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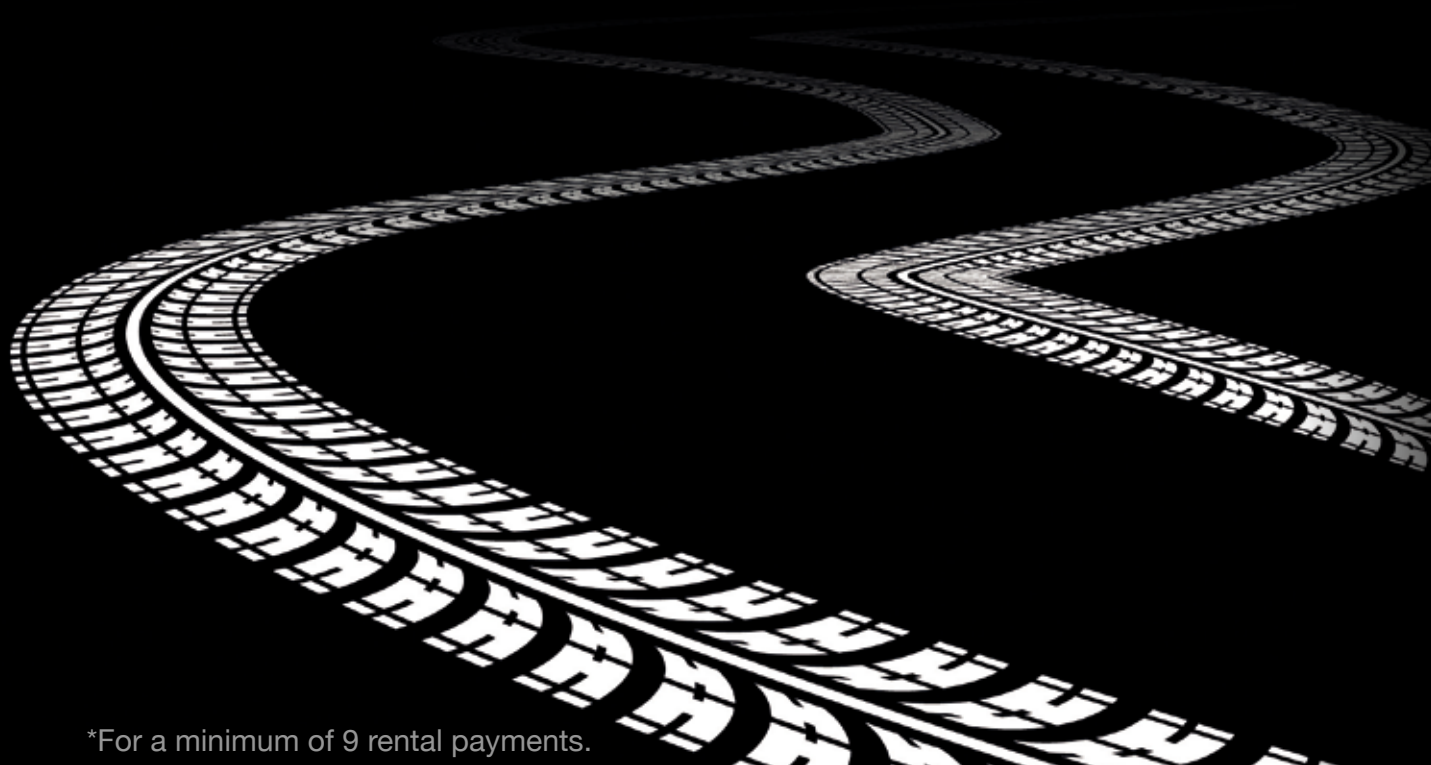
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Contents

Page

4 **Business News**

23 **Contracts & Orders – Highlights**
 Culina Logistics ■ Owens Group ■ Moran Logistics
 ■ GT Trax ■ Anglian Timber ■ Phoenix Healthcare
 Distribution ■ Aardvark Hire ■ B&N Brickwork
 ■ Midland Bacon Co ■ Deluxe Beds ■ Hogan
 Concrete ■ McIntosh Heavy Logistics ■ Steve
 Benton Transport ■ Caterpillar Building
 Construction Products ■ Pegasus Grab Hire

36 **Telematics** Seven Telematics

38 **Continental**

42 **Commercial Body Fittings Ltd**

44 **Pallet Networks** Association of Pallet
 Networks ■ UPN

47 **Components & Accessories** Group
 Auto (G-Truck & Top Truck)

48 **Multimodal 2016**

51 **Ports** DFDS Seaways ■ Samskip Multimodal
 ■ Eurotunnel ■ Cronus Logistics at ABP Port of
 Cardiff ■ HPH Port of Felixstowe

56 **Railfreight** DB Schenker Rail UK ■ Mitie
 Group plc & Network Rail ■ GB Railfreight & Hanson
 UK ■ Rail Freight Corridor North Sea –
 Mediterranean

58 **Dangerous Goods** Ali Karim of the
 Hazchem Network

61 **Safety & Security** Unisto ■ Vision UK

65 **Commercial Vehicle Show 2016**
 TruTac ■ Rtronics Battery Management Solutions
 ■ Iveco ■ Merridale Fuel & Tank Management ■
 PTV Group UK ■ Mandata ■ VBG Group Sales ■
 Driver Hire ■ Pertemps Driver Training ■ Total UK –
 Lubricants Division ■ Giti Tire (GT Radial brand) ■
 Transdek UK ■ Bridgestone ■ Renault Vans ■ MiX
 Telematics ■ Don-Bur

82 **Advertisers' Index**



Foreword

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



It's exhibition time again in the UK! At the NEC, Birmingham, over 450 exhibitors at the CV Show in April and 300 at Multimodal in May are showcasing the latest developments and innovations of interest to you and importance to your company. To stay ahead of your competitors, you need to embrace the advanced solutions developed for your industry.

So this Issue no.27 of *Truck and Track*, Britain's leading voice for haulage and logistics, enjoys bonus circulations at both the Shows and includes the usual wide variety of features to keep you right up-to-date. We report for example on trials of self-driving truck platoons, now given the green light by Chancellor of the Exchequer George Osborne, and on OBU's for Belgium's new Kilometre Charging System. In Railfreight we look at the extension of the Rail Freight Corridor (RFC) between the North Sea and Mediterranean. In Safety & Security we examine Unisto's extraordinary history over 90 years, from its humble beginnings in Switzerland to becoming arguably a world leader in security sealing technology.

Then on page 44 we have good news from the Association of Pallet Networks (APN) in Paul Sanders' review of his members' operational statistics for 2015. In this issue too, Ali Karim of the Hazchem Network gives his expert insight into the complexities of documentation for Dangerous Goods (pages 58 and 60).

We include reports on our editorial visits to Continental Automotive Trading in Birmingham, to check out the ground-breaking Continental Innovation Truck, and to the new €14.88m Channel terminal for DFDS Seaways at Dunkirk.

At the CV Show, vehicle OEMs are mainly exhibiting the latest vans and light commercials, in a marked change of emphasis away from trucks. Among stands offering many and varied products and services for road haulage and logistics we highlight Commercial Body Fittings (4J21), the largest distributor in their field, serving over 3,000 customers a month and offering as many as 3,600 products ex-stock.

The Show provides so many solutions to optimise fleet, vehicle and driver management and performance that, to compare and contrast offerings, my tip is to carry a clipboard listing your key questions!

Fresh ideas can always break the mould: bearing in mind the national shortage of commercial drivers, Pertemps Driver Training (5A141) works innovatively with the MoD to train and employ Army leavers and reservists.

At the Multimodal Show two weeks later, *Truck and Track*, in association with Unisto security seals and Merridale fuel and tank management systems, guarantees you a warm welcome on our **Stand 719**: there we invite your views on the industry as well as news on your own company!

With best regards from the *Truck and Track* team



Barbara Ryan

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Frazer Smith – Managing Director of SEA Transport

Truckcom & TomTom partnership that streamlines fleet management

SEA Transport aim to provide a complete logistics solution in the maritime container and UK distribution markets. They have been using Truckcom since June 2013 and in December 2014 moved over to Truckcom ST, Truckcom's new cloud-based office system.

SEA Transport have been using every aspect of Truckcom, including its fully featured transport management system, electronic POD, tracking and vehicle checks for over two years. Their Managing Director Frazer Smith enthuses: "We're delighted with Truckcom. They were able to take our business to the next level."

SEA Transport have recently procured TomTom's Webfleet system for over-the-air tacho, driver behaviour and fuel economy information and additional built-in tracking. They approached Truckcom to investigate the possibility of integrating the two systems.

Investigations showed Truckcom and Webfleet to be very complementary to one another, and Truckcom have been able to modify their system to link effectively with Webfleet. Frazer Smith again: "Truckcom understand the sector and have a can-do attitude. If we need changes, they're done quickly, with no additional cost to our business."

Webfleet's built-in wireless device provides tacho and driver behaviour information and a truck-specific satnav. Part of what makes the integration of the two systems work so well is that the TomTom satnav is also an Android device which will operate the Truckcom mobile app. By running Truckcom mobile on the Webfleet device, the user can then pick up and send out all the necessary data to take full advantage of Truckcom's fleet management system.

As a result of the liaison required with TomTom to make this work for SEA Transport, Truckcom have become an official TomTom partner, an arrangement which will enable other fleet operators to benefit from the integrated use of these two complementary systems in the future.

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Rebecca Wharmsby
Assistant MD
The Green Group



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The future is all mapped out for tmWare



TmWare, the intelligent transport and warehouse specialists, have their future growth all mapped out with their newest feature and recent investments. Transport Express, tmWare's transport management system, now includes a novel, map-based planning feature.

The new, map-based planning tool is aimed at transport operations with no fixed routes. Operators can significantly reduce planning times and transportation costs across a variety of postcode points for any trip. Entering running costs per mile calculates the lowest costs before committing the trip.

With a graphical representation of unplanned deliveries or collections, users simply click points on the map to create trips and easily drag-and-drop to re-sequence. All options instantly display the distance, estimated time and costs.

To guarantee the powerful performance of this new mapping feature, tmWare recently invested in their infrastructure and servers – significantly increasing capacity and processing power. The new servers not only improve performance, but also provide scope for further development in line with future product plans.

Lyndsey Phillips, tmWare's Head of Marketing, Sales & Projects, told *Truck and Track*: "Our ethos is to use the latest technologies to streamline complex transportation management processes. We continually invest in the latest technology to future-proof our business and the needs of our customers."

So, to learn more about tmWare and their range of software solutions, visit www.tmware.com or call 01827 304 100.



The Culina Group, a major provider of shared-user FMCG logistics services, has announced an agreement to take over Great Bear Distribution Ltd.

With an overall turnover of more than £400 million, a combined workforce of around 5000 staff, approaching 7.5 million ft² of warehousing and a joint fleet of more than 600 vehicles, the Culina Group has significantly strengthened its position in the ambient logistics sector.

Thomas van Mourik, CEO of the Culina Group, commented: "Great Bear and Culina are absolutely complementary businesses, two strong organisations with great reputations, two like-minded companies with similar cultures. This is an excellent fit which is going to be fantastic for staff and for clients."

"We are acquiring some excellent contracts, facilities and people. This move significantly expands our ambient network and will enable us to benefit from synergies and efficiencies that will improve our service offering to customers even further."

The acquisition extends the existing Culina network to 50 strategically located distribution centres in the UK, following the addition of the 32 facilities currently owned and operated by Great Bear.

Glenn Lindfield, CEO of Great Bear Distribution, remarked: "The retention of the Great Bear brand name is testimony to the hard work of our people over the past 21 years. The Culina Group recognises that it is investing in a highly successful company with its own great spirit. Culina's aim now is to support our growth trajectory with the added workforce infrastructure and resources of the overall Group."

"The Great Bear board believes this move makes strong commercial sense. The combining of our two businesses will create major opportunities for significantly growing our market share."

www.culina.co.uk

www.greatbear.co.uk



TruTac are just the job for FlexPlus Recruitment

FlexPlus, a leading Midlands driver recruitment agency, have selected transportation software and tachograph analysis specialists TruTac as their compliance service providers. After an in-depth selection process, FlexPlus chose TruTac because of their impressive technical support and innovative product range.

FlexPlus's Managing Director Adrian Hobbs reports: "We were highly impressed with TruTac's software and the quality of their service. We're a forward-thinking recruitment company, who pride themselves on embracing technology. We wanted a partner who could uphold our service levels and enable us to accurately monitor and manage driver clockings, hours and compliance."

The two TruTac products being utilised by FlexPlus are TruControl for tachograph analysis and TruTime for driver time-and-attendance management. FlexPlus go a step further than most agencies and, before they send drivers to a client's site, they verify driving licences, monitor compliance levels and check that they have the legal working hours available.

FlexPlus put TruTime to use for drivers to clock in-and-out using their digital tachograph cards on site. This enables accurate billing and removes manually completed timesheets. When used with TruControl, it verifies clocked hours against tachograph hours for a complete picture of the working day.

Freightex opens new branch in Poland

An international roadfreight transport company with headquarters at Dover, Freightex has now officially opened its first Polish branch in Wrocław. This city is strategically positioned for European logistics, since it is close to the German and Czech borders and with prime access to motorways in all directions.

Branch Manager Kris Koronkiewicz declares: "Wrocław is a great city for logistics, with many established businesses such as LG and Amazon already here, plus a lot of investment in logistics parks in the surrounding area."

The branch will build on existing strong customer relationships, offering a wide range of intra-Europe routes and in addition will fast-track new supplier development.

Koronkiewicz makes the point: "We will be growing our staff numbers quickly to build our account management team and have been impressed with the quality of people we have recruited so far. It is an exciting time to be here."

You can contact Freightex Poland on (0048) 717.500.373 or visit www.freightex.com. Freightex is on **Stand 627** at Multimodal 2016.



The new Freightex branch in Poland

Since FlexPlus pride themselves on supplying high-quality agency drivers, the provision of pre-checks on licence verification, compliance and legal hours availability is a key advantage for clients. FlexPlus have realised that this partnership adds value to their clients in a number of ways, including reducing the risk of DVSA inspections and graduated penalty fines.

Jemma James, TruTac's Director of Commercial Operations and Marketing, comments: "We're proud to be working with an agency who understands the importance of compliance and is proactive in its use of technology. FlexPlus have recognised that our products complement theirs, and it will be exciting to see how the relationship develops as clients also realise the benefits."

www.trutac.co.uk
www.flexplus.co.uk

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Deker Solutions offers unique new service to UK's pallet network operators

Deker Solutions has recently launched a unique new service supplying everything from rental to finance, repair to maintenance and trucks to trailers, all tailor-made to meet the requirements of pallet network operators throughout the UK.

Deker Solutions is part of the Allports Group, a Renault Trucks distributor. The Group has a long tradition of serving pallet network operators throughout the UK with products and services designed to deliver both financial and operational benefits.

The new service, Deker Solutions, brings together the quality of the Deker brand with the expertise and experience of the Allports Group to provide a comprehensive end-to-end fleet management solution, saving customers the time and cost of sourcing their truck and trailer requirements separately.

Deker offers customers a huge range of added-value services, including new truck and van sales, used trucks, used vans and trailers, contract hire and rental services, finance and leasing, bodyshop, servicing, livery and fleet protection and road management services.

All of these products and services mean that customers can rely on Deker to handle every aspect of their fleet management, from choosing the right vehicle and trailer to gain maximum benefit for any operation, to taking in Part Exchanges and handling all the servicing, finance and control.

Deker provides a full range of acquisition options for both Trucks and Trailers to match your operational and financial needs. Deker specialises in designing and matching the best options for your business including, Lease, Contract Hire, Rental all supported by a menu of Repair & Maintenance products.

Paul Sanders, Joint Managing Director of the Allports Group, said: "We're absolutely delighted to be able to offer Deker Solutions as a new service to our customers.

"We realised that our combined expertise and experience will bring significant benefits for the companies we work with. Many of our Deker Trailer customers weren't aware that with our combined Truck and Trailer experience and range of services, we could also manage every aspect of their fleet.

"Undoubtedly this service is unique, as the UK's pallet distribution networks generally buy vehicles from one supplier and trailers from another. That's why we were keen to offer a comprehensive 'one stop shop', managing every element of their pallet network requirements from our centrally-located headquarters here in the heart of the Midlands."

Deker Solutions' 123-strong fleet management support services team have a wealth of experience: they understand the challenges customers face and offer bespoke solutions to handle every aspect of managing their fleet throughout its entire lifecycle.

The new services also provide packages to suit every budget, Deker Solutions operates an online automated scheduling system which creates a calendar of inspections and service visits for each vehicle and trailer. Automatic reminders ensure that inspections are not missed, protecting customers' licence to operate. This system provides online inspections sheet history, all at the touch of a button.

For more information, visit www.deker.co.uk

Young Bros joins Pallet-Track network in East Kent

Young Bros Transport Ltd has become the latest in a succession of businesses to join the expanding Pallet-Track network. Serving the CT postcodes, the Faversham, East Kent, based logistics company, which began trading in 1968, has big hopes for 2016 and will be looking to tap into Pallet-Track's nationwide network in order to bring a broader range of services to existing and potential customers.

Jeff Young of Young Bros remarked: "We'd spoken to a number of networks over the course of 2015 but felt that Pallet-Track would be the ideal fit. We're looking to increase the volumes of pallets we transport while still remaining profitable, and Pallet-Track's reputation for having never lost a pallet really appealed to us.

"We're also confident that our existing customers would receive the same level of great service that they've come to expect from Young Brothers, and that potential customers would be impressed by the network's national reach."



Based at a 267,000 ft² distribution centre in Wolverhampton, Pallet-Track operates the tried-and-tested "hub-and-spoke" system, whereby members bring their goods into the central hub, and other members then take them to different parts of the UK.

This reduces costs for individual hauliers, since they are cutting delivery distances and making sure that no HGVs run empty on any leg of their journeys.

Pallet-Track also runs two regional hubs in Welwyn Garden City (Herts) and Bellshill (North

Lanarkshire), which enable members to reduce mileage costs and their carbon footprint.

Nigel Parkes, founder and Managing Director of Pallet-Track, declared: "We're pleased to be welcoming Young Brothers to our network. The organisation and its staff have a fantastic reputation, and we look forward to working alongside the team to better serve the area of Canterbury."

www.pallet-track.co.uk
<http://youngbrothers.co.uk>



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Thermo King cools innovative DHL airside catering truck

Thermo King has been part of the collaborative project for developing the new DHL concept airside catering truck now being tested at London Heathrow airport. Thermo King, a manufacturer of transport temperature control solutions for a variety of mobile applications and a brand of Ingersoll Rand, partnered with DHL to provide the refrigeration solution for the newly launched DHL “Double-Decker High-Loader” concept airline catering vehicle.

Being part of the design project, Thermo King worked closely with Mallaghan of Dungannon, Co Tyrone, a well-known manufacturer of airport ground support equipment (GSE), who constructed the body for the DHL concept vehicle. The Thermo King UT-1200 was selected as the unit that will provide the optimal temperature-controlled environment inside this innovative truck.

Specifically developed for under-mount applications on trucks and drawbar trailers, the UT-1200 marks the industry’s benchmark in reliability, performance, durability and efficiency, featuring low fuel consumption and reduced engine emissions with the Thermo King GreenTech™ engine.

Martin Bryce, Engineering Manager UK and Ireland at DHL, declared: “The unique element of our vehicle’s design is that, when in transit, it is under the 4m height restriction within the airport. However, once engaged with the aircraft, the vehicle’s roof can be raised and the internal lifting deck can be operated. This enables the truck to achieve 80% more payload potential, which should operationally reduce the total number of vehicles necessary,

further improving the efficiency and carbon footprint reduction for DHL and the airport.”

Steve Williams, Area Sales Manager in the UK for Thermo King, stated: “The vehicle has been designed to operate within the London Low Emission Zone (LEZ) and meets all safety and environmental standards set by the Transport for London. We are pleased to be part of this project and to provide solutions that contribute to the significant environmental and operational improvements achieved by DHL.”

To meet the challenging temperature control requirements set by the unique design and ensure good air circulation, Thermo King designed and installed additional fans on the lower deck. Temperature mapping conducted on the upper and lower decks – following the build and installation – verified good temperature management in all areas, with the ceiling fans ensuring good airflow distribution to complete the cycle.

■ A \$13 billion global business, Ingersoll Rand’s family of brands – including Club Car®, Ingersoll Rand®, Thermo King® and Trane® – work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. The Thermo King Corporation was founded in 1938 and manufactures transport temperature control systems for a variety of mobile applications, including trailers, truck bodies, buses, shipboard containers and railway cars.

www.thermoking.com
www.ingersollrand.com

<http://mallaghangse.com>

DKV now offers post-pay option for Slovenian toll

From 1st February 2016 DKV Euro Service has been offering its customers a post-pay option for the toll in Slovenia in addition to the present pre-pay system for all vehicles over 3.5t.

This means that drivers will no longer have to climb down from the cab at tollbooths to load their onboard units (OBUs). Users of the post-pay process also gain by having the convenience of extra time to pay.

The post-pay process can be used either with the OBU or with the chip card (DARS card) issued by the toll operator DARS. Users who already pre-pay

with the OBU can switch to the post-pay process on the spot by presenting their OBU and DKV card at any DARS tollbooth or at the Toll User Centre in Ljubljana, Slovenia.

Any credit from the pre-pay process is transferred over to the post-pay process user. New boxes are not being issued by the toll operator at the moment. As an alternative to their OBUs, users can pay the toll by the post-pay process using a DARS card.

These chip cards can be purchased at any tollbooth or ordered directly on the DARS website. DARS cards that are already used for the pre-pay process can be converted to the post-pay process with the DKV card at any of the toll operator’s booths.

Further information is available at www.dkv-euroservice.com or visit **Stand 4J01** at the CV Show.



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SNAP Account's Jonny Billing explains how SNAP can save you huge amounts of time and money in administration, all for free, and then save you a guaranteed 10% on your fuel bill.

Let's start with three questions.

How much time do you spend organising and managing your fleet when it is staying out overnight?

How much time is wasted digging out the petty cash tin to reimburse your drivers for their overnight parking?

How much money are you wasting paying for meal vouchers and other food-inclusive deals that don't even show up on receipts?

If you know the answers to these questions, then you know that you need to do something about it, and if you don't know the answers to these questions, well then, you definitely need to do something about it!

We can stop all this waste today, and it is free for fleet operators to use our cashless payment system.

So, your first question is: 'What's the catch?'

How can we function as a business if our service is free? Well, the answer is that we make our money from the sites, we charge them a percentage for every customer we bring them, meaning that as a fleet operator you will pay the normal rate for parking and washing with no monthly fees, no sign-up cost, and no inflated service costs. We don't make money from our customers, we make money by helping them.

What do we offer?

Put simply, we place most of your non-fuel expenses onto one weekly itemised invoice. We can cover you for any combination of parking, washing, toll use, recovery, repairs and daily checks, all on one free-to-use account.

And how do we fix the three issues at the top?

Firstly, you will drastically cut the time you spend organising your fleet. Your drivers will call us to find sites, book spaces and even ask for directions to sites. We run a driver helpline until 10pm every night, so you can say goodbye to fielding out-of-hours calls from your fleet, along

with the time saved organising your parking. Furthermore, our exclusive depot parking sites mean your drivers can access more highly secure depots around the UK.

Secondly, you will never need to use your petty cash tin to reimburse drivers again. Instead, once a week you will receive a fully itemised bill listing all the services used, linked to the vehicle that used them. How many hours will be saved, now that you will not need to collect receipts and pay drivers back manually?

And thirdly, our parking prices are always for the parking service only: you will be surprised how much this small change will save you. All hidden meal tickets and extra costs that you shouldn't be paying for will be eradicated. As well as saving you money, this also protects you from tax implications owing to benefit-in-kind issues.

And what about the 10% we can save you on your fuel bill?

We have forged an exclusive partnership with a technical solutions company which is guaranteed to cut your fuel use by 10%. Think about this . . . it will result in 10% of your yearly fuel bill going straight onto your bottom line.

Unfortunately this is a solution which is under wraps for the moment - and is strictly for customers of SNAP Account, so to sign up for an account, and to find out how exactly we will save you this money, then come and see us at the CV Show.

We are on **Stand 4A18** which is at the top of the stairs, just look for our logo floating above the Ford Stand! See you there.

If you wish to sign up immediately for a SNAP Account, then call the SNAP hotline 0330 123 9110 or visit website www.snapaccount.co.uk and click on 'Register'.

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Veolia investment in London fleet delivers FORS Gold recognition

Veolia's fleet operations in London have been accredited with a Gold certificate under Transport for London's Fleet Operator Recognition Scheme (FORS). This follows an investment to make 1400 Veolia vehicles which operate within London safer and greener by:

- Improving driver training with a cyclist awareness programme.
- Investing £1m into cycle safety with audible and visual warnings.
- Plans to reduce fuel consumption by 17.5% in Veolia's new fleet vehicles.

In the time since Veolia were awarded a Silver FORS accreditation in 2012, the company have invested £1m into improving safety for all vulnerable road-users, including cyclists. All vehicles above 3.5t have been fitted with audible warnings to tell cyclists when a vehicle is turning left, along with cautionary cyclist nearside warning signs.

What is more, an improved cyclist awareness training programme has seen all drivers getting on a bike and obtaining a "cyclist's eye view" of an HGV as part of their annual DCPC training.

Fuel consumption and vehicle emissions have been reduced too by 17.5% in new fleet vehicles, with plans to roll these out in other London contracts. Veolia has worked with Dennis Eagle and Allison Transmission to develop technology which prevents the vehicles from being driven inefficiently and has also reduced compaction cycles when bins are emptied to optimise efficiency.



The FORS Standard recognises roadfreight operators who commit to sustainable best practice and meaningful improvements to safety, environmental impact and efficiency.

The Scheme follows a progression where Bronze and Silver status need to be achieved and maintained prior to attaining Gold status. To achieve Gold status, certain criteria under the management, vehicles, drivers and operations must be proven and assessed in a formal audit carried out on company premises by an independent FORS auditor.

Gary Clark, Veolia's Head of Fleet for London and UK Municipal Fleet Development, commented: "We are delighted to be recognised for our commitment to improving our fleet operations for the safety and benefit of Londoners. This would not have been achieved without the hard work and dedication of our employees to manage improvements and to ensure that all workers are committed to safe and sustainable practices."

www.fors-online.org.uk
www.veolia.co.uk
[www.twitter.com/VeoliaUK](https://twitter.com/VeoliaUK)



Sound & light warning devices from TTC for cyclists & pedestrians

TTC have launched the Alarmalight and Turnsafe vehicle turning alarms, to improve safety for cyclists and pedestrians by providing sound and light warnings on vehicles. The problem of blindspot hazards when HGVs are making turns have resulted in an increasing number of deaths and injuries. There have been numerous attempts at solutions which alert the driver, but not the cyclist or pedestrian.

For instance, workers may wear ear defenders around building sites whilst cyclists on the road listen to music with headphones, greatly limiting their awareness of and attention to their surroundings. To counter this, TTC's new and innovative alarm and light warning systems for vehicles making turns in urban environments work off the indicator.

Alarmalight conveys the message to the cyclist or pedestrian instantaneously and effectively using both audible and visual signals, whilst the Turnsafe product issues an audible rather than verbal alarm.



