-quality products with a fast and friendly service. Of course the range of products and services offered by the company has expanded and now includes e-Learning courses and the renowned DGOoffice software for generating compliant DG documents. Labeline offers free trials of these software solutions, so that they can be tried out before purchasing.

In 2014 Keith recruited Richard Shreeve, formerly Sales Director at the National Chemical Emergency Centre (NCEC). Subsequently the company has broadened its horizons further and now offers GHS labelling solutions, a range of open and in-house Dangerous Goods training courses that are delivered by former CAA regulators, a DGSA training course and DGSA services.

Labeline has recently been appointed by Safeware Quasar to be the distributor of their range of Chemical Supply Regulations. Other services, such as chemical emergency response and regulatory consultancy, are also now available through Labeline.

Notably, in November 2016, Labeline hosted the first Biennial Dangerous Goods Roadshow. This was a series of one-day seminars that primarily focussed on the amendments to the Dangerous Goods Transport Regulations for 2017-18. Across the three events, nearly 200 delegates from UK and overseas heard from some of the industry’s most respected and knowledgeable regulatory experts. It was an undoubted success, and planning is already under way for the 2018 Dangerous Goods Roadshow series.

2017 will see Labeline investing in new IT solutions, and there will be a fresh look to the company’s website, which will become even more customer-friendly.

Active across the industry

Labeline is more than just a bookseller or label supplier. The company has always supported industry-related associations and seminars and, in the coming weeks, the company will be exhibiting at the following key events:

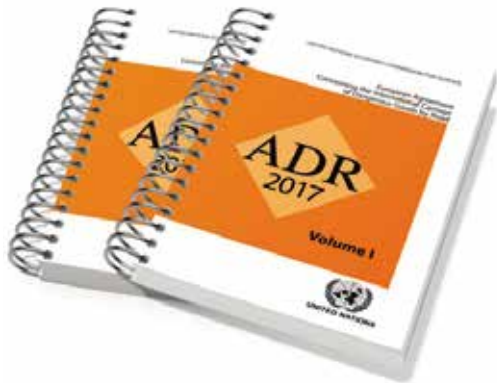
- March 23rd: BADGP AGM and Seminar, Northampton.
- April 4th-6th: Multimodal 2017 (with *Truck and Track*), NEC.
- May 1st-4th: COSTHA, Scottsdale, Arizona.
- May 9th-12th: Transport Logistic (with DGOoffice), Munich.
- May 11th: Safecom, Nottingham.
- June 14th-15th: VCA, Daventry.



Dangerous Goods by Road – changes in ADR for 2017

The Regulations governing the transport of Dangerous Goods by Road in EU member states, and some other countries around the World, is covered by the European Agreement concerning the International Carriage of Dangerous Goods by Road (ADR). Every two years ADR is published, to reflect the recommendations set out by the UN's Working Party on the Transport of Dangerous Goods (WP15).

As with the Regulations for Air (IATA/ICAO) and Sea (IMDG Code), there are a myriad of updates and amendments in the 2017 edition of ADR. The Regulations came into force on 1st January 2017, although there is a six-month transitional period to comply.



ADR 2017 – User-friendly spiral version from Labeline

Accordingly Richard Shreeve of Labeline International points out some of the major changes arising from ADR 2017:

Vehicles, engines & machinery

New UN numbers (UN 3528, UN 3529 and UN 3530) have been introduced to cover the reclassification of engines, machinery and their fuel. UN 3166 (Vehicles) and UN 3171 (Battery-Powered Equipment) are now covered under ADR by a range of Special Provisions and new definitions.

The text is quite detailed and extensive so, if you are involved in transporting vehicles or machinery, including hybrid vehicles, motorcycles, pedal cycles with electric motors, wheelchairs, etc, it is advisable to review all your obligations.

Polymerising substances

Four new UN numbers have been introduced for polymerising substances (UN 3531 to UN 3534). The term “polymerising substances” has also been added to the definition of Class 4.1, and their properties are defined as “substances which, without

stabilisation, are liable to undergo a strongly exothermic reaction . . . under conditions normally encountered in carriage”.

These classifications are a direct result of a tragic incident at sea when polymerising substances generated sufficient heat for other cargo to catch fire. The vessel was badly damaged and three lives were lost.

Lithium batteries

The Regulations governing the shipment of Class 9 regulated lithium batteries require the use of a new Class 9A label. Cells and batteries that meet the demands of Special Provision 188 are not subject to other provisions of ADR, however there is a new set of lithium battery handling marks for all four of the relevant UN numbers:



A transition period across all modes allows for the earlier style of lithium battery handling labels to be used up to 31st December 2018. Labeline can supply both types with the customer's pre-printed telephone number.

Certificated training is a legal requirement for many organisations involved in the transport of lithium batteries and, as one of a range of Dangerous Goods training courses, Labeline offers both in-house



DANGEROUS GOODS

... Continued from page 43

and open courses to help companies comply with the Regulations.

Gas-powered vehicles

In another development, there is now provision to allow operators to use vehicles fuelled by Liquid Natural Gas (LNG) and Compressed Natural Gas (CNG) for transporting Dangerous Goods, subject to specified maximum fuel tank sizes.

“Instructions in Writing”

New versions, which include the new Class 9A label for lithium batteries and a number of minor amendments, must be used from 1st July 2017.

DGSA requirement to be extended

Going forward, ADR 2019 will include an obligation on consignors to appoint a Dangerous Goods Safety Advisor (DGSA), although there will be a four-year transition period.

Limited Quantity (LQ) thresholds from 2017

For those who transport classified products but wish to keep below the thresholds for ADR 1.1.3.6, Labeline publishes “A Guide to Exemptions from the Carriage of Dangerous Goods by Road”. This Third Edition has been updated for 2017 by the author, Roger Wrapson, who was the Road Haulage Association’s expert on Dangerous Goods for 18 years.



The Guide lists the UN numbers, and the exemptions that apply, in an easy-to-reference format. It covers General Exemptions, Limited Quantity (LQ) Exemptions, Excepted Quantities (EQ) and Special Provisions.

Keep up-to-date

It is important that up-to-date regulations are the primary point of reference for shipping hazardous products since, in addition to the amendments mentioned above, there are many other changes in ADR 2017.

The same, of course, applies to those involved in multimodal operations, where the 58th edition of the IATA Dangerous Goods Regulations and the 38th edition of IMDG Code will apply.

Labeline International in summary

For 25 years Labeline International has been at the forefront of Dangerous Goods compliance around the World and is the UK’s only authorised distributor for the Dangerous Goods Regulations for all modes of transport.

The company is a major supplier of fully compliant hazard labels, handling labels, Dangerous Goods documentation, supply regulations and Dangerous Goods packaging. Furthermore, Labeline is the provider of DGOoffice software, e-learning and training courses in the handling and transport of Dangerous Goods and lithium batteries.

Labeline offers a free hazard label reference poster with every order you place. To find out more, visit www.labeline.com, call from UK 0870 850 5051 or from overseas +44 1271 817677 or email sales@labeline.com



Wärtsilä increases operational safety & predictability for two LNG carriers

The Finnish marine engine manufacturer Wärtsilä Corporation has signed a ten-year maintenance agreement with a subsidiary of the Tokyo-based ocean shipping company Mitsui OSK Lines (MOL) covering two LNG carriers. This will increase the predictability of the vessels’ operations, enhance safety and reduce operational costs. The comprehensive service agreement includes all scheduled engine maintenance activities, workshop services and online remote support.

With Wärtsilä’s Condition-Based Maintenance (CBM) solution, maintenance activities for the two vessels’ engines can be planned, based on actual engine condition rather than following a strict calendar-based schedule. The CBM solution controls and extends the engine maintenance intervals, reducing operational costs and downtime. Wärtsilä’s CBM monitoring system continuously collects data about the engines’ operating parameters and transmits the information in real time to a Wärtsilä service centre for technical expert analysis.

Andy Dickinson, Managing Director of Wärtsilä UK, tells us more:

“We see great potential in the growing LNG industry and are very happy to partner with MOL LNG Transport (Europe) Ltd to help the company optimise the maintenance of its vessels. A long-term maintenance agreement allows us to plan maintenance activities efficiently, taking into account equipment condition as well as the customer’s operating schedule and environment.”

The vessels covered by the agreement, LNG carriers Spirit of Hela and Gigira Laitebo, are each equipped with four Wärtsilä 50DF dual-fuel engines. Pictured here is the Spirit of Hela.

“We value Wärtsilä’s expertise and knowledge about these engines and therefore see Wärtsilä as a valued working partner for cost-effective maintenance of our LNG carriers. We also place great importance on maximising our vessels’ availability, which will be achieved through this agreement,” remarks Martin Gallacher, Deputy General Manager of MOL LNG Transport (Europe) Ltd, which is based at Shadwell, London E1.

www.wartsila.com/gbr

www.mol.co.jp/en/services/lngcarrier

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Samskip extends intermodal ops with Hector Rail



Hector Rail and Samskip have agreed to further develop their partnership in Sweden and on the Continent. From January 1st six round trips per week between Helsingborg in Sweden and Duisburg in Germany's Ruhr, via Copenhagen in Denmark, were added to the existing operations.

Hector Rail and Samskip do cooperate already between Duisburg and Malmö, Almhult, Nässjö, Katrineholm and Gothenburg. Both old and new operations are based on the same concept, with through services between Germany and Sweden by way of the fixed link in Denmark.

In January 2008 the cooperation between the companies started with the first ever direct trains between Scandinavia and the Continent. Today the Duisburg – Helsingborg train is an overnight service, allowing for quick door-to-door transit times. Collections can be made in a 300km radius of Duisburg and delivered in the area of Helsingborg the next day.

Samskip has developed a highly successful concept for door-to-door solutions based upon intermodal loading equipment and its own complete trains. The trains can carry all kinds of containers and trailers including megatrailers.

Johan Logtenberg, Managing Director of Samskip Van Dieren Multimodal, declares: "Our offer to the market combining cost efficiency and low environmental impact has proven successful, and our operations continue to expand. We are happy to take this step with Hector Rail and together develop our intermodal concept further."

Like all contemporary electric locomotives, those used by Hector Rail feature electric brakes which generate power that can be recovered for use by the railway network. The use of this type of locomotive is the most environmentally friendly alternative to providing land-based transport.

www.hectorrail.com

www.samskipmultimodal.com

Freightliner delivers raw materials to Scunthorpe steelworks right on time



The new British Steel was created when Tata Steel sold its Long Products Europe business in 2016. And so, during that year, Freightliner was awarded the contract for British Steel's haulage by rail of raw materials to Scunthorpe steelworks.

Since then, teams from Freightliner and British Steel's Immingham bulk terminal and ore blending plant have collaborated to improve the process flow, removing a massive bottleneck in the last stage

of the supply chain feeding the steelworks, resulting in a more efficient operation which meets British Steel's demanding delivery schedule to keep the furnaces fed with ore and coal.

In order to achieve this, Freightliner consulted with British Steel to gain a thorough understanding of their requirements, so that they could design a suitable train plan which has enabled British Steel to focus on producing steel as opposed to worrying about deliveries of raw materials.

Freightliner Commercial Director David Israel commented: "The hard work and close working relationship between the British Steel and Freightliner teams have paid dividends. As a result, we have delivered a more efficient train plan, which has directly contributed to the ongoing success of the British Steel brand."

George Dyer, British Steel Manager – Ore Preparation Plant, explained: "In the early part of 2016, the ore beds building process was stuck in a vicious cycle. They couldn't be built to the planned size in enough time for making sinter, which meant each unfinished bed increased the potential for poor quality sinter: it also resulted in less time to build the next bed. It's fantastic that we're now ahead of schedule."

Iron ore and coal are the fundamental materials for the steelworks, with pressures on all businesses to control and maintain desired stock levels. Flexibility and agility to react to markets or circumstances are crucial to the success of the operation.

www.freightliner.co.uk

<http://britishsteel.co.uk>



First ever container train from China takes only 18 days to reach London



“Breaking the tape” at DB Cargo UK’s London Eurohub terminal

The first ever container train travelling between China and the UK arrived at DB Cargo UK’s London Eurohub terminal in Barking in January 2017. The train was operated by the InterRail Group, a multinational transport operator headquartered in Switzerland, on behalf of China Railway subsidiary CRIMT (China Railway International Multimodal Transport).

Various freight railways handle traction along the 12,000 km (7,500 mile) route via Kazakhstan, Russia, Belarus, Poland, Germany, Belgium and France, before arriving in London. DB Cargo is responsible for the section from Duisburg to London via the Channel Tunnel.

The train started from Yiwu in the eastern Chinese province of Zhejiang. It reached London in 18 days, making it twice as fast as ship transport. The train was loaded primarily with textiles and other consumer goods. The 34 40ft containers required specifically for the UK, which are specially approved for the Channel Tunnel, were loaded at Deutsche Bahn container platforms in the Duisburg container terminal.

The UK is just the latest destination added to the China–Europe rail link. The train is initially being operated as a test train. London is one more international connection for the InterRail Group, along

with Duisburg, Madrid, Afghanistan and Riga, on the “One Belt – One Road” corridor, an initiative of the Chinese government.

DB has collaborated with partners since 2011 to operate weekly container trains on the world’s longest rail line, which connects, among other cities, Duisburg and Hamburg to Wuhan, Chongqing and Harbin, and, as of mid-2016, Hamburg to the Chinese province of Hefei. A record number of containers, around 40,000, were transported by train along the legendary Silk Road in 2016. That volume is expected to increase to some 100,000 containers by 2020.

The 10,000 to 12,000 km journeys usually take 12 to 16 days and require containers to be unloaded and reloaded multiple times due to changes of gauge. The service is used in particular by customers with time-sensitive commodities, such as special promotional clothing items, and capital goods for automotive and electronics.

British Prime Minister Theresa May has said that the relationship with China remains “golden”, as she seeks to bring in billions of dollars of Chinese investment as Britain prepares to leave the European Union.

www.uk.dbcargo.com/rail-uk-en



The 7,500 mile route from Yiwu to London

New ro-ro DFDS freight vessels from Flensburg



With the launch in February of Gardenia Seaways, DFDS is taking delivery of the first of two new ro-ro ships from the Flensburger Schiffbau-Gesellschaft, based on the German-Danish border. DFDS will take on both vessels under a bareboat charter contract.

Gardenia Seaways and the second new ship, to be handed over in Flensburg in September, are each 210m long and offer capacity for 262 trailers with a load space of 4076m. Both ships are set to enter service on DFDS lines in the North Sea. The DFDS fleet currently has six vessels in successful use, all named after flowers and supplied by the Flensburger Schiffbau-Gesellschaft between 2004 and 2007.

