

IRELAND'S LEADING COMMERCIAL VEHICLE MAGAZINE

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FULL REPORT & PICTURES:



**fleet** *expo* 2012  
TRANSPORT  
driving the commercial vehicle industry

CAMPION  
INSURANCE  
**COACH & BUS  
SHOW 2012**



## **IVECO STRALIS HI-WAY** **International Truck of the Year 2013**

**INSIDE:** **FIRST DRIVE:** All-New DAF XF **ROADSHOW:** All-New Volvo FH Series  
**URBAN:** Mercedes-Benz Distribution Drive **TIMES PAST:** Steam Power  
**MOTORSPORT:** Dakar 2013 Preview • European Truck Racing Finale

Happy Christmas & Best Wishes for 2013



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## 4 News

• Ford Ireland receives IVOY trophy • More  
biofuels usage planned • Macroom Haulage  
wins Fleet Transport Irish Haulier of the  
Year Award 2013 • Ford Ranger is the best  
Pick-Up • Reynolds Logistics wins top EU  
accolade • 2013 Diary Dates • Actros on  
the rocks – Arocs! • Coillte & SEAI join  
forces with timber hauliers.

## 8 Interview

With Alessandro Mortali, Senior V.P. Iveco

## 10 First Drive

DAF's new XF Euro 6 on test in Spain

## 12 New Fleet

Last of the '12 registrations featured this year

## 14 Urban

Distribution Drive from Daimler

## 16 Fleeting Shots

Mentioning Vroom-Vroom, Mercedes-Benz,  
Renault and Dennison Commercials

## 17 Roadshow

All-new Volvo FH Series on tour around  
Ireland

## 18 Report I

EU Truck Racing Finale in Le Mans

## 22 Briefing

Launch of Supply Chain Logistics Group

## 24 Report II

Campion Insurance Coach & Bus Show, RDS,  
Dublin

## 26 Preview

35<sup>th</sup> Dakar Rally 2013

## 28 Awards

Full report and photos from the Fleet  
Transport Awards 2013

## 35 Fuel Prices + Safety Matters

## 36 Shipping & Freight

News from Ferries and Ports

## 37 Comment

Howard Knott looks at the Irish Rail Report

## 38 Legal

Employee's Road Safety Information

## 40 Finance

Preparing for a Revenue Audit

## 42 Opinion

Progress on all fronts

## 44 Warehousing + 3PL

• New lightweight container  
• Award for Combillift + Dennison Trailers  
• Warehouse crisis in UK?

## 46 Report III

Significant changes to Commercial Vehicle  
testing & Roadworthiness

## 47 LCV

• Contenders for the Continental Irish Van of  
the Year 2013  
• Great Wall Steed launched

## 49 Review

Fleet Transport Expo 12, Citywest  
Convention Centre, Dublin

## 54 Times Past

Steam Power

## 58 Soapbox

High praise for IRHA on securing  
Essential User Rebate



## Like a quality seal: Business with TimoCom

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# Successful launch of Supply Chain Logistics Group (Ireland)



Ireland's Supply Chain industry has received a boost with the launch of the Supply Chain Logistics Group (SCLG). Sponsored by Ulster Bank the event was opened by Chairman Dr. Dermot Carey. Dermot's key message was that he was pleased SCLG has partnered with the National Institute of Transport & Logistics (NITL) on a number of fronts and is fully supportive of its research and educational initiatives. The latter represent programmes of the highest standard for current and future supply chain professionals. Irish industry is still largely fragmented in terms of both systems and information and many challenges remain for all business in the effective development of domestic and international markets and trade. Dermot highlighted the philosophy of SCLG as "Action" and explained how it is currently embarking on establishing a permanent and full-time presence around the world. As part of this global expansion, SCLG Ireland is being established as a permanent body to raise awareness of industry challenges, as well as to influence and support new and improved ways of doing business and enabling change.

As an island wholly dependent on imports and exports, the launch introduced two powerful tools that will enable Irish business expansion with a true global connection of both people and trading entities. Jim Krzywicki, Vice-President, Services WebPort Global who flew in from Boston especially for the event, confirmed the unique tie-in of WebPort Global and The World Trade Council as a key benefit for SCLG Corporate Members. This partnership enhances the potential for Irish business expansion with access to, and visibility of, potential customers on a global scale.

Gerry Ennis, Head of Global Trade Finance at Ulster Bank, and Margaret Carrigan, Head of Sales at Ulster Bank, provided an informative



Cathy Morgan, Ulster Bank; Ed Sweeney, NITL; Dr. Dermot Carey, SCLG & Gerry Ennis, Ulster Bank.

presentation on how businesses can avail of working capital either through the Bank's Supply Chain Financing and/or Invoice Financing initiatives. Their presentations provided insights into practical approaches that firms of all sizes can avail of to improve their financial performance and competitive advantage.

A key observation from the event reinforced the message of NITL's Ed Sweeney in advance of the launch when he stated that "NITL shares SCLG's philosophy in relation to the importance of enterprise integration." It was clear from discussions at the event that Ireland's Supply Chain Community is in need of support as it endeavours to develop its domestic and international trade. It needs to equip its talent pool with world class academic and research resources. This has to be underpinned by - as yet not fully understood - methods of securing working capital financing to support businesses operating in a challenging global commercial environment. Common consensus supported the view that an integrated approach, as advocated by Ed Sweeney and Dermot Carey, will provide tangible and sustainable benefits for those engaged in the design, planning and execution of Irish supply chains. "This is vital if the nation's goal of export-driven economic growth is to become a reality," stated Ed Sweeney in his foreword to the event.

Nigel Devenish, Chief Operations Officer SCLG Ireland extends an invitation to interested parties to join the SCLG Group on LinkedIn.

To learn more about WebPort Global, visit [www.webportglobal.com](http://www.webportglobal.com).



Ed Sweeney and Dr. Dermot Carey



Nigel Devenish, SCLG and Jim Krzywicki, WebPort Global