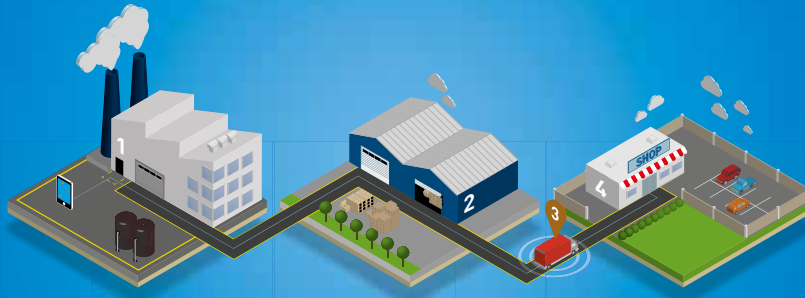
The Alarmalight vehicle turning alarm

Among the special features of Alarmalight are:

- Flashing LED lights to attract the attention of any cyclist, pedestrian or hard-of-hearing or deaf person.
- The ability to operate significantly more quietly at night.
- Universal fit for any vehicle.
- Automatically switches off if hazard lights are in operation.
- The light is brighter when in "quiet mode", to increase awareness.
- Can have any message in any language programmed into it.
- On trial with various government bodies in Europe.
- Possible insurance premium reduction.
- Provides male or female voice options.

Of interest to you for your own company? If so, contact your local independent TTC parts distributor for more information on the new Alarmalight and Turnsafe products.

www.unipartautoparts.com



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AS24 chip-&-PIN cards now accepted in Greece

AS24, one of Europe's largest networks of filling stations dedicated to HGVs, has announced that its AS24 and Eurotrafic chip-and-PIN cards are now accepted at nine Shell-branded sites in Greece operated by its partner Coral.

The announcement means that the AS24 card is now accepted in 28 countries across Europe. The Coral sites are located on main roads close to border crossings and to Greek ports, making them ideally located for long-distance hauliers to fill up at the most advantageous prices.

The AS24 logo appears on participating stations' totems alongside the fuel price, making it easy for drivers to recognise where the card is accepted and the fuel price offered at the site.



AS24 chip-&-PIN cards are now accepted at filling stations in Greece



When payments are made with an AS24 card, drivers and fleet managers are provided with a range of additional services that help to keep control of expenses. These include: recording mileage and fuel usage, the ability to set payment limits, the payment of tolls and simple passage through toll plazas, automatic VAT recovery in any EU country, and the payment of fines – thereby avoiding any risk of the vehicle being impounded.

Cards can be personalised for the driver or a specific vehicle. It's also possible to have dual cards – one allocated to the truck and one to the driver for use when multiple drivers operate the same vehicle. If a card is lost, it can be instantly suspended. The AS24 card is a multi-purpose management tool that helps operators to control expenses, reduce costs and manage their fleets more effectively.

Drivers should be aware that prices may differ from station to station and that there are special regulations for refuelling trucks in Greece. Drivers are advised to visit the AS24 website to familiarise themselves with the procedure before attempting to fill their tanks.

AS24 is a subsidiary of the French oil giant Total. This new development is part of the company's continuing European expansion programme, which includes the supply of AdBlue and the provision of toll and VAT payment systems.

www.as24.com



Miles ahead, Total Rubia – the brand leader for Euro VI engines

Stephen Parker of Total UK focuses readers' attention on lubricant choice for Euro VI engines

As the world of engine technology advances at an ever accelerating rate, lubricants must keep up. Total UK lubricants are an active brand which never stands still. We're daring and dynamic, with a passion for being at the forefront of technology.

To push the boundaries of our innovation further, we enjoy close partnerships with major OEM manufacturers across the world. Together we develop high-specification lubricants that answer the severe demands of today's fleet operators.

With Euro VI now in place and driven by legislation, the demands on engine oils required to lubricate fleet diesel engines are changing.

All Euro VI vehicles now fitted with EGR, SCR and DPFs will need to undertake exhaust regeneration, cleaning diesel particulate filters of their excess soot and reducing emissions of CO2 and other pollutants. When combined with the drive to improve fuel economy and the need to increase drain intervals, the increasingly challenging issues that fleet managers and operators are facing mean that selecting the right oil has become even more complicated, but so important.

With this in mind, our response for now and in the future is our commitment to developing products that address these challenges, leading to increases in energy efficiency, reductions in fuel costs, advances in durability, and longer drain intervals which mean lower servicing costs and less unproductive downtime for vehicles.

With fuel prices accounting for a significantly high percentage of operating costs, the benefits in fuel economy of lower viscosity, fully synthetic, low SAPS engine oils are now becoming of crucial importance.

Total Rubia TIR 9900 FE 5W-30 is specially recommended for the latest generation of Euro VI engines, but is also ideal for lubricating all types of engines of Euro V and before, fitted with or without post-treatment systems – EGR, SCR and DPF.

Specifications: ACEA E6/E9 API CJ-4. OEM approved: Mercedes-Benz Approval 228.51, DAF, MAN 3477/3677, Iveco, Volvo VDS-4, Renault Trucks RLD-3, Cummins CES 20081, Mack EO-O Premium Plus.

Rubia TIR 9900 is a premium quality lubricant combining two technologies – Fuel Economy and low SAPS. Rubia TIR 9900 FE 5W-30 enables fuel savings of 1 litre every 100km or 3%, if used in conjunction with Fuel Economy transmission lubricants.

With its excellent low SAPS properties, this engine oil protects your engine and preserves your particulate filter.

Rubia TIR 9900 FE 5W-30 provides highly extended oil drains because of its unrivalled anti-oxidant and anti-corrosion properties, resulting in improved added value and savings in maintenance costs.

What is more, this Total UK product provides

superb engine protection. First-rate anti-wear performance protects your engine, whatever its duty cycle, such as longrange deliveries, frequent stops-and-starts or heavy loads.

Last but not least, it also provides outstanding piston cleanliness: hence it gives unsurpassed protection against bore polishing and cylinder wear.

Interested for your own fleet? If you want to find out more about Rubia TIR 9900 FE 5W-30 and other Total lubricants, then call us on 01977 636 301, email lubesorders@total.co.uk or visit www.total.co.uk



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Mercedes-Benz Econic is safest option for the City



The City of London Corporation has underlined its commitment to improving road safety for cyclists and pedestrians by launching a ground-breaking construction vehicle from Mercedes-Benz. The 8x4 Econic wears the colours of the authority's Bow-based civil engineering and highway maintenance contractor JB Riney, the first operator to place an order for the new tipper-grab. It was supplied by dealer S & B Commercials.

The Econic features a deep, panoramic windscreen and a fully-glazed kerbside door. This, coupled with a much lower seating position compared to a conventional construction truck, affords superior visibility. It allows the driver to see, and even make direct eye contact with, those on bicycles and motorbikes or on foot, at potentially hazardous junctions. Safety is further enhanced by a full complement of cameras.

Fittingly, the new vehicle was unveiled at the Aldgate gyratory, an area which is now the subject of a major development project designed, among other things, to enhance safety by creating new cycling routes and pedestrian crossing points.

Michael Welbank, Chairman of the Planning & Transportation Committee at the City of London Corporation, asserts: "We take the issue of road safety incredibly seriously, and I am delighted that we have adopted this new, high-visibility tipper. Anything which improves the field of vision for a lorry driver, so they can better see vulnerable road-users, is a welcome step forward."

The new Mercedes-Benz will be assigned to the Aldgate scheme until late Summer. It is carrying spoil from the site back to JB Riney's transfer yard – from where it is sent for recycling – and delivering materials such as sand, concrete and paving slabs.

An Econic 3235 ENA model, the truck has a single front steer axle, a double-drive bogie and a rear-steer axle. This configuration gives it a relatively small turning circle, and makes it significantly more manoeuvrable than a standard 32t construction eight-wheeler, a major advantage for operation in the City's network of narrow streets.

The Econic is powered by a fuel-efficient, 7.7-litre six-cylinder engine which produces 260 kW (354 HP) and drives through a six-speed Allison automatic gearbox. It is fitted with a Charlton steel tipping body and Palfinger Epsilon M135L radio remote-controlled crane with clamshell bucket.

The heightened focus on cyclist and pedestrian safety in busy urban areas means that the Econic is now attracting interest and early orders from the construction sector – the first tipper without a grab has been in service since last Summer, and the manufacturer has also developed 26t mixer and 18t

skip-loader variants for demonstration purposes.

The vehicle runs on full air suspension and so is relatively quiet in operation. Its low-entry cab, meanwhile, has just two steps rather than the traditional four, which also reduces the risk of access and egress injuries, whilst easy through-cab access allows the driver and any passengers to enter and exit safely on the non-traffic side.

City of London Business Improvement & Performance Manager Vince Dignam encouraged JB Riney to commission the new vehicle. "I really like the concept," he remarks. "We are committed supporters of the CLOCS (Construction Logistics & Cyclist Safety) and FORS (Fleet Operator Recognition Scheme) initiatives, and this vehicle is definitely setting new standards. Like the view from its cab, the safety benefits are clear to see."

Barry Parker is the Transport & Vehicle Purchasing Manager of JB Riney. "We spent a lot of time talking to representatives of Mercedes-Benz and to S & B Commercials' Key Account Manager Vick Croker, to ensure that we had the specification spot on," he recalls. "It's a beautiful piece of equipment, the rear-steer system being particularly impressive."

To date 25 Mercedes-Benz Econic trucks have been sold into the UK construction market.

www.mercedes-benz.co.uk/trucks www.jbriney.co.uk
 www.sbcommercials.co.uk
 http://charltonbodies.co.uk/range/tippers www.palfingerepsilon.com
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New multi-currency platform for tmWare's intelligent planning systems

The team at tmWare, who design intelligent transport and warehousing planning systems, have reinforced their commitment to international trade with their latest product feature. Their new

multi-currency platform means that tmWare's systems are now capable of calculating jobs in multiple trading currencies.

tmWare realised that multiple currency calculations were often required by customers for accurate job quotes, and that this could cause problems. The same issues occurred when an order was booked onto the system. Even small miscalculations could hugely impact upon customer profit margins.

Accordingly the tmWare software development team, pictured here, developed an intelligent solution which allows jobs to have costs allocated in any currency.

A default exchange rate can be applied to each currency. The exchange rate can then be amended on an ad hoc basis or set to specific values in a date range – for example, when a currency has been pre-bought.

The feature also allows flexibility to quote in different currencies without manual calculations. Job values are available at all times in both multiple currencies and a base currency, to enable precise management reporting.

This large piece of development is evidence of tmWare's focus on international growth, not just for themselves but also for their steadily increasing global customer base. With demand for their software now coming in from countries like Russia, tmWare appreciate the importance of having trading connections around the world.

So, to learn more about tmWare and how their intelligent planning systems may help your own business, visit www.tmware.com or call 01827 304 100.

SOME DATES FOR YOUR 2016 DIARY

April 20-21 (Wed-Thurs): **Federation of Petroleum Suppliers (FPS) Expo 2016**, Exhibition Centre Liverpool, Liverpool Waterfront, www.fpsshow.co.uk

April 26-28 (Tues-Thurs): **Commercial Vehicle Show 2016 & Workshop 2016**, NEC, Birmingham, www.cvshow.com

May 10-12 (Tues-Thurs): **Multimodal 2016**, NEC, Birmingham, www.multimodal.org.uk

June 7-9 (Tues-Thurs): **the inaugural Automechanika Birmingham 2016 (automotive supply chain & aftermarket)**, NEC, Birmingham, www.automechanika-birmingham.com

June 14-16 (Tues-Thurs): **Annual TOC Europe 2016 (port & terminal technology & operations)**, Hamburg Exhibition & Congress Centre, www.tocevents-europe.com

June 21-23 (Tues-Thurs): **IFSEC International 2016 ("The world's largest annual security event")**, ExCeL, London Docklands, www.ifsec.co.uk

September 22-29 (Thurs-Thurs): **66th biennial IAA Commercial Vehicles**, Hannover Exhibition Centre, www.iaa.de/en

November 30-December 1 (Wed-Thurs): **UK Security Expo 2016 incorporating Transport Security**, London Olympia, www.uksecurityexpo.com

Easter (March 25-28), **May Day** (May 2), **Spring Holiday** (May 30), **Late Summer Holiday** (August 29), **Christmas Holiday** (December 25-27).

Note that future dates for a trade exhibition or other event can always be subject to alteration, so always cross-check them with the latest information given on the organiser's website.

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68 million freight & vehicle offers on TimoCom's transport platform last year



In 2015 TimoCom strengthened its position as Europe's largest transport platform. More than 110,000 users entered up to half-a-million freight and vehicle offers daily. Projected over the whole of last year, that equates to 68.1 million offers published via TimoCom's platform in 2015. Including over 7,200 new customer contracts, the 68.1 million offers are 16% up on 2014.

TimoCom, based at Erkrath near Düsseldorf, has over 400 employees and, with an annual turnover of €56.7 million, is now one of the most successful medium-sized IT service providers for the entire European transport and logistics market.

In addition to a growing number of customers, a variety of new interfaces have contributed to this increase. 13% of all the offers listed on the platform

were due solely to the new connection between TimoCom customers' own logistics software and the TimoCom transport platform. This interface allows offers from companies' internal freight forwarding programmes to be transferred to TimoCom using just a few clicks.

Another plus is the provider-independent tracking solution TC eMap® which is now connected to more than 170 European telematics providers. This connection ensures that there is no longer any need to switch between the selected telematics application and the TimoCom platform, which saves time.

According to a survey, 25% of all TimoCom customers had already noticed that they saved significant amounts of time within two weeks of the introduction of TimoCom Messenger, a prime negotiating tool to seal deals.

TimoCom's Chief Representative Marcel Frings asserts: "A quarter of our customers indicated that they could close deals quicker using the Messenger. It's a great number for the introductory phase. 700,000 messages have already been sent using the business chat.

"We're not just creating real added value for TimoCom users, but also increasing acceptance for our system. That's why we were very pleased to see that 86% of our users felt that they were already well informed about the new product before it was even introduced."

After going through the results from 2015, Frings gave us a glimpse into TimoCom's plans for 2016: "Our Messenger system has already paved the way for the introduction in 2016 of a professional document management system. We are also focusing on expanding our business in the UK and in Turkey."

To find out more, come along to TimoCom's **Stand 1204** at Multimodal 2016, after checking out the website www.timocom.co.uk or www.timocom.ie.

TruckEast Scania to support pallet network ops at RCS Logistics



In January 2016 RCS Logistics Ltd, a third-party logistics supplier located in Corby, took delivery of a Scania P250 DB 4X2 MNA day cab, supplied by TruckEast, to support its Palletforce pallet network operations.

The P250 rigid vehicle benefits from reduced weight yet extra payload space, and the shorter cab and optimal axle placement are ideally suited to the urban deliveries that RCS Logistics finds itself making more and more frequently. The Scania short cabs feature ergonomically designed seating and adjustable steering wheels.

The vehicle from dealer TruckEast sports RCS Logistics' distinctive blue and yellow livery on its curtainsider body, supplied by Kurt Hobbs Coachworks of Great Addington, Northants. This latest addition brings RCS Logistics' fleet to a total of 34 vehicles including artics, rigids and vans, to accommodate all

sizes and weights of consignment. Taillifts and double-deck trailers, as well as traditional curtainsiders, along with 3.5t vans through to 44t articulated lorries, are included in the fully liveried fleet.

Simon Westley, the Transport Operations Manager of RCS Logistics, stressed the point: "I am delighted with the purchase of the Scania P250, which continues RCS Logistics' asset renewal programme. The addition reinforces our commitment to continued development, our trust in the Scania product and the reliability of the aftersales service from our partner TruckEast."

RCS Logistics and TruckEast began their relationship almost two decades ago, and it has gone from strength to strength. Pete McGowan, Sales Manager at TruckEast, remarked: "We have come from providing a single Scania truck to supplying well over 20 vehicles. Our relationship has grown ever stronger, with the convenient location of one of our twelve service depots, as well as our Specialist Services depot, in Corby."

- Ray C Smith established the independent, family-owned business RCS Logistics in 1973, and today its transport and warehouse solutions are used by some major names in retail and manufacture. Its Corby hub location provides excellent transport links throughout the UK mainland and Europe.
- Realtime GPS tracking technology optimises quality of service, time-efficient deliveries and flexibility in consignment size.
- Warehouse stock records are monitored using electronic barcoding systems, instantly providing accurate stock status reports. Stock records can be interfaced with customers' stock databases, providing realtime information on goods stored in the warehouse facilities.

www.rcslogistics.co.uk
www.kurthobbscoachworks.co.uk

www.truckeast.co.uk

TimoCom receives Connect Award from TomTom Telematics

TomTom Telematics has honoured TimoCom, Europe's largest freight exchange platform, with its Connect Award for 2015. The Award, in the category "International Partner of the Year", honours the widespread use of the interface between the TimoCom tracking platform TC eMap and TomTom's fleet management platform Webfleet. For customers common to both, the connection ensures a decisive advantage – no more switching between TimoCom and TomTom Telematics.

According to the Senior Sales Engineer of TomTom Telematics, Thomas Greaney, the advantages of the shared interface are obvious: "Users of our fleet management platform Webfleet can use their access data to log in to TC eMap, and then directly see the location of their vehicles within the TimoCom application. This removes the need to switch between Webfleet and TimoCom."

Another great benefit is the integration of TimoCom's "Transport Barometer" app into the software of TomTom's telematics driver terminals.

Thanks to the TimoCom app, hauliers can also access the freight exchange platform whilst on the road and for example search for loads directly from their navigation solution, or offer their capacities at short notice.

"This means more transport business and fully laden vehicles. Less empty runs also reduce the environmental impact", declares TimoCom's Chief Representative Marcel Frings.



Marcel Frings, Chief Representative of TimoCom, (left) receives the Connect Award from Thomas Greaney, Senior Sales Engineer of TomTom Telematics

Visit TimoCom's **Stand 1204** at Multimodal 2016.

www.timocom.co.uk

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www.tomtom.com/telematics

TRL says next steps vital for UK's driverless truck trials

Professor Nick Reed, Academy Director of the Transport Research Laboratory (TRL) at Wokingham, Berks, comments on the hot topic of driverless trucks: "The TRL welcomes the Chancellor's confirmation of truck platooning trials on the UK's roads. It's a logical next step following the TRL's work alongside Ricardo for the Department of Transport on the feasibility of operating commercial vehicle platoons.



Professor Nick Reed

"A move towards greater levels of automation in trucks could deliver compelling efficiency improvements for both the UK's haulage industry and transport network. Trials of this nature are already in progress in the US and Europe, so it's vital that the UK takes these steps to ensure our haulage industry remains competitive globally.

"First and foremost, safety must be the Government's highest priority. The technology needs to be proven to be safe before it moves to on-road trials, and thus gradually builds in complexity, to establish the scale of the benefits achievable in the context of real-world driving. The precise scope of trials remains to be defined, but we envisage that all vehicles participating in trials will have fully trained and qualified drivers at the controls at all times.

"Secondly, the haulage industry must be closely involved in the trials to examine the practical requirements for platooning in a commercial and operational environment. Within this, the needs of drivers must be prioritised. The further training required for drivers of the convoy's lead and following trucks is important to ensure the safe operation of the platoon, and particular attention must be paid to the in-vehicle information systems that control platoon formation."

www.trl.co.uk

Self-driving Volvo truck platoon on YouTube:

<https://www.youtube.com/watch?v=Ix9EFJ6qgZc>

Wincanton Logistics – "Project Biscuit" on YouTube:

<https://www.youtube.com/watch?v=QKheIr3t7AI&feature=youtu.be>

European Truck Platooning Challenge (Netherlands):

<https://www.eutruckplatooning.com/default.aspx>

New President at DAF Trucks NV in Eindhoven



Paccar Inc, the parent company of DAF Trucks NV, Eindhoven, has announced that Preston Feight has been promoted to the position of President of DAF Trucks NV. Preston, pictured above, is succeeding Harrie Schippers, who has been promoted to Paccar Senior Vice-

President, with responsibility for DAF Trucks and Paccar Parts at the corporate office in Seattle.

Preston Feight has been with Paccar for 18 years, with his most recent assignment as Paccar Vice-President and General Manager of the Kenworth Truck Co.

Within Paccar he has held positions of increasing responsibility at Kenworth, including Chief Engineer and Assistant General Manager of Marketing & Sales. Preston Feight is a graduate of Northern Arizona University (BS in Mechanical Engineering) and the University of Colorado (MS in Engineering Management). In his new assignment, his responsibilities will also include Leyland Trucks in the UK.

Harrie Schippers has been with the company for 30 years, with his most recent assignment as Paccar Vice-President and President of DAF Trucks.

He has held various accounting and finance positions of increasing responsibility, including DAF Finance Director, before being named DAF President in 2010. Harrie Schippers is a graduate of Tilburg University (MS in Economics) and attended the Stanford Executive Development Program in 2007.

www.daf.com

Quartix celebrates its 15th birthday

Vehicle tracking company Quartix was founded on 14th February 2001 by four industry professionals. It has grown into one of the UK's most respected suppliers of telematics solutions and services in just 15 years – having installed more than 200,000 units for over 7000 fleet customers and 10 major insurance companies. Quartix Holdings plc was admitted to London's AIM market (LON:QTX) in November 2014.

The company offers subscription-based vehicle tracking systems, software and services, which incorporate instrumentation to identify and transmit location, speed and acceleration data back to Quartix on a realtime basis. Its software system provides business critical reporting and analysis of vehicle and driver data, including timesheets and other customer Key Performance Indicators (KPIs) to customers via any Internet-enabled device.

Quartix now employs over 100 people at six locations and has an overseas branch in France and overseas subsidiary in the USA. The end of 2015 saw Quartix with 73,000 fleet vehicles under subscription, whilst the combined bases of France and the USA almost doubled.

In 2015 Quartix won the Shropshire Star Business of the Year award and the Cambridge Business Award's Business of the Year. It was also named in an LSE group report as one of the 1000 Companies to Inspire Britain. The report celebrates the fastest growing and most dynamic SMEs in the UK.

In 2016 Quartix plans to realise a range of new features including temperature monitoring.

To celebrate its milestone 15th anniversary, Quartix will launch a special offer to all new customers and provide a taster system free for 15 weeks with the InfoPlus package. This will include all the features and benefits of their full system.

To find out more about this offer or any other aspect of Quartix vehicle tracking, contact Joe Rice by phone 01686 213 713 or email joseph.rice@quartix.net www.quartix.net



New appointment demonstrates DKV's commitment to sustainability

Sabine Nixtatis (33) has been appointed to the newly created position of CSR (Corporate Social Responsibility) Manager for the DKV Group.



Sabine Nixtatis

This appointment further enhances the ability of one of Europe's major service companies – of which fuel and service card providers DKV Euro Service and Novofleet form part – to conduct its business sustainably and responsibly both within the Group and outside. At the same time, the Group's associated social, cultural and ecological activities and projects are to be expanded.

"The DKV Group has been very active on its own initiative in the field of corporate social responsibility for many years," emphasises Sabine Nixtatis. "I am very pleased to be in a position to develop and take forward, including strategically, the Group's many individual measures in the areas of the environment, markets, employees and society."

Sabine reports directly to Marketing Director Ulrich Wolter.

■ DKV Euro Service has been one of the leading service providers to logistics and transport businesses for some 80 years. From cash-free service en route at 54,600 brand-independent acceptance points through toll billing to VAT refunds, DKV offers a host of services for cost optimisation and fleet management on Europe's roads. Currently around 2.5 million DKV cards and onboard units are used by over 120,000 customers.

For more details about the many services which DKV offers to haulage and logistics companies, go to www.dkv-euroservice.com, the social media Twitter and LinkedIn or the DKV Blog site.

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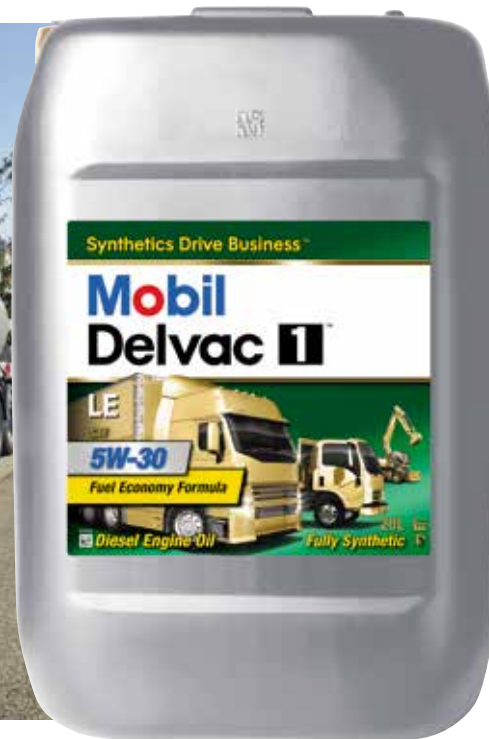
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French petroleum product haulier Transports PFT reports fuel savings by using Mobil Delvac 1™ LE 5W-30

Mobil Delvac 1™ LE 5W-30 synthetic engine oil realises fuel savings in Sweden & France

In trials in Sweden, an independent haulage company achieved 2% fuel savings through use of a low-viscosity, Mobil Delvac™-branded synthetic engine oil. Mertz Transport AB, which operates a fleet of 115 trucks of various makes and is based in Malmö, conducted the trial with two trucks using different synthetic engine oils.

The ten-month trial, which followed discussions about fuel costs between Mertz Transport and ExxonMobil's sales and technical engineers in Sweden, involved two new Mercedes-Benz Actros Euro V trucks. One used ExxonMobil's Mobil Delvac™ XHP LE 10W-40 engine oil with the other using lower viscosity Mobil Delvac 1™ LE 5W-30. Both oils meet Mercedes-Benz's required MB 228.51 lubricant specification for low-ash multigrade engine oils.

Both trucks drove the same route between Malmö and Gothenburg with the same freight. The truck using the lower viscosity engine oil, Mobil Delvac 1 LE 5W-30, witnessed a 2% gain in fuel economy. The data from the trial was recorded using FleetBoard®, the Mercedes-Benz fleet and driver measurement and reporting data system.

Meanwhile Transports PFT, a petroleum product haulage company based at Bassens, Gironde, South-Western France, has reported an average fuel saving of 1.87% during a field trial using the same Mobil Delvac 1™ LE 5W-30.

This haulage company currently operates a fleet of 18 Renault and Volvo trucks. Based upon a recommendation by Péchavy Lubrifiants, a Mobil-authorized distributor, and Thomas Cravarezza, an ExxonMobil commercial vehicles lubricants sector specialist, Transports PFT undertook a seven-month field trial.

In the trial Transports PFT replaced an industry-standard SAE 15W-40 engine oil with Mobil Delvac 1 LE 5W-30 in two of its trucks. The remainder of the fleet continued to use the SAE 15W-40 oil.

The fuel economy performance of the two Euro V test vehicles and two control trucks was monitored daily throughout the seven months using Dynafleet, Volvo's transport information and monitoring system for trucks.

The trial results indicated an average saving of 1.87% in fuel consumption in the two test vehicles compared with the rest of the fleet. All the trucks in the fleet operated under similar road and weather conditions.

- In 2015 ExxonMobil marked the 90th anniversary of Mobil Delvac™, one of the world's first brands of heavy duty diesel lubricants. Since its launch in 1925, Mobil Delvac-branded lubricant technology has built a legacy for enhancing the performance of diesel engines operating in all types of environments and applications, including trucking, agriculture, construction, marine and mining.
- Leveraging its vast research and engineering expertise, ExxonMobil continuously evolved the Mobil Delvac product and services portfolio over the past nine decades to meet the needs of commercial vehicle operators. Today Mobil Delvac is one of the most widely used brands of heavy-duty diesel lubricants in the UK and Ireland and throughout the world.

<https://mobildelvac.com/en>
www.youtube.com/user/OfficialMobilDelvac
www.mertz.se/se



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New DAF fleet acquisitions by Culina from Greenhou

Culina has just taken delivery of 20 DAF XF510 6x2 tractor units. Driver comfort and working conditions are top priority for Culina. “This new fleet of DAF XF510 6x2 tractor units offer Culina’s drivers excellent driving conditions and cab comfort for long-distance journeys,” confirms Colin Moore of Greenhou DAF.

“We also recently supplied Culina with nine DAF CF330 26t ambient rigid, two DAF CF330 26t chill rigid, one DAF LF180 18t ambient rigid, and two DAF LF180 16t ambient rigid trucks. We are providing Culina with a two-year maintenance-and-repair contract which ensures immediate service response 24-hours-a-day, keeping all the fleet fully operational.”

