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## Iveco plans light off-roader's September launch

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**Heavy haulage trailers:** Are people investing? We ask operators and manufacturers their opinions on the state of the market.

**Warehouse security and safety:** What are you protecting and is it cost effective. Is it safe? We look at the investment choices.

# Welcome

## Truck types, prototypes, tyres, and a new National Chairman



“Our six-page tyre feature is all about value for money. We ask how cost effective retreads really are and offer opinions on the Chinese tyre debate”

This month our industry focus is firmly on trucks and tyres. We take a close look at what Daf are offering with their new XF and CF, take the measure of manufacturers' views on the truck of the future, interview MAN UK's managing director, and ask Scania if there is such a thing now as a standard truck spec. And we take the Econic artic prototype on a test run.

Our six-page tyre feature is all about value for money, from new tyre types to technology. We ask how cost effective retreads really are and offer opinions on the Chinese tyre debate.

Our legal and policy news pages concentrate on the changes to the tax regs on overnight allowances, with Jack Semple writing his final policy column before he leaves the RHA in July. We wish Jack all the best in his retirement.

The association's annual lunch in May introduced Andrew Howard as our new National Chairman, and we feature Andrew's first article in this issue. Andrew mentions the need to recruit the next generation into the industry and we have a salutary story from Nagel Langdon's on the training of apprentice driver Emily Powell.

We have information on September events including the autumn conference on the 7th, and details on National Lorry Week taking place between September 11-16. There is a web address included where you can register your interest in hosting an event.

But we have summer first. And while *Roadway* has never had a summer special I think this one comes pretty close.

**Tony Hall**  
Editor

### The team

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#### Editor

**Tony Hall:** 01932 838 913  
a.hall@rha.uk.net

#### Design

**Phil Brooker:**  
www.philbrookerdesign.com

#### Multimedia Reporter

**Louise Heath:** 01932 838 934  
l.heath@rha.uk.net  
roadwayads@rha.uk.net

#### Contributing Writers

**Ian Norwell:** Technical writer  
ian.norwell@hotmail.co.uk

#### Head of Media Relations

**Kate Gibbs:** 01932 838 917  
kate.gibbs@rha.uk.net

#### Key Accounts Manager

**Tim Bostel:** 07824 562 530  
t.bostel@rha.uk.net

#### Subscriptions

**Vicki Longford:** 01733 842769  
v.longford@rha.uk.net  
**12 issues:** UK £42; Europe £54

#### Published by

RHA Publications, The Road Haulage Association Ltd, Roadway House, Bretton Way, Bretton, Peterborough PE3 8DD

**Tel:** 01733 261 131

**National chairman:** Andrew Howard

**Chief executive:** Richard Burnett

#### Regional offices

**RHA Bradford:** 01274 863 100

**RHA Peterborough:** 01733 261 131

**RHA Edinburgh:** 01506 414 073

[www.rha.uk.net](http://www.rha.uk.net)



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# RHA launches funded action against Truck Cartel

## TRUCK CARTEL

The RHA is giving UK haulage and logistics firms, whether they are RHA members or not, the opportunity to sign up to its legal action for compensation against truck manufacturers found guilty of illegal price-fixing.

This is the first fully funded group claim against the truck manufacturers on behalf of affected hauliers.

In July 2016, the European Commission fined MAN, Volvo Group (which includes Volvo Trucks and Renault Trucks) Mercedes-Benz parent company Daimler, Iveco and DAF close to

€3bn (£2.6bn) for price fixing and other cartel activities between 1997 and 2011.

Companies that have purchased or leased new or second-hand trucks direct from manufacturers or dealers from 1997 onwards are eligible to join the claim. During the period the cartel operated, the association believes around 650,000 new trucks were sold.

Early indications suggest compensation could be around £6,000 per truck on average.

RHA Chief Executive Richard Burnett said: "UK truck owners affected by the truck cartel have potentially paid too much for their vehicles over a 14 year period and

“  
Early indications suggest compensation could be around £6,000 per truck on average  
”

we're determined to get a fair deal for them. This is a chance to get their compensation with no risk to their business or finances. As the representative body with sole responsibility for UK road freight operators, we are duty-bound to act on behalf of our members' wishes. They have made it clear

that they feel angry about the truck-pricing cartel and want us to represent them."

Funding for the claim has been secured from Therium Capital Management Limited and After The Event insurance has been underwritten – meaning there is no cost to a haulier joining the claim, or any other risks if the claim is unsuccessful. The claim will be brought before the Competition Appeals Tribunal.

All UK truck owners can join the group legal action at [www.truckcartellegalaction.com](http://www.truckcartellegalaction.com), or contact [truckcartel@rha.uk.net](mailto:truckcartel@rha.uk.net). There will be no cost for hauliers to be part of the group claim.

Richard Burnett



## Leader's leader...

Last month we welcomed members, stakeholders, traffic commissioners, and representatives from organisations such as the Department for Transport, DVSA and Transport for London to the association's annual lunch in central London.

The lunch provides a great opportunity for us to showcase the great work we're doing as an association, but also how vital this industry and our members' businesses are to the everyday lives of the general public. 85% of goods, at some point, will have spent time on the back of a truck and it's fair to say this contribution is not always recognised to the extent it should be.

As well as those from industry press there were a number of correspondents from the national press that joined us, including the *Daily Mail*, the *Daily Express*, *The Sun* and the *Guardian* and all of these are key to conveying a positive image of the industry to the outside world.

We had a great line-up of speakers including Jim Davidson OBE, who gave an update on the work we've been doing with his charity, Care after Combat, and our joint initiative Road to Logistics in partnership with Microlise.

Road to Logistics provides a route to sustainable well-paid employment for individuals from minority groups such as ex-offenders, veterans, the disabled and young people leaving care. Our industry offers a diverse range of opportunities that operate around the clock, so it can accommodate the needs of jobseekers with varying circumstances.

As we know, the industry currently faces a

shortage of 45,000 drivers and relies heavily on an EU workforce – 60,000 drivers currently working in UK domestic haulage are from other EU countries. With the uncertainty of Brexit, Road to Logistics could also help to reduce this reliance.

The RHA's Rod McKenzie also took to the stage to interview LBC's Nick Ferrari in what was a really interesting and insightful discussion about the views of one of the nation's most famous current affairs presenters. Nick clearly recognises the important role this industry plays and we're grateful to him for taking the time to share his thoughts.

Jack Smith – who some of you will know from working with our accounts department – is the lead singer in an up-and-coming band called *Idolising Nova*. He and his fellow bandmates Kyle and Chris did us all proud playing three of their latest tracks to close the event. You can see and listen to some of *Idolising Nova's* work on YouTube and Spotify or download their music on iTunes.

Unfortunately, with the event taking place during *purdah* (the pre-election period) which prevents local and central government from attending and making announcements that could be seen as advantageous to candidates or parties, there were some notable absences. This is really disappointing given that at one point we had a number of senior government ministers and MPs who had all confirmed their attendance, but following the announcement of the general election, had to later send their apologies.

That said, the event went on to be a huge success and I am grateful to everyone involved.

“  
85% of goods, at some point, will have spent time on the back of a truck and it's fair to say this contribution is not always recognised to the extent it should be  
”

# Andrew Howard, RHA National Chairman

The new National Chairman speaks at the RHA Annual Lunch 2017

## ANDREW HOWARD

Introducing himself to members and guests at the Hilton on 25 May, Andrew Howard began his term in office with some words on the importance of our industry to the economy of the nation and the challenges it faces in the coming months and years.

“I am honoured that members of the association have entrusted me with the role of chairman. I trained as a chartered accountant and I also worked in the banking sector before getting involved in our industry some 25 years ago, through our family distribution and warehousing business.

I have developed a passion for our industry, what we all do each and every day, and the important contribution that we all make to UK PLC.

It is worth reflecting what that contribution is:

- Did you know that 85% of



everything that we use comes on the back of a lorry

- Did you know that 1.8 million people or 1 in 15 of the workforce are employed in our industry

- Did you know that our industry contributes £78bn to the UK Economy

- Did you know that we operate 370,000 vehicles

- Did you know that fuel duty

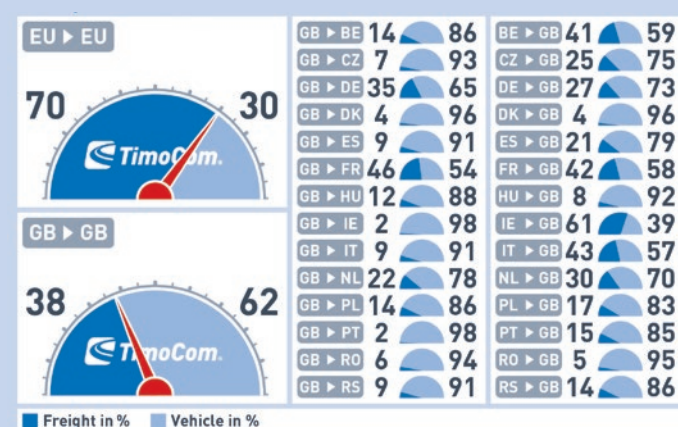
contributes £5.7bn to the Treasury each year.