Peder Gellert, EVP of the Shipping Division at DFDS, comments: "The volume on all routes within the DFDS network has grown

noticeably, we are already using almost all the capacity available in our existing fleet. Gardenia Seaways and the next new ship will enable us to offer our customers the capacity they want, together with a significantly improved service.

"The design of the ship, developed in Flensburg, meets current environmental requirements, reducing fuel consumption and providing much better handling when loading and unloading in port."

The two new ships from the Flensburger Schiffbau-Gesellschaft will increase DFDS capacity for North Sea shipping by 20% in comparison with the tonnage it will replace.

www.dfds.com/freight-shipping
www.fsg-ship.de/wordpress/en



The new DFDS Gardenia Seaways

Cargo200 Initiative from Peel Ports is making waves

The Peel Ports Group is running an ambitious campaign, its Cargo200 Initiative, to help UK companies take 200 million miles off our road and rail freight infrastructure by the end of 2020 and cut the attendant costs and carbon emissions. The port operator is calling for importers and exporters whose goods begin or end their journey in the North of the UK to switch delivery of ocean freight from distant Southern ports to the centrally located Port of Liverpool. In this way shippers of goods can save UK plc from £350m to £400m annually.

The facts are that 90% of deepsea containers enter the UK via Southern ports, and yet 60% are destined for locations closer to Liverpool.

Accordingly Peel Ports will be partnering with 200 importers and exporters to support shipping lines connecting to the new £400m Liverpool2 deep-water container terminal.

Backers to date represent over 1.35 million TEUs of UK freight, including many international manufacturers and retailers. Thus far 150 signups have been secured to the Cargo200 Initiative, notably online retailer Zavvi.com, Europe's leading sports nutrition brand MyProtein, the German multinational conglomerate ThyssenKrupp, Diageo, JCB, B&M, Jaguar Land Rover, Matalan, Bentley and Typhoo.

www.peelports.com/campaigns/cargo200i

DFDS look forward to an exciting 2017

December 2016 saw DFDS celebrate their 150th anniversary, and the Freight Sales team on the Channel, led by Freight Sales Director Wayne Bullen, are now looking forward to an exciting 2017.



Wayne Bullen

To mark the 150th anniversary, DFDS staff throughout the Group participated in setting a new Guinness World Record by helping to build the largest Lego ship in the World. The Lego vessel “Jubilee Seaways” visited several locations around the UK, and proved to be very popular, drawing fascinated crowds wherever it went.

A new Vice-President, Kasper Moos, joined the Channel team based in Dover in November 2016, and he has been spending time working in the different Departments, getting to know the staff and to fully appreciate their roles.



Kasper Moos

DFDS have just completed their annual refit programme, and all vessels now offer extensive dedicated “Freight Driver only” areas, providing drivers with a spacious lounge, dining area, shower facilities, free wifi and a quiet rest area where drivers can relax and take their breaks during the crossing.

Wayne Bullen, Freight Sales Director, reports: “This year we have spent about €1 million on general refurbishment of our three Dunkerque vessels.

- Five meal choices, changed on a daily basis.
- Unlimited free soft drinks and hot drinks available in the exclusive Road Kings lounge.
- Free wifi.
- The opportunity to purchase the HGV levy and Dartford Toll charge online is available on all vessels operating on the Eastern Channel.

Dunkerque terminal

The redevelopment of the Dunkerque terminal has provided the following improvements:

- Improved road access.
- Increased terminal capacity to 260 driver-accompanied and 60 unaccompanied trailers in a safe and secure area.
- Additional check-in facilities.
- New toilets and showers.
- Customer Reception area.



The Road Kings lounge on the Dunkerque vessels



The Calais Seaways at refit

“An extended dry dock period for the Calais Seaways has enabled us to carry out extensive refurbishments, bringing the ship in line with the fixtures and finish of the Côte des Dunes and Côte des Flandres, which joined the fleet last February on the Dover\leftrightarrowCalais route.

“A €2 million investment by DFDS has seen major improvements for the benefit of our freight drivers on the Calais Seaways.”

On board all vessels

When presenting a freight boarding card / lane hanger, all freight drivers can enjoy the following benefits:

- Exclusive Road Kings restaurant and relaxation area.
- Up to 10% discount on selected items in the tax-free shop (excluding alcohol and tobacco). Just show your boarding card in the tax-free shop.
- Free main meal on every sailing for all freight drivers. Drivers must present their boarding card / lane hanger at the till.



Dunkerque terminal

Calais terminal

In order to reduce the congestion entering the Port of Calais, a buffer zone assembly area has been introduced. This provides an assembly space for 150 vehicles in a safe and secure area.

Digital investments

As part of a large investment scheme to enhance their digital future, DFDS have been working on a new booking portal, which will provide their credit account holders with a “one-stop-shop” for booking across all DFDS routes.

This is due to be rolled out to customers during the 2nd quarter of 2017. Having worked very closely with their freight customers to build the new application, DFDS are confident that it will provide a tool ideally suited to their customers’ needs.

The IT Department at DFDS is in the process of developing a freight customer information ‘app’, accessible via mobile devices, giving instant and up-to-the-minute information on services.

If you would like up-to-the-minute service information, follow DFDS on Twitter DFDSChnlFreight. Twitter updates are also posted on the DFDS Channel web page:

http://freight.dfdseaways.com/DFDS_ferries/cross_channel_ferries

DOVER-FRANCE

Dover-Calais/Dunkerque-Dover

UP TO 54 SAILINGS PER DAY

SAILING SCHEDULE FROM 1ST APRIL 2017



DAILY DEPARTURES FROM DOVER

TIME	DESTINATION
00:45	Calais
02:00	Dunkerque **
02:40	Calais **
04:00	Dunkerque **
04:10	Calais **
05:50	Calais **
06:00	Dunkerque **
07:40	Calais
08:00	Dunkerque
09:10	Calais
10:00	Dunkerque **
10:40	Calais **
12:00	Dunkerque
12:15	Calais
13:45	Calais
14:00	Dunkerque
15:15	Calais
16:00	Dunkerque
16:50	Calais
18:00	Dunkerque
18:20	Calais
19:55	Calais
20:00	Dunkerque *
21:35	Calais *
22:00	Dunkerque
23:05	Calais *
23:59	Dunkerque *

DAILY DEPARTURES FROM FRANCE

TIME	DESTINATION
01:05	Calais **
02:00	Dunkerque **
02:30	Calais **
04:00	Dunkerque **
04:15	Calais **
06:00	Dunkerque
06:10	Calais
07:40	Calais
08:00	Dunkerque **
09:20	Calais **
10:00	Dunkerque
10:55	Calais
12:00	Dunkerque
12:25	Calais
13:55	Calais
14:00	Dunkerque
15:30	Calais
16:00	Dunkerque
17:00	Calais
18:00	Dunkerque *
18:30	Calais
20:00	Dunkerque
20:10	Calais *
21:40	Calais *
22:00	Dunkerque *
23:15	Calais
23:59	Dunkerque *

* Not on Saturdays ** Not on Sundays

ROADKINGS
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WWW.DFDS.COM

Rhenus now provides complete offshore supply package

After a successful track record supplying some 90% of all German windfarms since 2014, Rhenus Offshore Logistics is now operating two new offshore supply bases at the ports of Great Yarmouth and Aberdeen. The new sites are maintained through cooperation with local partners and coordinated from the UK office of Rhenus Offshore Logistics opened last year at Lowestoft, Suffolk, the most easterly settlement of the UK.

Those supply bases provide cost-effective storage, cargo handling, offshore-certified container handling and provision, quayside management, stevedoring and all supply chain activities. The concept is to provide a foundation from which Rhenus is then able to support and offer a comprehensive logistical package, with the core concept being cargo runs, whereby they coordinate and manage every aspect of supplying offshore assets – as the sole point of contact for everything.

Dedicated project teams are responsible for all areas, including vessel charter, cargo handling, marine coordination, warehousing, goods receipt, port handling, port agency and whatever is required as part of an integrated turnkey logistics solution. In addition Rhenus Offshore Logistics lays on crew transfer solutions via vessel and helicopter, buoy deployment, maintenance and recovery, and a variety of other offshore logistical services.

Greg Howlett, UK Business Development Manager of Rhenus Offshore Logistics, sums up: “For Rhenus Offshore Logistics, this is an important step in our UK growth and provides us with the scope and facilities required to supplement our service package. Supply runs and offshore logistics are our core business. However, this new venture enables us to offer the full logistical solution, as well as coordinate all activities in-house, which is important to us.”

www.uk.rhenus.com/en/services/offshore



DFDS delivers strong growth in 2016 despite Brexit vote

Ferry and logistics business DFDS reports no negative impact on volumes from the Brexit effect, as it continues to post record earnings. The company’s annual report for 2016 showed that freight volumes and UK-Continental trade flows are holding up well despite the result of the UK referendum last June.

Full-year revenues for the group were up by 8% at DKK (Danish Krone) 13.4bn (£1.56bn), compared with 2015 (adjusted for currency changes and excluding bunker surcharges). Its Shipping Division accounted for £1.08bn of this, up from £1.03bn, driven by a 21% increase in freight volumes. The company also carried 12% more passengers during the year.

Higher earnings for the Shipping Division helped pre-tax profits jump by 52% to DKK 1.6bn (£182m), compared with last year. Improved earnings on DFDS’ cross-Channel routes from Dover to Calais and Dunkirk accounted for almost half of the increase, following the deployment of additional ferry capacity since February 2016 and continued growth in the freight market.

Rising freight volumes in the final quarter of 2016 indicate no impact on cross-border trade between the UK and Europe following the Brexit vote. Across the European route network, 17% more freight was carried during this period than at the same time in 2015. Passenger numbers on its routes also increased by 6% over the same period.

Whilst depreciation of the Pound Sterling in the last six months of the year impacted on the full-year result, this was offset by the continued increase in volumes and rates in the freight market. Volume growth was supported by increases in capacity, thanks to the introduction of two new ferries – the Côte des Dunes and Côte des Flandres – on the Dover to Calais service, and on the key freight corridor between the UK and the Netherlands on the North Sea.

Kasper Moos, Vice-President for DFDS in the UK, commented on the financial results: “Our earnings increased considerably during



2016, with the vote for Britain to leave the EU having little real impact on volumes. We will continue to monitor developments, however. Thanks to our work to continuously improve our service and to offer customers the capacity they require across our network, we have continued to grow our markets and we’ve posted another year of record financial results.

“Our pursuit of continuous improvement will continue in 2017, with further investment in our fleet, a focus on bringing digital innovation that benefits our customers, and a drive to further improve customer satisfaction with the services that we provide.

“As a ferry and logistics operator with more than 2,200 employees in the UK, we are at the heart of the ongoing Brexit process and, based on trends for the last few months of 2016, we expect to see continued growth in trade.”

For further information on DFDS, such as the latest sailing times, fares and offers across all routes from the UK, visit www.dfds.co.uk. You can also find out more on Twitter @DFDS_UK and the company’s Facebook page www.facebook.com/dfdsuk.



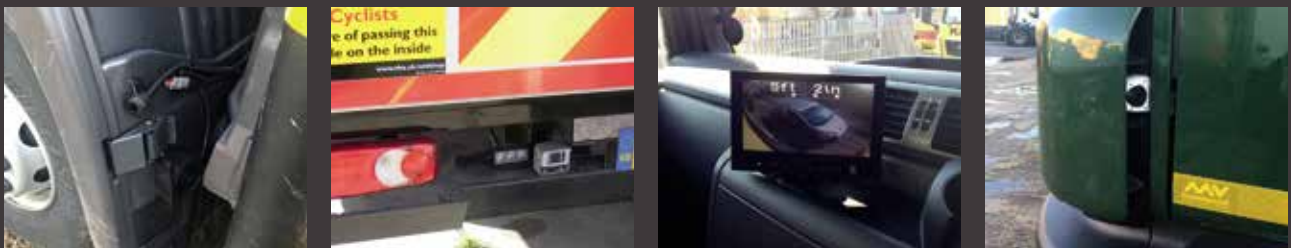
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Latest advances in onboard CCTV systems

An appraisal of the latest developments in CCTV technology from Rick Treharne, Managing Director of the Cheshire-based commercial vehicle CCTV solutions provider Vision UK. The company launched three new models of DVR on January 1st for affordable, high-quality video recording.

2016 was an interesting year for suppliers of multi-camera CCTV systems. If we look at our own experience, the demand for these products has continued to grow significantly, and it can be very challenging to supply products in time to satisfy customers' requirements. What is more, we have had a significant devaluation of the £ and, with a high proportion of CCTV components being purchased in US dollars, or the cost of which is directly related to US dollars, our like-for-like costs over the year have increased by between 10 and 15%. This situation will be the same for all manufacturers and suppliers of these systems.

At the same time, there has been a technological evolution, with new, affordable, high-resolution camera chipsets that are suitable for using in cameras designed for use in the commercial vehicle environment. This in turn has led to the development of new Analogue High Definition (AHD) and IP digital video recorders (DVRs) to take advantage of the higher video quality that these new cameras can provide.

As an example of the evolution of CCTV systems, Vision UK has developed three new DVR models during 2016 which we formally introduced to the wider market on January 1st 2017. These new

DVRs have been designed specifically to meet the increasing demand for affordable, high-quality video recording.

These products all utilise the same compact housing as used on the current generation DVR-800, but feature an improved removable cassette design that provides much better accessibility to SIM and SD cards.

Inside the housing however much has changed. Processor power has been increased significantly, so that not only can these new DVRs record more channels at higher quality than previous generation DVRs, but they can also provide more control and event identification capability.

For example, these DVRs feature five different G event alarm profiles. They include the usual X-Y-Z direction alarms, but also provide Tilt and Impact profile alarms.

The DVRs also support multiple trigger inputs and outputs, so that they can for instance be used to control other ancillary systems, depending on vehicle speed and the status of other inputs.

Other developments over previous generation products include improving the reliability of the storage medium. The new DVRs feature more robust data-writing algorithms, whilst a built-in



New DVR housing and cassette, with improved access to SIM card and SD card



The architecture of new DVR



UPS allows the DVR to safely shut down in the event of an external power loss.

All of these DVRs can also be fitted with a 3G or 4G modem, to provide users with our market-leading live view and remote access capability. Furthermore the devices can be fitted with fast wifi network cards, to allow users to wirelessly interrogate and retrieve video footage when the vehicle is in depot.

The first of these new products is the DVR-960, which is an eight-channel AHD DVR able to record eight channels at 960 x 576 resolution at 25 frames per second (FPS).

This DVR works with all analogue cameras and is designed to take advantage of the increased image quality provided by the latest-generation high TVL (up to 650TVL) analogue cameras. Unlike previous generation DVRs, these retain the format of the image recorded by the camera chipset and do not distort the proportions of the recorded image to fit the recorded frame size, thereby further improving quality.