In a logistics company as large as Culina’s, the minimisation of environmental impact is regarded as very important and a key criterion in the selection of new units for the fleet.

Mark Matkin, Group Fleet Manager for Culina, explains: “We have invested heavily in environmentally-efficient trucks and the means to monitor how our vehicles are driven. Our DAF trucks are great examples.

“We can track their use comprehensively – including driver behaviour, CO2 emissions, route planning and fuel usage. Working with Greenhou DAF, we monitor our fleet use and feed our findings back to enable them to evaluate the value of technological advances.”

- Culina Logistics has enjoyed tremendous growth since entering the UK marketplace in 1994 and now stands as a £250 million business. It employs over 3,000 people and has a client list spanning almost 200 brands and manufacturers.
- The food and drink logistics specialist operates across the chilled and ambient temperature ranges, providing a number of shared-user supply chain solutions, including warehousing, transportation and contract packing, plus extensive bonded expertise.
- The Culina group has 17 sites across the UK and Ireland, providing three million ft² of warehousing space whilst also operating a fleet of 350 trucks and 650 trailers.

www.culina.co.uk www.daf.co.uk www.greenhou.co.uk

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Owens expands with Renault Range Ts

The newly-rebranded Owens Group has expanded its 300-strong mixed Renault Trucks, MAN and Mercedes fleet to include its first Range Ts. 20 44t Range T460 6x2 tractor units, supplied by Renault Truck Commercials, have hit the road and are being used for double-shifting 24/7 across South Wales, London and the Midlands for the Owens Group's retail division. The vehicles have been supplied on a three-year contract hire basis via BRS Ltd and are being supported by Renault Truck Commercials Ltd of Cardiff.

Operations Director Ian Owen explains why he selected the Range Ts: "Following our recent rebranding from Owens Road Services to the Owens Group and hitting £50 million turnover, we were looking to expand our fleet, as well as update some of our older models. Our business is extremely competitive, so we need to be at the very top of our game.

"We've worked with Renault Trucks in the past and always had an honest and trustworthy relationship, and I am very comfortable dealing with them. I have found that Renault Trucks stick to their word and, if any issues do arise, they are extremely supportive and swift in finding a resolution.

"Attracting and retaining the best drivers to our company is fundamental to the success of our business. Having the best trucks on the market helps us to

achieve this objective and the new tractor units have been enthusiastically received. Our drivers like the layout and size of the Range T cab, position of the controls and modern look and have awarded top marks for comfort too."

On the crucial issue of fuel, Ian Owen comments: "We had a fleet seed on long-term trial, and the fuel return was very impressive, achieving up to 9.3 mpg. The new Range Ts have been on the road for only a few weeks, but we are already seeing up to 9.5 mpg, which we expect will improve further as the vehicles run in."

- The Owens Group was first established in 1970 by the brothers Huw and Eurof Owen – with one transit van offering light haulage operations carrying furniture, kitchens and piano parts from Llanelli.
- Today, whilst still wholly family owned and run, the Owens Group has grown and diversified to employ 600 people. Its depots at Llanelli, Port Talbot, Bridgend, Newport, Droitwich, Avonmouth, Hemel Hempstead and Wrexham provide distribution services and warehousing for the manufacturing, FMCG and contract logistics markets.

www.owens-logistics.com
www.renault-trucks.net/cardiff

www.renault-trucks.co.uk
www.brs.co.uk

Moran Logistics invests in 50 new TGX tractors

Specialists in multi-temperature food transportation and storage, the Lutterworth, south Leicestershire, based Moran Logistics has invested in 50 new TGX 26.440 tractor units and plans to expand its fleet further. The engines are MAN D2676LF46, 12.4 litres, six-cylinder, Euro VI.

MAN Sales Executive Lee Wilson monitored the progress of the order and arranged a factory visit in Munich for owner Harry Moran to coincide with



MAN Sales Executive Lee Wilson (left) with Harry Moran at MAN Truck & Bus in Nuneaton

one of his vehicles rolling off the production line.

Wilson commented on the visit: "Moran Logistics has invested so much with MAN as the business has grown and developed. The firm has run a MAN fleet, and we were delighted that he stayed loyal to the marque. With that in mind we were delighted to arrange for Harry to visit Munich and tour our factory."

A spokesman for Moran Logistics said: "We have tried different models in the past, and we are impressed with what MAN has to offer. The whole package is attractive, and there is a strong dealer network too.

"We have purchased 50 TGX 26.440 tractor units this year, and we are gradually putting them into service at our operating depots in Reading, Oswestry, Lockerbie, Manchester, Leeds, Lutterworth and Rugby.

"We will be looking to add another 80 vehicles in 2016 to complement the current fleet. MAN met the benchmark, and that is why it won the tender. It has proved itself and delivered against expectations."

He added: "We run 220 vehicles and 330 trailers, operating 24/7 and making 10,000 deliveries a week, all in 30-minute time slots, so we need to know we have reliability in the fleet."

All the vehicles benefit from a two-year r&m contract.

<http://moranlogistics.co.uk>
www.mantruckandbus.co.uk

www.man-nuneaton.co.uk



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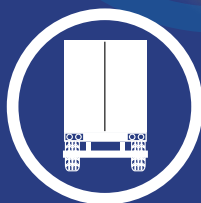
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Iveco Stralis delivers temporary roadway systems

GT Trax is a privately owned company specialising in supplying a range of products for outside events and construction sites. These include outrigger pads, temporary roadways and walkways, trench cover plates, ground protection mats, and cable and hose ramps. Now GT Trax has taken delivery of its first Iveco heavy truck. The Huntingdon-based company's order for a Stralis Hi-Road AT260S46Y/FS-D rigid followed the introduction of a new heavy roadway system to its product range which could not be transported by the company's existing vehicles.

The new truck will be used to deliver, install, remove and collect the temporary roadway system, which will be utilised by those in the construction and outdoor events industries. The roadway provides a safe passage for vehicles across otherwise inaccessible areas such as construction sites and muddy fields.

Graham Crisp, GT Trax Financial Director, spells out the advantages: "As this was a major investment for us, we had conversations with several truck dealers and manufacturers before placing the order. Iveco came out as the clear winner, based on the suitability of the Stralis, our confidence in Iveco's HI-SCR engine technology and the fantastic support we received from the dealer.

"Mark Beetlestone at Guest Truck & Van went out of his way to ensure that the truck was equipped with everything we needed for this unique application. It's without doubt the most specialist vehicle we've ever ordered."

The 26t 6x2 rigid has been specified with a rear steer axle and full air-suspension to increase manoeuvrability on sites with restricted access. The Stralis also features alloy wheels, extended range fuel and AdBlue tanks, alloy air reservoirs, xenon headlights and air-suspended driver and passenger seats for maximum cab comfort.

The Hi-Road sleeper cab also includes Iveconnect – an integrated satellite navigation, infotainment, fleet management and telematics system which allows GT Trax to communicate with its drivers, while having access to accurate location information at any time.

The system also has a comprehensive Driving Style Evaluation tool, which acts as a fully-fledged, cost-efficient, onboard driving instructor to assess driving style and provide suggestions for reducing fuel consumption. What is more, it allows the driver to communicate directly with Iveco's 24/7 Assistance Non-Stop call centre in the event of an incident, resulting in a rapid response from the closest Iveco dealer.

The new Stralis is powered by Iveco's Cursor 11 engine and is capable of producing up to 460HP at 1,900 rev/min, plus 2150 Nm of torque at 925 rev/min, which is delivered to the wheels by the EuroTronic automated transmission – manufactured for Iveco by ZF.

The Cursor 11 engine uses Iveco's patented HI-SCR technology to meet stringent Euro VI emission limits without the need for regeneration. This is a major benefit, as it reduces the downtime which vehicles utilising EGR may experience on a regular basis during regeneration phases. This optimises the energy efficiency of Iveco's Euro VI technology, since no fuel is utilised to burn particulates and no energy is lost to cool down exhaust gases, whilst there is also no risk of damage to the road surface nor application restrictions.

Also helping to reduce fuel consumption is Iveco's Fuel Efficiency Package, incorporating an Eco-Roll function – which looks for opportunities to shift into neutral on downhill stretches – plus a new engine oil management system and low viscosity engine oils to further boost engine efficiency.

The new Stralis Hi-Road is finished in a bespoke red-and-white livery and mounted with a flatbed body. It is also equipped with a rear-mounted Palfinger crane for loading and unloading sections of track, plus front stabilisers to ensure that the vehicle remains stable during lifting.

For maximum flexibility, GT Trax has also taken delivery of a matching, purpose-built, Adcliffe tri-axle drawbar trailer, allowing the vehicle to operate at a maximum gross train weight of up to 44t.

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Renault Range D for Anglian Timber roof trusses



Anglian Timber has selected the Renault Trucks Range D for its latest specialist vehicle. The 18t Range D18 wide 4x2 low 280 E6, supplied by Renault Trucks Felixstowe on a five-year rental through BRS, is the first Renault to join the five-strong fleet and will be used to carry custom-built roof trusses to building sites across East Anglia, Kent, Sussex, London and Oxfordshire.

Built to Anglian Timber's own specification, the Range D features an unusual low ride height of 1m from ground to floor, as well as a special flat platform body, produced by Harvey Coachbuilders of Attleborough, Norfolk, to meet height restrictions for bridges and power cables.

Commenting on the decision to introduce its first Renault into the fleet, Director Roger Steed said: "The lease had come to an end on one of our vehicles, and we were looking for a replacement. Our current supplier was unable to provide the type of truck we were looking for on this occasion, and so we turned to Renault Trucks Felixstowe, who proved to be extremely committed to supplying the specialist vehicle we needed."

"Delivering timber to building sites can be challenging, so we needed a truck that was durable and manoeuvrable but, crucially, could comply with height restrictions on route. Renault Trucks, together with Harvey Coachbuilders, was definitely our best option: they took the time to understand our requirements and subsequently provided a truck which is perfect for our needs."

Harvey Coachbuilders' Director Gary Harvey commented on the ease of bodying the Range D: "We've been working with Anglian Timber for 25 years, and we discussed their requirements very closely. Our job was to produce a specialist, bespoke body with the minimum floor height, and Renault Trucks helped us to achieve this with ease."

"The particular advantage in using the Range D is that the chassis is configured in such a way that it is designed to keep everything low. In addition it was extremely straightforward to achieve the Individual Vehicle Approval (IVA) which made the whole process hassle-free."

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Maximising uptime for Sprinters in healthcare multidrops



Aftersales back-up from the manufacturer's UK dealer network was the key ingredient which persuaded Phoenix Healthcare Distribution, headquartered in Runcorn, to commit to a new fleet of Mercedes-Benz vans. The wholesaler has added the first wave of 92 Sprinters to its 400-strong fleet. A combination of short 310 CDIs and medium and long 313 CDIs, they were supplied by dealer Intercounty Truck & Van and are under a contract hire agreement with a long-term partner, Slough-based LeasePlan UK.

Phoenix UK was formed in 1998 with the combined acquisition of L Rowland & Co Ltd, of Wrexham and Birmingham-based Philip Harris Medical Ltd. The new business went on to acquire a number of other regional wholesalers,

and these were then combined to form one wholesaling company, Phoenix Healthcare Distribution Ltd.

Phoenix also owns Rowlands Pharmacy as well as the Numark symbol group. Rowlands consists of a chain of 519 community pharmacies across the UK. Numark offers a virtual head office facility that provides support for independent pharmacies all over the UK.

Jason Gadsby, Group Fleet Manager of Phoenix Healthcare Distribution, said the need to maximise vehicle uptime was the crucial driver behind the company's decision to move to Mercedes-Benz: "We want our vans to be out on the road and earning, not laid up because we couldn't get them into the workshop the night before, or because parts are on back order.

"The aftersales package we were offered by Mercedes-Benz was certainly eye-catching. Routine services and minor repairs will be undertaken, at our own sites and at times convenient to our business, by factory-trained technicians.

"And should the worst happen, we also have the reassurance of knowing that the MobiloVan support from Mercedes-Benz includes 24-hour emergency roadside assistance."

Phoenix Healthcare Distribution's new Sprinters are on multidrop delivery duties and will typically cover more than a thousand miles a week. All are fitted with tracking systems and rear parking sensors and limited to 70 mph.

New EU legislation requires that pharmaceutical products should be carried in temperature-controlled vehicles. Accordingly Phoenix plans to trial a Sprinter chassis cab with fridge body by Hull-based Paneltex, alongside a panel van converted by the same specialist.

www.mercedes-benz.co.uk/vans
www.intercounty.org.uk
www.paneltex.co.uk

www.myp-i-n.co.uk
www.leaseplan.co.uk



Renault Range C scores with superior traction in difficult terrain

Exeter-based heavy haulage specialists Aardvark Hire have taken delivery of the UK's first Renault Range C520.26 6x4 tractor, running at 80t under STGO Category 2. Supplied by Renault Trucks Exeter, the distinctive Range C has a reinforced chassis and fifth wheel as well as a Voith retarder, uprated braking system, and light bars and lamps from the specialists Kelsa Truck Products of High Peak, Derbyshire.

Complete with Aardvark's distinctive yellow and grey livery, the Range C is an additional vehicle for their four-strong fleet, reflecting the growth in their business. This is the third Renault Truck on Aardvark's fleet and follows the very positive experience of owning and operating their current Renault

Lander 6x4 and Range T tractor units. The new Range C moves heavy plant machinery including large excavators and dump trucks from main dealer groups to construction sites across the South-West and throughout the UK.

Aardvark Director Andy Lowe explains: "Aardvark has grown its reputation to be the leading heavy haulage and low loader company in Exeter and surrounding areas. Consequently business is booming, and we needed an additional vehicle to cope with the extra demand. The customer service we received from Renault Trucks Exeter with previous vehicles has been superb, so that we had no hesitation in contacting them again for our latest requirements.

"We needed a seriously tough vehicle, and the Range C hasn't let us down. We are often delivering to open fields which are muddy and wet. Where other manufacturers' vehicles would get stuck, the new Range C doesn't, and we can literally send it anywhere.

"The traction is incredible, and the double drive pulls the vehicle effortlessly out of difficult terrain. We're also seeing some pretty impressive fuel consumption figures too, returning 8 mpg on general work and 5 mpg fully loaded. All in all, it's a fantastic bit of kit, and the driver is over the moon too."

Pete Swinnerton of Renault Trucks Bristol and Exeter tells us: "It's great to see Aardvark Hire turn to Renault Trucks once again when extending their heavy haulage fleet. The Range C has been specifically designed to provide exceptional manoeuvrability and access to all types of terrain. So it's good to see that it's already performing superbly in the muddiest and most challenging of conditions!"

www.renault-trucks.co.uk
www.renault-trucks.net/south-west-exeter
www.kelsa.co.uk



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John Benson puts his new Mitsubishi Fuso Canter to work

Building for the future with the Fuso Canter

Thirteen years' reliable, low-cost service from its previous Canter meant that when B&N Brickwork finally came to replace the 3.5-tonner, its successor would also bear the three-diamond Mitsubishi Fuso logo. With its fuel-efficient engine, Duonic automated transmission and more spacious, better-equipped cab, the latest-generation Canter has been quick to impress B&N proprietor John E Benson.

The building contractor from Guildford, Surrey, purchased his new Canter 3C15 from the Heathrow branch of Mercedes-Benz dealer group Rygor. The German manufacturer's franchised network is also responsible for sales and support of the Japanese Fuso light truck range in the UK.

The smallest Canter is built around a ladder frame chassis, so unlike most of its 3.5t rivals offers the sturdy characteristics of a proper truck rather than a van. B&N Brickwork's vehicle has a tipping body by Wessex Vehicle Services of Salisbury, who also fitted a large, lockable toolbox immediately behind the cab.

"I'd had my previous Canter since 2002," explains Benson. "It was a lovely little truck and certainly did me proud, covering just under 100,000 miles and never needing a new clutch. In fact, the only problem I ever had was the result of a fault on the battery terminals, which was easily and inexpensively resolved.

"Another thing I really like about the Canter is its manoeuvrability. The lock is very good, and because there's no bonnet you can turn it on a sixpence. That's a big help, not least because getting in and out of my yard is a bit tight. I hired a vehicle by a mainstream manufacturer while I was waiting for my new truck to arrive, and the contrast was stark: it was the clumsiest thing I'd ever driven!

"As well as being very agile, the Canter also has a fantastic driving position. You sit right over the front wheels, which means visibility is excellent."

B&N Brickwork's new truck has an economical 3.0-litre, four-cylinder powerplant with engine brake as standard. At 110 kW (150 HP), output is significantly improved compared to previous versions, as is torque – 370 Nm being available over a broad engine speed range.

Meanwhile, in Eco mode the Canter's smooth-shifting Duonic automated dual clutch transmission contributes along with the standard "Idle Start/ Stop" (ISS) function to reduce fuel consumption, as well as enhancing safety by leaving the driver free to concentrate fully on the road.

"The auto box means it's a lovely drive, and a lot more comfortable than my previous vehicle," Benson makes clear. "The cab is roomier too, and the suspension on the new seat is very welcome. If my new Canter also proves anything like as durable and reliable as its predecessor, then I'll be very happy indeed."

Like all Fuso Canters, the new truck came with a three-year, unlimited mileage manufacturer's warranty covering chassis, powertrain and other components. It is the subject of a highly competitive Mercedes-Benz Finance hire purchase agreement arranged by Rygor.

Founded in 1992, Rygor is the biggest Mercedes-Benz commercial vehicle dealership in the UK, with 12 sites located across Berkshire, Gloucestershire, Oxfordshire, Warwickshire, West London, Wiltshire and Worcestershire. Among its staff of more than 600 people, the company employs 180 Mercedes-Benz trained technicians, 60 parts specialists and 30 sales executives.

Rygor sells and services Mercedes-Benz trucks and vans, Fuso Canter and Unimog vehicles, as well as servicing a wide range of other manufacturers' commercial vehicles.

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Gray & Adams fridge-bodied 8x2 brings home the bacon

The biggest truck yet at Walsall-based Midland Bacon Co is its first with a Gray & Adams body. The aerodynamic Gray & Adams temperature-controlled body is mounted on a 32t Scania chassis. The bacon processor took the unusual step of specifying an eight-wheeled refrigerated rigid to ensure that it does not fall foul of axle loading regulations.

Managing Director Chris Cox explains: "The DVSA is becoming very hot on overloading issues, and it's easy to get caught out on the front axle with a 26-tonner. As a responsible operator, I'll do whatever it takes to ensure that my vehicles meet all legal requirements, and I see this concept as being a template for the future."

The 8x2 truck is contributing to another valuable benefit in the form of impressive fuel efficiency: "The new vehicle is touching 14 mpg, which compares very favourably to the 10.5 mpg I get from my six-wheelers," reports Cox.

The 9.0m insulated box was built and fitted at Gray & Adams's Doncaster production facility. Positioned very close to the back of the cab to reduce drag, it features an underslung Carrier Supra 950U single-temperature refrigeration unit and Gray & Adams' latest, aerodynamically profiled panel cappings – not only do these improve fuel efficiency, but they also give the vehicle a modern, streamlined appearance. The interior has a chequer-plate floor, stainless steel rear end and PIR (passive infrared) lighting system.

The truck offers an 18t payload and 18-pallet carrying capacity, compared to the 14t

payload with 16 pallet spaces which Midland Bacon Co's 26-tonners can accommodate. "We run out of weight before we run out of space with the six-wheelers," explains Chris Cox, who founded Midland Bacon Co in 1995.

He continues: "We've been enjoying a period of steady growth, so the time was right to try this new vehicle, and we've put a lot of effort into getting it right. I chose Gray & Adams because they're the acknowledged market leader in terms of quality, reliability and durability. They're also a home-grown company, and I like, whenever possible, to buy British."

www.gray-adams.com

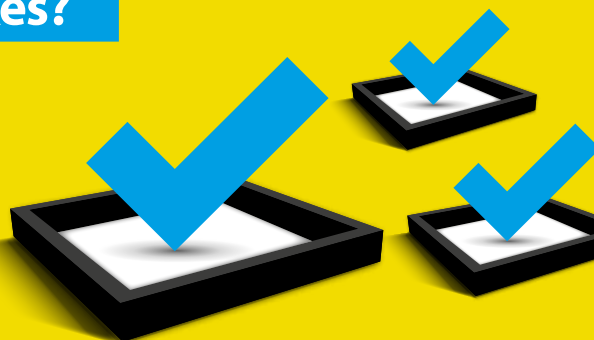


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Volvo FEs are the dream solution for bed manufacturer

Deluxe Beds Ltd of Huddersfield has completed a major rebranding exercise culminating in the delivery of two 18t GVW Volvo FE rigid trucks from dealer Crossroads Truck & Bus of Birstall, Batley, West Yorks.

Managing Director Mrs Khatiza Razak explains: "In September 2015 we launched our new 'Modern Living' collection and essentially wanted to refresh our whole brand to reflect the new range of products. One of the key elements was to renew our trucks, and Volvo represented the right, modern look for us. Furthermore, Crossroads Truck & Bus in Birstall stood apart in terms of the service and support they provided to us."

Branding of the two Volvo FE trucks was completed in December and, in the first weeks of operation, Transport Manager Bob Mitchell has nothing but praise for the new vehicles. "We are over the moon with these Volvo FE trucks," he declares. "We chose them for payload and are delighted with the result. Our beds are transported in three pieces, and we have found that the 18t GVW of the Volvo FE, with steel suspension front and rear, enables us to transport over a hundred pieces, which is a significant improvement on our previous vehicles."

The two new 6.8m wheelbase FE rigids, which are fitted with single bunk sleeper cabs, feature 9.2m GRP Luton box bodies, hinged over the cab, which were built by Micra Truck Bodies in Wakefield.

"The bodies are built to the highest standard, like the trucks, and give us some 76m³ (2,700 ft³) of capacity, which is ideal for the transportation of beds and mattresses," Mitchell reports. "These trucks will cover much of the UK and are expected to amass some 160,000 km (100,000 miles) a year.

Even in the first few weeks of more localised runs, I've noticed excellent fuel efficiency. What's more, our drivers love them!"

Power comes from Volvo D8K 6-cylinder, 8-litre engines producing 250HP and up to 950Nm of torque. Both trucks are equipped with six-speed manual gearboxes. Driveability is aided by cruise control, while comfort is enhanced with aircon.



■ The family-run company, founded by Abdul Razak in 1995, is today run by his widow Khatiza. It started in Lockwood and moved to its current 45,800 m² (150,000 ft²) premises in Beacon Street, Huddersfield in 2005. Today the company has some 70 employees and an annual turnover in the region of £7.5 million. Deluxe Beds manufactures around 3000 mattresses each week as well as 1000 to 1500 beds.

<http://deluxebedsltd.com>

www.volvotrucks.co.uk

www.micratruckbodies.co.uk

www.volvotrucks.com/dealers-utc/en-gb/Crossroads

DAF 8x2 rear-steer offers ideal mix for Hogan Concrete

Hogan Concrete of Bangor, Gwynedd, part of the Hogan group of companies serving the construction industry, has taken delivery of the first concrete-mixer-bodied DAF 8x2 rear-steer chassis in the UK. The new Euro VI DAF CF400 FAX eight-wheeler is fitted with an 8m³ capacity CIFA SL8 body.

The company, which also has DAF LF 7.5t and XF tractor unit product on its fleet, has selected the 32t GVW 8x2 rear-steer chassis to provide additional payload benefits, whilst retaining all the handling and manoeuvrability characteristics generally associated with a 6x4 chassis. The CF400 FAX is powered by a 10.8-litre, 400 BHP Paccar MX-11 engine.

"DAF's FAX rear-steer eight-wheeler is well-proven in the agricultural sector," declares Managing Director Kevin Hogan, "and I was confident that the chassis' attributes would translate well into our line of work. DAF's standard CF 8x4 Construction model is a tough, durable truck, but it would not have been a suitable replacement for the 6x4 CF.

"The FAX 8x2 provides us with significantly more carrying capacity, while retaining the manoeuvrability of a 6x4. It's critical for us to have a vehicle that can handle on-and off-road operations, make light work of tight site access and one which enables our dispatch team to provide the service our customers require."

CIFA's 8m³ drum capacity SL8 Truckmixer body is made from wear-resistant steel. It comes equipped with EKOS drum closing gate and pneumatically operated SL45 telescopic chutes – rather than a folding mechanism – resulting in less handling for the operator and, consequently, faster dispensing.

The Italian-manufactured CIFA body was supplied and fitted by the company's agent in the UK, Spanners Mixer Hire of Peterborough.



"We're a mixed fleet," continues Hogan, "but, over the years, the DAF marque has outperformed its competitors in all areas – product quality, reliability and aftersales, and that's no mean feat considering the tough work our vehicles endure.

"We use Holyhead Trucks in Mona, Anglesey, for regular servicing and maintenance while the main DAF Dealer, North-West Trucks in Liverpool, supplies our vehicles – both are superb. The collaboration between DAF and Spanners, the CIFA agent, has been first-class, and has ensured the acquisition of a truck to our exacting specification.

"Summing up the whole experience, our DAF vehicles are delivered on time, to specification and within budget – what more can you ask for?"

www.daf.co.uk

www.spannersmixerhire.co.uk

www.holyheadtrucksdaf.co.uk

<http://hogan-construction.co.uk/concrete>

www.northwesttrucks.co.uk



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Heavyweight MAN boasts more muscle with D38 engine

A specialist in heavy and abnormal load logistics, McIntosh Heavy Logistics, part of the McIntosh Plant Hire group, has been the first in the UK to operate the MAN TGX 41.640 tractor unit with new 15.2 litre engine. This is to support the firm's work within the oil and gas industry.

Directors of the Aberdeen-based firm, Bert and Gary McIntosh, explain: "The vehicle will largely be put to work under the McIntosh Heavy Logistics arm of the business. It will be kept very busy hauling loads for our contracts for the energy industry, moving machinery and parts for the wind farms and a lot of work on the quayside for the offshore energy firms.

"The extra torque offered by the D38 will allow us to shift loads of around 230 to 250 tonnes, so we will be putting it through its paces and keeping it busy with loads of over 100 tonnes on a regular basis.

"We have MANs in our current fleet, but this is the first one with the new engine, and we are looking forward to watching it prove itself. The marques offering these specialist vehicles are limited, but we felt MAN was the best for us."

Roger Turnbull, MAN sales territory manager, comments: "We are delighted to have supplied the first UK MAN TGX 41.640 with the D38 engine to McIntosh Plant Hire in Echt. The sale was completed after careful consideration of the customer's requirements. The MAN fulfilled the rigorous duty schedule and was clearly considered the best vehicle for the job."

John Donnelly, MAN's UK heavy haulage specialist, declares: "If there is a wider, heavier or higher load that needs transporting, MAN heavy-duty tractors are the perfect solution for these types of operation.

"Challenges are not only set by the demands of special transportation and to offer increased performance, but also by the need to reduce costs.

"Businesses are striving to be more efficient and MAN can be counted on to help deliver optimum profitability and reliability. In addition to the numerous ex-works customisations for special load transportation, MAN provides the four-axle Euro VI tractor unit in which the high revolution, D38 six-cylinder in-line engine delivers reliable power and performance."

www.mantruckandbus.co.uk www.mphltd.co.uk/Logistics/Index



Steve Benton Transport to run on Goodyear

Birmingham-based haulier Steve Benton Transport will be adopting a 100% Goodyear tyre policy after agreeing a five-year-deal with the tyre manufacturer.

Steve Benton Transport opted for the full Goodyear deal after receiving new trailers fitted with KMax last year and being impressed with their performance. The deal will now see the transport company fit Goodyear KMax and TreadMax only.

Managing Director Steve Benton commented: "It was an easy decision to move to a sole provider relationship with Goodyear. The KMax product is an impressive performer on mileage, with strong EU Tyre Label ratings. While cost-of-ownership was the main driving factor, having our account managed by a person who understands our business was also an important consideration."