Our industry faces a number of challenges, and one of these is the driver shortage. We are undermanned by some 45,000 drivers. To help solve this, we need to improve the image of our industry to attract more young people so it becomes a career of choice. We need to improve the diversity of our workforce. We need more women drivers. We also need to ensure that our industry is safe and compliant.

Another challenge is Brexit. We employ some 60,000 European drivers, and we need to ensure we retain them. We also need to retain the free movement of goods at our ports of entry.

I look forward to working with our members and the RHA team over the next two years to continue the work on developing the role of our industry in today's society.”

## European Transport Barometer May 2017



European freight and vehicle provider TimoCom Software and Hardware GmbH has made some of the information generated by its exchange, TC Truck & Cargo, available to *Roadway* readers via its Transport Barometer. Data reflects the freight and vehicle capacity supply and demand situation across all EU member states. The Transport Barometer is also available as an iPhone or Android app.

www.timocom.com

## In Brief

**Crimestoppers** has launched a crime and counter-terrorism awareness campaign called PORTSAFE across the Hampshire ports, including Southampton International Airport and Farnborough Airport.

The campaign is being run in conjunction with Hampshire Police and focuses on the ‘insider threat’. Emphasising the role staff can play, PORTSAFE explains what to look out for to head off what is known as ‘hostile reconnaissance’. The campaign also urges staff to take responsibility for security in their ports and report anything suspicious. This includes any unusual behaviour by colleagues, or unrecognised people in areas where they shouldn’t be. PORTSAFE asks questions such as, “Do you really know who you are working with? Do they demonstrate extreme views, has their behaviour changed?”

Details of PORTSAFE can be found at:

<https://crimestoppers-uk.org/in-your-area/south-east/hampshire-the-isle-of-wight/work-at-a-hampshire-port-stay-portsafe/>

**Border Force** at Heathrow has sent a directive, by recorded post, to all temporary storage operators – ITSF, ITSF [R], ETSF reminding them that they have a duty to prevent illegal working. The directive announces that Border Force will be conducting assurance checks to ensure that all operators are fulfilling their legal obligations.

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# Versatile IVECO Stralis X-Way raises the bar before September launch

## STRALIS X-WAY

The new IVECO Stralis X-Way has been previewed at the company's Madrid plant in preparation for its launch across Europe in September.

IVECO says the Stralis X-WAY will raise the stakes in light off-road missions with the highest payload in its segment. It's Super Loader (SL) version on an 8x4 chassis offers a kerb weight of nine tonnes – the lowest in the industry.

The engine line-up will range from 9, 11 to 13-litre displacement, and IVECO says Hi-SCR engine technology, with no EGR and no parked regeneration, will dramatically cut emissions and increases fuel efficiency while lowering maintenance costs. Fuel reduction technologies will include HI-CRUISE and the SMART Auxiliaries.

The Stralis X-WAY will be offered in a choice of artic and rigid versions, with different axles, suspensions, vehicle setups, engines and transmissions, Hi-Traction hydrostatic drive, a wide range of engines and gearbox PTOs, and on- and off-road homologations. Cab choice will feature AD (Active Day) short cab with low roof, AT (Active Time) sleeper cab with low or medium roof, and AS (Active Space) sleeper cab.

Pierre Lahutte, IVECO Brand President, said: "The Stralis X-WAY breaks new ground in missions that



have very specific requirements. Designed for on-road applications and light off-road mobility, our new X-WAY combines the legendary Trakker chassis strength with all the fuel saving and safety features of the New Stralis. It offers all the performance and comfort benefits of our most advanced long haul on-road trucks like the latest XP, together with the robustness of our toughest off-road vehicle."

The vehicle is manufactured in the IVECO Madrid plant, and will be available through IVECO dealerships across Europe from September. The international launch to the public will take place at SOLUTRANS, the urban and road transport solutions trade show, taking place from 21 to 25 November, at Lyon Eurexpo in France. The Stralis X-WAY will also be competing for the prestigious 'International Truck of the Year 2018' title.

**“It offers all the performance and comfort benefits of our most advanced long haul on-road trucks”**

### Trucks on Twitter

#### Chris Druce @RTM\_ChrisDruce

Transport Committee and AAPG Freight chairman - and haulage supporter Rob Flello - has lost his seat. Bad one for transport there.

#### Duncan Buchanan @RHADuncanB

France to charge €40 for all non-French HGV drivers doing international in and out of France from 2018. Disgraceful discrimination.

#### Tom Ingram @Tomingram80

Having a fantastic afternoon at the @RHANews lunch #RHAAnnualLunch a great event and an awesome reminder of just how vital the industry is!

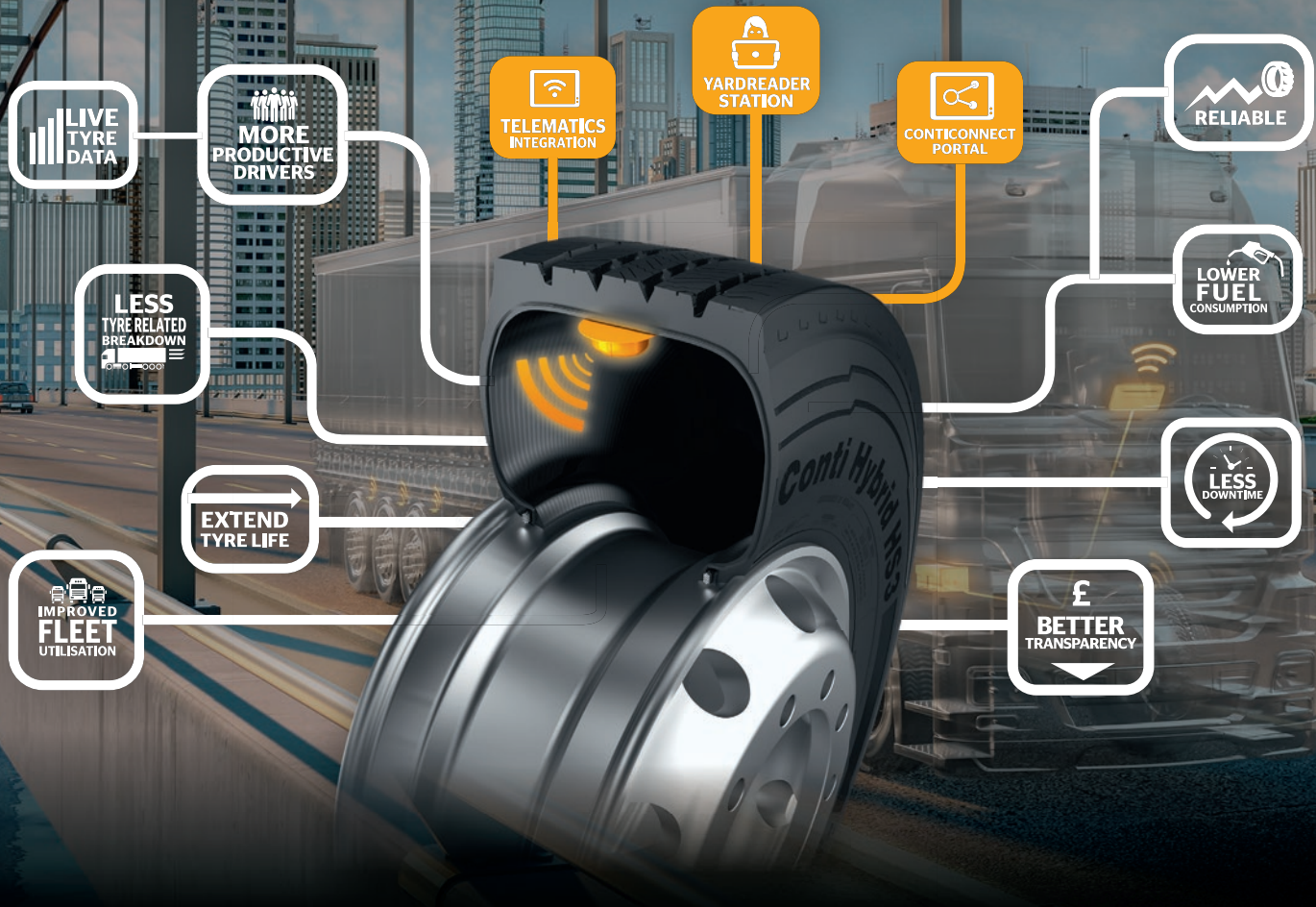
#### Will Salkeld @will\_salkeld

Nick Ferrari articulates the powerful and indispensable role played by the road haulage industry in the UK. #RHAAnnualLunch

#### Charlie Elphicke @CharlieElphicke

Le Touquet Treaty works for France as much as Britain. If axed Calais would again become a magnet for migrants & evil people traffickers





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# Growth surge for the pallet sector

## PALLET SECTOR GROWTH

The Association of Pallet Networks' (APN) latest statistics show another strong start to the year with further growth in the sector.

Paul Sanders, APN Chairman said, "As we start 2017, members are seeing total pallet volumes exceed 5.9 million pallets for the first quarter; these are the highest volumes we've

ever seen."

This figure reveals growth of 7.2% on the same period of 2016, and 11% higher than 2015. "We are seeing no signs of the growth trend abating," Sanders said.