In addition to improved recording quality, this model of DVR features enhanced event detection capability, and we have increased the number of inputs and outputs that can be used to intelligently control other vehicle systems.

The DVR-720 is the second of the new DVRs, able to record four channels at 720P resolution (1280 x 720) at 25 FPS. This model has a particular flexibility, in that it can be used with four 720P cameras, two

720P and two analogue cameras, or four analogue cameras.

The benefit of this versatility is that analogue chipsets are available in smaller sizes than current 720P chipsets. This means they can be used to make smaller cameras, which can often be more suitable for multiple applications.

Having said that, to support this DVR, Vision UK has also developed a unique 720P side camera that is as compact as the current generation analogue side cameras and is ideally suited for commercial vehicles.

The last of our new generation DVRs uses a completely different technology to the previous two devices. The DVR-1080 is an IP DVR and can record eight channels at 1080P (1920 x 1080 resolution) at 25 FPS.

As with the other DVRs, Vision UK has developed cameras designed specifically for commercial vehicle applications.

Our opinion is that the next technology leap will be towards IP systems, and, with the DVR-1080P, Vision UK is – to the best of our knowledge – one of the first companies to design and introduce an IP DVR specifically for commercial vehicle applications.

The costs of an IP system are not significantly different to a conventional DVR, apart from requiring a much higher capacity storage device than conventional DVRs. There are also a couple of points to consider before going down the IP DVR route.

Firstly, the current IP camera chipsets are larger (meaning larger cameras) than the equivalent analogue / AHD camera, which may be an issue for some applications. Secondly, if taking advantage of the available video quality, the length of video that can be stored on a given storage device is greatly reduced. What would give you weeks of footage with a current generation DVR will give you only a few days, if recording at 1080P and a high frame rate.

However, for customers wanting the highest quality images, the IP DVR system is really the ideal solution for the future.

www.vision-uk.co.uk



The above image illustrates the different resolutions at which the new DVRs can record (current generation DVRs record at D1 resolution)



New 720P side camera is housed in a heavy-duty metal casing and is small enough to fit inside most air deflectors



Heavy-duty IP side camera



Our bestselling DN-2 heavy-duty camera is now supplied with a 976 x 582 600TVL chipset and lens

What do we really want from a security seal?

Helpful & practical guidance for our readers from Donald Miller, Sales & Marketing Director of the security seal manufacturer Unisto Ltd

The incidence of planned or opportunistic theft from loaded vehicles shows no signs of abating, and road transport companies must take a more proactive approach nowadays to implement security measures and protect the goods with which they are entrusted.



Donald Miller

Many different approaches may be adopted to enhance security and, whether you are a 3PL or a hire-and-reward carrier, it is essential to implement the solution that meets your operational and organisational requirements. Assuming that you wish to implement a practical and effective security solution – and are not just going through the motions as a ‘tick-the-box’ exercise – it can often be difficult to determine the most appropriate solution.

Unless you have a detailed understanding of all the different options available in the marketplace, it's essential to find suppliers who have the expertise and experience to provide independent, unbiased advice and will not simply try to sell you what they stock in their warehouse.

Give some considerable thought as to the risk to your load and determine the most suitable approach! Amongst the first questions to be considered are: how many people have access to the load or consignment – and at what stages in the process? Also, what happens if something goes missing?

The difficulty here is that, regardless of the faith you have in the integrity of your workforce and your business, everyone comes under suspicion when losses occur – with a corresponding negative impact on both team morale and productivity.

You should also ask yourself: what is the value of implementing draconian security measures if the journey is a single delivery from depot to delivery point without stopping?

Of course, not fitting a seal might give the impression that the vehicle is empty or carrying low-value goods. Nevertheless your route may take your drivers through high-risk areas, and you are exposed to the risk of opportunists opening trailer or van doors and removing items that can be easily carried off when the vehicle is stationary or in slow-moving traffic.

In that situation, you should at the very least secure the doors with a key padlock or barrier seal: a plastic seal alone can be broken off only too easily.

Padlocks on vehicles do of course bring their own issues, the first of which is key control. If drivers carry the keys, the padlocks should be controlled with tamper-evident plastic seals which provide a clear indication if there has been any attempt to open them. The alternative is to use a closed-loop system with suited keys. Such systems are readily available from the many specialist key control

companies in the marketplace.

Which seal to choose?

There are a wide range of different products available – from simple, single-use disposable seals through to electronic, reusable seals that generate their own random numbers and can provide an audit trail of time and date stamped openings.

There are high-security devices that can provide you with a tracking facility reporting as frequently as required, whilst the load is outside geo-fenced areas or, alternatively, report only if an exception occurs, for example deviation from a prescribed route, or any change of state, such as an opening en route that would generate a security alert.

Barrier seals & devices

Bolt and cable seals are the most common varieties of barrier seal, along with secure and controllable single-use padlocks. ISO 17712 certification has made barrier seals more secure by allowing the seal buyer to choose a known, compliant supplier who manufactures and tests seals to conform to high standards.

The ISO 17712 Standard – which tests physical seal properties – is required by C-TPAT (the Customs-Trade Partnership against Terrorism) for all fast-track freight entering the USA.

Bolt seals

Bolt seals feature pins and bushes made of steel and often plastic-coated for enhanced identification and durability. The best bolt seals will be permanently marked with an encapsulated label, hot foil or directly laser-etched with the serial number on both the pin and bush, preventing the removal and substitution of component parts.

Furthermore, better quality bolt seals have an anti-spin feature (spinning being a common method of tampering with bolt seals), which also serves to align the serial numbers for ease of checking that pin and bush are numbered alike.

Moreover freight shippers are also providing with the manifest a colour image of the seal used, so that the recipient can ensure the seal on the container is the original.

Thought must also be given to the process by which bolt seals are removed, to ensure that health-and-safety regulations are not breached. With a tensile strength of 1 to 2 tonnes, they are hard to remove conventionally, requiring a degree of strength over a prolonged time, even when using long-handled bolt cutters.

To resolve these issues, manufacturers such as Unisto supply battery-powered hydraulic bolt cutters that are easy to operate and allow safe, controlled removal.

Cable seals

With steel, aluminium or durable plastic bodies, cable seals have a



Blue H seal



Fixlock



Integer polypropylene ring seal on curtainsider



Variflex



Hi-Genius



Bolt & cable seal safety cutter kit



Unisto C2K reusable security seals

metal locking mechanism that clamps onto a twisted steel cable, preventing it from being withdrawn.

The body of a good cable seal will be crimped crisply and securely onto the closed cable end in several places, with the crimping pressure splaying the cable within the body for additional security. The locking mechanism is held in place either by punching or crimping through from the body.

Beware of low-quality cable seals that have the locking mechanism held by just one crimp, making them susceptible to drilling out. High-impact, plastic-bodied seals have the locking mechanisms and often the serial number and markings moulded in.

When fitted, variable-length cable seals should be pulled up as tightly as possible to prevent 'unscrewing' the cable from the locking mechanism or gluing, cutting and hiding the evidence within the locking housing.

Although steel cables may be coated with plastic, it is accepted that uncoated cables provide the best tamper evidence: they splay when cut, making it impossible to rethread them into the mechanism.

Padlock seals

Lighter duty barrier seals with fixed hasp length offer the functionality of a keyless padlock. The seals are numbered for audit purposes with a steel hasp and locking mechanism, normally housed within a plastic body. This type of seal can be removed with lightweight side cutters.

Metal strip seals

Not typically viewed as a barrier seal, they can be difficult enough to remove by hand, representing a real deterrent to the opportunistic thief lacking specialist tools.

Normally made in tinplated steel, the best seals on the market allow movement to be seen within the locking head. A metal seal allows tampering to be covered up by use of superglue or pressure crimping, so that detection of free movement ensures that a tampered seal with no movement will be spotted straight away.

Metal strip seals, like plastic seals, should always have the weak point outside the locking housing, to prevent concealment of any manipulation or interference.

Plastic seals

Plastic seals are available in either fixed or variable lengths as follows:

Fixed-length seals

These are most suitable for the door latches of trailers and fixed-bodied vehicles, which tend to have considerable movement,



The Unisto E-Containerlock senses its environment & alerts management to changes to a load in transit



Flatstar

particularly as they wear. With an open loop, this type of seal is not placed under any kind of stress and is unlikely to break accidentally.

The fixed-length seal also has tamper-evident features such as a break point directly outside the housing, offering no opportunity to use pliers to prise the locking head out of the housing without breaking the ribbon.

Variable-length seals (also known as 'pull-tight seals')

These are designed to be properly secured when they are pulled tight. A loose pull-tight seal is a thief's dream, since the tension is relied upon to prevent tampering and makes it impossible to hide witness marks within the locking housing.

However, the pull-tight seal is not so good for use on door latches, as the stress of bouncing along the road over speed humps and potholes will break a seal that has been pulled tight on the latch. When we at Unisto observe variable-length seals fitted to vehicles, they are never pulled tight and offer an open door to the criminally inclined!

Electronic seals

Reusable electronic security seals at their most sophisticated can provide a high level of security and an audit trail of door openings. They provide the most effective way of sealing the trailer doors to control unauthorised access, as well as providing accurate data tracking.

The use of this type of convenient seal is fast expanding, and many distribution fleets insist upon electronic seals. They are simple to manage and cut out the environmental issue of plastic seal waste littering roads and industrial estates.

The advanced Manta electronic seal from Unisto stores data on the past 100 openings, providing a timed audit trail for detailed analysis.

Electronic seals are extremely effective if there are multiple doors or hatches to protect. The deployment of remote sensor solutions can be seen, for example, at Heathrow Airport, where a single Manta unit has been installed on every scissor-lift catering vehicle belonging to a major 3PL company, to secure all personnel and loading doors for airside deliveries.

Devices that track your load – and give alerts of route deviation or a change of state – can be useful for high-value shipments on risky routes.

These reusable devices use a SIM card for communication and are recommended by many insurance companies for long-haul intermodal freight transport. E-Containerlock and E-Covertrak are sophisticated, state-of-the-art security solutions that provide you with the ability to manage your consignment remotely, to ensure that it reaches its destination on time and intact.

Seal management

It is not enough to simply fit seals and hope for the best! Security seals are only as good as the protocols used to manage them, and the most robust security seals poorly managed do little but give a false sense of security. When something goes wrong, most of the blame is laid on the seal rather than on the poor management processes that caused it to fail.

Organisations should develop and maintain procedures for a wide range of processes including procurement, secure storage, distribution to users, correct application, inspection, record-keeping and seal removal, as well as the management and final disposal of 'dead' seals. The importance of correct training for all these stages cannot be overstated.

For further product information, make tracks for www.unisto.co.uk – or meet the welcoming Unisto team at Multimodal 2017 on *Truck and Track Stand 5081* in Hall 4 of the NEC, Birmingham.



Record-breaking Multimodal event looks to the future on its 10th anniversary

The growing challenge of city logistics, the impact of Brexit on the supply chain, and the benefits of modal shift are all high on the agenda at Multimodal 2017, the tenth anniversary of the Show. The free-to-attend event welcomed a record 9,000 visitors last year, and is set to surpass this record when the three-day spectacular opens on April 4th at Birmingham's NEC. You are invited to come along and meet our *Truck and Track* team, exhibiting in Hall 4 on **Stand 5081**.

Robert Jervis, Logistics Portfolio Director of the Show organisers Clarion Events, declares: "When we launched Multimodal ten years ago, there was no event that serviced the needs of the UK logistics industry as a whole, and we are pleased that the continuous feedback is that our Show continues to meet that demand.

"We have had our fair share of challenges over the last decade, including deciding to launch in the midst of a global economic crisis. However, the Show is going from strength to strength. The whole team and I are looking forward to supporting the logistics industry over the next decade and beyond!"

Hundreds of supply chain decision-makers will visit leading logistics suppliers to network, grow business and learn from the experts, and to benefit from the three-day educational programme, featuring speakers such as from Typhoo Tea, Bibby International Logistics, Peel Ports and Schiphol Amsterdam Airport.

Audiences are high, with the Multimodal registration system using channels including social media to maximise networking and new business opportunities.

Multimodal has teamed up with the UK Warehouse Association (UKWA), the Chartered Institute of Logistics (CILT) and the Freight Transport Association (FTA) to put together the educational programme, which will also look at improving air cargo performance, the impact of the rise of Amazon, and the need for better warehousing.

A series of Brexit briefings exploring the challenges and opportunities of the new business landscape will be led by experts

from companies including the FTA global policy team, Eurotunnel, Oracle and KPIT Technologies, as well as Agency Sector Management Ltd (ASM).

The sessions will examine emerging trends, as well as the impact of new regulations, and include workshops on improving air cargo quality, mega vessels and alliances, inland waterways and railfreight.

"Brexit will trigger developments which will have a huge impact on all sectors of our industry," said Robert Jervis. "We will provide a unique platform for industry leaders to share insight and knowledge, and learn new ways to run slicker supply chains at this critical time of change."



Julian Mosquera, Director of LCP Consulting, will present on new consumers' demands on immediate access to a wider selection of cuisines, food services and food and beverage supply chains. As populations continue to grow in our major cities, Julian, along with Tim Ward, from Transport for London and Peter Ward from UKWA, will look at the challenges and consider forward-looking strategies and solutions for the future.





Pierre Liguori, Director of Tokema International, will be exploring the trends that the logistics industry is facing, as we enter a post-Brexit world driven by the new smartphone-enabled consumer.

Eurotunnel’s Director of Public Affairs, John Keefe, will be discussing the importance of the Channel Tunnel as a trade link for the UK economy in the wake of Britain’s decision to leave the EU.

The impact of mega-ships and alliances on shippers, new regulations affecting container packing, and opportunities created by free trade zones will also be explored, with Chris Welsh, MBE, Secretary General of the Global Shippers’ Forum and FTA Director of Global and European Policy, set to question whether the new world order is sustainable: that is in a panel discussion on April 5th.

With the container industry building bigger ships to cut costs, and unparalleled consolidation within the industry through mergers and acquisitions, the shipping landscape is undergoing a period of change.

He will also explore the impact of a new EU directive, which requires



shippers moving ISO containers and swap bodies domestically and within the EU to make a “statement of weight” declaration.

“The state and cleanliness of the container, and how it is packed and secured, are of growing concern to the industry and regulators,” said Welsh. “We will go through the Cargo Transport Units (CTU) Packing Code, and what shippers should do to ensure they are complying with the law.”

A full list of speakers and the complete schedule are available online, and sessions can also be booked when visitors register for the show at www.multimodal.org.uk. The full programme is outlined below.

The third FTA Multimodal Awards will also take place during the event, with over 800 VIPs expected to attend a gala dinner on 4th April at the Vox Conference Centre at the NEC. The Awards recognise best-in-class across air, road, rail and maritime services, as well as a Young Logistics Professional, an Innovative Infrastructure Project, and Environmental Best Practice.