Steve Benton Transport was established in 1992 and has grown consistently every year. The company works for a number of blue-chip customers and specialises in high-value loads, with all vehicles being tracked and monitored. It operates from three locations covering an area from North London up to Nottingham, on a 24/7 basis.

www.goodyear.co.uk/truck www.stevebentontransport.co.uk

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Caterpillar extends reusable packaging contract with Gefco

Gefco has announced the extension of its contract with Caterpillar Building Construction Products (BCP) in the UK. The contract will see Gefco provide Caterpillar BCP with a reusable packaging programme, enabling a number of environmental and operational efficiencies to be achieved.

Gefco has been supplying a European road transport solution between Caterpillar suppliers and its plants for a number of years. The new contract, which began with a pilot at the end of 2014, will see Gefco convert one-way packaging to the GefBox system, which incorporates a wide range of reusable packaging.

Under the new terms, Gefco will manage the inbound transportation of the packaging to Caterpillar's suppliers and collect empty packaging from production sites. There are many advantages to reusable packaging, including its standardisation, increased load capacity, better protection and the resulting increased production space which allows greater productivity.

Roy Fenner, the Global Automotive Account Manager of Gefco, emphasised: "We are delighted to be awarded this exciting opportunity to build on our relationship with Caterpillar and development of our GefBox solution, which is already used by over 1,500 customers across 22 international markets. We look forward to continuing to deliver excellent customer service and the highest level of support we have provided to Caterpillar during our relationship."



- The performance which Gefco delivers to its customers is based on expertise acquired over 65 years, particularly in the automotive industry. Present in 150 countries, the firm achieved a turnover of €4.1 billion in 2014 and employs 11,500 people. With over 350 business locations worldwide, Gefco is currently developing its activities in South-East Asia, Central and Eastern Europe, the Balkans and South America.

www.gefco.net

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The strong connection



The first Volvo FMX Tridem grab truck in Europe?

Serving all the major gas and electricity utility suppliers within a 150-mile radius of its Dudley HQ, Pegasus Grab Hire has taken delivery of a Volvo FMX 8x4 Tridem from the Hartshorne Group in Pensnett. The newest addition to the company's 12-strong and growing Volvo fleet represents what is believed to be not just the UK's, but possibly the first Volvo FMX Tridem grab truck in Europe.

Company founder and Managing Director Tony Hall reports: "I test drove a Volvo FMX Tridem in Sweden last year and was astonished by the manoeuvrability and traction. I knew instantly that this truck perfectly suited the demands of our business, and now that we have one on the road I'd say my initial feelings have been proven to be absolutely right."

The new truck, which features an extra high chassis and a day cab with leather upholstery, is powered by a 12.8 litre Volvo D13K engine producing 420HP and up to 2100 Nm of torque.

"I specified Volvo Dynamic Steering with extra electronic pump and torque overlay and this, in combination with the air suspension and 12-speed I-Shift automated manual gearbox, makes this truck an absolute joy to drive," Hall insists. "With the Driving Plus package, comfort really is second-to-none, yet get down to work and the FMX is 100% built for the job. It does exactly what it's designed to do!"

He elected for the distribution and construction software when it came to the transmission. "I'm a big fan of the Volvo I-Shift gearbox. I earnestly believe that with the 'off-road' software it is as good as you're going to get."

Tipper bodybuilders Thompson Group in Blackburn fitted the tipper body and hydraulic grab, to make what Tony Hall describes as a premium truck and workhorse.

He states: "I started the company in 2011 with a used 380HP Volvo FM12. This new Volvo FMX Tridem – our twelfth truck – is testament to what we've achieved over the past four years and demonstrates that as a company we, like Volvo, strive to be at the forefront."

www.volvotrucks.co.uk
<http://pegasusgrabhire.co.uk>
<http://thompsonsuk.com>
www.hartshornegroup.co.uk

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How to choose a telematics provider

Michael Kane, Sales Director of Seven Telematics Ltd, offers you some helpful & practical advice

Gone are the days when vehicle tracking and telematics services were unique and only the most profitable businesses could afford them. These days there are **lots of suppliers selling telematics** and vehicle tracking services, all of which pretty much claim to do the same thing. So a fleet manager needs to consider **what capabilities are really important** when weighing up the pros and cons of different telematics suppliers.

Before you start, define your requirements.

With so many products and options on the market, you will never be able to find a complete solution for your needs unless you know exactly what you want to achieve. Agree very clear project milestones and always conduct a trial exercise before committing.



Michael Kane

Contract length

Don't commit for longer than necessary and always try before you buy.

Ask yourself why companies attempt to lock you into long contracts before proving their worth. Providers with proven offerings don't worry about commitment, because the quality of their product and service ensures customer retention. Reputable telematics companies should surely be happy to offer a trial of their service before expecting commitment.

Track record

Unfortunately the telematics industry has seen many companies come and go, so it's wise to choose a supplier who can prove longevity.

It is essential that a potential telematics supplier has credibility, knowledge, experience and proven history in and out of the industry. Conduct due diligence on a potential supplier, run a credit check on their business, check testimonials and try to talk to existing customers to see if they're happy.

Ease of use

It is all very well having amazing functionality in fleet tracking but, if you and your workers cannot use it effectively, it becomes worthless.

If it's hard to use, your team isn't going to adopt the product in their daily routine, and the savings you've imagined won't be achieved. We speak to too many fleet managers who were impressed by the prospect of cost reductions from implementing a fleet tracking system, yet find savings too difficult to achieve with a poor user interface. Once that happens, all the savings go away, and they find themselves in a contract, stuck paying for a product they don't use. A good provider will be confident in demonstrating ease of functionality up front.

Reporting & alerting capabilities

The key to success is to effectively convert telematics data into useful and meaningful management insight / business intelligence and then act upon this information to drive business improvements and best practice.

Telematics solutions are collecting largely the same data. The way in which it is captured, summarised and displayed is crucial to maximising the delivery of benefits, ultimately to the bottom line. Systems must be able to present users with scheduled KPI reports (on vehicle utilisation, driver performance and so on) and also have the ability to let users interrogate data to an individual data point on demand. The ability to create customised reports is also essential – not all customers, routes and products are the same.

Despite the high level of information which telematics technology delivers, fleet managers don't have the time or resources to read the thousands of lines of data collected daily. The use of alerts and exception reporting that can be pushed to drivers, supervisors or managers via email and text messaging facilitates faster adoption of best practice.

Customer service / aftersales support

What level of support will you receive post-sale?

Look past the glossy brochure and expensive animations – get to know who will be looking after your day-to-day support. These are the people who will ensure that you get the service you are expecting.

In order to achieve the optimum return-on-investment, fleet managers should know how to get the most out of their system. Training needs to be continuous, as all businesses are different – one may be focused on fuel saving, another purely on time.

Most telematics packages have expensive training: it is worth choosing a good telematics provider confident in customer retention who will deliver training at little or no cost.

Conclusion

As in many markets, a price war seems to be going on amongst suppliers in the telematics arena – all vying to offer the cheapest price possible. But in a long-term relationship it's not all about price, it's about the quality and application of the solution.

Anyone can buy a cheap black box from China, throw in some integrated software and sell it on to unsuspecting prospects. They think they have found a great deal from a company offering a quality telematics service for next to nothing, only to discover that the system doesn't do half of what it's supposed to, and they have no support. This sort of mis-selling gives the industry a bad name and will waste your company's time, energy and money.

Telematics solutions are in fact complex and, in order to perform efficiently, should be built around quality hardware and well-developed software – supported by an organisation with sustainability.

It is clear that there is a lot to consider when choosing a telematics provider. The most important factor above all is to be clear on what you require from a system before you go shopping. Only then can you choose a system that will ultimately fulfil your expectations.

In the final analysis, choose a telematics provider with experience of delivering profit, not just the promise of savings.

For further information, call Seven Telematics Ltd on 01636 550 320, email sales@seventelematics.com or visit the website www.seventelematics.com

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The Continental Innovation Truck stops off in Birmingham

In March the *Truck and Track* team visited Continental Automotive Trading UK at Gravelly Industrial Park, Birmingham, to check out the Continental Innovation Truck, being driven on a Europe-wide tour by the expert German engineer Jochen Brickwede, pictured here.

We drove in the Mercedes-Benz Actros 2545 with Krone body to EN12642-XL. The truck features so many powerful, ground-breaking innovations, as outlined in the graphic below, that the only real responsibility left to the driver like Jochen is to "sit and steer".

System integration and safety lie at the very heart of the Continental Innovation Truck. The principal innovation of them all is the Continental ProViu camera-based 360° surveillance system, which facilitates risk-free manoeuvring and electronic viewing of blindspots. That means improved safety for the driver, vehicle and other road-users and a reduced risk of damage, vehicle downtime, repair costs and insurance claims. ProViu supersedes traditional wing mirrors, which are therefore no longer required on the vehicle.

At the heart of Continental ProViu 360 are four micro cameras mounted on the outside of the vehicle which, thanks to fish-eye lenses and high-resolution cameras, provide a 360° view. As in a control room, an electronic control unit merges these four digital, high-resolution camera images on a display automatically optimised for contrast and brightness in the cockpit, giving the driver a bird's eye view of the vehicle. Accordingly, live,

Continental Innovation Truck Innovative Systems Installed & Planned for 2016

2016		Integrated
Interior Camera Functions		Apps for Smartphones
HALO		Life telematics
Dynamic eHorizon		Wing-Mirror Replacement
Touchpad	LDW ¹ , TSA ³ & IHC ⁴	Tachograph
	Blind Spot Detection	MFST ¹
	Interior Camera HW	On-Board Weighing
	Center Stack Display	Simply your Drive
	360° Surround ViewSystem	AFFP ^{1,2}
	Head-Up Display	CV Tires
	Fully Programmable Cluster	eTIS/CPC ⁷
	Powertrain Systems	
	eHorizon	

The Continental Innovation Truck 2016 shows a wide portfolio of innovations and serial products, which is permanently enlarged.

¹ Multifunctional Smartphone Terminal ² Lane Departure Warning ³ Traffic Signe Assist ⁴ Intelligent Headlamp Control
⁵ Accelerator Force Feedback Pedal ⁶ Download Device II ⁷ ContiPressureCheck™



in real time, at the push of a button and from different angles, Continental ProViU provides a genuine all-round view.

Wall projections, corners of buildings, vehicles and cyclists are immediately visible, and the driver can manoeuvre safely in critical situations such as dense city traffic, narrow loading ramps or bus-stop bays.

For the panoramic view of the vehicle, users can choose between two display modes: 2D or 3D representation. In two-dimensional mode, the driver's view is focused on the immediate surroundings, whereas in the 3D mode the size relationships and elevations of the surroundings, as well as other road-users, are more recognisable. For even better visibility, the driver can not only change the perspective, but also control individual cameras to obtain an even more precise view of critical areas in tricky driving situations.

Other firsts on the Continental Innovation Truck include:

- the unique head-up display (virtual image on a windscreen in front of the driver);
- eHorizon with GPS fix (previewing the road ahead, such as bends, to reduce fuel consumption and optimise comfort and safety, whilst calculating applicable speed limit);



From left to right in front of the Continental Innovation Truck, Jackie Dougall – Marketing Manager UK & Ireland for Continental Automotive Trading UK, Jochen Brickwede – Continental Automotive GmbH and Barbara Ryan – Publishing Director of Truck and Track

- Halo LED strip running around the top of the truck's cabin to recognise and warn of driver distraction;
- digital tachograph DTCO 1381 Rel. 2.2 to EC Regulations with automatic DLD remote downloading device for drivercard data via GPRS or WiFi;
- accelerator force feedback pedal;
- intelligent headlamp control (IHC);
- lane departure warning (LDW);
- traffic sign assist (TSA);
- Conti Hybrid 22.5in HS3 and HD3 tyres;

- Contipressure Check TPMS system, with modules inside each tyre to measure pressure and temperature and a central control unit with integrated RF receiver;
- onboard weighing system which indicates axle weights, total weight and any overweight via pressure sensors, communicated remotely from a moving vehicle to the competent authority under EU Regulations;
- smartphone apps cover a variety of tasks from communication with the transport office and easier visibility of driving and rest time remaining to finding suitable parking spaces throughout the UK and Europe with the VDO Truck Ya app and checking that a vehicle is roadworthy with the VDO Check app;
- all data can be collected and archived with the VDO TIS-Web analysis and archiving tool, so that there is a permanent record in the office for each vehicle.



The VDO digital tachograph DTCO 1381 Rel. 2.2 has a remote download facility



The Continental ProViU 360

Road tolls all sorted with a fixed Satellic Onboard Unit



Satellic Onboard Unit (OBU), a fixed installation to meet the requirements of the new Kilometre Charging System for HGVs

From 1st April 2016 the Kilometre Charging System for HGVs will hit the streets! Then all trucks, domestic and foreign, over 3.5t must be equipped with an Onboard Unit (OBU) for calculating road tolls on Belgian roads.

When built into the vehicle, Satellic's Onboard Unit offers many benefits, including time savings, safety and the prevention of heavy fines. Fleet operators can now have the OBUs installed quickly and easily through VDO certified workshops who are a Satellic partner. VDO, as a corporate brand of Continental, manufactures the OBU for Belgium's Kilometre Charging System and has years of experience in the production of such devices.

The most decisive advantage of a fixed installation: unlike a cigarette-lighter plug-installed OBU, the built-in OBU automatically switches itself on when the vehicle engine starts. This avoids substantial fines because, if a driver forgets to turn on the OBU or the OBU is not connected, the transport company must pay 1000 Euros. The driver has to comply with the Regulations within a timespan of three hours. So a fixed installation pays for itself before the first fine.

A fixed installation is also recommended for HGVs which regularly or occasionally transport Dangerous Goods (ADR and ATEX vehicles). A permanently installed OBU has no rechargeable battery, so that the OBU does not have to be removed from the vehicle during loading and unloading.

Another reason why a fixed installation can be worthwhile for carriers is that a built-in OBU considerably reduces vehicle downtimes. The driver doesn't have to go to a servicepoint, register the vehicle, get the OBU, install the OBU in the vehicle and return the OBU again.

Dr. Lutz Scholten, Head of the Tachographs, Telematics and Services segment at Continental Automotive, comments: "A built-in installation means that the upcoming toll in Belgium will cause no problems for fleets. They will have a permanently functioning, easy-to-operate system, which also ensures that the driver makes fewer potentially punishable incorrect entries."

Getting an OBU permanently installed in a vehicle is very simple – it only takes three steps. If the OBU is obtained at a servicepoint or on the Satellic website at www.satellic.be, the installation can be booked at the nearest installation partner selected from the VDO website's Webshop (www.vdo-services.com). The selected certified workshop then installs the OBU.

The customer can buy an installation voucher when ordering a unit from the VDO Webshop, so when he arrives at the workshop, everything has already been paid – there's no additional paperwork to be filled out. For your maximum convenience, VDO recommends OBU installation during the usual truck downtimes – during a tachograph inspection or the vehicle's next service.

VDO FleetVisor for efficient fleet management

As first reported on Page 36 of *Truck and Track's* December 2015 Issue, VDO FleetVisor is a new, wholly customer-configurable, telemetry solution which provides realtime data for maximum efficiency in route planning and back office integration. The system is extendable for all sizes of fleets.

As a web portal, it is accessible by any browser. It generates reports on such aspects as fuel usage, locations, deliveries made, drivers' identities and hours, driving styles, vehicle maintenance and history.



The VDO FleetVisor position-and-trace screen

As regards locations, you can for example set up a landmark (say a pallet theft hotspot) on a map as a checkpoint or no-entry zone and check how long a driver has stopped at that landmark.

To summarise the advantages of VDO FleetVisor, you

- Receive all relevant data and key figures for your fleet in real time.
- Obtain a precise picture of capacity, utilisation, driving times and driving style of your drivers.
- Optimise route planning for your drivers and vehicles by using realtime data.

www.vdo-fleet.co.uk

VDO is a brand of the Continental Corporation.



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VDO

CBF Midlands Division – a 56,000 ft² warehouse and office complex situated on a 4.5 acre site at Coseley



Leading the way for 45 years in bodybuilding components

Established in April 1970, privately-owned Commercial Body Fittings Ltd (CBF) have been celebrating their 45th anniversary as wholesale suppliers to UK and European bodybuilders and allied trades. The largest distributor in their field, CBF serve over 3,000 customers a month and have up to 2,000 regular accounts. These typically include vehicle bodybuilders, articulated trailer manufacturers and refrigerated truck builders, involving both OEM work and retrofitting for upgrades and repairs.



The Commercial Body Fittings premises at Welham Green, Hatfield, Herts, back in 1980

As many as 3,600 products are available ex-stock from CBF. These are fully detailed and listed alphabetically A-Z in the 8th Edition of their catalogue of 282 pages. In it you will find a wide range of Type Approved, E-Marked and EMC Approved products, and all products are approved to the appropriate Standards.

From fasteners to fenders, handles to hinges, cable ties to connectors, lashing rings to lighting, tailboard locks to toolboxes, ramp springs to rope hooks, sealants to sliding door hardware, CBF have every conceivable



Sales Office at CBF Midlands Division



In-house testing of components at Coseley includes a 500-hour salt spray test in an Ascott cabinet that matches the most hostile road conditions encountered in winter months

product solution for the modern commercial vehicle.

In June 2006 CBF Midlands Division moved from Tipton into their current 56,000 ft² warehouse and office complex situated on a 4.5 acre site at Coseley, West Midlands. Meanwhile their Head Office and warehouse staff at Welwyn Garden City serve the South of England.

In total CBF currently have 66 members of staff, many of whom have proudly worked at the company for over 25 years. Own transport comprises three new Mercedes-Benz Atego trucks and 14 new Mercedes-Benz Sprinter panel vans. The company is certified for both the ISO9001 quality management and ISO14001 environmental management systems.

During their history CBF had three different locations in Hertfordshire and were ten years at Brierley Hill, West Midlands, from 1986, moving to Tipton in September 1996, with all the logistical benefits of a central Midlands warehouse in the Black Country, ideally located at the heart of Britain's motorway network.



Two of the Directors of CBF pictured here at their Midlands Division warehouse with Barbara Ryan of Truck and Track are Mark Negri – Managing Director (right) and his father John Negri – Chairman and company founder



Right at the start, CBF were suppliers of “lorry ironwork”, swept hinges and U-bolts (which were all the rage in the 1970s), together with horsebox hardware. Nowadays the demands of the UK and European marketplace are very different and have become far more diverse and complex, as is proven by the 3,600 products featured in the present CBF catalogue.

Safety requirements are now top of the agenda for heavy goods vehicles and trailers, whether we are talking about safety cameras, side-scans, reversing alarms, load restraint systems, warning lights, conspicuity tape – or indeed sideguard (lateral protection) systems for cyclists and pedestrians on city streets. All these products are conveniently available off-the-shelf at CBF.

In providing sideguard systems for example, CBF meet all the mandatory requirements of Whole Vehicle Type Approval (UNECE Regulation 73). CBF supply a heavily galvanized leg, whereas most of their competitors’ sideguards are only zinc-plated and quickly corrode. In-house testing at Coseley includes an Ascott salt spray cabinet for sections such as sideguard system components and mudguard stays and brackets in under-chassis locations.

CBF offer a range of coatings such as Geomet 500, black epoxy coating and 35-75µ galvanising and compare them to vastly inferior 7.5µ zinc plating in a 500-hour salt spray test that matches the most hostile road conditions encountered in winter months. During salt spray testing, clean compressed air from CBF’s own compressor equipment atomises salt water into spray via the atomiser located inside the chamber.

Another speciality of CBF is the custom manufacturing and assembly of Cool-Guard insulated bulkheads, to allow temperature zoning in refrigerated trucks and vans. Cool-Guard bulkheads are now a regular feature in the vehicles of many major retailers and foodservice companies. Their commitment to offering high-quality products at the right price – backed up by a service to match – has been the driving force behind the Cool-Guard product range.

“Working alongside end-users and bodybuilders alike – whilst understanding their requirements and expectations from start to finish – has helped CBF to win some major fleet orders,” explains Simon Ragless, CBF’s Special Projects Manager. In partnership with the OEM Randall Manufacturing of Elmhurst,



Illinois, CBF will produce and supply the bulkheads to your specific local requirements within 7 to 10 days.

Shown in the adjacent picture, the Cool-Guard core is constructed from 66mm EPS (expanded polystyrene), a closed-cell, moisture-resistant material designed to resist water ingress and bacterial formation. This is sandwiched between 5mm polyethylene foam, shock-resistant layers and a heavy-duty reinforced vinyl skin. An overall thickness of 78mm is achieved, offering optimal temperature control and durability.

The CV sector has never been more buoyant, which will mean a growing and endless stream of orders for the UK’s no.1 supplier of vehicle body components and systems. But adaptability and versatility are every bit as vital as confidence in product availability and security of supply from the market leader, because systems, practices and regulations are constantly changing.

You either stand still and fall back, or move forward and expand as Commercial Body Fittings have done so successfully over the past 45 years.

For further information, call the Commercial Body Fittings hotlines at Coseley (0121 520 0100) or Welwyn Garden City (01707 371 161), email sales@cbf.uk.com or look up www.cbf.uk.com

Commercial Body Fittings are on **Stand Number 4J21** at the CV Show.



Custom manufacturing of a Cool-Guard bulkhead at CBF Midlands Division



Cool-Guard insulated bulkheads produced by CBF allow temperature zoning in refrigerated trucks and vans

The APN celebrates ten years of steady growth in pallet networks



The Association of Pallet Networks

Paul Sanders, Chairman of the Association of Pallet Networks, reviews for Truck and Track his members' performance over the past year & decade

As the Association of Pallet Networks reaches its 10th anniversary, volumes in UK pallet networks continue to grow, making the sector one of the most resilient and successful in the UK economy.

The APN's latest benchmarking statistics of all the leading pallet network operators showed continued and significant growth in all its service areas, particularly Economy services and the Quarter Pallet market.

The APN was established in 2006: over the past decade we have seen some of the most difficult trading periods in the UK's history, and yet we have witnessed significant growth in our particular sector.

The pallet network model is resilient and, even during the recent global economic crisis, the sector rallied and has delivered growth in excess of 80% since we started benchmarking our services in 2007.

2015 saw our members deliver record volumes – 22.4 million pallets, representing an increase of more than 8% on 2014 volumes. Economy volumes have grown by almost 11% in the year and, with service levels averaging 97.6%, the sector is proving its worth in the marketplace and wider economy.

Moreover pallet networks are a very 'green' way to transport goods: in an industry heavily criticised for inefficiencies and empty running, our members are consistently achieving more than 76% trunk trailer utilisation.

The image of pallet networks has changed in recent years. Confidence in the services offered by the networks has improved, and we are seeing a change in the type of freight being handled in pallet networks, with increasing volumes of high-tech, high-value products being carried.

The sector is now seeing the impact of the increase in e-retail. We have introduced new KPIs to make sure our members understand the correlation



Paul Sanders, Chairman of the Association of Pallet Networks

of pallet size and delivery point, so that they can deliver the best service for their customers in this fast-growing marketplace.

What will 2016 bring for the sector? I have no doubt there will be challenges ahead, as there is with all road transport operations, yet the mood is positive.

The skills shortage – of drivers in particular – needs to be addressed urgently. The logistics world as a whole must rise to the challenge of attracting, recruiting and retaining talent for this dynamic profession. We have seen fuel prices fall in recent months, and our members have been able to translate this small saving into investment in newer vehicles and technology. The impact of a possible exit from the EU will undoubtedly bring further business challenges for the whole of the UK.

The APN works hard for its members, representing their interests with other industry bodies, the HSE and Government agencies, and we believe that the pallet network model can help hauliers to resist, if not totally overcome, the current challenges.

The APN will continue to provide financial support to FairFuel UK in 2016 and is optimistic about their campaigning success. To date FairFuel UK have been credited with stopping all fuel duty increases that were planned in this Parliament. We estimate this has saved our members in the region of £30 million.

However, we must remember this saving hasn't been lining the pockets of transport operators: it's been used to respond to the increasing levels of legislation in the industry. If the fuel escalator returns, we will be faced with the biggest crisis ever seen in the road transport sector.

■ 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. This in turn represents a total of over 650 hauliers, almost 30,000 vehicles and over 13 million ft² of warehouse space.

www.theapn.co.uk

UPN launches SmartPOD live signature capture



The United Pallet Network (UPN) has enjoyed tremendous growth since entering the UK market in 2001 and currently has a nationwide UK network of over ninety members. Now UPN has launched SmartPOD, the company's multi-platform live signature capture app. Bespoke to UPN, SmartPOD is an industry-leading app tailored specifically to the UPN operation, enabling UPN members to consistently provide 100% live signature capture.

The SmartPOD is available for both Android and Apple smartphones. These phones make up over 95% of the mobile market, enabling UPN to maximise live signature capture.

SmartPOD is the third-generation live signature capture app from UPN. Six months in development, this exciting new app has several enhancements. It is faster, more efficient and more flexible than before and has even more

emphasis on functionality and usability.

With SmartPOD, uploaded proof-of-delivery can be provided within seconds of a delivery being made. All signatures obtained at the point-of-delivery are uploaded to UPN central servers in real time.

Rather than go to market and source third-party applications, a while ago UPN took the strategic decision to set up its own specialist IT development team. It is a decision that is paying real dividends, as UPN is actively controlling its own destiny and growth curve.

"We have a really talented team here at Lichfield," asserts UPN Group IT Manager Gary Flockhart. "It's a team which has worked extremely hard to bring to market a unique, industry-leading app. The launch of SmartPOD will further improve UPN services and reinforce our IT leadership position in our sector."

The UPN SmartPOD has a range of bespoke features including:

- Messaging function: Two-way communication between office and driver, enabling strong links regarding all elements of the business. Based on SMS communication, the messaging function capabilities are all within the app.
- Demo mode for driver training: A special training mode designed to help drivers become familiar with the new facilities in the app and to help ensure that they are confident in using the app efficiently and professionally at the point-of-delivery.
- Paperwork indicators: As well as electronic aspects of the process, many consignments require customers' own documentation to be signed: hence there is an indicator within the app to flag this up to drivers, so that requirement does not get overlooked.
- Drop ordering: By default, the app downloads the driver's run with the consignments in a set order defined by the planner. Circumstances may change however, and so they can amend the run order within the app.
- GPS locations: Every step of the delivery is accurately timed. In addition, SmartPOD will accurately record GPS positions at key stages – Arrival, Unload and Delivery.
- Ad hoc run creation: One-time runs can be created for couriered pallets or subcontractors. In the ad hoc run screen, the driver can simply scan a two-dimensional barcode, which will automatically create the run sheet and add the consignment or pallet to it.

With the introduction of SmartPOD, UPN has maintained the company's position as a pallet sector IT innovator. SmartPOD's launch follows the introduction of the UPN mobile track-and-trace application, which provides comprehensive track-and-trace facilities to customers and members and provides full visibility of each palletised freight consignment. Users can track progress from collection to delivery in real time by smartphone.

"Our business was founded on technology," stresses Gary Flockhart. "Our continued goal is to develop and implement new technology that delivers clear benefits to UPN customers and members."

www.u-p-n.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.



www.savefuelandtyres.com

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OE-quality components & accessories for trucks, trailers, drawbars & rigids from a national distribution network

GroupAuto's Martin Sangster, Commercial Manager – CV, explains how G-Truck independent parts distributors & Top Truck independent workshops will keep your vehicles on the road.

We have around 100 **G-Truck** CV parts distributors around the UK who supply parts to our national network of **Top Truck** CV workshops. That makes our network an ideal source of parts and service right across the country. It is the perfect solution for fleet operators who could benefit from national contracts providing an 'aftermarket OE equivalent' – an alternative parts source, but offering the same quality as the OE manufacturers. In fact **Top Truck UK** is part of our European workshops programme which has over 500 members.