Despite a difficult trading climate, APN members are seeing growth across all their services he explained. "Next day volumes have increased by 7%, economy by almost 7.4%. Within the

pallet size offer, we're also seeing growth: 7% across half pallets, 8.7% for half pallets and 6.5% for quarter pallet volumes.

"Thanks to robust processes and quality operations, this surge in demand hasn't had a detrimental effect on the quality of the pallet sector offer: members' service levels remain high, averaging 97.3% since we began our benchmarking service."

# Scania adds six new Euro VI engines

## SCANIA ENGINES

Scania has expanded the number of Euro VI engines available for its Next Truck Generation. The company's nine-litre engines now come in five different variants. Two are intended for use with FAME (fatty acid methyl ester) biodiesel. Also available is the final member of Scania's 13-litre range, the DC13-149, with 370hp and a Miller camshaft.

Scania now has 12 Euro VI truck engines in production. All share a modular-design and deliver



Scania DC09 nine-litre engine

exceptional fuel consumption figures. The latest generation modular-designed DC09 nine-litre, in-line five-cylinder power unit comes in three different power ranges: 280, 320 and 360 horsepower.

New features include engine management software and upgraded combustion chambers. Oil cooling is now thermostat-controlled, delivering a 1% fuel consumption saving. Additionally, the cooling fan now has a larger diameter and is mounted on and directly driven by the crankshaft, meaning it consumes less power.

## In Brief

The 2017 Microlise Driver of the Year Award winner, Samworth Brothers' Rafal Kolanko, was presented to delegates at the Microlise Transport Conference in May. Kolanko also won the medium distance category. The short distance category was won by Michael Young of Culina; while the long distance category was won by Peter Jones of Chamberlain Transport. Chamberlain Transport also won the Driver Excellence award. The judging panel was made up of Bob Harbey, Executive Director, Microlise; Richard Burnett, Chief Executive, RHA; James Hookham, Deputy Chief Executive, FTA; Steve Hobson, Editor, Road Transport Media, and Nick Welch, Head of Technical Services, RTITB.

The shortlist for the Truck Stop of the Year 2017 competition has been announced:

**Ashford International Truck Stop**, Ashford, TN24 0GB

**Route 74 Truckstop**, Lesmahagow, ML11 0JN

**Lodge Farm Café**, A17, Holbeach PE12 8LT

**Junction 29 Truck Stop**, Chesterfield S42 5SA

**Langrick Railway Station Café**, Langrick, PE22 7AH

**Chippenham Pit Stop**, Chippenham SN15 5LH

**PJM Lorry Park**, Coventry CV3 4PY

**Jacks Hill Café**, Towcester NN12 8ET

The winner will be announced later in the year.

**Midlands & Western Staffordshire sub-region meeting on Monday 24 July 2017**  
**Venue:** The Wayfarer  
 The Fillybrooks, Stone, Staffs. ST15 0NB  
 (Light refreshments available)  
 Start time is 19:30

## The Roadway Archive

MARCH 1968

# RoadWay

## Transport Restrictions Harm Exports

"BRITAIN'S INADEQUATE and outdated transport system is endangering the country's export trade in heavy capital plant, as well as the progress of industrial development at home," says a report issued by the Conference of Heavy Engineering Industries Abnormal Loads Committee.

The document declares: "Unless main traffic arteries capable of carrying single-unit loads of up to 300 tons are provided, and immediate steps taken to strengthen

existing routes connecting the main manufacturing centres and the ports, Britain is in danger of losing its place as a leading industrial nation.

"Centres of heavy engineering industries are becoming dangerously isolated, as transport arteries to construction sites and the ports of shipment for overseas customers have not the capacity to carry the heavy loads which are the life-blood of this technological age."

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# Counter-terrorism strategy is vitally important for the industry

In June, Backhouse Jones Solicitors hosted a counter-terrorism seminar for the transport industry. In the wake of recent events, the message was as stark as its timing. **Tony Hall** reports

## COUNTER-TERRORISM

It is vital for the police and security services to have the assistance and cooperation of businesses and the public in the fight against terrorism. This was the message of the counter-terrorism seminar in Westminster hosted by Backhouse Jones Solicitors in Westminster on 1 June.

Senior representatives and managers from across the transport sector heard senior police officers, Government protective security specialists, and the RHA's Business and Security Manager Chrys Rampley describe the vulnerabilities, threats, and the courses of action that be taken to prevent and prepare for an attack.

This wasn't an academic exercise, as the terrible events on Westminster Bridge, Manchester, and London Bridge and Borough Market have proved. It was a briefing for those on the front lines. As the deputy national coordinator of the UK's Protect and Prepare initiative said, the transport industry hasn't had the necessary awareness on counter-terrorism until now, and as all the speakers pointed out, it is becoming vital that it does. It is not only from the fact that transport vehicles can be used as weapons, but that they operate every day in crowded public places.

Speakers from the National Counter Terrorism Security Office (NaCTSO) explained protecting public spaces means educating the public and the transport businesses that work in them. It means building a culture of



security awareness to meet the threats.

The NaCTSO publishes a range of free guidance on its website audience members were told, to which information directed at the transport sector will soon be added. The NaCTSO also runs Project Griffin it was explained, a counter-terrorism awareness initiative, which offers the opportunity to deliver training to businesses in-house.

Building relations with business is extremely important to government in the work to beat the terrorist, as was highlighted by a speaker from the Centre for the Protection of National Infrastructure (CPNI), who pointed out that the vast majority of the UK's critical infrastructure is privately owned. Business engagement is vital, he said, as is the fact that those running companies can't wait for a threat to manifest itself before taking steps to counter it.

For this reason, CPNI has launched a booklet called 'Passport to Good Security', which includes 20 principles to protect the key elements of an organisation: people, profitability,

and reputation. It means that business organizations, and the people working for them taking responsibility for their own safety. This was a point also made by the Head of NaCTSO, who urged businesses to make and implement a plan to counter and protect themselves from terrorist attacks. To do this, two important elements of an organisation had to be engaged: staff members, and the management who will need to authorise payment for it.

The cost was an issue addressed by NaCTSO who said that before investing in security it was important to ask why. It has to be cost-effective. The solution has to fit the need.

Identifying vulnerabilities was a major theme of Chrys Rampley's presentation on vehicle crime, as was the lack of security in lorry parks. That the crime was organised led NaCTSO to point out that vehicles attacks have the potential to cross over to terrorism.

How a company responds to an attack led NaCTSO to introduce NaCTSO's Project Argus simulation exercise. Designed specifically for the transport

industry, Argus presents a means to assess the reactions and responses to an incident, and provides guidance to operators and drivers of goods vehicles, public service vehicles, and those running vehicle hire companies.

Make security personal to you and your staff NaCTSO said, and the business implications of the failure to do that was brought home by Jonathan Backhouse of Backhouse Jones. Backhouse described some of the results for a company should one of its vehicles be used for terrorist attack. All company records, data and information will be seized, he reminded the room, and it will be unlikely that the vehicle will ever be returned – even if you want it back. The damage to reputation and business relations could be the end of a company. So, said Backhouse, backup all your information, know your staff, secure vehicles and their keys, and always check licenses and agency vetting procedures when employing drivers. Don't cut corners.

*Following the success of the Westminster seminar, Backhouse Jones is looking to arrange future events in the North West, North East, Midlands and South West. Dates are still yet to be confirmed but they are likely to take place in the autumn, at the end of September and throughout October. NaCTSO has launched a new 'Crowded Places' security guidance booklet which can be found at [www.nactso.gov.uk](http://www.nactso.gov.uk) For more information on the CPNI Security Passport see: [www.cpni.gov.uk](http://www.cpni.gov.uk)*

# New Senior Traffic Commissioner appointed

## RICHARD TURFITT

June saw Richard Turfitt take over as Senior Traffic Commissioner (STC). Having been Traffic Commissioner (TC) for the East of England since 2008, Turfitt previously acted as prosecutor for the government health and social security departments, as well as helping to found the Health and Safety Lawyers' Association.

Transport Minister John Hayes appointed Turfitt to the role, and says he is delighted that he will be in the position. Hayes explains, "His knowledge and vast experience means he is well-placed to regulate services



Richard Turfitt speaking at the RHA Compliance Conference 2016

appropriately, and I wish him all the best in this important role."

Turfitt will take over from Beverley Bell, who did not seek

re-appointment at the end of her term as STC.

"Richard has been an unstinting source of support

for me in my time as Senior Traffic Commissioner and I feel comfortable leaving the role in his capable hands," says Bell of Richard's appointment to the position.

Turfitt says of his new role, "There is no doubt that I have a hard act to follow and I want to thank Beverley for her work as Senior Traffic Commissioner over the last 5 years. We have a strong, dedicated team of traffic commissioners and I look forward to continuing that work with them, to support responsible, compliant operators and drivers and focus our scrutiny on those who pose serious risks to safety standards."

## RHA Training

### Do you employ someone who would make a great transport manager?

When choosing a managerial course for your employees, what factors do you consider to be most important? Is it value for money, reputation of the course provider, location and timing of the course, or the pass rate?

If you want your training budget to go the extra distance, you need to go with a provider you can trust. Did you know that 98% of people who undergo RHA training rate their course experience as very good or excellent?