The Awards dinner will be hosted by David Gower, OBE, and presented by Meantime Communications’ Director Julian Pryke.

So, to find out more about visiting the Show, the seminar programme or the Awards, go to www.multimodal.org.uk



Howard Tenens, one of the UK’s largest privately owned logistics companies, has exhibited at Multimodal ever since the Show started ten years ago. The company’s warehouse footprint is over 3,500,000 ft² in the UK. It owns freehold the vast majority of this commercial space – which is available for lease – and operates a distribution fleet of 157 vehicles providing national coverage. So check out Howard Tenens on **Stand 4020**.

Beth O’Neill, its Group Commercial Manager, comments: “Multimodal is a major highlight of the year for the Logistics Group. Showcasing Howard Tenens at Multimodal for the past nine years has enabled us to meet with some of our leading customers. These initial meetings have since progressed and formed a number of highly successful working relationships with the likes of Costa Coffee, Bentley Motors and Asahi.”

This year Howard Tenens will be showcasing a new addition to its warehouse portfolio, with a newly refurbished 179,000 ft² warehouse in Manchester due to be fully operational by the end of April, as well as promoting Howard Tenens services, including expertise within the pick-and-pack sector for logistics.

Furthermore Howard Tenens will not only be attending the Multimodal Awards evening in partnership with the FTA on Tuesday 4th April, but also this time sponsoring the Rail Freight Operator of the Year Award. Jamie Hartles, Logistics Director of Howard Tenens, comments: “We are extremely excited to be sponsoring the Rail Freight Operator of the Year, as rail freight plays such a pivotal role within the logistics industry.”

www.tenens.com

Multimodal seminar programme

DAY ONE

UKWA Briefings Day – 4th April

11.00 – 12.00 The Changing Market Place for Logistics

This opening session sets the scene for Multimodal 2017 by exploring the trends that the logistics industry is facing, going into a post Brexit world driven by the new mobile enabled consumer whose delivery expectations are relentless.

- **Pierre Liguori**, Director, **Tokema International**
- **Eddie Lin**, Regional Director, **Dimerco Express Group & Country Manager, Dimerco Express (U.K.) Ltd**
- **Peter Ward**, CEO, **UKWA**

12.30 – 13.30 Amazon – friend or foe?

As logistics becomes the new retail, we will hear from those with first-hand experience of the behemoth that is Amazon. How sustainable is the Amazon model, and does it present risk or opportunity for logistics providers?

- **Mark Thornton**, Marketing Director, **Maginus**
- **Peter Ward**, CEO, **UKWA**

14.00 – 15.00 The Growing Challenge of City Logistics

As populations continue to grow in our major cities, with 'new consumers' demanding immediate access to a wider selection of cuisines, food services and food and beverage supply chains are coming under critical pressure. We look at the challenges and consider forward-looking strategies and solutions for the future.

- **Julian Mosquera**, Director, **LCP Consulting - Operations Management Consultant**
- **Tim Ward**, Freight and Fleet Communications and Engagement Manager, **Transport for London**
- **Peter Ward**, CEO, **UKWA**

15.30 – 16.00 Infrastructure and Property

The changing face of the logistics industry has to be supported by infrastructure that in many areas is already stressed, and subject to environmental and traffic regulation plans. What measures can UKWA take to support their Members to ensure a balanced approach that delivers more distribution space with minimal planning constraints and without arduous conditions being placed on operators.

- **Kevin Mofid**, Head of Industrial Research, **Savills**
- **Walter Boettcher**, Head of Industrial and Logistics, **Colliers International**
- **Matthew Williamson**, Partner, **Weightmans LLP**
- **Peter Ward**, CEO, **UKWA**

CIILT Seminar Day – 4th April

11.00 – 12.00 Modal switch - solutions and benefits

The Government is under increasing pressure to find additional ways of addressing the issue of emissions from road transport. It's not just an urban problem with poor air quality affecting health but greenhouse gas emissions are a major concern. Inter-urban congestion is getting worse as there is more traffic on the strategic road network (vehicle numbers have grown to over 37 million in UK) and hence carbon dioxide and other pollutants are a problem. Engine technology is improving and alternative fuelled vehicles are becoming more widespread but modal switch from road to rail offers an immediate and significant solution. In this session, we will consider how to go about modal switch and cover the potential benefits. We will also discuss some case studies of companies who have made these moves in order to demonstrate the scale of likely benefits. Following some short presentations there will be a question and answer session with the following knowledgeable panellists:

- **Richard Brown CBE CL**, FCILT Board Member, **Department for Transport Board**
- **Catherine Weetman MSc**, FCILT - Director, **Re-think Solutions**, Vice-Chairman, **The Environment & Sustainability Forum**
- **Julian Worth**, Chairman, **The Rail Freight Forum**
- **Rupert Dyer**, Managing Director, **Rail Expertise Ltd**
- Other speakers TBC

12.30 – 13.30 Deal or No Deal - free trade zones

The UK is in limbo no longer, as the UK Parliament has voted in favour of Prime Minister Theresa May beginning the country's removal from the European Union. Much has focussed on the regulatory/legal aspects, but we will be exploring the business opportunities, new business models and what Exporting and Free Trade Zones could mean in practice.

- **Sue Terpilowski OBE**, Managing Director, **Image Line**
- **Paul Kelly**, Managing Director, **Actualis Marketing**
- **Geoff Lippitt**, Business Development Director, **PD Ports**
- **Susan Morley**, Director, **Morley Consulting Training Ltd**
- **Neil Gould**, Managing Director, **Bibby International Logistics**
- **Tony Shally**, Managing Director, **Espace Europe**
- **Barbara Buczek**, Director of Corporate Development, **Port of Dover**

14.00 – 15.00 Logistics Outsourcing A Life-Cycle Masterclass

An interactive session from the CIILT with leading industry practitioners exploring key topics for those buying or selling outsourced logistics services:

- > Strategic Planning – what to think about before you start!
- > Contracts – killing the relationship or supporting its foundations?
- > Know what you are buying: different approaches for different services
- > Building the relationship: aligning objectives, managing contracts
- **Jo Godsmark**, Director, **Labyrinth Solutions**
- **Phil Wood**, Head of Order to Cash UK, **Mondelez International**
- Other speakers TBC

15.30 – 16.30 Raising Professional Driving Standards: Our drivers, our fleets our responsibility

- Moral - it's the right thing to do. Nobody is in business to harm people. Reputation etc
- Economic - it makes good business sense. Reduced costs, premiums, management time, down time etc. Link to reputation
- Legal - the last line of defence to protect people from harm, the legal obligations for those who have yet to see the business case for road risk management
- **Austin Birks**, Head of Business Development, **uTrack Software Solutions**
- **Glen Davies**, Transport and Logistics Specialist, **AtoH**
- **Dean Clamp**, Group HSEQ Director, **Wincanton**
- Other speakers TBC

Multimodal Sessions – 4th April 2017

11.00 – 11.40 Brexit Briefing - Robert Keen, Director General, BIFA

As Brexit unfolds, there will be many issues affecting visible trade and the work of forwarders. Will Customs reintroduce EU transaction border controls? Will the replacement of CHIEF go ahead and will the new system be able to handle the millions of extra transactions? How will controls on dual use items be managed?

- **Robert Keen**, Director General, **BIFA**

12.30 – 13.30 - The Power of the 3PL-Shipper Relationship - Chris Mills, Director of Transportation, Europe, CH Robinson Europe BV

A journey of what a Third Party Logistics Provider (3PL) does for their customers on a day-to-day basis. Chris will take a deep dive into a real customer case study, and how a 3PL provider can help customers grow their business locally, and globally. Chris will also take the time to look at what is happening in the marketplace, and how, through collaboration with the shipper, we tackle some of those marketplace disruptors. Lastly, he will touch on the future of logistics and what that might look like.

- **Chris Mills**, Director of Transportation, Europe, **C.H. Robinson Europe B.V.**

14.00 – 15.00 Transforming UK Logistics – a collaborative case study

- **Patrick Walters**, Group Commercial Director, **Peel Ports - Liverpool**
- **Razi Khan**, Senior Tea / Tisane Buyer and Supply Chain Manager, **Typhoo Tea Limited**
- **Gary Jeffreys**, Managing Director, **Safmarine**



DAY TWO

FTA Seminar Day – 5th April

10.30 – 11.30 **Inland Waterways – City Logistics the final mile**

This session will explore how the UK inland water network can complement road and rail freight by moving goods into city centres without increasing traffic congestion. The session will also examine ways in which goods are moved from inland waterway hubs to urban delivery points – the final mile.

- **Alex Veitch**, Head of Global Policy, **FTA**
- **Stephen Carr**, Head of Business Development, **Peel Ports Group**
- **Gerald Heward**, Commissioner, **London Waterways Commission**
- **Stephen Anderson**, Principal Consultant - Freight & Logistics, **Peter Brett Associates LLP**
- **Peter Ward**, Senior Asset Manager, **Port of Tilbury**

12.30 – 13.30 **The future of rail freight**

A look at the future direction for the industry in the wake of Government rail reviews and industry structural changes, including loss of coal traffic. Where should Government and industry policy be best focused to optimise the use of rail freight?

- **Chris MacRea**, Manager Railfreight Policy, **FTA**
- **Joanne Turner**, Commercial Director, **Freightliner**
- **Maggie Simpson**, Executive Director, **Rail Freight Group**
- **Guy Bates**, Head of Freight Development, **Network Rail**
- **Duncan Clark**, Head of Strategic Development Manager, **GB Railfreight**

13.30 – 14.30 **Brexit Masterclass FTA**

The FTA global policy team will look at aspects of Brexit affecting the logistics industry and the supply chain, including Customs, Border Control, trade with the EU and non-EU countries, and how the FTA is engaging with government to get the best deal for its members.

- **Alex Veitch**, Head of Global Policy, **FTA**
- **James Hookham**, Deputy Chief Executive, **FTA**
- **Pauline Bastidon**, Head of European Policy, **FTA**
- **Chris Yarsley**, EU Affairs Manager, **FTA**

15.00–16.00 **Legal Briefing- what to expect from suppliers and partners**

Includes a look at contracts of carriage and how to get the best out of your supplier when outsourcing.

- **Matthew Wilmhurst**, Associate, **Holman Fenwick Willan**
- **Nigel Kotani**, Solicitor, **Excello Law**
- **Alex Veitch**, Head of Global Policy, **FTA**

FTA Workshop Day – 5th April

10.30 – 11.30 **Valuing Air Cargo Performance**

Cargo IQ and the Global Shippers' Forum host a panel that covers the full Air Cargo supply chain, from forwarder to airline. Cargo IQ is an independent Special Interest Group by IATA that has members from the complete Air Cargo Logistics chain, focusing on the Air Cargo Industry delivering its customers' shipments in a reliable and transparent way. The need for Air Cargo Performance is different from various viewpoints in the industry, but in the end the whole industry benefits from a shipper that values its product as reliable, fast, economical and therefore well worth the shipper's money. The panel will discuss the various elements of performance, how the industry can benefit from transparency, information and control, and how this can be achieved.

- **Chris Welsh MBE**, Secretary General, **Global Shippers' Forum**, Director of Global and European Policy, **FTA**
- **Ariaen Zimmerman**, Executive Director, **Cargo IQ**
- **Lothar Moehle**, Director AVSEC and Governance, **DB Schenker**
- **Paul Glaser**, Managing Director, **Cargomind**
- Other speakers TBC

12.30 – 13.30 **Air freight – improving air cargo performance**

This workshop will explore what makes a great cargo operation, with speakers from some of Europe's biggest air cargo hubs and carriers. There will also be a focus on the plans for Heathrow's third runway, which should dramatically increase the UK's long haul air freight capacity.

- **Alex Veitch**, Head of Global Policy, **FTA**
- **Jonas van Stekelenburg**, Head of Cargo, **Amsterdam Airport Schiphol**
- **Nick Platts**, Head of Cargo, **Heathrow Airport**

- **Mark Olney**, General Manager - Cargo, Europe, Middle East, India and Africa, **Air Canada Cargo**
- **Conan Busby**, Head of Cargo for **MAC**

13.30 – 14.30 **Mega Ships and Alliances**

The container industry's response to the 2008 financial crisis and sluggish international trade has been to build bigger ships to cut costs. This has led to unparalleled consolidation in the industry, mainly through merger and acquisition and the establishment of new and larger alliances. The session will delve into whether the mega-ships and alliances are sustainable and aligned with other maritime supply chain stakeholders including ports and shippers just-in-time transport needs.

- **Chris Welsh MBE**, Secretary General, **Global Shippers' Forum**, **Director of Global and European Policy, FTA**
- **Patrick Walters**, Group Commercial Director, **Peel Ports – Liverpool**
- **Olaf Merk**, Project Manager, Ports and Shipping, **International Transport Forum (ITF)**
- Other speakers TBC

15.00 – 16.00 **New Container Weight Rules**

No, we don't mean the new IMO VGM rules introduced last July, we mean a new EU directive which requires shippers moving ISO containers and swap bodies domestically and within the European Union to make a "statement of Weight" declaration. The FTA will explain what the new rules are and what shippers will need to do to comply with the new rules. The seminar will also focus on practical issues relating to implementation and enforcement of the VGM rules and any outstanding concerns. The state and cleanliness of the container, how it is packed and secured is of growing concern to the industry and regulators. FTA go through the CTU packing code and what shippers should do to ensure they are complying with the law.

- **Chris Welsh MBE**, Secretary General, **Global Shippers' Forum**, Director of Global and European Policy, **FTA**
- **Graeme Parkins**, Managing Director, **Hy-Dynamix**
- **Jim Bralsford**, Vice President Sales EMEA, **INTTRA**
- **Captain Richard Brough OBE, BA**, Director, **Brough Marine Limited**

Multimodal Sessions – 5th April 2017

10.30 – 11.10 **Brexit Briefing by John Keefe, Director of Public Affairs, Eurotunnel**

The topic of discussion is about the importance of the Channel Tunnel as a trade link for the UK economy which currently represents a quarter of all UK trade with the EU. A detailed report entitled "The Economic footprint of the Channel Tunnel fixed link" was recently published to assess the economic contribution of the Channel Tunnel to trade and tourism, and its role in the UK's economic growth.

12.30 – 13.10 **Brexit Briefing - Vikram K Singla, Supply Chain and Product Innovation Cloud Apps - UK/IE, Oracle and Bruce Bentley, Presales Manager, KPIT Technologies Ltd**

Global change is moving at such a fast pace that many UK based logistics companies feel at some point that they will be overwhelmed by bureaucracy if they do not have an action plan to address staff concerns on new compliance issues and needs. Whether that is from the challenges of moving goods fast from the UK to the EU or visa-versa to even whether you have the trained logistical, financial or IT staff with the compliance skillsets to meet the ever-increasing challenges that you or your paying customers will ultimately face. In this joint Oracle/KPIT session, our experts will focus on global trade management processes and how they might play out between the UK and the EU.