Martin Sangster of GroupAuto

We insist that **GroupAuto** distributors supply OE quality CV parts and accessories. The reason is that we believe that CV operators should have peace-of-mind when it comes to product reliability and vehicle safety. We firmly believe that all parts supplied through **G-Truck** should be of quality equivalent to OE-manufactured versions.

There are several reasons for this. Although our parts are very competitively priced, we might not always be the cheapest, but we expect parts supplied through **G-Truck** to provide the very best service life possible and to be reliable, helping to avoid VOR situations and helping to maintain a vehicle in its safest operating condition.

Unlike most main dealers, a **GroupAuto** distributor can provide parts and advice for trailers as well as tractor units, drawbar units and rigids. There is also the added bonus of buying quality parts for different makes of CVs – all from one source rather than having to shop around.



A vehicle main dealer, for example, may know little if anything about trailer parts, whereas a **GroupAuto** member will – everything from trailer brake chambers, slack adjusters, brake shoes and susies right through to reflectors and lighting requirements.

Our distributors also offer excellent warranty packages. We have nationwide coverage too, so there will always be a **GroupAuto** distributor within reach.

Smaller fleets and owner-operators are a significant part of



Examples of airsprings ex-stock

our customer base. They can often run slightly older vehicles, say three years old or more, which therefore may require more maintenance than newer vehicles. Supplying these operators with OE quality parts and warranties to suit is a win-win situation for everyone.

A **G-Truck** distributor can supply parts for all makes of commercial vehicles so that, if a customer has a mixed fleet, it makes life easier to get all the parts needed from one outlet. Not only that, but **G-Truck** will have the expertise to supply for trailers as well as trucks.

So if you require brake shoes, brake chambers and slack adjusters for a trailer – or a lightbar, directional LEDs and beacons for a tractor unit – you can get them all from one place.

We are actively developing our own brands – for example we have recently introduced our **TruckTEC** brand of airsprings manufactured for us by Tiptopol, who have 20 years' experience of airspring production. We worked with them to develop the range and to ensure only the best quality springs are supplied. That range currently covers 400 popular makes, including Volvo, Scania, MAN and BPW to name but a few.

For further information on **G-Truck** independent parts distributors or on **Top Truck** independent workshops, call Martin Sangster on **07920 573 548** or go to the website www.gtruck.co.uk.

Multimodal set to be biggest & best in the event's history



Multimodal 2016 is on course to be the largest and most successful event in the Show's nine-year history, bringing together over 8,500 supply chain professionals for three days of networking, new business opportunities and workshop debates. The free-to-attend Exhibition – and the Seminar and Workshop Programme (as described below) – runs from Tuesday 10th to Thursday 12th May at the National Exhibition Centre, Birmingham.

“Multimodal is a unique opportunity to network with experts from the UK and Ireland's leading supply chain companies,” comments Robert Jervis, Director of the Multimodal event.

“We represent every sector of logistics under one roof, giving shippers and cargo owners a unique opportunity to find ways of moving cargo more efficiently and meet new suppliers. This year promises to be the biggest in the Show's nine-year history, and we have 19 Seminar and Workshop sessions to keep visitors up-to-date with the latest logistics trends.”

Some 300 exhibitors will include returning ones such as DHL, Malcolm Logistics, Russell Group, Jigsaw Transport, Wincanton and Maritime Transport. Check out who's who and who's there at: www.multimodal.org.uk/exhibitor-list.

Voting is also taking place for the Freight Transport Association's Multimodal 2016 Awards, which take place at the Vox Conference Centre, overlooking the lake at the NEC, on the evening of May 10th. Categories include Road Freight, Rail Freight, Sea Freight and Air Cargo Operator of the Year, as well as Freight Forwarder of the Year. See further details online at the Awards portal <http://awards.multimodal.org.uk>.

We welcome you to come along to Truck and Track Stand 719 at Multimodal 2016 to meet our Publishing Director Barbara Ryan and her team.

Multimodal Supply Chain Best Practice Seminars

Day 1 Seminars

10th May 2016

Seminar theatre - panel discussion in an interactive environment.

11.00 to 12.00

Healthcare supply chain strategy – what lessons can the humanitarian sector learn from the commercial healthcare sector and what best practices and solutions will improve them both?

Speakers:

Dorothea Carvalho, Professional Development Project Director, CILT

Naomi Landman, Director Commercial Development, IJS Global

Pamela Steele, Principal Consultant, Pamela Steele Associates (PSA)

Brian Szukala, Managing Director, Transfer Knowledge Partners.

12.30 to 13.30

Disruptive Innovation – new ways of thinking to improve the supply chain.

Speakers:

Beverly Bell LLB (Hons), FCILT, FIRTE, Senior Traffic Commissioner for Great Britain and Traffic Commissioner for the North West of England

Tim Robinson, CEO, Doddle

Will Whitehorn, Chairman, Transport Systems Catapult, Vice President, CILT

Dominic Regan, Senior Director, EMEA, Logistics Applications, Oracle.

14.00 to 15.00

Warehouses of the future.

Speakers:

Peter Ward, CEO, United Kingdom Warehousing Association

James Nicholls, Partner, Stephen George & Partners

Kevin Mofid, Head of Logistics Research, Savills

Martin Lee, UK Warehousing Business Development Manager, WiseTech Global
Barbara Buczek, Board Member, Port of Dover.

15.30 to 16.30

Sustainable supply chains.

Speakers:

Catherine Weetman, Director of Rethink Solutions & Vice Chair of Environment and Sustainability Forum

Modestas Lukauskas, Strategic Project Manager, DB Schenker Rail UK

Julian Worth, Director Transworth Rail & Chairman of Rail Freight Forum, CILT

Dr Roger Miles, Managing Director, Mole Solutions Ltd.

Day 1 Workshops

10th May 2016

Workshop theatre - educational discussion with subject matter experts.

10.30 to 11.00

Introduction to the CILT's knowledge centre.

Speaker:

Peter Huggins, Knowledge Centre Manager, CILT.

11.00 to 12.00

What is really in the box and why this matters – two-thirds of accidents that involve the loss of, or damage to, containerised cargo are thought to be caused by poor or improper packing and securing.

Speakers:

Sue Terpilowski, OBE, Managing Director, Image Line Communications & Chair of CILT Ports, Maritime & Waterways Forum

Brian Sullivan, Development Director UK and Ireland, TT Club

James Douglas, Commercial Director, Exis Technologies.

12.30 to 13.30

Finance and the supply chain.

Speaker:

Derek Pridmore, Head of Commercial Transportation, Lombard.

14.00 to 15.00

Getting started in Asia - ten critical tips for UK businesses.

Speaker:

Mark Millar, Consultant, MarkMillar.com.

15.30 to 16.30

Short Sea Shipping Challenges & Prospects 2020 – global economic factors impacting on Europe, climate change, migration and other topics.

Speakers:

Gavin Roser, Chairman, Coastlink

Mark Copsey, Chief Commercial Officer, MacAndrews

Richard Horswill, Head of Freight UK and ROI,



Stena Line
Richard Newton, Commercial Director, Logistics, Port of Tyne
Anthony Pettillon, Marketing Manager, Ports of Calais and Boulogne.

Day 2 Seminars

11th May 2016

Seminar theatre - panel discussion in an interactive environment.

10.30 to 11.30

The impact of mega shipping vessels and maritime alliances.

Speakers:

Gavin Van Marle, Editor, The Loadstar
Amdi Krogh, Head of North European Liner Operations Centre, Maersk Line
Patrick Walters, Group Commercial Director, Peel Ports
Chris Welsh MBE, Director of Global & European Policy, FTA
Cameron Thorpe, Port General Manager, DP World London Gateway.

12.00 to 13.00

The future of airport capacity in the UK.

Speakers:

Alex Veitch, Head of Global Policy, FTA
Nick Platts, Head of Cargo, Heathrow
Mark Olney, GM Cargo, Europe, Middle East, India & Africa, Air Canada Cargo
Larry Coyne, CEO, Coyne Airways
Neil Robinson, Director of Sustainability, Manchester Airports Group (MAG).

13.30 to 14.30

The Agenda for More Rail Freight.

Speakers:

Chris MacRae, Manager Rail Freight Policy, FTA
Kevin Greenaway, National Planning Manager, Sainsbury's
Paul McMahon, Freight Director, Network Rail
Justin Kirkhope, National Transport Support Manager, The Co-operative.

15.00 to 16.00

Responding to environmental challenges in transport – reducing carbon emissions a key challenge for the logistics sector.

Speakers:

Rachael Dillon, Climate Change Policy Manager, FTA
Stephen Carr, Head of Commercial Strategy &



Planning, Peel Ports

Dr Phil Greening, Associate Professor, Research Manager, Centre for Sustainable Road Freight, Heriot-Watt University
Peter Harris, Director of Sustainability, EMEA, UPS.

Speakers:

Chris Welsh MBE, Director of Global & European Policy, FTA
Lars Kjaer, Senior VP, World Shipping Council
Captain Richard Brough, Technical and Admin Director, ICHCA.

Day 2 Workshops

11th May 2016

Workshop theatre - educational discussion with subject matter experts.

10.30 to 11.30

The EU's new Union Customs Code explained.

Speakers:

Alex Veitch, Head of Global Policy, FTA
Robert Windsor, Policy & Compliance Manager, BIFA
Martin Meacock, Director of Product Management for e-Customs Solutions, Descartes
Richard Bright, International Trade Development Liaison, HMRC
Clive Brady, Duty & VAT Manager, Wincanton.

15.00 to 16.00

Home Office Haulier Security Accreditation Scheme.

Speakers:

Chris Yarsley, EU Affairs Manager, FTA
Andy Coram, Assistant Director, Border Force, Home Office
Jason Hansell, Senior Office, Border Force, Home Office.

Day 3 Workshops

12th May 2016

The Multimodal Workshop series.

10.00 to 11.00

Living wage, travel time, holiday pay – getting more from employees despite increasing employment law costs.

Speaker:

Graham Mitchell, Employment Law Partner, Clyde & Co.

12.00 to 13.00

Contracts of carriage.

Speakers:

Chris Welsh MBE, Director of Global & European Policy, FTA
Matthew Wilmshurst, Associate, Holman Fenwick Willan (HFW).

11.30 to 12.30

Using KPIs to incentivise your 3PL partner.

Speaker:

Nigel Kotani, Solicitor, Excello Law.

13.30 to 14.30

Container weighing, understanding the new legislation and best practice.





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“ Allowed us to identify new, previously unknown suppliers as well as strengthen relationships with those we currently work with.”

Nissan Motor Manufacturing UK Ltd

“ Interesting as I was able to gain information on different suppliers in one day rather than have to set up meetings with suppliers who ultimately would have had no benefit to my organisation.”

TATA Steel

“ Very good. Speeds up decisions as all stakeholders are in the same place. Meetings take place that could take 2 months to co-ordinate diaries for.”

Argos



WWW.MULTIMODAL.ORG.UK

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EVENTS

DFDS launches second new ferry on Dover-Calais route



DFDS has launched a second new ferry, the Côte des Flandres, on its Dover-Calais service. The passenger and freight ferry has been transformed in her brand new DFDS livery, mirroring sister ship Côte des Dunes, which entered service in February.

The ship's extensive interior renovations encompass a wide range of dedicated facilities for freight drivers in the Road Kings area, which covers about a third of the upper deck. This includes substantial shower facilities and washroom, a large restaurant serving free hot meals to drivers, free wifi, a relaxation lounge to chill out and a dedicated outside deck area.

When combined with DFDS' three ferries on the Dover-Dunkirk route, DFDS now operates six ships in total on the Dover Strait, with 54 departures a day, 27 in each direction. The Dover-Calais crossing is 1½ hours, Dover-Dunkirk two hours. Iberian traffic, for example, usually goes via Calais and traffic destined North travels through Dunkirk.

Wayne Bullen, Freight Sales Director of DFDS Seaways, comments: "With the addition of Côte des Flandres, DFDS has increased its daily schedule of sailings between Dover and Calais to up to 30 per day. Not only has this allowed daily departures from Dover to Calais to increase by 50%, but the new "C" Class vessels Côte des Dunes and Côte des Flandres have also enabled DFDS to significantly increase capacity by 70% for freight customers on the Channel route.

"Our investment linked to the Port of Dunkirk and the new Channel ships on the Calais route underlines DFDS's commitment to offer our customers, both Freight and Passenger, a seamless service and maximum efficiency when crossing the Channel."

The two new ro-ro cargo vessels each accommodate 110 units. Over 960,000

units of freight were shipped in 2015, so that figure will increase to well above the million mark this year – from a host of loyal customers who rate highly the quality service and competitive pricing they are accustomed to getting from DFDS Seaways.

The vital statistics of the two sister ships are as follows: gross tonnage 31,644 tons, Summer deadweight (dwt) 5,700 tons, length 187m, beam 28m and draft 6.5m.

Watch the YouTube video

<https://www.youtube.com/watch?v=2Mu9zGWzPYE>

showing the Côte des Dunes and Côte des Flandres being converted and transformed at the Damen shipyard in Dunkirk. You will see the ships being repainted in their new DFDS livery and the interiors being demolished and fully refurbished.

Carsten Jensen, Senior Vice-President of DFDS, sums up: "We are always striving to ensure that customers are at the heart of everything we do. Our new Calais ships, which are purpose-built for the Channel, form a key part of our commitment to provide customers with a high-quality, frequent and reliable cross-Channel ferry service."

Wayne Bullen, Freight Sales Director of DFDS Seaways: "Our investment linked to the Port of Dunkirk and the new Channel ships on the Calais route underlines DFDS's commitment to offer our customers, both Freight and Passenger, a seamless service and maximum efficiency when crossing the Channel."



Wayne Bullen

- DFDS is northern Europe's largest integrated shipping and logistics company, with a network of around 30 routes and 50 freight and passenger ships. DFDS prides itself on offering world-class facilities and services and the widest choice of ferry routes into northern Europe.
- DFDS Seaways has been named the "World's Leading Ferry Operator" for the past five years (2011-15), as well as "Europe's Leading Ferry Operator" at the prestigious 2014 and 2015 World Travel Awards (www.worldtravelawards.com).



€14.88m investment in new Channel terminal at Dunkirk

As the culmination of a year's work without any disruption to activity on the site, the new Channel terminal at Dunkirk (Dunkerque), France's third largest port, is now fully operational. The new terminal was inaugurated on Thursday 17th March in the presence of senior executives from both DFDS and Dunkerque-Port.

The dramatic improvements and renovations at the Port of Dunkirk have cost €14.88m, comprising €12.88m invested by Dunkerque-Port and €2m by DFDS. The redeveloped terminal now covers more than 17 hectares, compared to the 10 hectares of the earlier configuration.



Barbara Ryan – Publishing Director, Truck and Track with Wayne Bullen – Freight Sales Director, DFDS Seaways

Improvements to the terminal have included:

- Upgrading the access by road.
- Doubling the number of freight check-ins. Four new freight check-in booths constructed at the terminal entrance.
- Faster disembarkation and instant processing.
- Increased pre-boarding parking capacity for 260 accompanied trucks and 60 unaccompanied trailers.



Pictured from left to right at the opening ceremony were: Carsten Jensen – Senior Vice-President of DFDS, Stéphane Raison – CEO of Dunkerque-Port, Peder Gellert Pedersen – Executive Vice-President of DFDS, François Soulet de Brugière – Chair of the Board of Trustees of Dunkerque-Port, Daniel Deschodt – Deputy CEO of Dunkerque-Port



Carsten Jensen – Senior Vice-President of DFDS



- Also receiving European Union funding of €1.29m, the project had four aims:
- To increase the speed of ship loading and unloading times and improve safety for staff in charge of these operations.
- To make the check-in and border control process smoother and faster for customers, whilst also improving safety and security, and streamlining customer transit between the Port entrance and the ferries.
- To improve access to the terminal from the motorway.
- To increase the capacity of the pre-boarding parking area after check-in.

The end results of this major investment speak for themselves. For example, signage from the motorway has been improved and access to the terminal for HGVs and passenger vehicles has been separated, providing a faster and more secure entry to ferries for these two categories of users.

The terminal now has 11 check-in lanes at the entrance.

Finally, the new terminal has a double fence – and surveillance cameras to give top priority to the safety and security of staff and customers.

- Dunkirk is France's largest energy hub; the largest LNG terminal; the largest port for containerised imports of fruit and vegetables; the leading French port for ore and coal imports; the country's largest rail port; the largest regional waterway port; the second-largest French port for trade with Great Britain; and the third-ranking French port for grain traffic. For further information visit www.dunkerque-port.fr/en/

For more details about DFDS and the full schedule of sailing times for 2016, check out www.fdsseaways.co.uk

DFDS SETS NEW STANDARDS ON THE CHANNEL

We are delighted to announce the arrival of our new vessels on the Channel.

Commencing 4th March DFDS can provide up to 54 sailings per day with many benefits for freight drivers and look forward to welcoming you on-board.



DFDS Eastern Channel Schedule

Dover		Dover	Dunkerque	Dover	Calais
Daily Departures		Daily	Daily	Daily	Daily
00.45	13.45	*02:00	**02:00***	00:45	01:05***
02.00	14.00	**04:00***	04:00***	02:40***	02:30***
02.40	15.15	06:00***	06:00	04:10***	04:15***
04.00	16.00	08:00	08:00***	05:50***	06:10
04.10	16.50	10:00***	10:00	07:40	07:40
05.50	18.00	12:00	12:00	09:10	09:20***
06.00	18.20	14:00	14:00	10:40***	10:55
07.40	19.55	16:00	16:00	12:15	12:25
08.00	20.00	18:00	**18:00	13:45	13:55
09.10	21.35	**20:00	20:00	15:15	15:30
10.00	22.00	22:00	22:00	16:50	17:00
10.40	23.05	**23:59	**23:59***	18:20	18:30
12.00	23.59			19:55	**20:10
12.15				**21:35	**21:40
				**23:05	23:15

* Not on Mondays
 ** Not on Saturdays
 *** Not on Sundays

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Drivers restaurant and social area



Drivers sleep and rest area

Drivers lounge area

Drivers relaxing area

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FREIGHT DRIVERS CLUB



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Samskip extends its shortsea services in Norway

On Stand 1415 at Multimodal 2016, Samskip has expanded its shortsea service network in Norway with Kristiansund and Molde by adding Gjemnes as its tenth port of call. The multimodal solution provider describes the move as its latest strategic step to intensify Samskip's presence in the Nordic region and enhance efficiency.

This follows the introduction of the larger capacity 657 TEU container ship MV Alk – pictured here – into Norwegian west coast shortsea services in June 2015. The Alk, built in 2004, is 132.6m long x 19m wide and of 6704 gross tonnage.

Centrally located in the county of More and Romsdal, between oil-, gas- and salmon-rich Kristiansund and Molde, the port of Gjemnes is well placed to cater for industry and consumers in the region. The port is also a flexible transshipment hub, handling significant numbers of coastal breakbulk and container vessel calls.

"Narrow roads and limited infrastructure make trucking to and from the major Norwegian city of Ålesund expensive, unsafe and environmentally unfriendly," underlines Are Grathen, General Manager of Samskip Norway. "With a fixed weekly Tuesday departure ex Rotterdam to the port of Gjemnes and a Saturday arrival and departure from Gjemnes, Samskip offers a

reliable alternative for the region. Moreover, from Gjemnes it is the shortest available lead time (50 hours).

"The shortsea service connects the Gjemnes area directly into the Samskip European multimodal network as well as to major deepsea terminals for shipments worldwide. The service is open to all types of intermodal loading units such as 45ft containers, reefers, tank containers and bulk containers."

- Samskip operates one of Europe's largest multimodal container logistics systems. The Samskip network has the flexibility to move containers door-to-door between more than 30 countries. That means from the UK and Ireland to Russia, Scandinavia, Poland, the Baltic States, Finland and Iceland in the North to Spain, Portugal, Italy, Austria, Greece, Hungary, Czech Republic and Slovakia in Southern and Central Europe.
- Samskip offers a wide range of routing options, utilising road, rail, sea and inland waterways as appropriate to provide the best combination of rate and transit time to suit individual customer requirements and preferences. It has over 13,000 containers at its disposal, ranging from 20ft to 45ft pallet-wide, high-cube containers including reefers, curtainsiders and flat-racks.

www.samskipmultimodal.com

Eurotunnel adds capacity to Folkestone terminal

Eurotunnel has added five new access lanes and a new check-in facility for trucks at its terminal in Folkestone, increasing traffic flow through the terminal by up to 300 vehicles per hour.

As part of the Terminal 2015 project – which includes the expansion of terminal capacity in both Folkestone and Coquelles, an increase in flow rates and the purchase of three new freight shuttles – Eurotunnel has inaugurated the new freight access and check-in facility at its Folkestone terminal.

Five new access lanes will speed traffic off the M20 at junction 11A and lead to improved motoring conditions for local communities. The new check-in facility has a capacity of up to 300 vehicles per hour and will enable Eurotunnel to process enough trucks to fill a shuttle departure every seven-and-a-half minutes, once the new shuttles come into service later in 2016.

Commenting on the new facility, Jacques Gounon, Chairman and Chief Executive Officer of Groupe Eurotunnel SE, stated: "The UK economy continues to grow, and trade with Europe is a huge part of that. This new access and check-in facility for trucks will ensure that Eurotunnel is in good shape to carry the commercial loads that the UK economy generates and will help keep traffic flowing in Kent."

Visit the Eurotunnel **Stand 427** at Multimodal 2016 or go to their website www.eurotunnelfreight.com.





Cronus makes Port of Cardiff new gateway across Irish Sea for containers

Cronus Logistics is now working with Associated British Ports (ABP)'s Port of Cardiff in a move that guarantees container services continue to operate from Wales and expands southern UK gateways to Ireland. The Port of Cardiff was given a boost in 2015, with investment by ABP in new machinery, operational procedures and renewable energy projects, all part of the Port's operations which handle more than 12 million tonnes of cargo each year.

The new initiative enables Cronus Logistics to offer new door-to-door services for all full load cargoes – particularly in the steel, forestry and building sectors – between Warrenpoint (County Down), Dublin, Bristol and Cardiff. One of the big attractions of Warrenpoint Port is its location, situated midway between Belfast and Dublin. It has excellent road links to the major population centres of Northern Ireland and the Republic and, with an ever improving roads network, delivery times to all destinations are constantly being reduced.

Ralph Windeatt, Head of Commercial at ABP South Wales, commented: "This trade route is a vital link for our customers in South Wales, providing connections to suppliers and to important export markets. Cronus has ensured the continuation of a container line service at the Port, and that can only be good news – not only for the Port of Cardiff, but for all four ports associated with this new service."

The new gateway to Ireland dovetails neatly with Cronus Logistics' investment in the steel and metals markets, according to Managing Director Nicola Walker: "Helping to keep the Cardiff service and Port operations viable was only part of the reason we moved into Cardiff. This fits in with our own business model and – coupled with our internal knowledge and investment in bespoke equipment to handle steel and other heavy metal engineering products – represents a significant step in our development."

"The service began at the end of February, and we can now provide door-to-door services from both Cardiff and Bristol in the UK, as well as Dublin and Warrenpoint in Ireland."

The 14-acre railhead at Cardiff provides a connected rail terminal linking directly into the national rail network, opening up the whole of the UK and potential new markets. At Cardiff full-length intermodal trains will now be discharged and loaded directly into the terminal. With an increase in rail traffic, Cardiff also has a large area of open and covered storage next to the railhead which can easily accommodate large shipments.

Irish cargoes can also benefit from onward transit from Cardiff and Bristol on Borchard Lines Ltd's West Mediterranean service, with sailings every five days. Utilising niche ports, Borchard Lines sails to/from Leixoes, Castellon, Salerno, Piraeus, Limassol, Ashdod, Haifa, Beirut, Alexandria, Mersin and Salerno. Via the Port of Dublin, Cronus Logistics is now also acting as the weekly feeder service to Borchard Lines.

Cronus's 4000t vessels are capable of taking up to 80 45ft curtain-sided or box containers, alongside 20ft and 40ft boxes and refrigerated containers. The ships can easily accommodate out-of-gauge (OOG) cargo too.

www.abports.co.uk/Our_Locations/South_Wales/Cardiff
www.cronus-logistics.com www.warrenpointharbour.co.uk
www.borlines.com



Container weighing service at Felixstowe

The Port of Felixstowe has confirmed that it will offer a container weighing service to ensure UK shippers are able to comply with new international regulations that will come into effect on 1st July 2016.

Stephen Abraham, Chief Operating Officer of the Port of Felixstowe, commented on the new service: "We have met with many customers, and from their feedback it is clear that there is still a lot of uncertainty amongst exporters about the new rules."



"The rules have the potential to cause significant disruption to export supply chains. To help avoid this, we have decided to provide a service where export containers can be weighed at the Port before being loaded. We will provide further details about how the weighing service will work in good time to ensure all exporters can be compliant by the time the new rules come into force."

From July, an amendment to the SOLAS (Safety of Life at Sea) Convention will require every export container carrying cargo to have its weight verified before it is loaded on to a ship.

The Port of Felixstowe has taken a leading role in the consultation exercise by the Maritime and Coastguard Agency on the implementation of the rules in the UK.

The service at the Port will be available to containers arriving either by road or rail. The Port of Felixstowe is the UK's largest intermodal rail terminal, and 40% of all laden export containers arrive at the Port by rail.

- The Port of Felixstowe is strategically located on the UK's South-East coast and within easy reach of major ports in North-West Europe. As Britain's busiest container port and one of the largest in Europe, over 40% of the UK's containerised trade passes through the Port.
- Felixstowe is a member of Hutchison Port Holdings Limited (HPH), the port and related services division of CK Hutchison Holdings Limited (CK Hutchison). HPH is the world's leading port investor, developer and operator, with a network of port operations comprising 319 berths in 52 ports, spanning 26 countries throughout Asia, the Middle East, Africa, Europe, the Americas and Australasia.

www.portoffelixstowe.co.uk www.hpuk.co.uk



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DB Schenker Rail trials its new London Eurohub for finished vehicles



The Doncaster-based DB Schenker Rail UK (now rebranded as DB Cargo UK) has completed the first trial shipment of finished vehicles at its new London Eurohub. Representing a multi-million pound investment by the company and co-financed by the European Union through its 'Connecting Europe Facility,' the hub opened at the end of last year and has an initial handling capacity of 150,000 finished vehicles annually.

Situated in Barking and built on a 34-acre site, it is connected to the HS1 high-speed rail route that links the capital with the Channel Tunnel and wider Europe.

"Three years ago, DB Schenker Rail UK recognised there was an opportunity to provide a unique, rail-linked facility for the automotive sector, for the import and export of finished vehicles as well as components. We were innovative: we developed and invested in our DB Schenker London Eurohub facility because we knew it was the right thing to do for the industry," said Matthew Johanson, Head of Automotive at DB Schenker Rail UK.

"Choosing this site was about location – it is the only operational, intermodal terminal within the M25. It was also about being able to access the Channel Tunnel for finished vehicle logistics. We are part of a European organisation and want to be an international, supporting partner for the automotive sector."

Investment in the London Eurohub will provide scope for DB Schenker Rail to increase its share of finished vehicle traffic between the Continent and the UK – a buoyant market resulting from the fact that the country is a significant exporter, as well as an importer in the sector.

Johanson explained further: "We are talking to a range of car manufacturers about how the Eurohub can enhance their supply chains. Just one example of this is the recent successful trial with a leading OEM. This entailed moving cars from Liverpool through the London Eurohub facility to Germany, and returning back to Liverpool with loaded volume from Germany.

"This is an exciting time for us to work in collaboration with the automotive industry, which is going from strength to strength in the UK."

While the London Eurohub is primarily set up to accommodate the unloading, storage, preparation and distribution of finished vehicles, its intermodal terminal can also handle containerised traffic for all market sectors.

The European dimension of its operations means that it relies heavily on ready access to the Channel Tunnel.