RHA Training offers one of the industry's pivotal courses: the Transport Manager CPC. Lasting ten days, delegates are immersed in the full set of skills enabling them to apply for a Goods Vehicle Operators Licence. With one of the highest pass rates in the UK, the Transport Manager CPC is one of the RHA's most sought after courses.

So what's the secret behind this glowing pass rate and market-leading status? One of the main reasons has to be that the RHA training managers have over 100 years of experience between them, with the vast majority having been employed as transport managers, LGV drivers or both.

Arnold Monk, Head of RHA Training, said: "Our training managers can relate to the people they instruct and quickly gain

the respect and attention of the delegates. We continually develop our courses and are always looking for new and more interactive ways to deliver the content. Our vast wealth of expertise and industry insight means that we are never short of personal and practical anecdotes."

Speaking about the Transport Manager CPC Course she recently attended, Julie Taylor from Breakwells LLP said: "I found the RHA Transport Manager CPC course both hugely interesting and informative. The subjects were delivered with enthusiasm by the RHA Training Manager, David Cooper, who made the content easy to follow and understand. It was clear that he fully understood the challenges we face on a day-to-day basis and was able to illustrate course content using references to his own personal experiences. I can't recommend this course highly enough."

The Transport Manager CPC courses are held at seven locations nationwide with exams taking place four times each year, always on Fridays in March, June, September and December. There are still spaces available at the RHA Training Centre in Peterborough with start dates on 17 and 21 August. Book now to avoid disappointment.



Pictured: Arnold Monk, Head of RHA Training

**For further details, go to [www.rha.uk.net/training](http://www.rha.uk.net/training) or contact us:**

England & Wales **Tel: 01733 261 456** (Mon-Fri) 09:00-17:00

Email: [training@rha.uk.net](mailto:training@rha.uk.net)

Scotland & Northern Ireland Tel: **01506 414 073**

(Mon-Fri) 09:00-17:00

E-mail: [training-sconi@rha.uk.net](mailto:training-sconi@rha.uk.net)

It will probably come as no surprise to you that out of the 400,000 lorry drivers in the UK, only 1,600 – or 0.5% – of these are women.

One of the women working on our roads is 22-year-old Emily Powell. After becoming an apprentice LGV driver at Nagel Langdons Ltd in July 2015, Emily worked hard to become a fully qualified LGV driver, and is now based in the company's Liverpool depot.

Having always had a passion for driving before beginning her career at Nagel Langdons, Emily worked as a taxi driver in Liverpool. Despite enjoying this job, deep down she always dreamt of being a lorry driver.

Emily believes that she is more of an outdoor type who enjoys working on her own and making her own decisions, "So, when the opportunity came up for me to become a driver apprentice I jumped at it as I enjoy driving, travelling and seeing new places, and this job gives me the opportunity to do just that, which is great," she says.

Emily says that she would never like to work in an office, or as a shop assistant. Instead, she loves being an LGV driver as she enjoys meeting new people through her contact with customers. "I never get bored and some of the customers are very nice and interesting," she explains.

Like many apprentice drivers, Emily's wages have steadily increased. During her initial apprenticeship period she got paid £180 a week for 12 months. Once she passed her Category C licence her money increased



# LIVING THE DREAM

Louise Heath reports on a success story from Nagel Langdons



Emily Powell with Dave Grimes, Driver Training Supervisor

to £18,000 per annum, and now she is out on her own undertaking deliveries she is earning £24,000. With two more increases by the end of 2017, she will earn over £28,750.

Alongside the excellent earning opportunities, why should other women consider a job in the transport industry?

"It is an interesting and varied job, every day is different," explains Emily. "The thing I dislike the most is having to get up very early, but that is all part of the job!"

Emily's colleagues have noticed her passion and enthusiasm for the industry. Andy O'Neill, Training and Development Manager at Nagel Langdons says, "Emily has been a great asset to Nagel Langdons, she shows great quality and ability in all that she does.

"The main requirement we are looking for in drivers is a passion for the industry. After all, we can train them in our systems, processes and knowledge specific to a role, but we can't give them genuine interest, enthusiasm or a willingness to work hard, this needs to come from them."

A lack of women in the road haulage industry is a real concern for Emily. "There aren't enough women in this job," she says, "probably because they see it as a male orientated job, which is not necessarily true."

Another issue for Emily are the facilities, or rather lack of them, for female drivers. "The facilities at some depots don't cater for women drivers properly. In fact some places don't even cater for male drivers very well!" she explains.

Despite these problems in our industry, Andy O'Neill remains hopeful for the future. He explains, "The transport industry has great opportunities with the new government levy funding, if we all invest in this wisely.

"I am hoping by having more publicity promoting women and younger drivers in general, we will attract more for the future." ■

“When the opportunity came up for me to become a driver apprentice I jumped at it as I enjoy driving and seeing new places and this job gives me the opportunity to do just that”

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17/08/2017 .....Livingston

**Member: £95.00 Non-member: £120.00**

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New truck models can either make a splash with new cabs, or they can do a root-and-branch job that can often give just as much. That'll be the new DAF XF and CF then. **Ian Norwell** reports from Maastricht

**D**AF chose the CV show in Birmingham to take the wraps off their new XF and CF ranges, and also uncover a new Managing Director for their UK operations. Robin Easton is returning to the UK after running PACCAR operations in India for the last two years, and he takes over the helm from Ray Ashworth, who is retiring after a long career in the industry, with the last eight years running DAF in the UK. Easton inherits a record 30% share of the six-tonne truck market here, and the new XF and CF products look like keeping that trend going.

### Big numbers

Bringing improved fuel economy with new models is a given these days, even in the face of increasing emissions strictures. With no Euro VII yet fully formulated, DAF has had a chance to let their engineers work at efficiencies that they claim will result in a 7% improvement in

## FIRST LOOK

# DAF XF AND CF

fuel performance over their outgoing XF and CF models.

That's some figure – their biggest ever – and it's no surprise that it's come from the cumulative effort of many quarters. As for the legislators, Ron Borsboom, Director of Product Development at DAF, has a message for them about emissions limits. "Don't give us the solution," he says, "give us the problem, and we will give you the solution." It's no surprise that he feels that he and his industry colleagues are the better judges of how that can be achieved. A case in point is that 7% reduction. Where has it come from? Pretty much everywhere.

### Engines

You would expect to see the powertrain at the heart of fuel improvements and PACCAR's MX-11 and MX-13 engines have certainly had an extensive re-working. Down-speeding is the industry trend and DAF is no exception. They have developed new turbochargers, a new camshaft and a new engine brake that forces gases through a single valve, giving extra braking.

Horsepower is slightly up too, with a new range-topping 530hp in the XF's MX-13 engine, and an extra 100Nm of torque. This extra torque is specifically deployed on top gear to allow the drivetrain to hang on longer and cut downshifts. Borsboom says that power-sapping engine auxiliaries have been scrutinised like never before. He told us: "We have made a major move on





parasitic losses. The coolant pump is now a fully variable component that reacts to need intelligently, the air conditioning compressor speed has been dropped, the power steering pump is also variable, as is the high-efficiency oil pump.”

A decreased volume of oil running through the galleries also saves energy. He adds: “Each individual development would not deliver a benefit that you could measure, but my engineering common sense tells me that they are all making a contribution.” Savings in this department amount to nearly half of the claimed fuel economy improvement – 3%.

### Winds of change

The effect of good aerodynamics is no secret, but refinements are always there to be had. Look at the fit of the panels on the new Scania R and S models; the hours spent in the wind tunnel and CFD lab are pronounced. DAF has spent time here too, and they understand that detail matters.

Grille closure, radiator flow guides, and cab split closure are all more tightly engineered than before. The manufacturing tolerances needed on mechanical components can also bring

“**Each individual development would not deliver a benefit that you could measure, but my engineering common sense tells me that they are all making a contribution**”

benefits in wind-cheating. DAF say that a 0.5% win on fuel has come from better airflow management.

However, we are still waiting for a truck manufacturer to delete the external sun visor from their vehicles, and options list. They are notoriously un-aerodynamic, and a tinted strip at the top of the windscreen does the job. Scania didn’t do it, and neither have DAF. They have modified the visors on some models to allow air to escape upward and over the cab, so that’s an improvement, but in our view they need removing altogether.

There are lots of little aerodynamic details elsewhere, like the wheel arch extensions that have been elongated

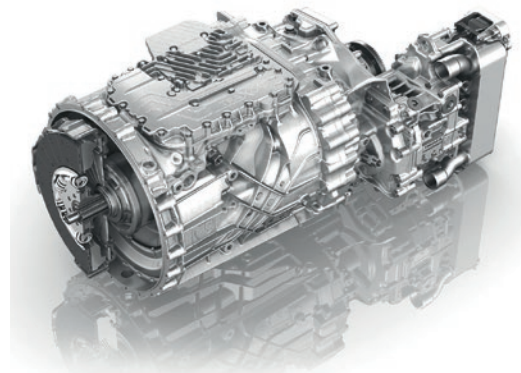


Top: The MX-13 engine boasts a range-topping 530hp and an extra 100Nm of torque

Left: Aero details have been added, such as elongated wheel arch extensions

and slimmed down. The endgame here is a cab that has no seams, closures or angles that the airstream can get hold of, and that’s still some way off. It’s worth remembering that sitting in a quiet cab rolling down the motorway on a sunny day at 56mph, the truck is pushing its way through the equivalent of a Force ten gale.