15.00 – 15.40 **Brexit Briefing – Peter MacSwiney, Chairman, Agency Sector Management**

An overview of some of the areas of concern regarding the physical infrastructure and Customs practices that need to be reviewed. An opportunity to find out from participants what their concerns are.

16.00 – 16.40 **More details to follow**



MULTIMODAL

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- participate in the exclusive Shippers' Village to hold your own private discussions;
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- dedicated pavilions representing FSDF: focusing on food and drink logistics; Logistics Leaders' Network & UK Warehousing Association;
- free access to e-Delivery Expo & InternetRetailing Expo co-located with Multimodal;

Whatever your role, whether you're a retailer, manufacturer or import/exporter, you will find suppliers to solve your complex transport and logistics requirements.

“

It enabled us to open our eyes as to other suppliers in the market place having been blinkered through using only a small number of suppliers for a number for years.”

BAE Systems



“

Very successful in finding new ideas for existing challenges.”

British Museum



“

Great to keep in touch with the industry, see new equipment and ideas.”

Unilever



“

It was a useful visit. I managed to meet with a number of existing and potential suppliers and compare various new services all in one day.”

Kingspan



“

Well worth the visit which allowed me to make new contacts within the business and meeting existing suppliers.”

Stannah Stairlifts Ltd

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PTV Group provides transport & logistics software solutions

The PTV Group provides a suite of cost-saving and environmentally-friendly logistics solutions, making a big difference for fleets, drivers, depots and deliveries by helping logistics managers with their daily scheduling challenge.

The Group, which has its global base in the German technology city Karlsruhe, supplies a range of products and services, including Software and Services, Components, Data and Content, and Consulting and Research, for the logistics and passenger transport industries.

In the logistics business field, the PTV Group's product portfolio ranges from software for scheduling transport routes and trips to distribution planning, operational, tactical and strategic planning including trip, route and schedule optimisation, toll and cost calculation and system and device-agnostic ETA services.

For example, efficiencies at destinations are much improved by using PTV Drive & Arrive, which automatically informs partners and customers about the estimated time-of-arrival.

Companies across the UK and beyond have reported that, by using a cloud-based solution called PTV Route Optimiser, they are immediately saving an average of 10% on their fleet costs, with many reporting that figure is in excess of 25%.

The challenges facing logistics companies are manifold, from budget pressure to just-in-time requirements to local authority restrictions.

Companies need all the help they can get and, with the PTV Group's suite of logistics products, that help is now at hand.



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Top up what you take out!

Battery problems remain at the top of all issues for non-starts amongst fleet vehicles. *Truck and Track* is aware of how much this costs fleet managers and owners year-on-year, and so we asked Rotronics (www.rotronicsbms.com) to do a study of a number of vehicles to understand what patterns might be leading to such large and unnecessary costs.



Ken Clark

This article provides an overview of how using the correct technology and workshop practices can significantly reduce your costs. Rotronics is the UK partner for CTEK and Midtronics battery management technology and an industry leader in proactive battery maintenance and service solutions.

Draining the battery with engine off

The Rotronics team tracked two identical vehicles from December 2016 to January 2017 and found that the vehicles were being used with the taillift in operation with the engine off, and this caused unnecessary and significant drain on battery performance. This is not an issue if the charging system can recharge the drain. However, all workshops have to consider that, in terms of battery management, what is taken out must always be replaced: otherwise there will be a constant under-performance.

Ken Clark, Managing Director of Rotronics, reports: "We have been looking at benchmarking a number of taillift vehicles to extrapolate relevant data to understand why so many excessive non-starts are prevalent with this vehicle group.

"At the point when the test vehicles entered the workshop, their battery condition was in a discharged and heavily depleted state. The short-term solution was to recharge and start to understand the cyclic position of the vehicles and analyse a number of potential issues."

Possible reasons why a battery could be in a depleted state:

- Driver at fault: the driver could be unintentionally putting unnecessary loads on the vehicle with the engine off.
- Drive cycle: is the vehicle doing enough miles to recharge the battery?
- Workshop practice: are the batteries being correctly maintained and going through the optimal test and charge procedures?
- Is the battery to the correct specification for its application?
- Are the batteries faulty?
- The weather – the batteries could also be impacted by significant variants in weather conditions and temperatures.



Data loggers in use

Data loggers

Data loggers were then installed onto both vehicles to measure the cyclic Volts and Amps being generated, whereby data would then be downloaded 60 days later at next service inspection.

The Rotronics team saw an obvious and significant drain on the vehicles' systems as a result of operating the vehicles' taillifts with the engine off, and this load would increase yet further with a loaded taillift. It was evident that such prolonged use of the taillifts, and subsequent high load draw on the vehicles batteries, would run the risk of premature failure, reduced serviceable battery life and increased non-starts.



Ken Clark explains: "As the batteries were in a low state of charge, coupled with being out of action over the extended Christmas break, there was little time for the batteries to recover without suitable workshop recharging. This resulted in the vehicles having to be 'jump-started'.

"It is evident that deployment of the taillift drains a large amount of current from the battery. For example, on one day in January, the battery lost over 20 Amps/hr in 20 minutes, with the battery dropping from an already discharged 12.35V to 11.75V during this period. This highlights that the power demands used are not able to sustain the heavy consumer loads for any length of time whilst the engine is off.

"Our Battery Management Programmes show considerable savings for fleet owners and managers, reduce non-starts and improve battery replacements. It is important to introduce the correct diagnostics and test-and-charge processes into your workshop. The full electrical system and battery test, using the correct equipment, takes under two minutes to complete."

The essential tests for a healthy commercial fleet are:

- Battery balancing.
- Individual battery analysis.
- Detailed electrical system test, checking both alternator and starter output.
- Parasitic drain test on the system.

Test & charge technology in the workshop

Ken Clark again: "We can provide the latest generation test and charge technology from Midtronics and CTEK, which is designed for the heavy-duty and commercial vehicle workshop.

"Our best results are from fleets whose workshop technicians are regularly testing and charging all vehicles entering their workshop. They understand that vehicle safety, cost reductions and customer service are central to any growing business."

So contact Rotronics now for a free evaluation and demonstration on how you can save time and money. For more information on Rotronics and Battery Management Programmes, go to www.rotronicsbms.com, call Ken Clark on 0121 526 8185 or email info@rotronicsbms.com.

■ Rotronics is part of Rubery Owen www.ruberyowen.com, a family-owned group established over 130 years ago at Darlaston in the West Midlands. At the forefront of vehicle technology since the birth of the motor car and synonymous with quality and enterprise over the years, Rubery Owen now operates eight group companies across a diverse spectrum of automotive markets.

ROTRONICS BATTERY MANAGEMENT SOLUTIONS READER OFFER

Rotronics, the UK's leading fleet battery management expert, has partnered with *Truck and Track* to offer all readers and Multimodal Stand visitors free consultations and a chance to win a CTEK X525A 12V smart charger worth £319.

Simply deposit your business card on *Truck and Track* Stand 5081 and find out how Rotronics Battery Management Programmes can increase the reliability of your vehicle fleet, and reduce battery replacement costs, through proactive battery management solutions.

For readers not visiting the Show, go to the Rotronics website www.rotronicsbms.com and fill in your details in the 'Contact Us' section, putting 'Multimodal 2017' in the Enquiry box.



PREPARE FOR THE ROAD AHEAD

VEHICLES
PRODUCTS
PEOPLE
BUSINESS

The Commercial Vehicle Show 2017

Our industry operates in a world where change is constant and uncertainty is a fact of life. The ability to see all the latest vehicles, related products and services - and to talk face to face to the people who supply them, all in one place - is therefore ever more vital.

That's just one of the many reasons why a visit to the Commercial Vehicle Show 2017 is a must for anyone who wants to plan for whatever lies on the road ahead. See you at the NEC Birmingham, Tuesday 25th - Thursday 27th April 2017.



@TheCVShow

Get your **FREE** ticket
Register today
www.cvshow.com

The COMMERCIAL VEHICLE SHOW 2017

25 - 27 APRIL
NEC · BIRMINGHAM



Where the CV world meets each year to see the latest innovations & to network

With the CV sector in many respects in glowing health, the 2017 CV Show looks set to be one of the busiest – and best – CV shows ever. The CV Show is the largest and most comprehensive road transport event staged in Britain, catering for every operator’s business needs. Presenting a unique annual opportunity to see the latest product innovations at first hand and to network with your business contacts, the Show occupies Halls 3, 3a, 4 and 5 at the Birmingham NEC from 25th to 27th April. Visitors can register for free tickets at www.cvshow.com

The Commercial Vehicle Show is owned by the CV Show LLP, comprising the Road Haulage Association, the Society of Motor Manufacturers and Traders (SMMT) and IRTE Services, the trading company of the Society of Operations Engineers.

Rob Skelton, CV Show Director, declares: “We’ve seen quite a bit of change in the CV sector since CV Show 2016. Increased sales in the van, light truck and heavy truck



Rob Skelton – CV Show Director

markets, and a massive growth in demand for large vans and pickups, the former fuelled by a surge in home deliveries.

“But with growth comes an increased need to ensure vehicle fleets are safe and compliant, and one of the big appeals of the CV Show is that operators can find everything they need to meet legislative demands, as well as a plethora of new products to make managing their fleets easier, all under one roof – indeed, such is the growth in these areas that we’ve extended the Show’s floor space by 10% this year.

“Then, of course, there are the vehicles themselves. Once again, the LCV industry is well represented at the show, whilst this year we’re also delighted to welcome back three major truck manufacturers – DAF, MAN and Iveco, courtesy of Guest Trucks.

“It’s going to be a terrific show, packed with content, and we can’t wait to open the doors on 25 April. The CV Show 2017 is quite simply a must-attend event for anyone in the industry.”

Truck and Track is pleased to preview some of the key Stands over our next few pages.





On **Stand 5F40**, the new-generation Isuzu D-Max will have its public reveal at the Show. The D-Max has been extensively overhauled, with a brand new 1.9-litre Euro VI turbo diesel engine, which produces 164 PS and 360Nm of torque. The engine builds upon D-Max's workhorse character and retains the 3.5t towing capacity and 1t payload whilst providing a quieter, more refined and economical driving experience.

On **Stand 3B70**, Ekeri Trailers, the Finnish manufacturer of side-opening trailers and rigid vehicles, is once again exhibiting, on the back of record sales of its trailers. On display will be an new Ekeri ADR EX III semitrailer recently purchased by specialist carrier Logistical Support Services of Bristol. Finished in metallic silver, the steel-skinned body comprises fully-opening doors on each side and traditional twin-lock double doors at the rear. Certified to ADR EX III Standards – which complies with both military and international standards for the carriage of High-Consequence Dangerous Goods – the trailer has a 33-Europallet capacity and is fitted with remote central locking and Ekeri's own fastening system.

On **Stand 3A52** Fit2Go TPMS Ltd & Wheely-Safe Ltd will be using the Show to launch their fascinating new solar-powered Tyre Pressure Monitoring System. The Fit2Go system is easy to install and requires no wires, batteries or in-vehicle chargers and won't take up space on the dashboard. The system monitors tyre pressures using self-generated solar electricity and is a simple, portable system that can be retrofitted to any vehicle, ensuring compliance and helping operators achieve their safety objectives.

On **Stand 5A45** Michelin will be previewing the next generation of its most popular heavy truck tyre range, with the international launch of the all-new X Multi line-up. Official testing has demonstrated that the next-generation tyres deliver 15%-20% more mileage than the current Michelin X MultiWay 3D series, at no extra cost. Designed to blend the lowest cost per km with outstanding grip in all weather conditions, the new tyres will initially be available from April in 315/70 R 22.5 all-position and drive fitments, alongside 385/55 R 22.5 steer and trailer tyres. Additional sizes will follow later this year.

On **Stand 5A141** Somerford Equipment, a UK provider of road-marking vehicles and equipment, is making its CV Show debut. As well as showing its capabilities as a specialist vehicle bodybuilder and equipment manufacturer, Somerford Equipment will be

demonstrating a new multipurpose vehicle that allows a wide range of road marking, road marking removal, road stud installation and removal and traffic control applications to be carried out.

On **Stand 4H01** compliance and tachograph expert TruTac is launching a series of new product features. TruTac will be relaunching and rebranding its market-leading tachograph analysis, previously known as TruControl, as TruAnalysis. Additionally, TruTac will be exhibiting its all-new, Earned Recognition reporting features. Full details regarding how it uses the latest technology to ensure compliance will be available on the TruTac stand.

TruAnalysis has new features including TruDocument for secure, online document management and storage. This enables operators to attach documents to individual drivers or calendar entries, minimising paper and providing an easy-to-manage audit trail for compliance records.

eSignLive is another TruAnalysis feature for secure digital signature capture of both drivers and managers, again minimising paper and providing a secure compliance audit trail. There is also a new scheduling feature to upload rotas and pre-planned duties for non-tachograph shifts. This makes the management and recording of Working Time far easier for all operators.

TruTac's TruChecks product for daily driver walkaround checks has been enhanced with new graphics and easier to manage functions and reports. The TruChecks app is now available on Android, Apple and Windows operating systems. The app removes traditional paper books used for daily vehicle checks, to save you time and money.

On **Stand 3E130** fridge van conversion specialist CoolKit Ltd will be launching a new box body refrigerated vehicle. With the aim of expanding its product range and providing solutions to the temperature-controlled industry, CoolKit has been investing heavily in r&d to create a new and innovative design for this type of refrigerated vehicle. The first completed conversion will be a Mercedes Sprinter Box Body which will be on display in the Cool Zone, together with a dual-temperature-controlled Mercedes Sprinter panel van, with slab door side entrance and removable bulkhead in the load space.

www.cvshow.com



Connecting your fleet from top to bottom through Mobile Resource Management

When it comes to fleet management software, the first thing that comes to mind for many is telematics. As the technology that enables the exchange of information between fleet vehicles and managers, telematics has long been billed as a game changer for any business that uses a fleet.



Sergio Barata – General Manager EMEA of Telogis

But telematics is not revolutionary. These technologies, and the benefits they bring, have been available for over a decade. As the use of telematics becomes almost commonplace within commercial fleets, there is a new kid in town - Mobile Resource Management (MRM) - which threatens to blow traditional telematics out of the water.

Traditional telematics is no longer enough

Across all types of vehicle, whether a truck driving through the Scottish Highlands or a delivery van in Cornwall, telematics data is typically created using GPS units with on-board computers. The hardware uses cellular networks to transfer real-time data to central offices which is interpreted for effective fleet management.