Under normal conditions, DB Schenker Rail's trains operate 22 round trips a week via the fixed link, but the migrant crisis in and around Calais in the second half of last year and the intrusions at SNCF's Fréthun terminal – the French state railways' marshalling yard for freight trains operating through the Channel Tunnel – caused disruption to schedules over a prolonged period.

Johanson underlined: "The migrant crisis in Calais has affected all logistics providers – sea, road and rail. As the UK's largest railfreight operator, we have remained in close and regular contact with Eurotunnel, the UK Government and regulatory authorities since mid-2015 to press for continued measures to address the immediate and underlying issues, and to stress the importance for UK businesses of railfreight services returning to normal as soon as possible.

"We welcome the additional security measures introduced at Calais Fréthun which we believe have, at this stage, helped to stabilise the situation at present. It is important that these security measures are maintained to ensure an uninterrupted flow of traffic through the Channel Tunnel."

Johanson was asked about DB Schenker Rail's view on the Freight Transport Association's claims that unaffordable infrastructure charges are holding back the "fantastic potential" for Channel Tunnel railfreight services and causing the massive under-utilisation of its international freight train capacity.

He replied: "The current level of Channel Tunnel access charges makes this the most expensive section of rail infrastructure in Europe. We continue to work closely with the relevant authorities and companies to address this because, of course, the Channel Tunnel offers an excellent rail link to and from the European network."

DB Schenker is exhibiting at Multimodal on **Stand 1220**.

www.rail.dbschenker.co.uk/rail-uk-en

Mitie's pest control business wins combined contract from Network Rail

The specialist pest control arm of facilities management giant Mitie Group plc has secured a new contract with Network Rail. The seven-year contract, for environmental on-track support services, will see Mitie deliver a combined service incorporating trackside pest control, fly tipping clearance and sanitation support.

Peter Trotman, Managing Director of Mitie's pest control business, comments: "We're looking forward to collaborating with Network Rail. We are managing key environmental issues on Network Rail property, including other ancillary cleaning services. Our team will do its utmost to deliver the best service possible on all fronts."

Mitie's deliverables for Network Rail will span approximately 50% of Britain geographically, covering the West side of the country from North to South. They will be managing various pest control issues on railway property. These

include prevention and eradication of common pests such as mice, rats and wasp nests as well as rabbit control.

Managing the consequences of illegal fly-tipping along railway lines will also be part of Mitie's remit. Through a combination of vegetation control and cleaning, Mitie teams will uncover past fly-tipped material, as well as monitor and clean up newer deposits of waste.

www.mitie.com/pest-control
www.networkrail.co.uk



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GB Railfreight running trains for new Hanson aggregates contract

GB Railfreight (GBRF) is now running trains for Hanson UK as part of a 12-month rolling contract transporting aggregates (crushed carboniferous limestone) from Whatley Quarry in Somerset's Mendip Hills to Wellingborough Rail Yard. The contract involves GBRF operating on average one service per week, using Class 66 and 22 JNA wagons.

This represents another step forward in the growth of the company's aggregates business, with expansion into the Mendips. It also gives security to the Wellingborough site for the wider railfreight industry, following the end of London Underground use next year.

John Smith, Managing Director of GB Railfreight, remarked to the press: "This contract with Hanson UK is the first time we have worked together, and we are looking forward to building a close working relationship with them over the next 12 months."

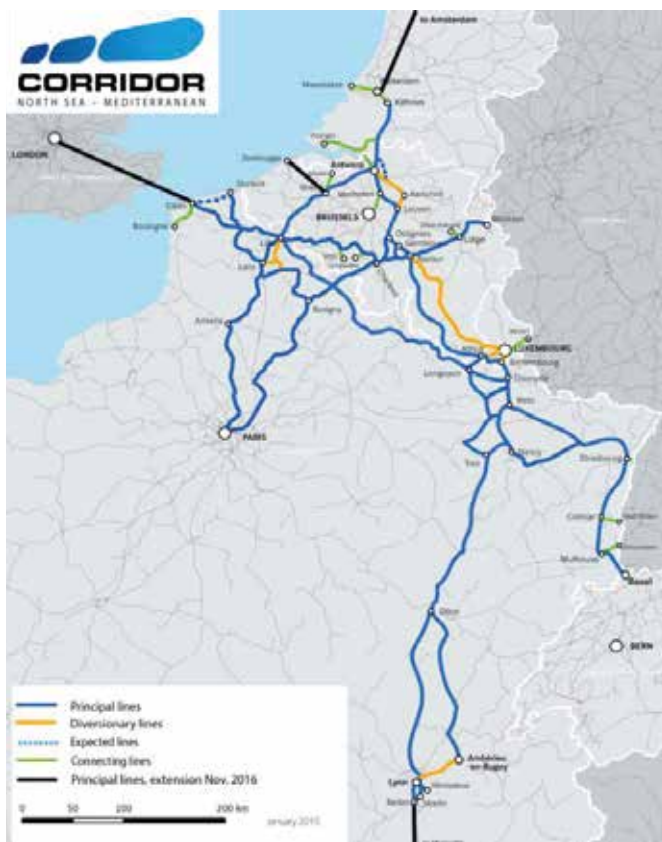
"Given the market challenges railfreight currently faces, it is also an important development for GB Railfreight and the wider industry. Aggregates provide a key source of growth for the industry, as we support the British construction sector in its drive to build new homes and infrastructure."

www.gbrailfreight.com
www.hanson.co.uk/en/Hanson-Aggregates-Whatley-Quarry



Rail terminal for handling crushed carboniferous limestone at Whatley Quarry

Extension of Rail Freight Corridor North Sea – Mediterranean



Trade links between the UK and mainland Europe will be strengthened as a vital freight route is extended. Known as the Rail Freight Corridor (RFC) North Sea – Mediterranean, the busy freight artery will be extended to London by November 2016, as Network Rail has joined the RFC North Sea – Med management board.

Currently the railfreight industry boosts the nation's economy by more than £1.6bn and is predicted to rise to £2bn by 2023. Accordingly the extension will make it easier to run more freight trains between the UK and mainland Europe. Network Rail's freight customers and other European freight operators will be better able to understand and secure available capacity for freight service growth to and from the UK, linking with France, Luxembourg, Belgium, Holland and Switzerland via the Channel Tunnel.

The extension makes planning freight services simpler and easier through a "one-stop-shop" for freight operators to book pre-planned freight paths connecting London with the Continent. Operators will also be better informed about infrastructure, maintenance and repair work across the Continent, as information is more easily shared along the Corridor.

The announcement is good news for the environment, since it will reduce the burden placed by freight movements on the country's roads. Each freight train carries the equivalent load of 60 trucks and a gallon of fuel will move a tonne of goods 246 miles on rail but only 88 miles by road. These efficiencies make railfreight cleaner and more efficient than roadfreight, it is argued.

In preparation for the extension, Network Rail has joined as a new member of the RFC North Sea – Mediterranean management board. Paul McMahon, Network Rail's Freight Director, commented: "This is good news for Britain's railfreight industry and our economy. We have been preparing for this for the last few years, and I now look forward to working with our partners in the Corridor and freight operators to support the growth of railfreight between Continental Europe and Great Britain."

"Our network is extremely busy, and we now carry 30% more freight than we did in 2012. We want to grow that figure, strengthening our economy. The RFC North Sea – Med is considered to be one of the main routes for freight into Europe and is key to that plan."

- According to Regulation (EU) No 913/2010, the Rail Freight Corridor North Sea – Mediterranean (RFC North Sea – Med) will be extended to London by November 2016 at the latest. On this date the Corridor will also be extended to Amsterdam, Zeebrugge and Marseille. The management board now includes: Network Rail, Eurotunnel, ProRail (NL), Infrabel (BE), SNCF Réseau (FR), ACF and CFL (LU), Trasse Schweiz and SBB (CH).

www.networkrail.co.uk
www.rfc-northsea-med.eu



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Documentation & the Dangerous Goods supply chain

by Ali Karim



Ali Karim

To coincide with Multimodal 2016, our Dangerous Goods columnist Ali Karim, FRSC, FCILT, Managing Director of the Hazchem Network Ltd, provides our readers with an insight into the documentation requirements when working in the Dangerous Goods supply chain.

The documentation requirements in this article are not exclusive, but act as a guide, to assist in managing what we term “the paperwork”, and you should ensure you check with your own Dangerous Goods Safety Adviser [DGSA] in the first instance. For the logistics of Class 7 Radioactive, Class 1 Explosive, 6.2 Biologically Infectious and specialised Dangerous Goods, the documentation requirements are understandably more onerous and therefore have not been detailed here.

As the world becomes digitalised, the requirement for documentation both in paper as well as digital formats remains critical when managing the logistics of Dangerous Goods at all stages – manufacture, quality assurance, storage and onward transportation. Both non-hazardous goods and dangerous goods pose hazards: however, when it comes to hazardous materials, documentation requirements are more stringent in terms of the veracity in managing the risks. We will outline the main areas of documentation required when operating in the Dangerous Goods supply chain.

If storing or securing – electronically or online – documents such as Risk Assessments, Safety Data Sheets (SDS) and so on, then back-up is essential in case the PC or Internet connection malfunctions. Acceptable back-up media can be CD, USB, DVD or hard copy – and must be available and accessible for inspection by authorised personnel requesting to see the documents. These may be an Operator, Auditor, Dangerous Goods Safety Adviser [DGSA] or an Emergency Responder among others.

The first key document is the Risk Assessment, which examines the hazards posed in the

process [such as Unloading Operations, Fire Prevention and Security], and then management of the associated risks from the activity. Countermeasures such as personal protective equipment [PPE] and training requirements need to be assessed and put in place to manage the risks.

When working with Dangerous Goods, you must formally document the risks in a written and periodically reviewed assessment. When it comes to critical processes, then change control must also be documented. From this comes what we term Safe Systems of Work [SSOW], for documenting activities, say unloading a container or loading a railway wagon.

If warehousing the product, or if involved in analysis or quality assurance in terms of chemistry, then a Safety Data Sheet [SDS] is required to be kept at hand and accessible to those who may need to refer to it [such as Operators, Auditors, Regulators and Enforcers], as well as for use by Emergency Responders, should there be an incident with the product.

Anyone involved in the manufacture or logistics of Dangerous Goods must have a qualified Dangerous Goods Safety Adviser [DGSA], who

will produce a documented annual report which must be retained by the organisation, detailing the last 12 month's activities and record volumes by Kemmler Class, dangerous occurrences and any issues raised by the organisation.

Documented training records are essential, such as Forklift Certification, ADR certification for drivers, ADR Awareness, Induction, First Aid, Manual Handling and many other areas of activity – and of course training records like risk assessments must be periodically inspected and updated as per policy, by statute or by the organisation's internal protocol.

Many years ago one of our Hub Operators during transhipment inadvertently pierced a drum of low-flashpoint flammable solvent with a forklift blade.

The incident was managed well, with the drum isolated and sealed. Following the “wash-up”, when we reported the occurrence to the consignee [as the product originated from a major German chemical company], their Quality, Health, Safety and Environmental [QHSE] Manager naturally requested that we augment the written report with copies of the training records of the Hub Operator in question, as well





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... Continued from page 58

as copies of the related risk assessments and Safe Systems of Work [SSOW]. We also passed CCTV footage of the incident as well as details on the "clean-up", and copies of the retraining of the Hub Operator.

In consequence we received a commendation for our comprehensive documentation and robust methodology for handling the situation. The customer relationship was strengthened, despite the fault having originated at our hub through human error. Sometimes the key is not only how an emergency situation occurs, but also how a company manages the activity, giving the consignor confidence in their logistics supplier.

Insurance is another area that requires documentation, from display of Employers Liability paperwork to materials handling equipment monitoring by an insurance assessor.

Drivers carrying Dangerous Goods by Road need to be trained and hold valid ADR Certification, as well as carrying the four-page document termed "Instructions in Writing"; more commonly referred to as the "Transport Emergency Card" or "Tremcard".

Commercial vehicles must have documented service and inspection records, but with Dangerous Goods and specialised kit there are additional documentation requirements, such as periodic inspections and pressure-testing of road tanks, hoses and associated equipment such as taillifts, onboard cranes and rear-mounted forklifts.

Consigning Dangerous Goods

Unlike ambient [non-hazardous] goods, when there this a custody transfer, the Proof-of-Delivery [POD] has to be in Dangerous Goods format. For Road, ADR applies, meaning that the delivery note has to carry the following Dangerous Goods information:

Proper Shipping Name [the product name] which can be specific to the product, such as Toluene Diisocyanate; or can be an NOS [no other substance], i.e. a generic term such as "Paint or Paint-related Materials" [UN 1263]. Note that an NOS Number can only be used if no specific UN Number is available for the product in question.

UN Number [this is a four-digit number that references the product]. The UN Number is used to reference the product as opposed to the Proper Shipping Name, to assist if there is an issue [or emergency situation], because many non-chemists cannot pronounce some chemical names, especially when in a stressful situation, such as a vehicle incident or leakage.

An example is how to pronounce Toluene Diisocyanate, which many would struggle to do without elocution lessons from the International Union of Pure and Applied Chemists [IUPAC]! However, pronouncing "UN 2078" is naturally easier than pronouncing Toluene Diisocyanate. Even industrial chemists struggle with some terms, and use the abbreviation "TDI" for this particular product!

Kemmler Class – This is the Dangerous Goods classification used in Logistics.

- Class 1 – Explosive substances or articles.
- Class 2 – Gases.
- Class 3 – Flammable liquids.
- Class 4.1 – Flammable solids, self-reactive and desensitised explosives.
- Class 4.2 – Substances liable to spontaneously combust.
- Class 4.3 – Substances which in contact with

- water emit flammable and/or toxic gas.
- Class 5.1 – Oxidising substances.
- Class 5.2 – Organic peroxides.
- Class 6.1 – Toxic.
- Class 6.2 – Infectious substances.
- Class 7 – Radioactive.
- Class 8 – Corrosive.
- Class 9 – Miscellaneous dangerous and environmentally hazardous substances.

Packing Group [PG], which references the Transport Category [TC] and is a check in terms of relative hazard.

PG 0 [mainly compressed gases] are the most Hazardous, then in descending order of hazard we have Packing Groups I, II, III, with IV being non-ADR. An example is a low flashpoint Class 3 product will be of a lower packing group than a high flashpoint product.

For instance Acetone [UN 1090] is Packing Group II because it has a flashpoint of -20°C [and evaporates readily], whereas Diesel Fuel which is UN 1202 is Packing Group III since its flashpoint is nominally 60°C and has a much lower evaporation rate, hence a lower risk than Acetone, and this is reflected in the assigned Packing Group.

Description of Goods – this must denote packaging type [Drum, Can, IBC, Cylinder, Big Bag and so forth], package size, litres or kilogram, total weight.

Tunnel Code – all Dangerous Goods under ADR are rated A-E in terms of what is allowed under European road tunnels, relating to the risk / hazard posed by the specific product.

The details above must be either written on the delivery note [POD] or attached. Many consignors who only have a small proportion of their freight classed under ADR as Dangerous Goods often attach an IMDG Dangerous Goods Note [DGN] to the delivery note [POD], which is acceptable as long as the Dangerous Goods information as detailed above is complete.

The reason why this information is documented is that, in the event of an incident on a public highway, the emergency responders can prepare the best plan-of-action to resolve the problem and minimise risks, and enforcers such as the DVSA, Police and HSE can undertake their roadside checks, ensuring regulatory compliance by the driver and transport company.

For Rail Journeys – documentation must comply to RID regulations, which share much with Road regulations as detailed under ADR but apply to Rail transportation.

For Sea Journeys the International Maritime Dangerous Goods or IMDG code applies and is enforced by The Maritime and Coastguard Agency [MCA]. The consignee [or agent / shipper] must have a competent person completing the IMDG-compliant Dangerous Goods Note [DGN] which references the product. The DGN is checked by the shipping line. Some products can only be carried on cargo / freight vessels, whilst there are quotas for some products which are allowed on passenger vessels. The IMDG Dangerous Goods code is similar to ADR but has additional restrictions on what can be carried, and on what vessel, and by which route. That is because, as troubling is a leak or incident with Dangerous Goods by Road, the old adage "worse things happen at sea" is valid. That is why shipping Dangerous Goods by Sea is more restrictive, and the documentation is even more integral to the logistics process!

For Air Journeys, the restrictions naturally for Dangerous Goods moved by Air are even stricter still – as defined by IATA [International Air Transport Association] and enforced in the UK by the CAA [Civil Aviation Authority].

Many Dangerous Goods are prohibited for Air transport, or are restricted to cargo aircraft only. An IATA-approved Dangerous Goods Note [DGN] must be completed, and that includes stricter packaging requirements, and the DGN for Air must be completed by a competent person who has been trained and certified in the Carriage of Dangerous Goods by Air and holds valid certification.

There are various training providers able to deliver specialist training such as www.petereast.com and documentation providers who can supply the necessary reference materials, stationery and books, including www.labeline.com, to assist haulage and logistics operators to comply with documentation regulations. Moreover help is available from Dangerous Goods Safety Advisers [DGSA].

For Warehousing of Dangerous Goods, there are help guides available from the Health and Safety Executive [HSE] regarding documentation requirements in terms of compliance, and care must be taken to see if the product[s] and quantities bring a company within the scope of the Control of Major Accident Hazards [COMAH] regulations. The documentation requirements for warehousing under COMAH regulations are naturally more comprehensive than below COMAH thresholds.

Security – As we live in what the Chinese have termed "interesting times", ADR has a requirement for a written security plan and additional factors for driver training, when it comes to what is termed High Consequence Dangerous Goods [HCDG].

ADR security regulations for HCDG are most critical for Class 7 Radioactive, Class 1 Explosive and Class 6.2 Biologically Infectious. For other Classes, most HCDG are for bulk movements [as defined in receptacle size greater than 3000 litres. However, Class 2.3 [Toxic Gases] and Class 6.1 [Toxic] of Packing Group I in packages do bring the logistics supplier under the security aegis of ADR, as they are indeed High Consequence Dangerous Goods.

So, if you need any assistance in meeting Dangerous Goods documentation requirements, as well on any aspect of the logistics of pallet and parcel Dangerous Goods, then feel free to contact the Hazchem Network's Nada Marinovic, as we're here to help you.

Call Nada on her mobile 07712 662 431 or email nada@hazmail.co.uk or for general information go to the website www.hazchemnetwork.co.uk.

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Images from www.labeline.com





Unisto celebrates its rich history of 90 years

Throughout the 90 years Unisto has been in business it has been a creator of industrial and business solutions across a wide variety of different sectors. The energy that drives the Unisto business on comes from customers, their everyday challenges and operational issues, explains Donald Miller, their UK Sales & Marketing Director. "No two days are the same in our business, and almost every day brings new and exciting opportunities: coming to work is actually fun, and it has kept me here for the past 30 years!"

Security sealing is a core part of Unisto's UK business, and the transport industry in all its guises forms a major part of that. Back when Unisto was founded in the mid-1920's, the world was a very different place, yet some things remained the same. The reason the company's first products were created was to protect an industry that was trying to fight off cheaper foreign competition after World War 1.

The Swiss embroidered cotton industry – then Switzerland's largest export – was in decline, being challenged by lower price imports from surrounding countries such as Austria and southern Germany. Although Switzerland, particularly the city of St Gallen, was known for the quality of its fabrics and craftsmanship, it needed to differentiate itself from the competition.



Step in a young and enthusiastic Hans Felix Stoffel, who spotted the opportunity to both guarantee the quality and the authenticity of the fabric with a small metal swing tag printed with a crossbow, the symbol for "Made in Switzerland". That is how Stoffel Seals – the forerunner to Unisto – was born!

Starting as a cottage industry employing local families working in their homes, making products by hand or with simple, hand-operated machines in the small village of Horn on the shore of Lake Constance, the company achieved immediate success. By keeping overheads low in those early years and being frugal with expenses – a habit that persists to this day – Stoffel went from strength to strength. With a number of large business wins, Stoffel Seals became somewhat of a Swiss business legend, their original product even being immortalised on a postage stamp in 1981.

Thereafter success came with the Swiss watch industry. After the arrival of Wilsdorf and Davis



(Rolex) operations from London in 1919, Stoffel found another exciting new market opportunity to follow on from textiles.

During the early 1930s at Stoffel's factory in Horn, Dr Süter, a talented young engineer, developed the security seal, having the bright idea of combining the metal seal body and printed cardboard disc with twisted wire and a steel locking insert to create serial numbered seals for securing railway wagons. These seals, if missing, broken or tampered with, would indicate that the door had been opened and that there was a need to check the contents. And so Stoffel's security seal business had sprung into life.



A chance meeting in a blizzard on a Swiss railway platform in 1936 brought Ivor Spry, a London businessman in the process of developing an agency business for consumable industrial products, into contact with Franz L Stoffel, son of the founder of Stoffel & Co, and as a consequence the company's first overseas office was incorporated in 1937 in Milk Street, London EC2. The early success of the agency was limited by the onset of World War 2.



The early 1950s brought about further expansion, as Stoffel & Fils was founded in Saint-Louis close to Basel, the Swiss/French border town and Stoffel & Söhne in Konstanz, both manufacturing

security seals and brand identification articles for their growing post-war national markets. The companies found quick success supplying prestigious, high-volume contracts to major organisations in each country.

Franz L Stoffel gave way to his son in 1968. Mario joined the family firm, giving up a prestigious distributorship for Italian motorcycles to run the business. The ambitions of the company were now clear – global expansion was planned, and it was time for a new and more dynamic name, with the result that Universal Stoffel was condensed into the name Unisto!

The late 1960s and early 1970s were an unsettled period with the Vietnam War, student unrest in Europe and an oil crisis. It was not a time to expand further abroad, but to consolidate and grow the markets already established.

It was during this period that great strides were made, extending the product range with a number of creative security and control solutions. The early 1970s brought an innovative step, and Unisto's first plastic pull-tight seal was developed in conjunction with a major airline. Up until then, by far the majority of seals on the market were metal – lead, steel strip or clip seals. Those were pretty tough on the hands, air travel was exclusive and modern, and flight attendants needed an easier, altogether more user-friendly method of sealing duty-free trolleys against pilfering.

In the mid-80s Unisto recommenced expansion, opening a sales office in Hong Kong – the company's first foray into Asia. That was followed two years later by the creation of Unisto Japan. At the time the Japanese felt they had no real need for security seals, as theft and dishonesty were an alien concept to them. Nevertheless they did have a very successful and growing watch industry, a target for brand identification and display products. Since then the Japanese market has grown for security seals too, due to the growing need for auditable industrial process control solutions.

The fall of the Berlin Wall and the opening up of Eastern Europe brought Unisto the opportunity to open offices and develop sales teams in countries such as Hungary, Poland, the Czech Republic and even Russia.

Transport security innovators Encrypta Electronics were acquired by Unisto in 2002, and as a result reusable electronic seals became part of a comprehensive range of cutting-edge products on offer to the transport industry. Their modern appearance, easy-to-read LED display and simple intuitive operation have made C2K and Manta the reusable seals of choice for many operators of closed-loop distribution systems in the UK, Europe and Asia.

Subsequently Unisto has continued to grow, with a brand new manufacturing plant in Malaysia coming on stream in 2010 and Unisto Shenzhen, mainland China, in 2011.

Most extraordinary of all, Unisto has had great success supplying their German manufactured products in Hong Kong, and Swiss manufactured plastic security seals to leading organisations in mainland China, successes of which Unisto, the Stoffel family-owned group, can be justly proud.

www.unisto.co.uk

New Vision UK dashboard summarises & analyses events over specified periods



The new Vision UK dashboard allows customers to securely access their live view software from any location and on any device – PC, Mac, or iOS or Android smartphone.

Since the control software is running on dedicated servers with unlimited bandwidth, and most of the heavy data traffic is being handled by the server, it makes the system less sensitive to the quality of Internet access at the customer's location.

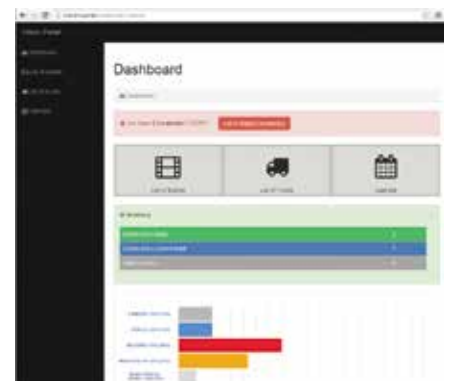
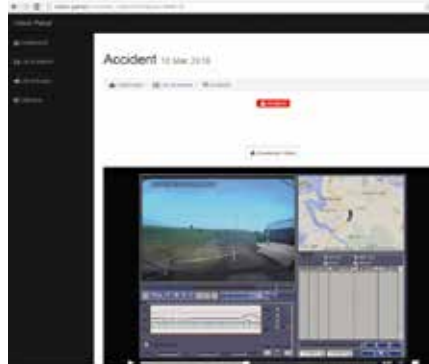
through the Vision dashboard and in turn opens its own dashboard to provide an overview of the data recorded.

From this the user can see what (if any) new incidents have been reported over the previous 24 hours and a summary of how many incidents have occurred last week and in total, as well as running statistics of the type of incident.

Opening the "Today's Incidents" box will just display the incidents recorded in the previous 24 hours.

To view a specific event, the user just clicks on the "View Details" link, which will show details of the event and, if appropriate, a video clip will be embedded with relevant footage.

Should the user wish to download a copy of the video to their local computer, a download button is conveniently provided.



And because the dashboard can be accessed through a browser, it allows customers to run the system outside of their internal IT network, avoiding issues with IT privilege restrictions.

Vision UK panel

In response to customer demand, Vision UK is introducing a Managed Service, which provides daily reports and relevant video clips of events that have occurred in the last 24 hours. All data is stored on a secure server in an easy-to-navigate database format. The Vision UK panel is accessed

By opening the "List of Events" tab, the user can see all the events on the database by date order, and the user can also search on events by type and date range.

Events can also be viewed by date by opening the Calendar tab.

The dashboard is used not only to provide details of external events, but also for reporting any network issues (for example, a camera fault somewhere), so that they can be dealt with promptly to keep the system working to its maximum effectiveness.

For more information on the new dashboard, call Vision UK at 0800 731 3316, email info@vision-uk.co.uk or go to www.vision-uk.co.uk.