Top: The TraXon gearbox should improve low-speed manoeuvring

Above left: The revised CF is a nice upgrade on its predecessor

### Gained in transmission

All the remaining components behind the engines have been worked on too. ZF's new TraXon gearbox family hold a big slice of the transmissions market, and DAF have relied on them for years. The TraXon 12-speed direct drive is standard specification on the new CF and XF, with 16-speed overdrive boxes as options.

Phil Moon, UK Marketing Manager for DAF says that he expects around 85% of sales to use the 12-speed unit, with the 16-speed box going to more specialised operators like heavy haulage. The TraXon box will give better low-speed manoeuvring control and faster upshifts. EcoRoll will be deployed more often and more intelligently, and it will be quieter.

Less noise must mean more efficiency, and the cumulative fuel economy benefit from TraXon, new powertrain software and new rear axles is over 3%. Borsboom still feels that a dual clutch transmission is not yet justifiable here. He says: "Shifting speeds on single clutch AMTs are getting faster all the time. I won't say never, but the extra weight and cost of a DC system is not yet justified by any operational benefits." Eco mode is the default, naturally, but depending on the topography surrounding the operating base, there's a nuance of either Eco Fuel or Eco Performance. Worth checking when your truck arrives. ■

## Behind the wheel

We tested three of the new models over a 52km route. Naturally, the strong-selling XF 6x2 tractor was one of them. At 40 tonnes, the 530hp was obviously comfortable and had a long-legged feel. The ease of control brought by the combination of an AMT with adaptive cruise control, engine brake and retarder is superb, and the predictive element is the icing on an already tasty cake.

The new interior trim is certainly DAF, and the quality just seems to keep creeping upwards on each successive model, as it should. Lighting and heating for an overnighing driver are improved with an updated panel in the rear wall of the cab, and we'd also vote for the Xtra comfort mattress. Redesigned instruments and driver-configurable switches all add to a very polished result. The CF has done well too. We took out a 24-tonne tractor. It is a nice upgrade on the current offering, and the experience reminded us that a light tractor is often as better bet in urban operation than a large rigid: at least from the driver's perspective.

DAF have done another good job here. We suspect that new cabs may be coinciding with proposed changes to dimensions regulations, but hauliers who already like the product will not feel that these revisions are any stop-gap. They will get a proper uplift in utility, and if the 7% on fuel comes good, a big buzz on the bottom line.



“The TraXon 12-speed direct drive is standard specification on the new CF and XF, with 16-speed overdrive boxes as options”


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# RHA lunches at the Hilton

The RHA Annual Lunch entertained guests, provided a fantastic opportunity for members to air their views, and highlighted the serious issues in the road haulage industry. **Louise Heath** reports

This year's event was another success. Held at the London Hilton on 25 May, it was the perfect chance for the attendees to mingle with some of the biggest names in the road haulage industry.

The event began with guests being given the opportunity to attend various drinks receptions. Vehicle financing experts Menzies LLP sponsored the She's RHA drinks reception, giving Lesley O'Brien of Freightlink Europe LLP and everyone else involved with the female-focussed initiative a chance to get together. Specialist bank and asset manager Investec also held a drinks reception, along with the Chairman's reception, held in honour of Jim French, the immediate past National Chairman.

It was great to see so many people take time out from their busy schedules and come to support the RHA and the road haulage industry. The event opened with Jim French handing over duties as National Chairman to Andrew Howard of PC Howard Ltd.

## The key issues

RHA Chief Executive Richard Burnett took to the stage to discuss the key issues in the logistics industry this past year and the steps being taken by the Association to tackle them. Challenges include the driver shortage, the need to change the image of the industry, and Brexit. Richard Burnett also announced the retirement of Jack Semple, Director of Policy, who has helped influence a lot of changes to policy in our industry over his years of service to the association and its members.

Gary Forster joined our Chief Executive to be presented with



a cheque for Transaid, totalling just over £4,500. The money is going to a great cause, and will hopefully help to improve roads, driver training and vital healthcare services in Sub-Saharan Africa.

## A perfect platform

The charitable theme continued with Jim Davidson OBE, Chairman of Care After Combat providing an update on how the charity was helping ex-servicemen retrain as lorry drivers, which was very heart-warming to hear.

RHA's Annual Lunch provides the perfect platform for members



to discuss their key concerns about the road haulage industry. The driver shortage was a hot topic, along with the impact that Brexit could have on our sector.

"I think one of the largest problems we have is recruitment to the industry and making our industry attractive to new people," said Steve Gray, Commercial Director for RCS Logistics. "Clearly there's an issue with drivers at the moment, so it's what we do to address that, it's how we attract new blood into the industry."

This was echoed by Steve Ward, Managing Director of Ward Bros (Malton). He commented, "My main concern is driver retention, at the moment we've got a serious problem. With the EU situation particularly I think we will lose a lot more drivers."

How to go about changing the image of the road haulage sector was one of the topics covered

**The driver shortage was a hot topic, along with the impact that Brexit could have on our sector**

when talented broadcaster Nick Ferrari was grilled by Rod McKenzie, RHA's Director of Marketing, Communications and Public Affairs. The question and answer session definitely provided some food for thought for the audience.

#### **An invaluable event**

The Annual Lunch was a great opportunity for the RHA to speak directly to members to find out their thoughts about their views on their association. It was

fantastic to hear the positive things that members had to say. Paul Burridge, Director of R Swain & Sons, said: "We see the benefits are the advice that we get, the support that we get, but most importantly the representation of the industry at government levels and all levels down from that."

As well as highlighting these serious issues, the event was also a celebration of the haulage industry. The guests laughed along with comedian Ed Byrne, who has appeared on Mock the Week and Have I Got News For You.

BTCC racing superstar Tom Ingram attended the event and was on hand to present a prize of four BTCC tickets to lucky winner Jason Cooper. The RHA are very proud to sponsor Tom, and it has been fantastic to see him come top of the podium this year.

The band Idolising Nova closed

the lunch, and with lead singer Jack Smith working as Finance Executive at the Association, it was a great way to end the lunch whilst supporting the RHA.

Apart from all the great entertainment, why should you attend the RHA Annual Lunch?

Steve Gray, explained: "The lunch has been a really good forum for us to get together. Unfortunately, we're all in a busy industry but to make the time to come out and meet people within the industry and exchange views and just generally discuss what is happening in the industry on a day to day basis is invaluable really and very worthwhile."

This idea is shared by Barry Jordan, Managing Director of Axle Haulage Ltd. He said, "The lunch is great, I thought it was super and it's a great way to network and to talk to fellow members and discuss issues that affect everybody in the industry."

## National Lorry Week 2017 is coming

Don't forget to visit [www.lovetheorry.co.uk](http://www.lovetheorry.co.uk) to register your interest in hosting an event to promote our vital industry to the next generation. Get involved from 11 – 16th September and use this opportunity to highlight opportunities within this sector.



**RHA**

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Andrew Howard of  
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Unit 5, Blaris Industrial Estate  
Lisburn  
County Antrim  
BT27 5QB

### David McCutcheon

Bullet Express  
99 Bailleston Road  
Glasgow  
G32 0TF

### Andrew Malcolm

The Malcolm Group Ltd  
Brookfield House  
2 Burnbrae Drive  
Linwood, Renfrewshire PA3 3BU

## MIDLANDS & WESTERN

### Andy Jenkins (Senior Vice Chairman)

SE Davis & Son Ltd  
Sandhills Farm  
Edgioake Lane  
Astwood Bank, Redditch  
B96 6BG

### Bill Hockin

William C Hockin (Transport) Ltd  
Gratton Way,

Roundswell Business Park  
Barnstaple  
Devon  
EX31 3NL

### Steven Zwinkels

NV Transport Ltd  
Leythorne Nurseries  
Vinnetrov Road  
Chichester  
West Sussex  
PO20 1QB

## NORTHERN

### David Bratt

David Bratt & Sons  
(Haulage) Ltd  
102 Grove Lane  
Cheadle Hulme, Cheadle  
Cheshire  
SK8 7ND

### Lesley O'Brien

Freightlink Europe LLP  
Low Moor Business Park  
Common Road  
Low Moor  
Bradford  
West Yorkshire  
BD12 0NB

### Jim French (Past National Chairman)

PD Portcentric Logistics  
17-27 Queens Square

Middlesbrough  
TS2 1AH

## SOUTHERN & EASTERN

### Andrew Macrae

XPO Maintenance UK Ltd  
Sir Thomas Longley Rd  
Medway City Est.  
Rochester  
Kent  
ME2 4SQ

### Andrew Howard (Chairman)

P C Howard Ltd  
West Hay  
Stamford Road  
Kingscliffe  
Peterborough  
PE8 6XX

### Jim Dodd

Jim Dodd Haulage Ltd  
3 Harcourt Road  
Dorney Reach  
Maidenhead, Berks  
SL6 0DT

### Tim Slater (co-opted)

Chief Executive  
NHS Supply Chain  
West Way  
Cotes Park Industrial Estate  
Alfreton, Derbyshire  
DE55 4QJ