This information allows managers to get a birds-eye view of an entire field operation, checking the profitability and productivity of the fleet against key performance metrics. This not only ensures the workforce is operating the vehicle as intended, but also brings headline benefits including vast fuel savings through route optimisation, and increased driver and vehicle safety.

But there is far more to a mobile workforce than simply

understanding the location and speed of a van or truck and what the driver does inside it. This is because fleet managers and those in the field now have the power to understand the mobility of an entire workforce and draw clear operational insights through the use of a holistic platform.

Managing mobile resources through one central platform

Smartphones now form the bedrock of every business, and organisations are becoming experienced at using technologies such as cloud and big data to harness insights from this mobility. These two technologies, combined with the power and mobility of the smartphone, are giving unparalleled insight into operations.

This is where MRM comes in. MRM allows all the constituent





elements of a fleet ecosystem to communicate and interact with data in real time, meaning performance insights can be applied immediately. From sprawling international supply chains to small commercial fleets, mobile technologies and the cloud mean it's now possible to connect an organisation from the front line to the back end - businesses can totally optimise their operations.

MRM can help businesses become dramatically more efficient, smarter and safer in a way that simple telematics can't achieve.

The future

Telematics is the first step in using tech to helping create a mobile enterprise. But to be able to stay at the cutting edge, fleet-based businesses must think bigger and embrace full mobility with MRM.

About Telogis

Telogis, a Verizon Company, is a leading global, cloud-based Mobile Resource Management (MRM) software company based in Aliso Viejo, California. Many of the world's largest and most well-known commercial fleets connect their vehicles, assets, people, customers and the work that's being done outside the four walls of their business through the Telogis MRM platform. Once connected, Telogis software will optimize and automate work and processes to drive safety, productivity, efficiency and sustainability in businesses of all sizes. Leveraging Verizon's expansive scale and assets, Telogis is able to deliver opportunities to improve every aspect of technology deployment and implementation.

To learn more about Telogis, visit www.telogis.co.uk, follow us on LinkedIn and Twitter @Telogis, like us on Facebook or call toll free on +44 (0)203 005 8805.

Visit Telogis, based in the UK at Bracknell, Berkshire, on **Stand 5J30** at the CV Show.



What's not to like about the DAF Trucks Stand?

On **Stand 5C81**, DAF Trucks makes a triumphant return to the CV Show this year after recently announcing impressive annual registration figures for 2016. DAF Trucks' overall 13,911 registrations – up almost 20% on 2015 – resulted in a record-breaking 30.1% market share for the company in 2016.

DAF Trucks pays attention to operating costs at this year's Show, focusing on its 'DAF Transport Efficiency' philosophy – the company's ongoing development of product enhancements such as Silent Mode and Predictive Cruise Control, supported by an impressive range of customer support services, namely DAFaid, DAF MultiSupport r&m packages, DAF Parts and Paccar Financial.

DAF's Euro VI product range underpins the company's position as a market leader. From the LF range at 7.5t right through to the flagship XF Super Space Cab at 44t (and above), DAF has engineered a line-up with a high driver appeal and prestigious presence on the road.

Drivers and driver trainers will see the latest DAF LF, CF and XF models, including DAF Transport Efficiency features designed for optimum performance, comfort and efficiency. In fact DAF Trucks' own team of driver trainers will be on hand to offer advice on how drivers can get the best out of their DAF vehicles.

Transport managers will be able to learn how DAF Connect, the new online fleet management system, can help them manage fleet and driver performance, again with productivity central to the new technology.



Fleet engineers and workshop managers can talk to the DAF Service team to discover how DAF Fleet Services, DAF Check and DAF MultiSupport r&m can assist them to manage costs and maintain compliance.

Just outside Hall 5, and adjacent to the main DAF Trucks stand, an external display will include a selection of Euro-VI compliant, quality-approved, DAF First Choice used vehicles. First Choice trucks are less than five-years-old, have less than 500,000km on the clock and come with a six-month, factory-backed, First Choice Care warranty.

www.daf.co.uk/en-gb

Kögel trailer innovation for the UK market



The Kögel Mega with height-adjustable FlexiUse body specially configured for the UK market

Showing on **Stand 3F102**, Kögel, headquartered at Burtenbach, Bavaria, is one of Europe's three leading trailer manufacturers. Since its establishment in 1934, the company has manufactured more than 500,000 trailers. Visitors can take a closer look at a Kögel Mega, "Made in Germany" with height-adjustable FlexiUse body specially configured for the UK market. The body includes six front settings, each adjustable by 50mm, and four rear settings, each adjustable by 50mm. This means that the body heights can be independently adjusted by 300mm at the front and 200mm at the rear.

The Mega trailer is perfectly suited for conventional standard tasks as well as for high-volume transport. The internal height of 3m makes this an ideal trailer for JIT business in automotive supply, for example.

The highly stable frame has a sophisticated cross-beam arrangement for the transport of heavy loads and use in a wide variety of applications, road conditions and daily loading operations. The floor can bear high

FLT axle loads of up to 7.2t. The Kögel Mega also offers a low tare weight. The empty trailer with its basic equipment weighs as little as 6300kg; this makes it ideal for high payloads.

So Kögel has now expanded its sales operation in the UK, giving exclusive distribution rights to Trans UK Equipment Management Ltd of Tamworth, Staffs. Trans UK has been a well-known commercial vehicle rental company and service provider in r&m and fleet management in the UK for the past ten years.

The company has 800 trailers available for short- or long-term rent in Great Britain and Europe. Managing Director Mike Wilkes and Operations Director Ian Seagrave both have many years of experience in commercial vehicles sales and rental. To be able to serve the UK market accordingly, Trans UK offers services like rental, leasing, financing and spare parts services, in addition to the sale of new Kögel vehicles.

Mike Wilkes comments: "We are very proud that we will now have a strong partner in Great Britain with Kögel. Our visit to Kögel's

main factory in Germany gave us great confidence in the careful assembly and quality of the trailers. At the CV Show we will be exhibiting a Kögel trailer specially configured for the UK market. Customers are welcome to come and see its high quality for themselves."

www.koegel.com/en
<http://tukem.co.uk>



Mike Wilkes – Managing Director of Trans UK Equipment Management Ltd

See the ultimate tyre life extender!

Showing on **Stand 3F102** with Kögel trailers, Ultra-Seal, described as the "ultimate tyre life extender", is a preventative tyre sealant liquid invented to protect tyres from leakage, punctures and blowouts.

Manufactured in Belgium, Ultra-Seal sealant, when inserted into a tyre, repairs most punctures from the inside out. You won't have to experience a breakdown, and you will not even know you had a puncture. The product creates a permanent repair, and keeps working for the life of the tyre.

Ultra-Seal converts any pneumatic tyre into a self-sealing tyre that will maintain air pressure. Ultra-Seal has the unique ability to coat the entire inner surface of a tyre and bead. It ensures heat reduction and – by maintaining the tyre pressure – also extends the life of the tyre, minimises tyre wear and reduces fuel consumption.

Ultra-Seal has come to an agreement with Trans UK Equipment Management Ltd of Tamworth, Staffs, for exclusive distribution rights for the Ultra-Seal product in the UK.

www.ultra-seal.eu

<http://tukem.co.uk>



Inserting Ultra-Seal sealant into a super single trailer tyre





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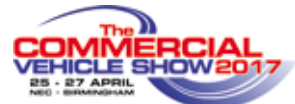
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Added value services from Total streamline fleet operations



On Stand 4C10 at the CV Show, Total will not only be showcasing its range of products including Rubia engine oils, coolants, AdBlue and more, but also be promoting its range of added value services such as ANAC and Visio Stock. Offering global resources, national coverage and local support, members of the lubricant giant's team will be on hand to show fleet operators how Total can assist with their businesses and profitability.

Chris Wall, Marketing Manager of Total UK, comments: "To our fleet customers, we're not simply a supplier of lubricants, but a company of ideas. We think ahead and can fulfil a business's changing needs, enabling fleet managers to improve margins and streamline their fleet operations. The CV Show attracts close to 21,000 business visitors and is the ideal venue for Total to showcase our quality products and value-added services."

Total can provide a complete fleet management solution to take the headaches away from managers themselves. One of the ways Total

achieves this is with Total ANAC. It has made a big difference for the many customers who have used the system, benefiting from Total's over 30 years' experience and 4,000,000 diagnostics. Companies not only save up to £10 for every £1 spent on oil analysis, but more importantly reduce their fleet operating and maintenance costs, improving fleet reliability and efficiency.

Meanwhile Total's automated stock management system Visio Stock works by installing in the customer's lubricant storage tank a permanent measuring device that automatically monitors the level of lubricant via a GPRS communications system. It duly alerts Total when levels are low. That reduces the risk of stock-outs and unplanned downtime. Furthermore remote monitoring reduces the administration costs and errors associated with any manual stock check and re-ordering process. Visio Stock lessens the risk of tank overfills too, with the ensuing cost of clean-up and lost product.

www.lubricants.total.com

Montracon launches 3 trailers to mark 40th anniversary



Montracon is celebrating its 40 years in trailer manufacturing, 1977-2017, by taking its largest ever presence at the Show, Stand 3A63 and launching three new trailers.

One of the three vehicles making a Show debut is a twin lifting deck reefer that has been developed to accommodate more pallets than previous Montracon models. It carries 44 – split 18 on the upper deck, 18 on the lower and 8 over the swan neck. This trailer is also displayed fitted with the Axscend Trailermaster. In addition to a reversing safety aid, it provides continuous monitoring of the trailer's performance with a view to optimising utilisation.

The reefer is joined by two other debutants, a rigid chassis curtainsider and a more versatile machinery / plant carrier.

The curtainsider body is displayed mounted on a 26t DAF chassis and is one of an order for 91 Montracon bodies, a mix of box vans, curtainsiders and refrigerated supplied to commercial vehicle finance provider and leasing specialist Asset Alliance, headquartered at Wolverhampton.

Asset Alliance has also placed a follow-up order for a further 24, a mix of curtainsiders and refrigerated. The CV Show rigid has a 9m body and is of all-bolted, galvanised steel construction and built to meet the EN12642-XL load security Standard.

Completing the Stand is a 13.6m curtainsider trailer that adds a further splash of colour, being finished in the company's 40th anniversary livery!

www.montracon.com

www.axscend.com

www.assetallianceld.co.uk

Giti Tire to unveil 20 newly branded patterns



On **Stand 4G20** Giti Tire, one of the World's top ten largest tyre companies in terms of both volume and revenue, will be unveiling the first phase of its Giti-branded truck-and-bus portfolio, with no less than 20 patterns making their European debut.

The display will feature new product lines, conversions of existing patterns from GT Radial – many of which have been improved through increased load index label results or 3PMSF Winter accreditation – and other tyres from around the World which have been recognised as strategically important and certified for use in the EU.

As before, the Giti-branded Stand will be split into six core areas, namely combi-road, long-haul, regional, mixed service, urban and Winter. Further specific product details will be released up to and during the Show itself.

Last year it was announced that the Giti name would replace GT Radial in the truck-and-bus segment to create a single global platform and streamline product development. The tyres are aimed to sit at the top of the mid-tier segment, with extensive value-added service support.

Tony McHugh, TBR Sales and Marketing Director UK at Giti Tire, told *Truck and Track*: "Out of the 20 patterns on display, six are new to the European market and 12 have been rebranded from existing GT Radial products, with many of these featuring improved load index, label results or Winter accreditation, and we will continue to promote our retread programme.

"To actually bring the strategic rebrand idea from concept through to fruition and unveil such an extensive portfolio of Giti products is a great step forward, and visitors to the Stand can expect to see a new and exciting product range, backed up by our existing, exceptional customer support and value-added services.

"We are aware that this is only the first step in several major launches throughout 2017, but as of now the process has started for Giti to position itself as the tyre of choice for all fleet operators in the truck and bus markets."

www.gitifleet.com



The new GDR655 Combi Road from Giti Tire

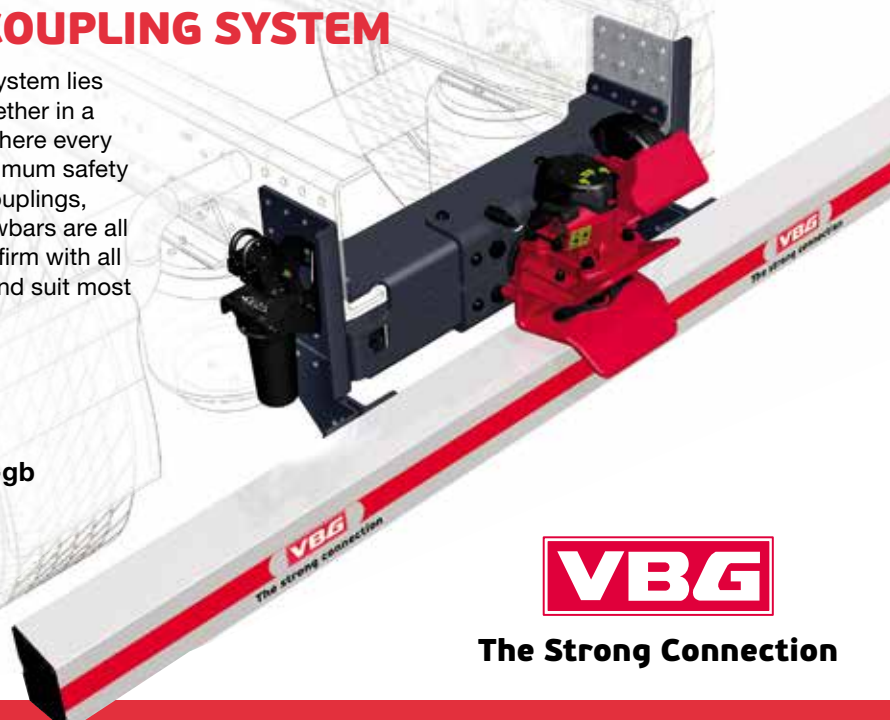
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See us on stand 4C 18 at
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The Strong Connection

www.vbg.eu

Member of VBG Group

Advice & solutions for bodybuilders on integrated drawbar equipment



On **Stand 4C18**, VBG, a world-class manufacturer of drawbar equipment and rear under-run protection, will be displaying for the first time in the UK its VBG rear-end solution – a complete rear-end enclosure. VBG is the only supplier to offer and manufacture in-house its own complete kits that comprise drawbar couplings, vehicle manufacturers’ approved chassis mounting kits, and rear under-run protection.

This system approach simplifies the process of integrating the various components, while reducing the number of Type Approval documents required and achieving cost savings. The concept gives installers peace-of-mind, knowing not only that they are using a product which looks good, but also that each part is designed to work and fit together to give a long and trouble-free service life.