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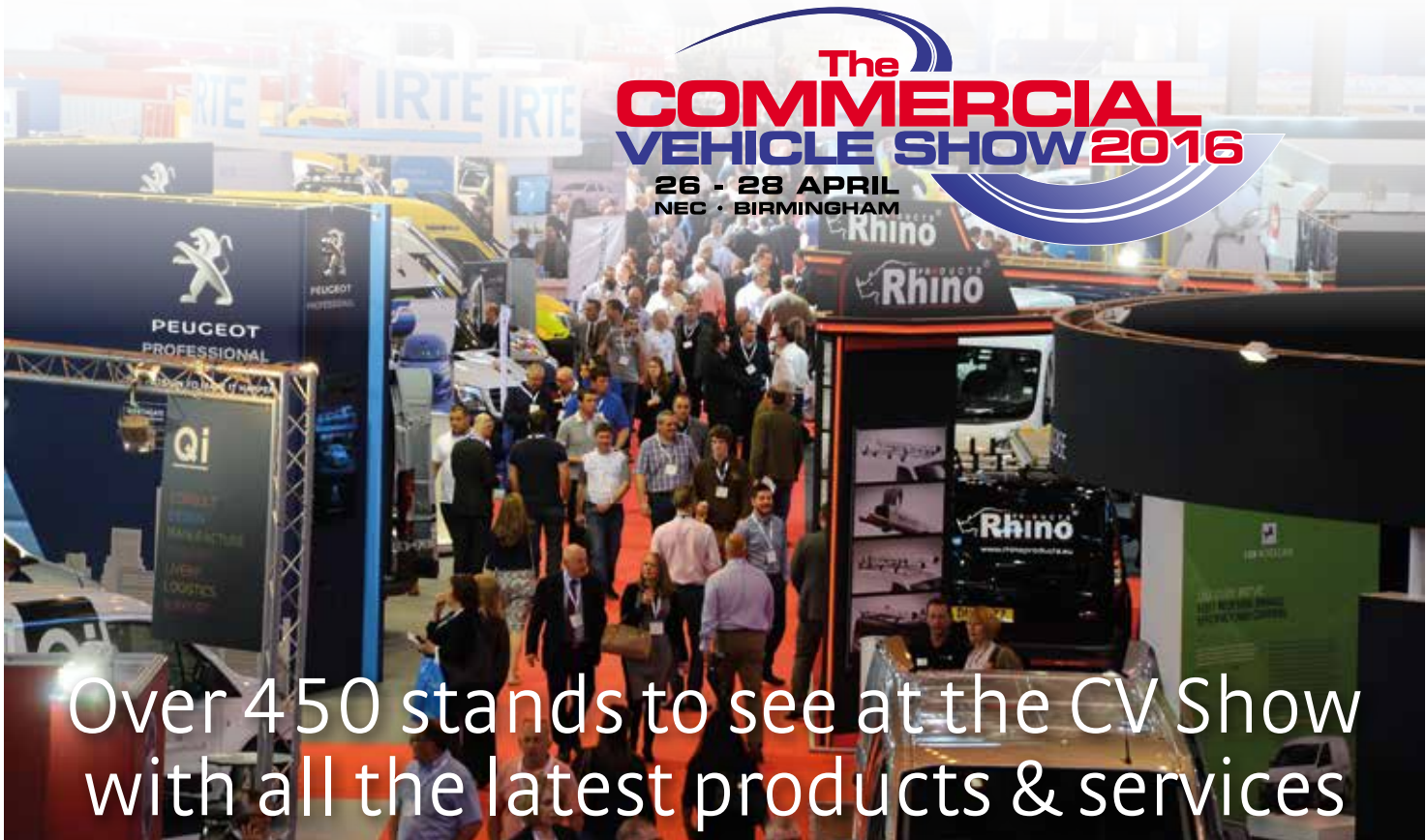
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Over 450 stands to see at the CV Show with all the latest products & services

The CV Show is the largest and most comprehensive road transport event staged in the UK, aiming to cater for every operator's business needs. It is taking place in Halls 3a, 4 and 5 at the NEC, Birmingham, from Tuesday 26th to Thursday 28th April. Opening hours are 08:30 to 17:30 each day.

Visitors can register for their free ticket at www.cvshow.com. The Commercial Vehicle Show is owned by the CV Show LLP, comprising the Road Haulage Association, Society of Motor Manufacturers and Traders and IRTE Services, the trading company of the Society of Operations Engineers.

With some 20,000 visitors packing into CV Show 2015, the event remains an invaluable event for anyone involved in operating commercial vehicles, logistics and distribution-based businesses.

CV Show Director Rob Skelton comments: "After an amazing 2015, which saw a record number of vans and light commercial vehicles being registered, it's clear that vans and LCVs will be a major focus of this year's Show, so it's great to see some of the best-established names in the van industry returning to the most important Show in the calendar for CV owners and operators."

Certainly vans and light commercials are set to be the stars of over 450 stands, with for example Volkswagen, Toyota and LDV returning to the Show.

The Show is unique in that it provides visitors with the opportunity to fulfil all their sourcing needs under one roof. From van, truck and trailer OEMs, conversion and TCSD specialists, through to equipment and service providers such as component and tyre manufacturers, fuel, AdBlue and lubricants suppliers, fleet management, tachograph, telematics, telemetry and diagnostics companies . . . along with workshop services, logistics training providers, insurance and finance companies, the famous annual CV Show is promoted as the ideal business-to-business environment for any individual or company involved in road transport.

Operating costs are a major consideration for the commercial vehicle industry: fuel, maintenance, driver safety and communications all involve expenditure, and telematics can go a long way towards making every penny count for fleet operators. These systems can be tailored to companies of any size, with vehicle tracking, tachograph analysis, fuel economy or a fully integrated package covering every area of operation.

Tyres also play a critical role in the success of any transport business, with their importance to fleet safety and performance. Operators have the perfect opportunity to run the rule over suppliers, who include Bandvulc, Bridgestone, RH Claydon, Continental, Double Coin, Giti Tire, Goodyear, Hankook, KwikFit, Pirelli, Sailun, TD Tyres and TIA Wheels.

In addition to vehicle manufacturers, bodywork, trailer and tanker builders will use the Show as their shopwindow. Among the exhibitors in this sector are the Cartwright Group, Doll Fahrzeugbau, Don-Bur, Feldbinder UK, Fuller Tankers, Kassbohrer, Maisonneuve, Magyar, Montracon, SDC Trailers, Tiger Trailers and Whale Tankers.

The Cool Pavilion in Hall 3A offers visitors a wide variety of refrigerated products and services. Chereau, Coolertech, Coolkit, Gray and Adams, Paneltex and Solomon Commercials have booked stands, and so have specialist refrigeration equipment suppliers Carrier Transicold, Thermo King and Frigoblock.

The specialist Workshop show-within-a-show in Hall 4 is aimed at the commercial vehicle r&m and diagnostics sector, attracting decisionmakers from franchised dealers, independent garages, fleet workshops, body repair shops and wholesalers. Leading exhibitors there are Eclipse Diagnostics, Gemco, Maha, Pro-Align, Tecalemit Garage Equipment, Totalkare Heavy Workshop Solutions, Valeo and V-Tech.

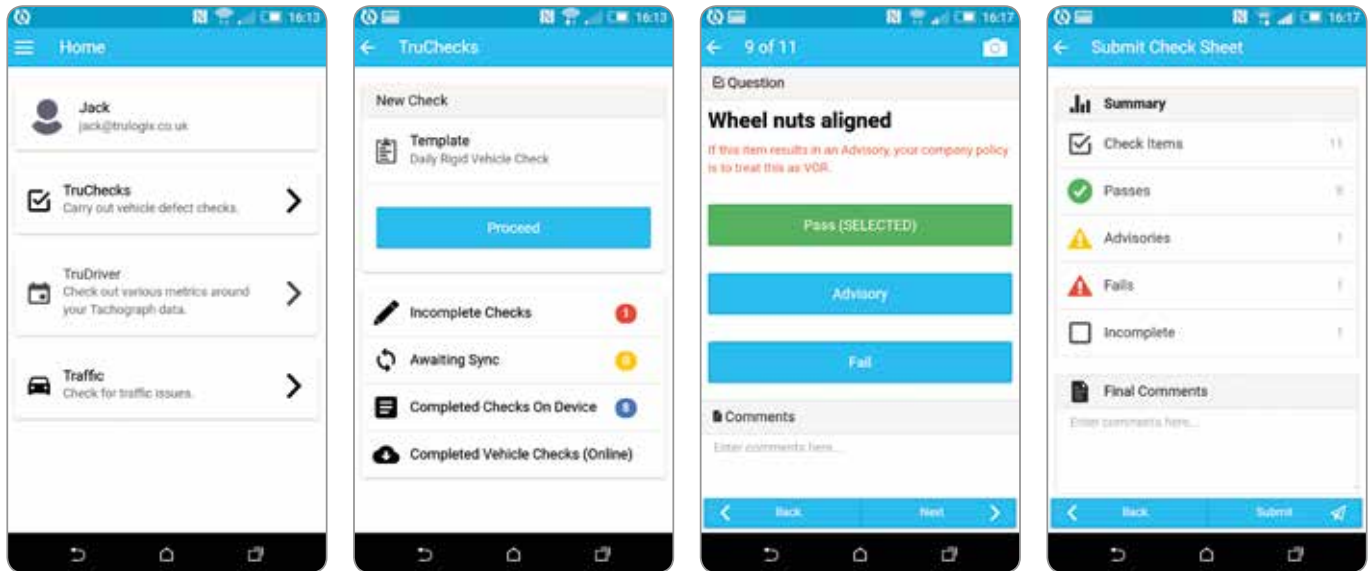
Meanwhile racking and storage solutions for LCVs will be available from Bott, Bri-Stor Systems, Rhino Products, Sortimo International, System Edstrom and Tevo.

In a nutshell, once a year the Commercial Vehicle Show brings unique sourcing and networking opportunities together at a single, central location, hence a very special event in the modern world of business where face-to-face contact is achieved less and less.

www.cvshow.com/webcontent/a-to-z-of-exhibitors
<https://www.youtube.com/user/TheCVShowTV>



Check out all the new product features on TruTac Stand



The compliance and tachograph experts TruTac are launching a series of new product features on **Stand 4H01**. TruTac have announced that they will be launching their TruControl product for tachograph analysis in a variety of languages, including French, Polish and Welsh. The new language options have been driven by customer demand and TruTac are embracing product internationalisation as it opens up European opportunities.

Within their TruControl product are new features including eSignLive for secure digital signature capture and a range of reporting enhancements. New report features include fixed penalty fines added to the drivers' letter. This indicates what level fine the infringement may have attracted if the driver had been stopped by the authorities and issued a fixed penalty.

What is more, a new Driver Licence Expiry report shows the



expiry date and driving licence number, as well as the employment number for easier filtering and category selection. Also the range of automated reports has been increased, allowing for easier management of key compliance data.

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

Completed checks are instantly viewable by the transport office to enable realtime and accurate vehicle management. Managers can immediately view defect reports and take action according to the severity of the defect.

As well as generating new leads and building partnership links,

TruTac will utilise the Show as a platform to meet and thank existing customers for their continued business and support.

To find out more about any of these new features, visit TruTac's **Stand 4H01** at the CV Show or contact the TruTac team on the hotline 02476 690 000 or by email sales@trutac.co.uk.

www.trutac.co.uk



TruTac launch eSignLive for secure digital signatures

TruTac's new digital signature capture feature is set to transform how operators debrief and manage their driver compliance requirements. Transport managers will have the ability to securely capture digital signatures during infringement debriefs, as well as other documentation such as the driver's letter, on mobile devices, tablets, laptops and PCs.

The eSignLive facility enables click-to-sign and handwritten signature capture, offering a convenient and paper-free method of signing reports and

documents. Signers are not required to download anything and can e-sign using only a standard web browser.

By using eSignLive, users can quickly and easily read and sign documents. It makes the management, filing and auditing of infringement records more efficient. All documents are securely stored within TruControl and categorised for ease of retrieval. The eSignLive system is fully secure and provides an extensive set of e-signature features.

Terry Ramsey, TruTac's Managing Director, states: "We are always looking for ways to use the latest technology to assist with compliance management. The eSignLive system gives operators the ability to proactively manage their compliance responsibilities, whilst reducing paper-based administration. We know the feature will save operators time and money."

To discover more about eSignLive, call the TruTac team on 02476 690 000, email sales@trutac.co.uk or visit their **Stand 4H01** at the CV Show.

www.trutac.co.uk



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A thought-provoking comment by Ken Clark, Managing Director of the CV Show exhibitors Rotronics, on the practical benefits of a battery management programme

The battery is the heartbeat of any vehicle and is similar to the human heart in that it must be looked after, maintained and checked regularly to avoid considerable problems – in a vehicle, that means roadside defects and rising avoidable costs. If any vehicle battery is ignored and left to its own devices, it is likely to have a reduced lifespan of 50%, and the impact of poor maintenance could easily account for up to 20% of annual battery-related costs.

Rotronics are specialists in battery management solutions and the UK partners of Midtronics. A battery management programme has been devised by Rotronics, working closely with a wide range of commercial vehicle customers in order to reduce unnecessary costs and get the best out of their fleet batteries (www.rotronicsbms.com).

So a battery management programme ensures that:

- The return-on-investment can be proved, and each workshop will have the expertise and knowledge to maximise fault diagnosis, increase productivity and improve customer service.
- A full auditable record is available to monitor and track a fleet's battery performance.
- Batteries are tested proactively, at the point of service and routine inspection.
- Imbalanced batteries are identified and charged accordingly.
- Batteries are maintained at optimum levels.
- Defective batteries are identified and replaced before they affect vehicle reliability.

The aim of Rotronics is to work with our customers to identify any issues before they hit the fleet. We do this by checking the battery electrical system (the starter and alternator) to identify which parasitic drains may be present.

Utilising the CX Pro 50/2 diagnostic charger and the EXP1000 FHD, with integral amp clamp and

printer, any excessive drain that will cause a loss of power will be identified. With our battery management programme, we can identify issues and potential problems over a period of time and tackle any faults.

- We can see that the batteries were replaced in January 2015.
- That the batteries had reached their optimally rated CCA (Cold Cranking Amps) values.
- The battery set has maintained in balance, with both CCA and voltage levels remaining consistent within the set, through regular balanced charging as part of routine maintenance.



This slide shows the cycle history and performance of a set of batteries that have been tested as part of routine maintenance

Often the first sign of a problem with batteries that are not monitored and checked is a costly roadside non-start. If a workshop has the view 'if it ain't broke, don't fix it', this can be a very



expensive practice indeed, and we know from many of our customers that these issues can account for around 20% of battery costs.

Rotronics can provide many examples to show how batteries need to be regularly tested and also regularly charged. The example illustrated highlights a set of batteries that have been tested at regular intervals yet not been maintained through regular charging.

Workshops will often perform jump starts many times before they do anything about it. With the legislation that all commercial vehicles need to be checked on a six- to eight-week basis, this is the prime opportunity to carry out battery testing.

Working with customers over a period of time, the Rotronics team have witnessed encouraging results, and many workshops have changed their day-to-day practices because of the information gathered.

Some of the workshops with whom we work who have seen the best results have put chargers and trolleys in every pit. They charge the vehicles at every opportunity, and batteries are tested every two weeks. These workshops have now seen considerable improvements and managed to cut non-starts by up to 75%.

Inspection and diagnosis within the battery management programme are used as part of a routine service inspection and take a matter of seconds to save you considerable time and money in the future.

Eventually batteries will fail but, if a well-organised battery management programme is in place within a workshop, the battery replacement figure will be low and should only be down to true manufacturer defects.

The worst cases that we see can be up to some 50% replacement of batteries. Our diagnostic equipment can highlight potential shortfalls in battery specifications, where it can be demonstrated that they have been maintained effectively, but fail to reach their rated specifications.

This can be used to support warranty claims and identify any potential quality issues that

may arise and would usually go unnoticed until it is too late. Our customers can track and measure if batteries are not reaching their rated specification.

Within a battery's first six months of operation, the set can be out of balance and, without regular maintenance and checks, fleet owners will see few obvious signs in their vehicles until they experience a roadside non-start or battery failure.

Over time one battery will have a greater charge acceptance than the other and, in turn, the other battery will be short-changed in the charge process. Left unchecked and without correct maintenance, this situation will only deteriorate. Early testing and balanced charging can go a long way towards eradicating this problem.

The long-term implications associated with battery imbalance are:

- Premature failure.
- Roadside non-starts.
- Recovery costs.
- Customer complaints.
- Compensation costs.
- Non-delivery of goods.

Battery imbalance is a serious and unseen problem: without regular monitoring and maintenance, there are few obvious symptoms until it is too late. Most workshops will see the visible signs of battery imbalance or overcharging through the tell-tale symptoms of electrolyte staining and corrosion on the terminals. However, simply cleaning them up will not solve the problem. Instead, you should get to the root cause of the problem to improve battery life, battery performance and vehicle reliability.

The use of a Midtronics Heavy-Duty Diagnostic Tester will show clearly whether a battery set is in-balance or out-of-balance, by taking into account both voltage and CCA (Cold Cranking Amps) variation within the battery set. The fleet owner has a significantly increased chance of a vehicle non-start and shorter battery life if it's left untreated.

For further in-depth information on Rotronics and battery management programmes, go to www.rotronicsbms.com, visit their **Stand 3H91** at the CV Show or call Ken Clark direct on 0121-526 8185. You can also email info@rotronicsbms.com

Iveco flies the flag for truck manufacturing



international premiere at the Show, and will also showcase the latest generation Daily Electric for the first time in the UK.

Iveco is also doubling the size of its Daily ride-and-drive fleet, with visitors able to get behind the wheel of five Daily vehicles over a 20-minute route departing from outside Hall 5. The test fleet will include three Daily vans featuring Iveco's class-exclusive Hi-Matic eight-speed fully automatic gearbox, plus a Daily Natural Power (CNG) and a Daily minibus.

Iveco's presence at the Show will be completed with a second outdoor display focused on the manufacturer's commitment to an SCR-only approach for Euro VI heavy-duty diesel engines.

Under the banner 'Regeneration? No Thanks', Iveco will display an 18t New Eurocargo, Stralis Hi-Way tractor unit and a Trakker 8x4 rigid, each benefiting from Iveco's patented HI-SCR engine technology to meet emissions limits without the need for exhaust gas recirculation. HI-SCR increases productivity as it requires neither driver involvement nor downtime from active regeneration, meaning no fuel is utilised to burn particulates and no energy is lost to cool down exhaust gases.

www.iveco.co.uk
www.iveco-dealership.co.uk

Iveco will exhibit more vehicles than ever before at the CV Show 2016, cementing its position as the only major truck manufacturer supporting this year's industry showcase.

The company will champion its award-winning line-up with a high-profile external display at the entrance to the Show, comprising the New Eurocargo, 'International Truck of the Year 2016'; Daily, 'International Van of the Year 2015' and Stralis Hi-Way, 'International Truck of the Year 2013'. The trio will be joined by a rally-spec Iveco Trakker from Petronas Team De Rooy Iveco – the winning team in the gruelling Dakar 2016.

Inside the Show, Iveco will occupy the significant 780m² **Stand 5F10** at the front of Hall 5, featuring a 7.5t New Eurocargo and at least seven different models of Daily.

The Daily line-up is being selected to highlight the breadth of the 3.5t to 7.2t GVW range, to include panel vans, chassis cabs, a 4x4 model and a minibus powered by the latest Iveco diesel engine technology. Iveco promises a major



Fuel management – back to basics

Most businesses based on road transport are highly competitive, and the most successful ones will be those which have the clearest understanding of their day-to-day operating costs. The information also provides a direct correlation with the operator's carbon footprint. As they say – if you can't measure it, you can't manage it.

Measuring vehicle fuel consumption is fairly straightforward. Traditionally expressed as miles per gallon, or if you prefer miles per litre, it's a calculated figure based on how much fuel is put into a vehicle and the distance it has travelled.

The benchmarks are clear, so that any sudden drop in performance should immediately ring alarm bells. Given that fuel quality is constant, the only variables and potential anomalies (apart from criminal activity) are dependent on the condition of the vehicle and the way in which it is being driven. Factors such as engine performance, correct tyre pressures, excessive idling and driving style will all have some impact upon a vehicle's fuel consumption.

Data capture

For fleet operators who have installed depot facilities, there are four fundamental pieces of information that can be captured as vehicles are being fuelled – the actual vehicle, the person fuelling, current odometer reading and the amount drawn.

Fuel management systems require this information to authenticate the transaction.

There are various methods to identify the vehicle. Data tags are the most common. These are assigned to individual vehicles and are usually carried with the vehicle ignition keys. As an alternative to data tags, Merridale can also support agency cards, data keys or simple use of the pump keyboard to enter vehicle details (registration or fleet number).

Alternatively a fixed ID tag attached to the vehicle can communicate with the fuelling point by using a cabled reader. Of late this method has proved to be an extremely popular and reliable choice in that it prevents any potential swapping and loss of handheld options.

For driver identification and as an additional security factor, the vehicle driver can also be identified by entering a PIN or by means of a key fob data tag or card swipe. Some fleet operators require this function in order to compare the economy performance of individual drivers on different vehicles.

Distance travelled since the vehicle was fuelled previously is based on the odometer reading. This can be entered either manually via the pump keyboard, or obtained electronically by using a vehicle-mounted wireless transducer.

Since the quality of the reports depends on the integrity of this input, the software can be set up to validate the odometer reading. To do this, the new input is checked against the mileage entered for the previous fuelling transaction.

New developments include the integration of the depot fuel management system with odometer or distance travelled data automatically obtained direct from telematics and the tracking company's servers. The final part of the equation – the fuel drawn and date – are recorded on completion of the fuelling transaction.

One major advantage over other devices is that, by measuring the quantity of fuel that has actually been delivered to vehicle fuel tanks, the fleet operator will have better quality and more consistent statistics to work with than by using alternative methods of calculating fuel usage.

Management control

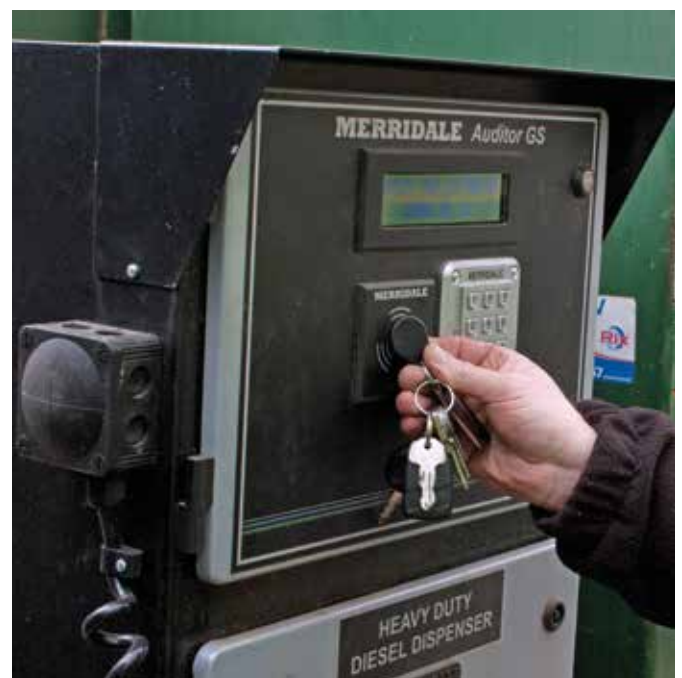
Having captured the data, the basic purpose of the fuel management system is to present this to company managers in an appropriate format. The data can be processed according to different requirements.

Cost accounting needs to be accurate but is not necessarily urgent. On the other hand, a more serious situation highlighting possible malpractice should be addressed urgently and within a restricted distribution.

The web-based reporting service can be set up to provide a management dashboard, with realtime data feeds showing the current status of one or multiple fuelling points. In general the information is organised to suit user requirements.

It can be consolidated as summary reports, available either on demand or scheduled to be delivered on a daily, weekly or monthly basis. Since it is a web service, the information can be accessed from any web browser whenever and wherever required.

For further information on fuel management, ask the experts – the Merridale team on **Stand 4J39** at the CV Show, or check out www.merridale.co.uk now.



Transactions can be authenticated either by v-link cable or a proximity data tag

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PTV Smartour automatically plans orders into optimised journeys

On **Stand 4H28** the logistics optimisation company PTV Group is promoting its route scheduling and optimisation product PTV Smartour to the UK market, explaining how it can cut 15% off current transport costs.

Already hugely popular and effective in Central Europe, PTV Smartour automatically plans orders into optimised journeys, taking into account restrictions relevant to both logistics firms and customers. The software can easily be customised to individual workflow requirements, system environment and complex planning tasks.

Formed in the 1970s, PTV is a global company which has been directly supporting British logistics for five years through its UK limited company. The business here initially focused on adding functionality for telematics solution and supply chain industry providers, helping to manage up to some 300,000 vehicles each day. However, the expansion of its portfolio to offering its powerful scheduling and optimisation solution is a first for the company here.

"PTV Smartour is an automatic planning and optimisation tool which has a lot of flexibility," explains James de Roo, PTV's UK Business Development Director. "It works for pre-combined trips or for pre-planning, offers optimised pre-trip plans even when quantities and journey points vary by the day, while allowing manual scheduling and offering suggestions.



"Among its other benefits, it effortlessly handles differing vehicle profiles, and calculates transport costs, including toll charges and CO2 emissions. And it can work as a standalone or multi-user system, integrating into existing telematics solutions and ERP systems as required."

Many companies have been using PTV's software in the background through its UK partners, including companies like Microlise, Isotrak and the RAC.

Users across Italy, France, Netherlands, Austria, Switzerland and Poland – in all sectors including time-critical healthcare and food distribution – have found that PTV Smartour has helped them better undertake their planning and optimisation despite having widely different requirements. "Everyone's planning requirements vary, but the product can deal with any planning scenario, it's very adaptable and unique," explains James de Roo.



"The savings equate to fewer miles, less fuel used and lower working hours for staff. Our users have found it can mean you don't need as many lorries to undertake all your commitments, so there are significant opportunities to save on fixed as well as variable costs."

Transport managers like PTV Smartour because it is a tool which allows them to work much more quickly and effectively than they would be able to do manually, but it also allows them to integrate all the quirks of their job and learn from them. For example, all transport managers know that certain locations can only take deliveries at certain times, or that a specific-shaped trailer is required to fit into a loading bay. PTV Smartour assimilates these requirements and plans accordingly, speeding up planning and allowing decisions to be taken more quickly.

PTV also stresses that PTV Smartour can cope with the ever-changing nature of logistics. Changes to vehicles or customer orders can quickly and easily be implemented, because all the data and consequences are available. This transparency makes it easier for drivers to carry out their duties error-free, meaning a more consistent service during staff holidays, or when new drivers are engaged.

PTV Smartour also ensures that trip plans comply with regulations. These are not only statutory provisions or social obligations, but rest periods and individual company agreements are also taken into account. And the tool also provides all the numbers required to easily evaluate logistics processes, to ensure that all costs are transparent.

PTV is offering demonstrations at the CV Show, exhibiting alongside one of its partners Microlise, as the two companies celebrate ten years of working together. The demonstration includes how PTV Smartour seamlessly integrates into the Microlise journey management system. Companies interested in using PTV Smartour should note that transport managers only need a short tutorial before using the product and delivering immediate savings.

Compliments are flowing in from blue-chip customers. Herman Gruber, Project Manager of Schachermayer, comments: "Our goal of keeping our logistics systems among the most up-to-date in Europe means that we need technologically cutting-edge software for transport management too – that's where PTV Smartour comes in." Karl-Heinz Becker of DHL puts it simply: "Professional trip planning helped us reduce the number of our trips from 18 down to 14-16. That saves kilometres and protects the environment."

www.ptvgroup.com/en



Mandata unveils its latest connected traffic management applications

Road transport operators looking to drive further operational improvements in their business will be keen to see the latest solutions from Mandata on **Stand 4H38**. The company, which develops integrated transport management software for road haulage operators, is unveiling a range of new products and functionality to streamline and simplify processes for haulage companies.

They include advances in Mandata's flagship product, the Mandata TMS, an integrated transport management system that brings together planning, monitoring, invoicing and reporting. Included are a range of new mobile applications and a new Web Services Manager, delivering tracking, driver behaviour and job progress information all in one place.

New functionality in Mandata's traffic planning Traffic Pad

A product launched at last year's CV Show, Mandata's Traffic Pad includes a raft of new features. It enables planners to take a "control tower" approach to processing large volumes of work, with one-touch functionality designed to give planners a greater level of live detail and functionality on one screen. It gives planners everything they need in a single place, in order to plan effectively without having to look elsewhere for information.

New features this year include an "empty miles calculator", to reduce excessive empty miles between delivery and collection points, and a "vehicle attributes" feature for assigning the correct vehicles to sites.

Fleet of new mobile apps

Other products added to the Mandata product range include a fleet of new mobile apps available on both the Android and iOS platform.

The **Mandata Manifest app** makes sending information to and from drivers easy. Automatic manifest updates are sent straight from the TMS to drivers, and signatures and images of PODs saved back in the TMS, in one seamless, connected process.

This complements the **Mandata Subcontractor App**, which enables jobs to be shared easily with owner drivers, enabling companies to collaborate more closely together.

Adding to its Tracking Apps, Mandata is now offering free to its telematics users, new fleet behaviour Apps – **Mandata SmartDrive** and **Mandata DriverInsight** – which will give drivers and trainers the latest performance scorecards on-the-go, to help promote more positive driving styles.