## Contacts

### RHA HELPDESKS

**England & Wales:**  
01274 863 100  
**Scotland & Northern Ireland:**  
01506 414 073

### BUSINESS UNIT NORTH

**Business Unit Director:**  
Martin Reid – m.reid@rha.uk.net

### RHA SCOTLAND & NORTHERN IRELAND

Kirkton House, 1 Allen Road,  
Livingston EH54 6TQ  
**Tel:** 01506 414 073  
**Fax:** 01506 412 335  
scotland-northernireland@rha.uk.net

**Regional Operations Manager:**  
Brian Kenny: b.kenny@rha.uk.net

**Area Manager:**  
Louise Moules: l.moules@rha.uk.net  
07826 938 322

**Training Manager:**  
Brendan Walshe: b.walshe@rha.uk.net  
07468 862 817

**Compliance Manager:**  
p.glancey@rha.uk.net (Scotland)

### RHA NORTHERN

Roadway House, Little Wood  
Drive, West 26 Industrial Estate,  
Cleckheaton, Bradford BD19 4TQ

**Tel:** 01274 863 100  
**Fax:** 01274 865 855  
northern@rha.uk.net

**Regional Operations Manager:**  
p.snowden@rha.uk.net

**Area Managers:**  
j.marriott@rha.uk.net  
m.dodds@rha.uk.net  
r.binns@rha.uk.net

**Compliance Manager:**  
b.dibb@rha.uk.net

### BUSINESS UNIT SOUTH

**Business Unit Director:**  
Steve Barry – s.barry@rha.uk.net

### RHA SOUTHERN & EASTERN AND MIDLANDS & WESTERN

Roadway House, Bretton Way, Bretton,  
Peterborough PE3 8DD

**Tel:** 01733 261 131  
**Fax:** 01733 332 349  
southern-eastern@rha.uk.net

**Regional Operations Manager (M&W):**  
Rhys Williams: r.williams@rha.uk.net

**Regional Operations Manager (S&E):**  
Linda White – l.white@rha.uk.net

**Area Managers:**  
d.scott-smith@rha.uk.net (S&E)

p.scotney@rha.uk.net (S&E)

t.cornwell@rha.uk.net (S&E)

s.higgins@rha.uk.net (M&W)

s.priest@rha.uk.net (M&W)

w.salkeld@rha.uk.net (M&W)

**Compliance Managers:**  
s.mead@rha.uk.net (M&W)

c.scott@rha.uk.net (S&E)

## Centurion Scheme draw winners

### CENTURION SCHEME

### The results for the May Centurion scheme draw are:

First Place (£125).....**Mr John Goodier**

Second Place (£75).....**Mr Ken Bowker (WH Bowker Ltd)**

Third Place (£50).....**Mr G S Abel M.B.E.**



# RHA at the Tip-Ex and Tank-Ex show

## NORTHERN

After the usual quiet start on Thursday morning things got into full swing at the 2017 Tip-Ex and Tank-Ex show, held again at the Harrogate Conference Centre and Majestic Hotel.

The RHA stand was manned by Malcolm Dodds and Phil Snowden from the Northern region, Mike Cunningham from Legal Services, and Caroline Wattleby from the

truck cartel team. The stand was well equipped for the many and varied conversations from visitors new and old. It's always great to see the familiar faces and touch base with them.

Saturday had a more of a family feel with many younger visitors attending the show. Hopefully these engaged youngsters are our industry's next generation. The weather was good in the main, which is always

a bonus as a large number of displays are held in the grounds of the Majestic hotel and nearby Crescent Gardens.

It was another worthwhile event for the Association with all leads generated now followed up.

We will be back at the Majestic Hotel for the Northern Regional Dinner Dance, this year being held on 18 November, more details can be found at [www.rha.uk.net/events/northern-region-dinner-dance](http://www.rha.uk.net/events/northern-region-dinner-dance)

## Derek Witcher 1933 – 2017

### OBITUARY

Derek joined the RHA in the mid-70's after a career in journalism. He began as Press Secretary, and was interviewed by the likes of Frank Bough and Jeremy Paxman in this time.

Later in his RHA career Derek became Company Secretary staying in post until he retired in 1996. He returned for a couple of years to look after the Benevolent Fund, in addition to which he wrote a monthly column in *Roadway* called *Witcher's World*, in which he travelled around the country interviewing members. Derek was also responsible for a lot of the content in the RHA's 60th

Anniversary publication.

Derek loved working for the RHA, mainly because of the people he worked with and the good friends he made, some of whom he stayed in touch with until the end.

Derek left London seven years ago and moved to Lytham St Annes. He enjoyed his time in Lytham, having more time to indulge his love of music: he played piano, sang in various choirs over the years, and loved to go to concerts. His love of roses led to him spending many hours in the garden. He leaves his partner, brother, nephews and great nieces.

The funeral was held at Lytham St Annes on 15 June.



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Lesley O'Brien, Managing Partner, Freightlink Europe LLP



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# Luxembourg – posted worker declaration

## INTERNATIONAL

Further to the group Bulletin on a new law on the posting of workers in Luxembourg, the new provisions bring a number of obligations especially to foreign transport operators posting workers to Luxembourg. These include pre-registration, the requirement to keep documents on board of the vehicle, and the need to appoint a representative in Luxembourg.

Apparently only pure transit operations are exempted.

The IRU and Luxembourg association has been contacted to complain about this requirement.

You will find relevant information under:

<http://bit.ly/2sAopCx>

To register, go to: <https://guichet.itm.lu/edetach/> and a

user guide has been attached.

The registration process asks for boxes to be completed where there is a \*, and will require the uploading of various documents.

## Germany ban on 45-hours rest in cab – update

### INTERNATIONAL

The German association BGL has confirmed to the IRU that the ban on spending the regular weekly rest in the cabin came into force in Germany on 25 May.

Summary of the details:

- The law prescribes that the regular weekly rest may not be spent in the cabin;

- Suitable sleeping facilities must be available to drivers at the place where they do spend the rest;

- Any situations, “forcing the driver to stay in the vehicle’s immediate proximity or lacking a bed that can be used by the driver outside the vehicle” cannot be considered as suitable sleeping facilities, as they do not allow for thorough regeneration of the driver;

- In case a driver is found spending his regular rest in the cabin or in another place which is not equipped with the suitable sleeping facilities, this will be considered as not taking the regular weekly rest at all (proportionally);

- Fines are therefore identical with those that apply if a driver

has completely omitted to take a regular weekly rest:

- For the driver – €60 per hour of falling short of the rest;
- For the transport operator – €180 per hour of falling short of the rest, due to the fact that the company failed to follow the law

The law can be consulted here (only in German):

<http://bit.ly/2sAmv1F>

The IRU Secretariat in co-operation with the German associations is monitoring the situation continuously and will inform the members as soon as new (and officially confirmed) information is available, especially on the way these new provisions will be controlled and what evidence the driver/haulier has to present.

## Early bird booking now open for RHA Autumn Conference 2017

**Back for its fifth year, the RHA Autumn Conference is taking place on Thursday 7 September at Edgbaston Stadium, Birmingham.**

Last year’s event, known as the RHA Compliance Conference, saw over 300 delegates hear from a selection of fascinating speakers including the now Senior Traffic Commissioner, Richard Turfitt; Chief Executive of the DVSA, Gareth Llewellyn; and Mark Frampton from HMRC. If you’re a road haulage manager, director or owner and have direct responsibility for compliance and operations, this is a must-attend event.

As the UK’s only organisation dedicated to road haulage, the RHA has a duty of care to each of its 7,000-plus members. Whether they are owner-drivers or fleet operators, the association can identify with the challenges that each of them faces in terms of Brexit, compliance, operational costs, combatting the driver shortage and training opportunities via the Trailblazer Apprenticeship scheme.

This year’s Autumn Conference promises an even more comprehensive line-up of speakers and industry experts, as well as the



return of an exhibition area, showcasing the latest offerings from leading road haulage and logistics suppliers.

### Book now to get early bird discount!

Book your place for this year’s Autumn Conference by 31 July for the discounted early bird rate of £95 + VAT for RHA Members and £120 + VAT for non-

members\*. For more information and to book your tickets, go to [www.rha.uk.net/autumnconference](http://www.rha.uk.net/autumnconference) or email [autumnconference@rha.uk.net](mailto:autumnconference@rha.uk.net) or call: 01509 631 530.

*\*After 31 July, RHA Autumn Conference will be at the regular price of £120 + VAT for RHA Members and £145 + VAT.*



## RHA Helpdesk questions of the month

Dealing with more than 21,000 calls a year, the RHA Helpdesk is on hand to assist members with any queries or concerns they may have, helping them to operate in a compliant and efficient way

### RHA HELPDESK

**Q. My driver worked Monday to Saturday last week, can he work Saturday again this week?**

**A.** The regulations state that a driver must start a weekly rest period no later than at the end of six consecutive periods of 24 hours since the end of their last weekly rest period, so he can work

Saturday. It is the weekly rest that is important in this question, as he must take at least one full rest in any two fixed weeks. This means that if he had a reduced weekly rest last week as a result of working last Saturday, he MUST take a full weekly rest of 45 hours this week once he has finished this Saturday and before starting again on Monday.