VBG will also be showing for the first time a working model of its Mechmatic lubrication and cleaning system for drawbar couplings, along with its latest 57mm couplings with quick-change guide funnels.

The technical advice and support service available on the VBG stand will give advice on how to get the best integration of VBG products to solve your application requirements and also on future product changes needed to meet planned EC legislation.

As a market leader with global experience, VBG has always been at



the forefront of giving advice to the bodybuilding industry on how to meet new challenges and keep abreast of changes in legislation affecting the industry. Much of this knowledge has been acquired by working closely with customers over time and through active membership of major trade organisations in the UK and Europe.

www.vbggroupsales.eu/en-gb

New, all-season trailer tyre from Hankook



On **Stand 5C60**, premium tyre manufacturer Hankook will be presenting a comprehensive range of commercial vehicle tyres including the new, all-season trailer tyre SmartFlex TH31 displayed in size 385/65 R22.5. Alongside the new addition to the SmartFlex range, you can see the existing SmartWork series

likewise selected as original equipment for MAN, Mercedes-Benz and Scania vehicles.

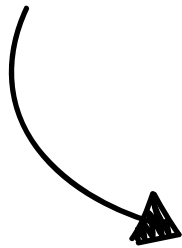
The SmartFlex TH31 is an all-year tyre for medium- to long-haul applications. It offers four main tread grooves to ensure optimum water displacement, a chamfered profile block design to prevent material splintering and an extra-wide closed shoulder area which supports high driving stability and ensures good lateral stability as well as even wear.

New for 2017, the Hankook stand will be featuring a “Wheel of Fortune” which visitors can spin to win Hankook goodies – as well as the opportunity to gain free entry to a draw to win two tickets to a 2017/18 Real Madrid home game including flights and hotel stay. The lucky winner will be announced at the end of the exhibition.

■ Hankook’s production for the European region is situated at a state-of-the-art manufacturing site in Rácalmás, Hungary, opened in June 2007 and being continuously expanded. Currently more than 3,000 employees produce there up to 19 million tyres a year for passenger cars, SUVs and light trucks. Meanwhile Hankook Tire’s European HQ is located at Neu-Isenburg near Frankfurt-am-Main. The manufacturer operates branches in Germany, UK, France, Italy, Spain, the Netherlands, Hungary, Czech Republic, Russia, Turkey, Sweden and Poland.

www.hankooktire.com/uk/truck-bus/tires/all-tires.html

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Goodyear Proactive Solutions to prevent tyre-related breakdowns

On **Stand 5C100**, alongside premium new and retreaded tyres, Goodyear is offering the FleetFirst program, which entails a vast service network through TruckForce across the UK and Europe, full breakdown cover, FleetOnlineSolutions online billing system and tyre retreading. Now Goodyear's new service, Goodyear Proactive Solutions, has been included in the company's portfolio of products and services.

By means of advanced predictive analytics technology, Goodyear Proactive Solutions offers tyre pressure and tread depth monitoring alongside a predictive algorithm designed to alert fleet operators of potential tyre damage risks. This allows the fleet operator to rectify any incorrect tyre pressures or replace worn tyres, reducing tyre-related breakdowns which affects total cost-of-ownership, fleet efficiency and the fleet operator's carbon footprint.



Goodyear Proactive Solutions utilises advanced predictive analytics technology to prevent tyre-related breakdowns

Commenting on the comprehensive Goodyear package, Marc Preedy – Commercial Director UK and Ireland, states: “These are exciting times: the package Goodyear has on offer is built on three main pillars: new and retreaded tyre products, the FleetFirst package, and now Goodyear Proactive Solutions. All of these pillars are designed so that every part works together towards an end goal – supplying the best offer possible for fleet operators to reduce their total cost-of-ownership.

“We have already laid the foundations of our comprehensive package with our premium products and extensive TruckForce service network. Now, with the exciting innovation that is Goodyear Proactive Solutions, we are looking into the future to prevent tyre-related breakdowns which can be so costly to fleets.

“Each of the three pillars of the Goodyear package provides benefits to fleet operators but, when all are used together, the benefits are greater and have much more impact on the total cost-of-ownership.”

www.truck.goodyear.eu
<http://proactive.goodyear.com/en/why-goodyear>
www.truckforce.co.uk



Goodyear TruckForce 24/7 tyre service

Gray & Adams aims to pull the crowds in the Cool Zone

Britain's leading manufacturer of temperature-controlled transport solutions, Gray & Adams, will be featuring on **Stand 3E100 / 3F121** a 13.6m lifting deck semi-trailer in Marks & Spencer's new “Adventures in Imagination” livery – as pictured here, and an 18t rigid commissioned by Burnt Tree's successful Refrigerental operation. Outside the Show Halls meanwhile, Gray & Adams will be presenting another 18-tonner in the colours of Greggs, the major UK bakery food-on-the-go retailer.

Gray & Adams' Joint Managing Director Peter Gray emphasises: “These are three prestigious names, so we're delighted that they've agreed to support us. The CV Show is a great event, and we look forward to meeting as many established and prospective customers as possible.”

The Marks & Spencer trailer employs a series of cleverly engineered measures that allow it to carry 44 pallets, 10% more than a standard 13.6m double-decker.

It has a Thermo King SLXe low-noise, low-emission, refrigeration unit and two S3 evaporators, and is fitted with the manufacturer's latest-generation panel cappings, which are more aerodynamically profiled than its previous, standard one-piece versions. The new cappings help to reduce diesel consumption, as well as giving the trailer or rigid vehicle a more modern, streamlined appearance.

The Refrigerental vehicle will also wear a new livery. Gray & Adams' insulated body is based on a DAF chassis and features a moving

longitudinal lane for load-carrying flexibility. It is equipped with a 1500kg Dhollandia flat platform taillift, while cooling is via a multi-temperature Thermo King T-1000 Spectrum unit.

Completing the line-up in Birmingham, Greggs' 18t Scania is fitted with Gray & Adams' well proven body design, which incorporates a compression buffer system developed to minimise damage while operating on loading docks, as well as a movable, variable stow, bulkhead for maximum cargo-carrying flexibility and a 1500kg Dhollandia column taillift. Another Thermo King Spectrum multi-temp fridge – in this case a T-1000R – provides the refrigeration.

www.gray-adams.com www.dhollandia.co.uk/GB/en/8/Products
<http://europe.thermoking.com/tseries/spectrum.php>





Transdek debuts XL double-deck trailer & more

Double-deck solutions innovator Transdek UK is launching a new XL double-deck trailer, custom-built for Boots UK, on **Stand 3B100**. The company will also be exhibiting one of its award-winning Wedge trailers and the latest V2G (vehicle to ground) modular, integrated lift, loadhouse.

In line with its commitment to continuous product development, the company has designed a 13.6m double-deck trailer with an overall height of 4.1m. The XL is intended for high-volume logistics operations to distribution centres or larger stores, where sites and routes are restricted in height.

The XL double-deck trailer carries up to 60% more load than a standard 13.6m artic. It incorporates a fixed second deck that creates space for up to 38 pallets, 54 Euro pallets or 72 rollcages (with a footprint of 750mm x 830mm). Built on an ultra-low chassis, with the base floor just 281mm above ground, each deck has an internal height clearance of 1877mm.

Alongside the new XL trailer will be an ambient Wedge double-deck trailer, which offers an impressive 52-pallet capacity for loads up to 1863mm in height. Both trailers feature Transdek's patented V-Glide double-deck rear doors, which optimise internal load space and security.

Mark Adams, Managing Director of Transdek UK, told *Truck and Track*: "At Transdek our aim is to offer a range of added-value solutions that provide customers with flexible options to meet their current and evolving distribution requirements.

"We are continually aiming to develop cost-effective transport options that maximise load capacity and minimise mileage, operating costs and CO2 emissions. Our double-deck trailers are built around exceptional quality, with an attention to detail that ensures each trailer will offer a lifetime of reliable service, as well as incorporating the latest, state-of-the-art technology."

Completing the Stand will be one of Transdek's latest V2G double-deck lifts, which has been custom-designed for a global, Internet-based retailer. Engineered to meet exact requirements, the lift carries nine pallets (1000mm x 1200mm), is 7.8m long and has a 5.5t capacity. The V2G lift will also feature a Transdek-developed bi-fold bridge plate, which allows safer and easier access to the rear doors of trailers after docking.

www.transdek.com

VW's new Crafter panel van is set to steal the Show

This year's visitors will be the first to see Volkswagen's new flagship vehicle, the Crafter panel van, as it makes its official UK debut on the Volkswagen Commercial Vehicles **Stand 4G10**.

To demonstrate the quality of the new Crafter, International Van of the Year for 2017, the company will be displaying the vehicle that successfully completed the 40,000 km Crafter2Craftsmen tour. Volkswagen Commercial Vehicles also has a special Crafter Mobile Service Clinic on the Stand.

All new Crafter models are powered by a new 2.0-litre TDI (Euro VI) engine, developed specifically for commercial vehicles, which is available with four power outputs: 102, 122, 140 and 177 PS. The choice of engine depends on which drive system is selected.

Customers can also choose between front, rear and all-wheel drive (4Motion), as well as between a manual and automatic gearbox. Up to three different vehicle lengths are available, depending on the model chosen – 5.9m, 6.84m or 7.39m. Panel van variants also come with one of three different roof heights – 2.35m, 2.59m or 2.79m.

Three trim levels are on offer – Startline, Trendline and Highline – bringing the Crafter into line with Volkswagen's Caddy and Transporter ranges. So, alongside the new Amarok V6, a number of other models will be showcased, including the Caddy, the Caravelle and the multi-award-winning Transporter.

www.volkswagen-vans.co.uk/range/new-crafter



The new Volkswagen Crafter

Mandata innovation is the engine for operational improvements

Enabling extra jobs to be planned in safely & profitably

Road transport operators looking to drive further operational improvements in their business will be keen to see the latest software breakthroughs from Mandata at the Multimodal and CV Shows. With a major emphasis on improving visibility for users and their customers, Mandata has made great strides in the past year to bring more live and useful data into its systems. That includes Drivers' Hours, Driver Calendars, and ETAs to help improve planning.

Visitors will also be treated to a preview of a new Cloud transport management system (TMS) product, to be launched later this year for the smaller haulage operator.

Mandata is a company which develops integrated transport management software for road transport and logistics companies – and is continually innovating to ensure that its users move with the times, helping to streamline their processes and achieve new levels of efficiency.

It has been another exciting year for the company, with new product developments and continued growth in the adoption of its products. It has recently been recognised in the top 25 UK companies as an Emerging Star in the NatWest and Grant Thornton 2017 Megabuy Awards.



Traffic Pad driver planning

So what's new? Major advances at this year's Shows include new functionality within its flagship product the Mandata TMS, an integrated transport management system (TMS) that brings

everything – including planning, tracking and monitoring, invoicing and reporting – under one roof.

Drivers' Hours data is coming into the Mandata Traffic Pad, enabling users to see at a glance whether any driving limits have been breached. Meanwhile tachograph status, shift details and weekly drivetime, availability and load revenue are all enabling extra jobs to be planned in safely and profitably.

Although not designed to be used for compliance purposes, Mandata Drivers' Hours is described as an "invaluable operational tool for hauliers" by Mandata's Director of Development Kevin Marshall. "Working as an extension of our existing tracking and telematics products, Drivers' Hours is the culmination of work we carried out to make the data we receive from a vehicle's tachograph work smarter for our customers.

"Customers now have more information than ever before at their disposal to make better informed decisions – such as where their driver is, when he started, the last time he had a break, etc – for clear visibility when planning in extra work."

Med Revenue Status	Status	Since Break	To Break	Shift Start	Shift Hrs						
577 Work	Working	02:08	02:08	02:56	06:49						
310											
310											
550 Drive	Driving	05:00	05:00	02:48	09:19						
550											
500 Drive	Driving	00:15	00:15	04:45	05:16						
352.95 Drive	Driving	00:00	00:00	06:07	03:29						
429											
500 Rest	Resting	04:08	04:08	06:46	04:09						
875 Avail	Available	00:00	00:00	06:02	05:16						
1000 Drive	Driving	02:21	02:21	06:02	06:26						
325 Work	Working	01:03	01:03								
784 Drive	Driving	00:30	00:30	06:43	03:28						
705.75 Rest	Resting	01:35	01:35	05:58	05:22						
550 Drive	Driving	00:23	00:23	05:46	04:01						
535 Drive	Driving	02:27	02:27	06:00	05:30						
886.8 Drive	Driving	00:45	00:45	04:45	05:25						
550 Drive	Driving										

Drivers' Hours on loads by vehicle

Integrating seamlessly with Mandata's Tracking and Driver Behaviour modules, and the Web Services Manager application, Drivers' Hours also enables users to view individual drivers' daily, weekly and monthly shift breakdowns, and track their driving routes to monitor break times.

Also at this year's two April Shows will be the latest version of the Mandata Manifest app. It enables hauliers to send manifest details straight to a driver's smartphone device and receive images of paperwork, non-conformance and PODs back into the TMS to allow the faster receipt of PODs, thereby making light work of hauliers' paperwork.

For haulage companies with smaller fleets looking to grow, Mandata has developed a unique, off-the-shelf transport management system which will be available online when it launches at the end of 2017.

This product comes with the standard functionality found in the Mandata TMS, to enable newer or smaller haulage operators to plan, monitor, manage and invoice jobs using one system, with a view to integrating other Mandata modules as and when they are required. Accordingly Mandata is inviting companies to express interest in joining a trial of the beta system.

For more details on this and other Mandata products, visit Mandata on the company's Multimodal **Stand 3058** and CV Show **Stand 4F51**. Or call Mandata on 0191-250 2220 or email sales@mandata.co.uk to obtain further details.

www.mandata.co.uk

FORS Professional for safety, efficiency & the environment

FORS, the Fleet Operator Recognition Scheme, the voluntary accreditation scheme which promotes best practice for commercial vehicle operators, is now promoting its FORS Professional brand on **Stand 4G78**, to publicise the range of training it offers to members. The FORS Professional training package supports the scheme's three core principles of best practice – safety, efficiency and environmental protection.

FORS Professional training provides educational tools for operators, including specific training for drivers and transport managers – and for transport companies regardless of size and make-up. Fully funded for FORS members, FORS Professional offers training courses and eLearning as well as toolkits, guides and other materials to ensure fleets have the best possible access to education and best practice.

Meeting FORS, CLOCS and Transport for London's Work Related Road Risk (WRRR) requirements, the suite of training also includes JAUPT-approved driver courses delivered by qualified professionals. Specific FORS practitioner, manager and driver training courses, including practical cycle safety courses, are available to meet the FORS Standard and drive up best practice across the supply chain.