New Web Services Manager

Mandata is also introducing the Web Services Manager, a new management tool that replaces its current, haulier-facing, Mandata Advanced Services

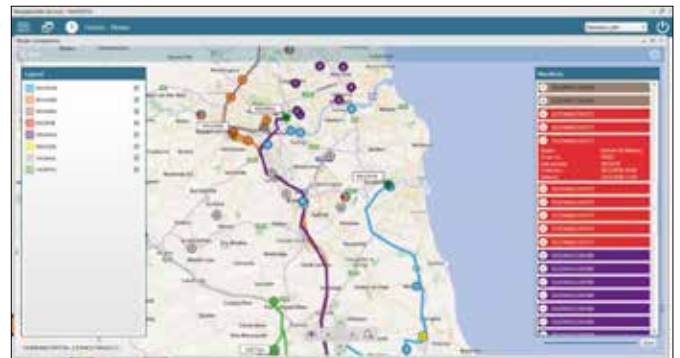
application. It is designed to give planners tracking, fleet behaviour and live job progress information in one place.



Featuring **Via**, Mandata's slick new interface, Web Services Manager treats users to a faster viewing experience across a range of services, including tracking and fleet behaviour.

As well as manifest information job details, collection and delivery addresses and planned routes can also be displayed on maps that keep users informed about fleet and job progress.

Route Comparisons is a neat, new tool which shows historical vehicle journey trails by colour, allowing users to go back in time to see milk runs that overlap, and re-plan to save costs.



Route comparisons in Web Services Manager

New Mandata Via interface

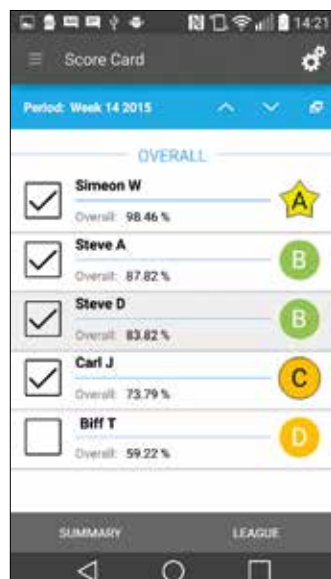
The clean and agile "Via" interface delivers slick screen transitions and floating windows which take on a translucent appearance as the user drills down to see more information. There are common themes and screens, too, between this and Mandata's new mobile applications – making information easier to digest.

The new interface and agility in Via are the shape of more things to come at Mandata, as the company's CEO Mark Norcliffe explains: "The progression of Advanced Services and introduction of Web Services Manager with the new Mandata Via interface is the culmination of some intense 'behind-the-scenes' activity at Mandata in the past year.

"We are continuing to advance our product set to ensure that our customers remain ahead of the times. We utilise the latest programming



Driver Performance app on phone



Driver Training app





Front page of Web Services Manager

techniques and technologies to develop high-performing, secure, ultra-flexible products which not only give reliability, but also add real value to our user base and their customers. There are plans to roll out the new Via interface across the rest of the Mandata product set in the near future.”

New questionnaire add-on

Information-gathering from drivers via their mobile phones is now something that can be done from within Web Services Manager. Surveys can be created for completion on a driver’s mobile phone, and the results displayed in Web Services Manager.

One such application is **Vehicle Checks** – surveys are designed within Web Services Manager, and results from daily inspections showing defects, including images, are automatically updated there.

Offering the same seamless integration with Mandata’s TMS and other add-ons such as tracking, telematics and the new questionnaire module, users are offered a comprehensive set of results live and in one place.

Visitors will not be short of other interesting applications to view including **Mandata’s new Transport Analytics dashboards** – live results displayed on charts which are easy to view and to share.

www.mandata.co.uk



The tridem drawbar chassis features on Wheeler’s new Volvo truck (left) and on their original Scania (right)

Wheeler’s stay right on track with help from VBG

“Tridem” chassis configurations may be in vogue at the moment and be seen as an ideal solution for certain types of operation where access problems can often cause a major headache. Not many operators can claim the experience of this configuration like specialist machinery transporter and installer Wheeler’s Transport based at Bridgwater, Somerset, since 1960 (www.wheelerstransport.com).

Wheeler’s purchased their first Scania tridem drawbar chassis back in 2005 and so were possibly one of the first UK operators to purchase and operate a tridem chassis.

Wheeler’s are also somewhat unique in that they not only build the body but also install the loading crane. Such an undertaking would be daunting to most hauliers but, as Director Bob Wheeler reports: “We need a bespoke truck and know that, by building it in-house, we get exactly the right tool for the job. Our build process, because it is so special and detailed, can take up to two years.”

The introduction of Type Approval could have signalled an end to Wheeler’s self-build enterprise. Yet Bob Wheeler found the solution: “A call to VBG gave me the necessary kit of parts I needed, Type Approval documentation and sound advice along with the fitting instructions.”

VBG has adopted an integrated system approach to the drawbar installation kit (draw beam and side plates) in conjunction with the RUP (rear under-run protection). To date VBG is the only drawbar equipment supplier which manufactures the complete system. Competitors tend to make up a kit of parts from various other suppliers, which can cause problems with approvals and making unrelated parts fit together.

For Wheeler’s specification, the company require only three Type Approval documents to cover all of the VBG parts fitted to the new Volvo drawbar truck.

Wheeler’s Transport have specified and fitted to their new Volvo tridem an air-actuated VBG 575V-2 (50mm) drawbar coupling, DB75V-2 draw beam,

EDK-short end plates and UHAP-2 alloy bumper fitted to the spring-assisted hinged arms.

Bob Wheeler comments further: “VBG provided us with a one-stop-shop for all of our drawbar-related equipment – and gave us the confidence to overcome the fears of Type Approval and the dreaded IVA inspection.”

So, to find out more about VBG’s coupling solutions, come along to their **Stand 4C18** at the CV Show or contact: VBG Sales Ltd. Unit 9 Willow Court, West Quay Road, Winwick Quay, Warrington WA2 8UF. Tel 01925 234 111, fax 01925 234 222, web www.vbggroupsales.eu/en-gb.



VBG’s coupling installation on Wheeler’s new Volvo drawbar truck

Six of the best from Driver Hire in Driver CPC training modules

A dual accreditation course in First Aid is just one of six exciting new Driver CPC training modules being showcased by Driver Hire on its **Stand 4G61** at this year's CV Show. This means that, in addition to completing the hours required for one day of Driver CPC training, delegates have the option to gain a recognised First Aid qualification, which is valid for three years. Other new topics include Vulnerable Road Users, Vehicle and Personal Safety, City Driving, the Highway Code and Spotting Hazards, and Manual Handling.

"Our aim was to offer something fresh and relevant to drivers and employers," explains Richard Armitage, Driver Hire's Training Director. "As with all of our modules, we work closely with industry professionals to ensure that course content is of the highest value. That way, drivers get the most from the time they spend with us on their annual Driver CPC training day. And, of course, employers recognise that cost-effective training improves the skills and professionalism of their workforce."

Driver Hire Training has now delivered over 750,000 hours of Driver CPC training since launching the service in 2010.

Licence checking

Driver Hire recently submitted a Freedom-of-Information request, which revealed that thousands of people are still driving on Britain's roads despite having twelve or more points on their licence! This is just one fact which



The DH Licence Check dashboard

highlights the importance of checking your drivers' licences.

It is likely that an even bigger issue is where people drive vehicles for which their licence does not cover them. Legally, employers must check that anyone working for them who is required to drive as part of their job is qualified and holds a valid licence. Failure to meet this requirement could put an Operator's Licence at risk.



Driver CPC training in action at Driver Hire

Driver Hire's DH Licence Check system delivers the ultimate in quick and easy fleet administration, making licence checking simple and straightforward for employers. Driver mandates, collected online using a simple "eConsent" system, are valid for up to three years, which means much less time spent chasing drivers for paperwork.

"Instant Check" allows employers to check the status of any driver in real time. Employers can also configure DH Licence Check to align with their company's policies and procedures, including the frequency of checks and how infringements are classified.

Online recruitment service

Visitors to the Driver Hire Stand will also be able to see a demonstration of Driver Hire's Agency Management System (AMS). This is particularly useful for large, multi-site organisations who use temporary staff on a regular basis, enabling them to manage all their agency staff requirements online. It includes bookings, timesheet completion and invoice approval.

As usual, Driver Hire will have an extensive range of their free industry information posters for you to take away. There's a wide range to choose from including new "City Driving", "The Daily WalkRound Check", "Speed Limits" and "Manual Handling".

"We're delighted to be back at the CV Show," asserts Chris Chidley, Driver Hire's Chief Executive. "We'll have an expert team on our Stand to welcome visitors. We'll be keen to demonstrate our extensive range of products and services – and show how Driver Hire can help road transport and logistics businesses to be both more efficient and cost-effective."

www.driverhire.co.uk



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Challenge TOTAL to solve your fleet problems and improve your margins!

The Commercial Vehicle Show 2016



TOTAL aren't simply a supplier of lubricants, we are a partner for profit, delivering "Total Fleet Management". Challenge us to prove it at The CV Show on stand 4H75, NEC Birmingham from the 26th to the 28th of April.

www.total.co.uk

www.cvshow.com



The right choice for lubricants





Pertemps focus on training & employing Army leavers & reservists

On Stand 5A141 Pertemps Driver Training will be focusing on their working relationship with the Ministry of Defence. Each year Pertemps design their Stand to represent an area of the logistics industry which as a business they are actively addressing.

On a daily basis they supply over 7000 drivers to clients nationally and are therefore all too aware of the national shortage of commercial drivers. As a reactive and forward-thinking business, Pertemps have developed a working relationship

with the MoD to utilise the skills of Service Leavers and Serving Reservists, with the clear objective of training and employing them in the commercial sector around their reserve duties.

Since 2014 Pertemps have invested in 546 of their own employees, as well as Army Leavers / Reservists through the Pertemps Driving Academy for either licence acquisition or on-road driving assessments. These drivers have now begun their career with Pertemps as professional LGV drivers, working on assignments through

their UK-wide network of over 150 branches.

On their CV Show Stand Pertemps will be exhibiting a military heavy equipment transporter manned by Army Leavers / Reservists who have been through the Driving Academy.

The company will also be displaying their portfolio of other training services from Pertemps Driver Training, such as Driver CPC, On-Road Driving Assessments and Driver Behaviour Awareness.

Courses available include:

- LGV / HGV training
- Driver CPC training
- Forklift training
- Yard Safety training
- Manual Handling
- Speed Awareness
- Licence Acquisition
- LGV / HGV Licence Upgrades
- Incident Management.

Could any of these services be of interest for your own company? If so, contact Pertemps Driver Training at Unit A4, Elmbridge Court, Cheltenham Road East, Gloucester GL3 1JZ, call their hotline 01452 507 737, email driver.training@pertemps.co.uk or visit www.pertempsdrivertraining.co.uk

Total fleet management – lubricants & more on Stand 4H75

In an increasingly competitive climate, keeping your fleet on the road and earning for your business is the overriding priority. Commercial vehicles are exposed to the most extreme driving conditions and also operate in a business environment which demands the lowest operating cost possible. For Total it's not just about lubricants. The company's products are backed up by added-value services to help fleet operators fight back. Total are proactive in developing services that will support your fleet business to use Total Lubricants' products to your advantage.

Fleet management is a unique resource that brings all Total's experience and knowledge together – helping fleet managers by minimising downtime, reducing running costs and making fleet management altogether simpler.

So what can Total offer other than its range of high-quality approved lubricants?

Total Analysis ANAC

Using the pioneering diagnostic system ANAC, Total Analysis checks the condition of the lubricant and calculates the real wear coefficient, in order to provide early warning of maintenance issues and prolong the life of your vehicle and reduce maintenance costs.

Why choose Total ANAC?

With Total ANAC, the full range of oil analyses for all activities and applications help fleet managers to:

- REDUCE operating costs.
- ANTICIPATE and PLAN maintenance operations for the optimal moment.
- INCREASE the lifespan of equipment.
- IMPROVE that equipment's reliability and performance.
- OPTIMISE oil change frequency.

Total ANAC has made a big difference for many Total customers who have used this unique system, benefiting from the company's 30 years plus of experience and 4,000,000 diagnostics. Not only by saving up to £10 for every £1 spent on oil analysis, but more importantly by reducing their fleet operating and maintenance costs, and improving fleet reliability and efficiency – "a proven return-on-investment". So can you afford to ignore Total ANAC within your own business?

Visio Stock – Total Stock Management

By fitting a permanent measuring device in your lubricant storage tank, an automated stock management system (AMS or Visio Stock) automatically monitors the level of lubricant in the tanks via a GPRS communication system and alerts Total when levels are running critically low, reducing the risk of stock-outs and unplanned downtime.

Remote monitoring reduces administration costs and errors associated with a manual stock check and re-ordering process and lessens the risk of tank overfills, with the subsequent cost of clean-up and lost product.

Total Environment

In matters of waste recovery and disposal, Total drive down costs for waste recovery and disposal by negotiation with suppliers for the benefit of customers.

Total Equipment

Total work with specialists in supply and installation to provide a complete range of workshop systems. From initial site survey to installation of bulk storage tanks, pipework systems and dispensing equipment, everything is tailored to your business.



Delivering more

To fleet customers Total are not simply a supplier of lubricants, they are your "Partner for Profit". Total think ahead, help you to adapt to changing needs, assisting fleet managers to improve margins and streamline fleet operations.

So why not challenge Total to solve your problems and improve your margins? Come along and talk to Total on **Stand 4H75**.

www.total.co.uk

Giti Tire showcases mission-matched product portfolio

On **Stand C20**, Hall 4, Giti Tire will debut the expanded **GT Radial GSR225 Combi Road** range, while continuing to promote its growing **GT REE Tread** and **three-peak mountain snowflake (3PMSF)** certified programmes.

These form part of a truck and bus display helpfully divided into long-haul, regional, mixed service, urban and winter operations for a more defined visitor experience.

The **GSR225 Combi Road** multi-use steer axle range has three new 19.5in sizes – 245/70R19.5, 265/70R19.5 and 285/70R19.5 – as well as upgraded load indices for its next-generation 22.5in tyres to further meet Euro VI vehicle compliance requirements, as well as the 275/70R22.5 for today's car transporters.

The **GT Radial** retreading programme, **GT REE Tread**, has recently added size 315/70R22.5 to its **GDR690** range to specifically target UK fleet

operators looking to maximise price per km. The tyre is also available in 295/80R22.5 and 315/80R2.5, alongside the **GTR990** regional trailer pattern in size 385/65R22.5.

Also on the Stand will be the **GTL919** long-haul trailer tyre in 19.5in and 22.5in, **GAU861** all-position urban city-bus, the **GAM831** non-directional, all-position mixed service, **GSW226** winter-marked high-traction steer axle, plus **GAR820** regional all-position tyres.

Tony McHugh, Sales and Marketing Director UK for truck and bus tyres at Giti Tire, declares: "In conjunction with the brand's value-added support services – **GT Assist** and **GT Fleet**, our staff will place emphasis on high-load steer tyres for Euro VI vehicles and our 3PMSF certified products for operators requiring proven winter capabilities across Europe.

"The CV Show has always been an excellent event for the **GT Radial** brand: every year we are proud to display an ever-evolving portfolio of new and next-generation tyres as well as services, which ultimately means our entire mid-range proposition becomes stronger and more competitive."

GT Radial seeks to offer mission-matched product ranges, providing a highly attractive solution for fleet operators who are looking for high-quality products with excellent service back-up.

The new heavy truck and bus products are the result of the company's advanced testing and evaluation programme. What is more, all casings are designed for retreading using both cold and hot processes.

www.giti.com



GT Radial tyres on display at the CV Show include, from left to right, the **GAU861**, **GTL919**, **GT686** and **GSR225**.

Transdek displays double-deck trailers & working vehicle-to-ground lift

Transdek UK will be exhibiting its award-winning, temperature-controlled double-deck **Wedge** trailer, along with its unique **Duet Urban** double-deck trailer, on **Stand 3C98**. The company will also be exhibiting one of its latest vehicle-to-ground (**V2G**) double-deck lifts on **Stand 3B100**.



Designed specifically to carry high-volume, multi-temperature produce on trunking runs, the double-deck **Wedge** trailer is capable of transporting up to 50 standard pallets or up to 90 roll cages, twice the load of a standard single deck-reefer. The trailer was developed to improve supply chain efficiency, for which it won the **Temperature-Controlled Storage & Distribution (TCS&D) Award for Innovation 2015**.

At the CV Show the **Wedge** trailer will feature a temperature-controlled upper deck and ambient lower deck. The trailer allows full-height loading

on both decks and incorporates Transdek's insulated, twin-slide, vertical door system. A four-part sliding insulated curtain on the inside of each deck creates additional thermal integrity and efficiency.

Accompanying the **Wedge** at the show will be Transdek's **Duet Urban** double-deck trailer, which facilitates effective high-volume deliveries to busy city centres. The trailer was developed to meet the growing need for transport efficiencies on last-mile deliveries to urban centres, particularly from grocery retailers.

The innovative **Duet Urban** trailer significantly reduces the number of deliveries per store and provides up to 100% greater load footprint when compared to an 18t rigid truck. This can cut HGV traffic frequency in towns and cities by up to 50% per operation, offering the added benefits of halving fuel consumption and emissions. In addition it reduces noise levels and retail store disruption.

Mark Adams, the Managing Director of Transdek UK, stressed: "The CV Show is a great opportunity for us to showcase the innovative and award-winning features incorporated into the design of the **Wedge** trailer. Show visitors will be able to see at first hand the key advantages and flexible supply chain solutions that our range of **Duet**-based trailers deliver for transport operators."

Also on display will be a working model of Transdek's innovative **V2G** double-deck lifts.

The **V2G** range is supplied as a pre-clad, pre-tested, loadhouse unit, providing a ready-made temperature-controlled and secure environment for the movement of products between vehicles and the warehouse.

The surface-mounted units can be installed in as little as a day, minimising potential disruption, and can be cost-effectively retrofitted to existing sites.

A double **Queen's Award** winner, Transdek's innovative range of double-deck trailers and lifts all have international patents granted or pending.

A member of the **Centre for Sustainable Road Freight (SRF)**, Transdek promotes the widespread use of high-cube trailer fleets as a means of enhancing road transport efficiencies. The company works with some of the UK's largest retailers, service providers and manufacturers to deliver sustainable transport solutions which significantly reduce road miles and associated CO2 emissions.

For more details of the range of **Duet** trailers and double-deck lifts, call **Katie Lovell** on 01302 752 276 or email katie.lovell@transdek.com.

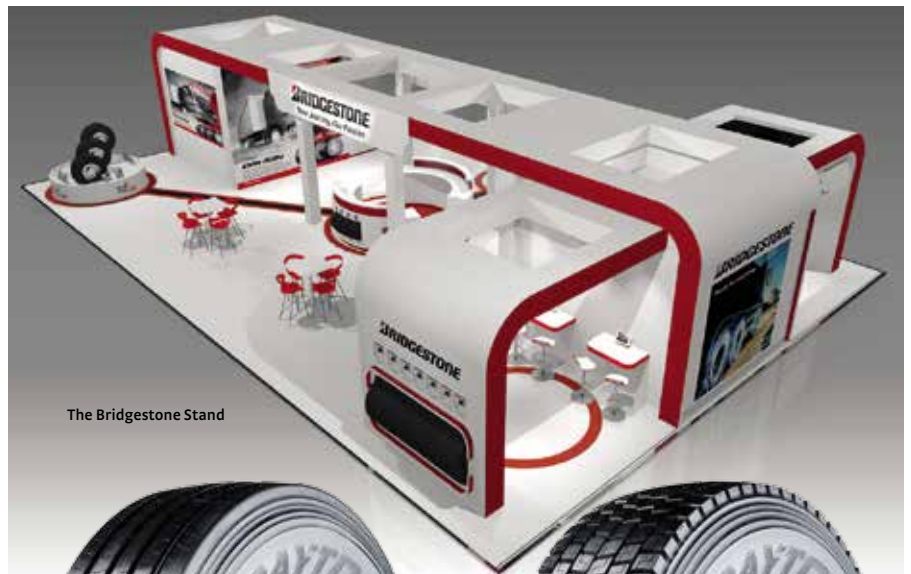
If visitors have any specific issues they wish to discuss, they can pre-arrange an appointment at this year's Show with Managing Director **Mark Adams** or Sales Director **Leon Butler** by emailing brief details with "CV Show 2016" as the subject.



Bridgestone unveils Dayton budget tyre range

Bridgestone is promising to shake up the budget tyre segment with a brand new line-up of quality, good-value truck tyres, courtesy of its Dayton range. Featuring the popular 295/55/22.5 size, Dayton comes with the quality guarantee of the Bridgestone Group and will be unveiled on **Stand 5D30**. Unlike some of its direct competitors, the Dayton line-up of steer, drive and trailer tyres is retreadable, making them even better value-for-money over the long run.

Bridgestone's Commercial Sales Director Greg Ward is keen to stress that the Dayton range is not aimed at large fleets and is positioned at a different end of the market: "Dayton allows us to engage with professional hauliers and certain fleets which might not be in a position to opt



The Bridgestone Stand



From left to right, the Dayton D400T trailer tyre, D500S steer tyre and D600D drive tyre

for our holistic Total Tyre Care package of premium support. The Dayton range delivers consistent quality drivers and meets fleet managers' needs to get the job done safely and efficiently.

"We are confident that the range will provide us with a platform to communicate our premium Bridgestone proposition and create a first impression from which to build, whilst also meeting the needs of our Bridgestone Partner network."

Calling on Bridgestone's advanced production techniques and the logistical backbone of an experienced tyre manufacturer, Dayton is able to cut production costs to deliver made-in-Europe quality at a comparable price point as many of its imported counterparts. But with one important difference – unlike some of the low-cost alternatives, Dayton truck tyres are retreadable, which gives the casing an additional value and extends tyre life.

Dayton is launching its three flagship tyres for the truck segment: the D500S steer tyre, the D600D drive tyre and the D400T trailer tyre, all pictured here.

The Dayton D500S and D600D became available as of September 2015 in size 315/80 R22.5, in combination with the trailer tyre D400T in size 385/65 R22.5. The line-up was extended in February 2016 with the incorporation of the D500S and D600D in sizes 295/80 R22.5 and 315/70 R22.5, covering most popular truck tyre sizes.

www.bridgestone.co.uk/truck-and-bus
www.dayton.eu

Renault looks to build on van sales success

In 2015 Renault LCV sales in the UK reached their highest ever level, and the company will be marking this with a strong presence at the CV Show 2016. Renault's **Stand 5H60** will showcase 11 vehicles that illustrate the diversity and versatility of the manufacturer's LCV offering with themes of design, technology and conversions. The Stand will also provide an insight into the recently introduced Pro+ specialist dealer network, which is set to double in size in the UK by 2017.

On display will be everything from a Master LHL35 RWD with 17m³ of load space, to the Kangoo Z.E electric van and Twizy Cargo. Official conversions will include the Master-based Welbus conversion and the public debut of the 3.5t Master Passenger that can be driven on a normal driving licence. All Renault LCVs come with Renault's four-year, 100,000-mile warranty with roadside assistance.

Renault's Euro VI advancements will be demonstrated by several engine displays, and representatives from Financial Services, Renault Aftersales and Renault iCare will be available to speak to Stand visitors about any finance or ownership questions.

<https://www.renault.co.uk/vehicles/vans.html>

MiX Telematics announces journey risk management solution

On **Stand 4F02** MiX Telematics, a global provider of fleet and mobile asset management solutions across 120 countries, is launching MiX Journey Management, a comprehensive electronic journey risk management solution which integrates with the MiX Fleet Manager platform. The solution is designed for fleet operators seeking an easy



Marc Trollet

and automated way to keep their drivers, passengers and cargo safe and secure, while reducing business risk related to journeys.

Marc Trollet, Managing Director of MiX Telematics Europe, underlines: "MiX Journey Management integrates fully with MiX Fleet Manager solution, in order to manage driver and vehicle performance and safety. The solution replaces tedious, paper-based journey

management processes, as well as the need for operators to develop their own in-house solutions."

Suitable for use in a wide range of transport applications, MiX Journey Management allows operators to manage journeys from start to finish online, instead of using time-consuming and error-prone manual alternatives. Trollet again: "The solution's integration with MiX Fleet Manager is an industry first – and also means customers are exposed to a host of other features to improve safety and efficiency within their business."

By implementing MiX Journey Management, operators are able to apply a proven business process involving journey requests, approvals and realtime monitoring. Features of the solution, in addition to integration, include exception-based notifications, road hazard assessment and robust reporting.

MiX Journey Management addresses journey risk exposure in a broad business sense – from the protection of drivers, passengers and cargo, to business reputation around service quality and compliance factors. The solution even takes into account the impact journeys may have on the environment and the surrounding community.

MiX Telematics supports the notion that forward-thinking operators should



MiX Journey Management

be questioning the need for each journey and eliminating mileage where possible. Those journeys that do go ahead – specifically those over long distances or through remote areas – should then be risk assessed, planned and monitored to allow for maximum safety and efficiency in operation.

www.mixtelematics.com

Advertisers' Index

AS24 (Total Group).....13	Quartix..... Inside Front Cover, 20
Bristol Street Motors - Ford Transit family33	Rotronics Battery Management Solutions 29, 68-69
Cargo Training International Ltd.....59	Seven Telematics Ltd..... 36-37
CarweB Ltd9	SNAP Account.....11, 77
Commercial Body Fittings Ltd.....	Steertrak Ltd Inside Back Cover
..... Front Cover, 3, 21, 42-43	Tennants Distribution Ltd (Greenox brand)71
Commercial Vehicle Show 201665, 72	TimoCom Freight Exchange 13, 18, 19
Continental Automotive (VDO brand).....38-41	TMWare 6, 17
Deker Solutions.....8, 67	Total UK Ltd - Lubricants Division.....
DFDS Seaways51-53 14, 78-79
DKV Euro Service..... 7, 10, 20	Transdek UK Ltd.....80
Driver Hire Group Services Ltd.....20, 76	Truckcom Systems Ltd.....4-5
Eurotunnel.....54	TruckEast Ltd 18, 27, 30
GB Railfreight.....57	Truckware.....16
Giti Tire (GT Radial brand).....80	TruTac Ltd..... 7, 35, 66
GroupAuto (G-Truck & Top Truck).....47, 64	Unipart Autoparts (TTC brand) 12, 25
Lasalign Ltd 22, 26, 46	Unisto Ltd.....61, Back Cover
Mandata..... 31, 74-75	United Pallet Network (UPN).....44-45
Merridale Fuel & Tank Management.....23, 70	VBG Group Sales Ltd 34, 75
Multimodal 2016 (Clarion Events) 48-50	Vision UK Ltd62-63
PTV Group UK Ltd..... 15, 73	Web Boutiques16

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New online Trailer Builder tool from Don-Bur

The new Don-Bur online Trailer Builder tool allows anyone to generate a fully illustrated engineering drawing of their own custom trailer solution. By choosing simple dropdown menu options and altering some basic dimensions to suit individual operations, the powerful technology automatically updates a realtime generated drawing which can be printed or saved.

Don-Bur will also be using the new technology internally. Previously, it could take 30 minutes or more to quickly draft up one potential trailer concept. But now drawings are created automatically in a second, allowing the user to very quickly try alternatives 'on-the-fly' until the optimal solution is reached.

To make life even simpler, there are guidance pop-ups on each section and even a live helper chat function.

Slope is an interesting issue to consider. What is not commonly understood is that any floor slope down at the rear will push the overall height at the front up. This is particularly important when developing solutions where overall height is critical. The new tool calculates slope and the effect on overall height for you!

Accordingly Don-Bur's new Trailer Builder tool can be found at www.donbur.co.uk/trailerbuilder

On **Stand 5A50** Don-Bur will be exhibiting the latest in lifting deck technology incorporating previously unseen innovations.



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- Many products available for next day delivery
- Branded and customised seals available
- 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, transports 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 offer a complete range including single use and reusable seals for a variety of applications for securing goods in transit.



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