**Q. I have received papers from the Traffic Commissioner calling me to a Public Inquiry next month in relation to using an unauthorised operating centre. I am worried I will lose my O Licence. What should I do?**

**A.** You have been in the Legal Services Scheme for at least three months so you are fully covered for representation at the Public Inquiry. I will contact

our solicitors now who are road haulage experts and a solicitor will call you back within 90 minutes and arrange representation at the Public Inquiry (PI) at no additional cost to yourself.

They will assist you before and during the PI, and I will contact your area manager who can also visit you to assist with compliance and preparation.

## Autumn member briefings – dates and venues

### NORTHERN

<b>Monday 9 October</b> .....	Victoria Hotel, Hollinwood Avenue, Chadderton, Oldham OL9 8DE
<b>Wednesday 11 October</b> .....	RHA Regional Office, Little Wood Drive, Cleckheaton, Bradford BD19 4TQ
<b>Monday 16 October</b> .....	Consort Hotel, Brampton Road, Thurcroft, Rotherham S66 9JA
<b>Wednesday 18 October</b> .....	The Angel at Topcliffe, Long Street, Topcliffe YO7 3RW
<b>Monday 23 October</b> .....	Roundthorn Country House, Beacon Edge, Penrith CA11 8SJ
<b>Wednesday 25 October</b> .....	Samlesbury Hotel, Preston New Road, Samlesbury, Preston PR5 0UL
<b>Monday 30 October</b> .....	Holiday Inn A55 Chester West, Westbound A55, Chester CH7 6HB
<b>Wednesday 1 November</b> .....	Mercure Hotel, Grange Park Lane, Willerby, Hull HU10 6EA
<b>Monday 6 November</b> .....	Durham County Cricket Club, Riverside, Chester-le-Street DH3 3QR

All briefings commence at 7pm and should be wound up for about 9pm.

### Member Services

The Road Haulage Association is continually enhancing its portfolio to offer quality, professional services tailored to members' needs. We work hard to deliver best-in-class commercial services for our members.

**RHA Training: 01733 261 456 (Eng & Wales) 01506 414 073 (Scot & NI)**  
training@rha.uk.net

Our popular courses offer some of the most respected freight transport and logistics training in the UK.

**RHA Compliance Services: 01274 863 100** helpdesk@rha.uk.net

From contracts of employment, operator licence applications and compliance audits, the RHA has a range of services to ensure your operation is compliant.

**RHA Analysis: 01733 842 777**  
enquiries@rhaanalysis.uk.net

Our fully web-based automated digital tachograph analysis reporting system has no hidden costs and is a must for all operators.

**RHA Shop: 01733 263 434**  
rhashop@rha.uk.net

With over 800 haulage-related products at competitive prices and delivered quickly, this truly is a one-stop shop.

**RHA Legal Services: 01274 863 100**

A legal advice and support service exclusive to RHA members. For a subscription fee (calculated by fleet size) the scheme provides legal advice, assistance and representation from suitably qualified lawyers for employment, regulatory, and defence of prosecutions.

**FR8 Haulage Insurance: 0151 600 2295**  
hello@fr8insurance.co.uk

Competitive, industry leading insurance and risk management solutions tailored for the transport, haulage and logistics industry.

**RHA Fuel Card: 0845 270 1612**  
www.rhafuel.co.uk

A consistently competitive fuel price is provided weekly at strategically located refuelling outlets across the UK.

**RHA Vehicle Inspections: 01274 863 100**  
helpdesk@rha.uk.net

This independent service provides users with peace of mind. Services include: PMIs; garage and vehicle audits; pre-purchase inspections, and end-of-lease inspections.

**RHA Health & Safety: 01274 863 100**  
helpdesk@rha.uk.net

A new and exclusive member service offering industry specific safety support services from leading health and safety consultants.

**RHA Rescue:**  
Register: 0800 840 0838  
Breakdown: 0800 622 765

Register first for a pay-as-you-go service that caters for all vehicles you and your staff own or operate, at home or abroad.



**Jack Semple**, RHA Director of Policy provides comment and news on the RHA's campaigning and policy work, and current relations with HMRC

Any comments? Please email: [campaigning@rha.uk.net](mailto:campaigning@rha.uk.net)

# RHA Workshops at Microlise

## IN HIS FINAL POLICY PAGE, JACK SEMPLE GIVES A RUN-DOWN OF RHA POLICY'S WORKSHOPS AT THIS YEAR'S MICROLISE CONFERENCE

Congratulations to Microlise for hosting its transport conference in May attended by well over one thousand delegates. It was a great success.

RHA Policy put on what was in effect a mini-conference before and after the event in the main hall. It drew rather smaller numbers but was the same length and seemed to go down very well with those who did attend.

The three speakers were me and my two Deputy Policy Directors Duncan Buchanan and Colin Snape. Together, we

put on almost three hours of presentations at the RHA area.

Subjects included the unresolved tax chaos created by

**“ RHA Policy put on what was in effect a mini-conference before and after the event in the main hall ”**

HMRC regarding the new overnight allowance and the progress in bogus self-employment, in which HMRC and the TCs are now collaborating, as proposed by the RHA. (In the main conference, Senior Traffic Commissioner Beverley Bell made a helpful reference, stating that operators “should not be pretending drivers are self-employed when they are not”.)

We covered the RHA's proposal to the Department for Transport, DVSA and the TCs that all operators should be audited – and

## RHA blasts HMRC in Treasury note

Relations with HMRC went from pretty bad to even worse during the general election period. Never in my ten years of dealing with central government have I experienced such an unsatisfactory engagement with them. It's not the decision, bad though that was, but the way it was made and implemented.

The general election disrupted our lobbying plans but these are now getting back on track – less, sadly, certain MPs failed to win their seats. HMRC failed, repeatedly, to clarify points of glaringly conflicting advice. It also cancelled a meeting, which it had arranged at the request of Financial Secretary Jane Ellison notwithstanding the purdah rules, only to then cancel.

Jane Ellison failed to win re-election but her successor, Mel Stride, will already have heard from us by the time you read this, both from the RHA and from our members' MPs. If you would like a specimen letter, please email me.

Meanwhile, we will be lobbying members of the Treasury Select Committee and have responded to HM Treasury's consultation on employee expenses. The full response is online but here are some elements:

Employers followed industry-wide practice. The system was well understood by employers and drivers, until HMRC replaced this clarity with tax chaos in April 2017.

### Poor guidance

Employers considered whether the driver was genuinely away from base and in a subsistence position and likely to be incurring costs, and they should have had an agreement with HMRC in place. Those requirements were non-controversial. Since April 2017, they have, additionally, been required to carry out random sampling of receipts that show costs properly incurred in line with HMRC guidance.

HMRC guidance regarding

these checks has varied wildly from one firm to another and frequently contradicted HMRC policy. Gov.uk states, and the RHA was told, that random checks must show that the allowance paid does no more than reimburse the costs incurred (in line with what is allowable); yet firms have been advised that receipts for just 20% of the allowance, or arguably much less than that, are acceptable. HMRC is thereby creating different costs basis and unfair competition in a highly competitive market.

MPs who have written to HMRC on behalf of haulage constituents have been told that the system is flexible, to allow firms to adopt a system that suits them – a position we regard as patently ridiculous. HMRC inspectors are interested only in whether what has been done meets HMRC requirements, and these should be set out in a way that is clear and straightforward.

Employers have adjusted this unwelcome change in several

I am delighted to say that all but one in the audience voted that the idea should be taken forward. This reflects a very positive response from members around the country. Delegates seemed really

engaged by the idea of National Lorry Week, the need to promote the industry to the public and to opinion formers – and most knew someone who would be good at going into schools to talk about

transport, and enjoy doing it.

The new, government-funded apprenticeships were given an airing and it was instructive that a couple of training providers had not appreciated that they include training to drive artics (C+E). That change, which the RHA won in late 2016, was described by one as “a game-changer”. It took

a bit of time for Gov.uk to update their website, but that has now been done.

We also covered Brexit, roads, and air quality.

From my point of view, it was great to see Duncan and Colin in action, absolutely on top of their subjects and to see the audience well engaged.



## And finally...

This is my last policy page in *Roadway*, as I retire from the RHA at the end of July. This column has run for more than ten years – and more than 100 issues of the magazine.

It has been my privilege to work as Director of Policy. It has also been a pleasure, and for that I must thank many people – RHA Board and regional council members, many individuals from RHA member firms for their ideas and information, journalists for their attention to fair reporting, officials from government and other stakeholders, and above all my colleagues at the RHA.

ways. Many have decided that a) the burden of administration b) the risk of non-compliance and c) the HR burden created when drivers’ fail to produce receipts to the extent that meet the (unclear) requirements, combine to mean they abandon the RHA/HMRC overnight allowance system.

In these cases some have:

**1.** Chosen to protect the net earnings of the driver by themselves paying the tax and NI, or **2.** Chosen to deduct the tax and NI, so reducing the drivers’ net earnings. In this case, they have told the drivers to blame the government and urged them to claim back the tax on expenses through P87 at the year-end.