Operators who have successfully undertaken FORS training are claiming to see tangible operational benefits including improved fuel consumption and a reduction in Penalty Charge Notices.

■ FORS now has over 4350 members: its 4000th was the Birmingham-based haulage and logistics company Cargo Express, as is highlighted by this short video on YouTube: www.youtube.com/watch?v=uYXeduHuRno

www.fors-online.org.uk
<https://tfl.gov.uk/info-for/deliveries-in-london/delivering-safely/work-related-road-risk-compliance>

New ATEX-certified fuel pump for depot fuelling

On **Stand 4K10** Merridale is launching a new generation of depot fuelling equipment, designed specifically to meet the latest Dangerous Substances and Explosive Atmospheres Regulations (DSEAR) for the storage of diesel fuel oils.

The development consolidates previous product upgrades, allowing seamless integration with existing Merridale equipment already in service. In prime position on the Stand will be the new Merridale MX. This is an ATEX-certified fuel pump range with built-in fuel management capabilities suitable for fleet operators of all types – commercial road transport, local authorities and the emergency services.

Notable differences are its more compact design with reduced height, width and base size, to fit more easily into restricted yard locations. The use of stainless steel enclosures and new-generation electronics is stated to ensure reliable, long-lasting service and continuity.

Sales Director Stephen Hannan says of the new MX range: “We have all the benefits of latest technology, whilst still retaining the Merridale reputation of high-quality components and build quality. This is underwritten by Merridale’s comprehensive onsite warranty with national aftersales support.”

Product options include standalone pumps for multiple product (diesel and gas oil) installations, under the control of a single integral fuel management unit. All depot installations can be set up to use Merridale FuelWorks web-based fuel management to provide customised reports.



A road transport company's Merridale diesel fuelling point, with its ATEX-certified fuel pump on a separate island

Merridale fuelling equipment is ATEX-compliant

The recent change to the Classification, Labelling and Packaging (CLP) Regulations raises the flashpoint of what is considered flammable from 55° to 60°C. (Anything with a flashpoint *under* this temperature is considered flammable.) So, as a flammable substance, diesel is now covered by the DSEAR Regulations.

Merridale has therefore recommended that all fleet operators with depot fuelling facilities should carry out a further risk assessment, in order to benchmark their installation against these latest Regulations. Subject to the assessors’ findings, it may be deemed that some elements of the depot installation are subject to ATEX conformity standards.

Customers are assured that Merridale contents probes are intrinsically safe, as required for use with diesel and gas oil installations. To achieve this, key components are protected by “zener” barriers, which prevent spikes of voltage and current within an electrical circuit.

Merridale advocates that, when reviewing proposals to update or install new equipment, fleet operators should be mindful of the potential risks involved in introducing equipment that does not meet these standards.

However, risk assessment managers can be reassured that, when purchasing and installing Merridale brand equipment, their facilities will be fully compliant with the appropriate standards set out by DSEAR and the HSE.

www.merridale.co.uk

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www.merridale.co.uk

Continental Tyres rolls out operational solutions

Sharing Stand 5G110 with Continental Automotive's VDO brand tachograph technologies, Continental Tyres will highlight its operational solutions designed to help inform fleets, put efficiency and safety first, and provide a complete service to complement its range of commercial vehicle tyres.

Tyre pressure monitoring

ContiPressureCheck tyre pressure monitoring system (TPMS), as a standalone system or with full telematics integration, is further developed in 2017, with the roll-out of the group's ContiYardReader TPMS system this Summer. The ContiYardReader system will allow fleet managers to monitor tyre pressures automatically for all vehicles in the yard, adding further accuracy to fleet maintenance and helping to prevent costly tyre breakdowns.

Continental's TPMS modular offering has multiple benefits for fleets, including reduced fuel costs, lower environmental impact and higher safety levels, as well as lessening the likelihood of tyre blowouts.

Operator services

Continental Tyres will also be highlighting how it is further developing its operator services, including the growth of the Conti360° Fleet Services network. Services include the ContiFitmentService, ContiFleetCheck, ContiBreakdownService, ContiCasingManagement and ContiFleetReporting.

This nationwide programme now features over 100 Conti360° Fleet Services network partners across the UK & Ireland, with more than 400 service-points. The network provides national and regional fleet customers with excellent countryside breakdown coverage – and rapid response times averaging less than an hour. Flexible packages are tailored to the needs of the fleet, including tyre management advice.

www.continental-tyres.co.uk/truck



ContiPressureCheck tyre pressure monitoring system (TPMS)

Cartwright Group has strong focus on urban deliveries

The Cartwright Group is unveiling a number of new products at this year's Show which reflect its diverse offering to the marketplace. Its **Stand 3A90** will include products with a strong focus on urban transport:

- A 13.6m straight-frame, twin-temperature refrigerated trailer, designed to comply with PIEK low-noise standards, it has been fitted with a low-noise fridge system and includes a taillift and pneumatic shutter operation. The trailer features a suite of new aluminium alloy extrusions to improve durability, reduce tare weight and aid aerodynamics. Interior extrusions have also been redesigned to improve the installation of fridge equipment.
- A 13.6m, 52-pallet, double-deck wedge trailer featuring Cartwright's proven 4-ram direct drive hydraulic, full-length lifting deck, accommodating 2450mm between deck sides and an innovative deck structure, permitting quick and easy loading of 52 UK pallets through the tall shutter aperture at the rear.



A "Streetwise" urban delivery concept trailer from the Cartwright Group

- An 11m tandem-axle "Streetwise" urban delivery concept trailer (as pictured here), featuring twin-temperature refrigeration, side unloading through doors on both sides and multi-function ramps for pavement or road-level unloading. Rear loading is

through the conventional insulated shutter at loading dock height. Using the new suite of aluminium alloy extrusions common to the Cartwright refrigerated range of Insulated bodies, "Streetwise" aims to bring a whole new look to urban deliveries.

- An Isuzu parcel delivery van with 6.4m aerodynamic body profile, matched to a carefully designed cab roof air deflector, and produced in lightweight composite panels, about half the weight of conventional body panels. The carbon footprint of the vehicle has been minimised, whilst the payload capacity has been significantly increased. The vehicle is fitted with a taillift and roller shutter door.
- A low-floor urban delivery van complete with side-loading door for pallets, rear hinged doors for ease of access, walk-through from the cab with a crash-tested bulkhead, and sliding door arrangement. Gas-spring-assisted shelf units in the load compartment make for easy stacking and sorting of parcels. The high-volume body, coupled with the low kerb weight of the vehicle, make it ideal for low-emissions urban deliveries and collections.

www.cartwright-group.co.uk



DAF CF85.410 with Cartwright's 15.65m Longer Semi-Trailer (LST) for the Royal Mail

Outlook bright for 2017 after record-breaking year in pallet network sector



The Association of Pallet Networks

Paul Sanders, Chairman of the Association of Pallet Networks, comments on its members' latest operational statistics.

The Association of Pallet Networks looks back on a volume-breaking year and ahead to continued success in an uncertain landscape. Our members are pleased to report record-breaking delivery volumes, which can be difficult in such a mature and stable market. In fact we are understating the challenges and successes: 2017 saw APN members deliver more than 23 million pallets, a growth of more than 5% on the previous year, when UK GDP grew by just 2%.



Paul Sanders, Chairman of the Association of Pallet Networks

In the final quarter of 2016, members saw volumes rise by more than 5%. Pallet networks are benefiting from the seasonal fluctuations in the logistics sector and their ability to provide operators with a variable cost base from which to respond to their customers' demands.

Economy services have seen growth in excess of 6% across the year. Customers are seeking value-added services and derive significant benefit from the track-and-trace technology which our members provide.

Growth has been seen across all pallet sizes, but the quarter-pallet services continue to show the largest growth, more than 6% higher than 2016. Our members are seeing home delivery volumes increase considerably, whilst the growth in quarter-pallet volumes demonstrates effective competition with the larger parcels market.

Home delivery volumes across APN increased by 6.3% last year, and by almost 20% since 2015. More than 15% of quarter-pallets are now delivered to residential addresses. The significant investment which our members have made in technology gives them substantial competitive advantage in this market, and service levels remain high – consistently in excess of 95.5%, even during peak operation.

With a number of challenges on the horizon in 2017, why does the

sector believe the future to be so positive? Undoubtedly there will be implications for the sector from the result of the UK Referendum to leave the EU. The uncertainty surrounding Brexit will give our members some operational headaches for sure – and continuing coverage in the trade press about the driver shortage will add to their concerns.

However, the APN works closely with industry bodies, so that we are in a great position to help our members address the concerns they may have. The pallet network model is a proven model for hauliers to withstand, if not totally overcome, the current challenges, without the need to significantly invest in fleets and / or premises.

Nevertheless the driver crisis is not just a seasonal issue, and will be exacerbated by Brexit, unless the logistics sector can secure special dispensation for EU migrant workers. Ultimately there will be an unavoidable impact on costs, and therefore rates, if the industry fails to address this matter.

The APN will of course continue to provide financial support to FairFuel UK. To date FairFuel UK has been credited with stopping all fuel duty increases planned in this Parliament. In the Chancellor's Autumn Statement 2016, fuel duty was frozen once again thanks to significant lobbying on behalf of the sector. We estimate that FairFuel UK's efforts have saved our members in excess of £40 million in recent years.

That saving has enabled our members and transport operators to respond effectively and efficiently to the rising cost of compliance and adherence to increasing levels of legislation.

■ The Association of Pallet Networks has a membership of eight pallet networks in the UK – Palletways, Fortec, Palletline, United Pallet Network (UPN), Pallet-Track, Pall-Ex, Palletforce and The Pallet Network (TPN). This in turn represents a total of over 650 hauliers, almost 30,000 vehicles and more than 13 million ft² of warehouse space.

www.theapn.co.uk

www.fairfueluk.com

2 sisters are 3rd generation to qualify as Class 1 drivers

Nigel Parkes, founder of fast-growing pallet network Pallet-Track headquartered at Wolverhampton, has described two sisters who have become the third generation of their family to qualify as HGV Class 1 drivers as "role models who are breaking both stereotypical moulds and glass ceilings in their wake".

He was commenting upon Holly (aged 20) and Kate Bowers (22), who have followed father Martyn (46) and grandfather William (72) in becoming HGV drivers for Total Logistic Products of Newcastle-under-Lyme, a member of the Pallet-Track network. William Bowers first established the distribution company 27 years ago.

Parkes reflects upon the wider recruitment dilemma facing our industry: "This is a great family success story from a traditional family firm and goes to the heart of issues facing the supply chain. The industry needs more young people like Holly and Kate to come forward as drivers. They are role models for the next generation."

"With the average age of HGV drivers being over 50, the girls are



From left to right: Martyn, Kate, Holly and William Bowers – all HGV Class 1 drivers for Total Logistic Products

a breath of fresh air to an industry struggling to recruit qualified drivers. It is a national problem which needs to be solved, because it is having an impact on the price of goods and services – if businesses have to use agency drivers who are, by their nature, more expensive."

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UPN member Chiltern is first choice for electrical component distribution

Following ongoing close communication and significant business commitment, Chiltern Transport, a member of the United Pallet Network (UPN), has announced that Luton-based Deta Electrical have signed up for handling of their UK palletised freight distribution requirements. "I had been chasing Deta's business for literally years," reports Iain Hamilton – Director of Herts-based Chiltern Transport. "We finally met up in 2016 to discuss palletised distribution. It was a good meeting, and our relationship developed quickly. Following a one-month trial, Deta Electronics began working with Chiltern fully towards the end of the year."

Founded in 1958, Deta Electrical are longstanding suppliers of electrical and lighting products. The business is now a key provider to the UK electrical wholesale market and also exports to Europe, the Middle East, Africa and the Caribbean.

Iain Hamilton explains: "This is a big jump for both companies. It's an important business win for Chiltern, and for Deta it's a significant positive change. Deta are renowned for their loyalty to customers and suppliers alike, so this has been a very big step for them, but one that their team has embraced."

Deta Electrical have so far been extremely impressed with the high level of service performance provided by Chiltern and by UPN. Full IT tracking and label printing are being provided, supported by the strengths of sector-leading UPN IT technology.

Deta Electrical's Managing Director Gerry Barnett declares: "Chiltern and UPN were able to demonstrate to us both cost savings and improved service level performance. There is a mutual understanding of logistics, and the ideas and communication flowing between us have really helped to set the foundations for a strong business relationship between our two companies."

Chiltern Transport now runs a daily trailer – emblazoned with its personalised livery as pictured above – from Deta Electrical, underlining the commitment between both parties. Already an average of over 40 pallets are shipped per night, a figure destined to grow significantly as the growth trajectory of Deta Electrical continues.

www.chilterntransport.co.uk
www.u-p-n.co.uk

www.detaelectrical.co.uk

ADVERTISERS' INDEX

Cargo Training International Ltd.. 41	Quartix 10, 21
Commercial Body Fittings Ltd 9	Rotronics Battery Management Solutions..... Inside Front Cover, 64
Commercial Vehicle Show 2017.. 65	SNAP Account..... 3, 17, 75
Continental Automotive (VDO brand) 29-31	Steertrak Ltd Inside Back Cover
Deker Solutions..... 37	Telogis..... 7, 68-69
DFDS..... 49-52	Tennants Distribution Ltd (Greenox brand) 71
DFDS Logistics 35	Total UK Ltd - Lubricants Division 46, 72
DKV Euro Service..... 18	Transdek UK Ltd..... 77
Driver Hire Training..... 21, 34	Truck & Trailer Components (Unipart Autoparts) 15
FORS Professional 21, 78	Truckcom Systems Ltd 4-5
GB Railfreight 6	TruckEast Ltd 14, 16, 18
Giti Tire (GT Radial brand)..... 23, 73	TruTac Ltd 12, 25, 67
Goodyear 76	Unisto Ltd..... Front Cover, 56-57, Back Cover
Labeline International Ltd..... 42-45	United Pallet Network (UPN)..... 13, 82
Lasalign Ltd 14, 16, 26	VBG Group Sales Ltd 73-74
Lloyd Morgan Group..... 16	Vision UK Ltd..... 53-55
Mandata Ltd 15, 32-33, 78	Web Boutiques Ltd..... 35
Merridale Fuel & Tank Management Systems 79	XDP Ltd 11
Multimodal 2017 (Clarion Events) 62	
PTV Group 19, 63	

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- Expert assistance and advice



Unisto specialises in the development and manufacture of security seals and systems. An established supplier to the transport and logistics sector over many years, our technical expertise is backed by state of the art manufacturing facilities.

Unisto works in close collaboration with freight organisations, transport managers and third party logistics specialists to develop effective solutions that protect and track goods throughout the supply chain, from point of origin to delivery destination.

Unisto offers a complete range including single use and reusable seals for a variety of applications for securing goods in transit.



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