We anticipate that thousands of drivers will be brought into self-assessment for the first time as a result, and they will be unable to claim back the NI element, so they will still have reduced net earnings.

We note that in the introduction to this call for evidence there appeared to be concern at the growth of P87

claims. HMRC’s ill-advised new requirement regarding lorry drivers’ overnight allowance adds to the burden on HMRC and on drivers.

In paying the allowance, haulage employers consider what is reasonable, affordable, and what has been agreed in the RHA/HMRC agreed rate, plus issues regarding red tape burden, HR burden, compliance risk and absence of clarity from HMRC.

### Allowance uncertainty

Employees receiving a cash allowance do not claim for relief on expenses. The allowance is deemed to cover the expense.

Confusion can arise from the practice of some motorway service area operators, and other truckstop operators, to offer inducements by way of meal vouchers. HMRC has confirmed to the RHA that these inducements are quite separate from the overnight allowance and that the tax and NI liability falls on the MSA/truckstop operators, not on the employer. The RHA is opposed to the offer

of vouchers, which leads to a degree of double-paying by the employer and may have an unwelcome influence on where the driver stops. We are curious as to whether any tax is being collected by HMRC in respect of these vouchers – especially in the light of the new and unwelcome burden being imposed on the haulage industry.

Overnight allowances are claimed – or were claimed, up to April 2017 – for every occasion in which a lorry driver was in a genuine subsistence position.

In addition, many firms paid a £2 mid-day meal allowance, which may be paid without reference to HMRC and without the need for checks.

In addition, firms have started to pay a personal incidental expenditure allowance – £5 per night for UK stays, £10 per night for international drivers outside the UK.

This allowance can be paid without reference to HMRC (provided that it is noted) and without checks of costs incurred. The allowance is either paid on its own, or included within the

overnight allowance to reduce the amount for which the driver has to provide receipts as evidence of costs incurred.

A few firms that have withdrawn from the overnight allowance have told us they pay benchmark allowances, which can total £25 for a 24-hour period. These have the benefit of not requiring an HMRC agreement but they do require random checking of receipts.

That process is, we suspect, subject to the same uncertainties that now beset the bespoke overnight allowance. Indeed, we question whether many firms pay benchmark allowances at all, across the economy. Initial indications suggest that this aspect of the HMRC tax system may be largely ignored by employers for reasons of red tape burden, HR burden, compliance risk and absence of clarity from HMRC.

We have urged the new minister to direct HMRC to meet us to come up with a better system – we have already suggested workable, positive alternatives.



HMRC is taking aim at employee status and overnight allowances. **Heather Lunney**, a solicitor at Backhouse Jones Solicitors discusses the latest tax requirements you need to know, and the case law that could affect your business

[heather.lunney@backhouses.co.uk](mailto:heather.lunney@backhouses.co.uk)

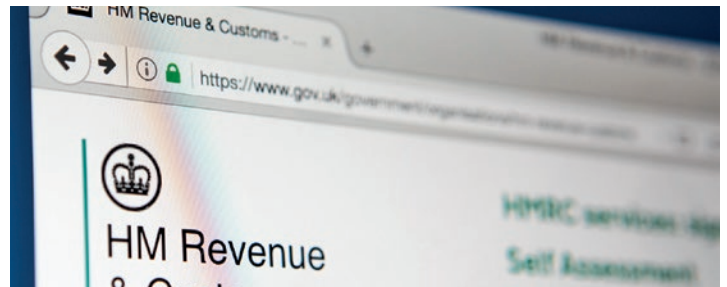
# Change to the overnight subsistence allowance

As of 6 April 2017, HMRC requires operators paying drivers the Industry Scale Rate for overnight subsistence allowance to apply for an Approval Notice.

Operators must now demonstrate that they have a checking system to ensure that the amount claimed for subsistence correlates with the amount spent. The Industry Scale Rate is currently £26.20 per night for drivers with a sleeper cab in the vehicle and £34.90 per night for drivers without a sleeper cab.

An operator who, due to their specific requirements, regularly pays more than these amounts must apply for a Bespoke Scale Rate Agreement which must be backed up by an appropriate checking system.

Therefore, operators can continue to pay overnight subsistence tax-free, providing they get an Approval Notice from HMRC. In addition, they must



have a random checking system in place to ensure that they are satisfied that drivers are actually incurring the expenses they are claiming. Whilst an operator will need to cross reference work schedules and time sheets, a further check on driver receipts e.g. for hotels/food/parking, should be carried out to ensure the costs were incurred.

Details of the HMRC checking model are available at <https://www.gov.uk/hmrc-internal-manuals/employment-income-manual/eim30275>

The HMRC model suggests

that for a small employer (less than 100 workers) a 10% check of all employees' expense claims should be made, and the check must be random, for example every tenth claim received. Employees should be required to retain receipts for a period of 12 months from the date of expenditure.

**For more details on the changes, see <https://www.gov.uk/hmrc-internal-manuals/employment-income-manual/eim66130> or contact a member of the employment team.**

## Do you know your employee's 'status'...

HMRC is currently investigating the delivery company Hermes regarding the employment status of their workers for tax purposes. The company has also come under scrutiny following complaints from its workers regarding their working conditions and pay.

This matter has been widely publicised and revives the ongoing issues surrounding employment status. Hermes class their courier drivers as self-employed which means, among other aspects, that they pay their own costs of performing their job role and do not benefit from the statutory rights afforded to workers and employees. The GMB trade union,

who won a similar case last year against Uber, are contesting the status of the Hermes drivers and are calling for Hermes to pay minimum wage and grant drivers holiday pay and other benefits in line with worker status.

### Uber case

The Uber decision is currently being appealed to the Employment Appeal Tribunal and this case is one to watch alongside it.

As a result of Hermes drivers taking issue with not being paid the National Living Wage of £7.20 per hour, HMRC has launched an investigation into the working practices to determine, among

other things, whether the workers are self-employed or not.

Hermes, which engages over 10,000 couriers to deliver parcels, maintains that they hire couriers on a self-employed basis. If the couriers are deemed to be workers or employees, they would be entitled to be paid National Minimum Wage and have the right to statutory holiday under the Working Time Regulations 1998. Successful claims would be costly to Hermes is successful.

Employee status is not a simple question to answer and there are risks in reaching the wrong conclusion, both with HMRC and in the Employment Tribunal.

■ For all related enquiries, please contact Heather Lunney at Backhouse Jones on 01254 838 300

# Discrimination: Recruitment, job candidates and reasonable adjustments

In the case of *The Government Legal Service v Brookes*, the Employment Appeal Tribunal (EAT) has upheld the decision that it was discriminatory to require a candidate with Asperger's Syndrome to sit a psychometric test.

Ms Brookes applied for a role as a trainee solicitor at the Government Legal Service ('GLS'), a role which is highly sought after. Part of the recruitment process involved her passing a multiple choice Situational Judgement Test as a condition of progressing to interview and further tests. Ms Brookes informed GLS of her Asperger's Syndrome and requested that reasonable adjustments be made to the recruitment process, in particular that she be permitted to provide her answers to the multiple choice test in a short written narrative, as the multiple choice test put her at a disadvantage due to her Asperger's.

The GLS refused the request for a different test format but agreed she would be permitted additional time. She failed the test and brought claims for indirect disability discrimination and failure to make reasonable adjustments.

Indirect discrimination occurs when a provision, criterion or practice is applied to everyone in the same way but the effect of it is to particularly disadvantage people who share a protected characteristic; age, disability, gender reassignment, marriage or civil partnership, race, religion or belief, sex or sexual orientation and pregnancy and maternity. It is possible to justify indirect discrimination if the employer can show that it was a 'proportionate means of achieving a legitimate aim', which essentially means acting fairly, reasonably and showing that alternative options were considered.

The Employment Tribunal (ET) held that the provision criterion or practice applied – the requirement to take the multiple choice test – did put Ms Brookes at a significant disadvantage compared to other candidates who did not have Asperger's, and that GLS had not made any reasonable adjustments to the test to enable her to overcome that disadvantage. Medical evidence was produced which confirmed that a multiple choice format put her at a disadvantage. The ET found that whilst having the multiple choice test was a legitimate aim of testing

the competency of applicants' decision-making, there were other less discriminatory ways in which they could do it. Her claims for indirect discrimination and failure to make reasonable adjustments succeeded.

GLS appealed to the EAT who agreed with the ET. The EAT held that the ET was correct to find that Ms Brookes had been put at a disadvantage because of her Asperger's syndrome and that GLS could have made a reasonable adjustment by allowing written answers to be given.

This case serves as a reminder that employers need to take care during their recruitment processes and when formulating recruitment tests to ensure that they are not putting any applicants at a disadvantage. Employers are advised to ask candidates, usually on the application form, whether they require any reasonable adjustments during the interview process.

If an applicant does request reasonable adjustments due to a disability then employers should give serious and careful consideration to making them if they are possible, to avoid any claims for disability discrimination.



Whilst it seems attractive to have a self-employed driver as opposed to an employee or worker, what with an increase in the National Living and National Minimum Wage, auto-enrolment pensions etc, it is important to be able to demonstrate that your workers are genuinely self-employed.

A tax expert should be contacted should you have any questions or doubt as to the status of your "worker" for tax purposes. There are tests and criteria applied by HMRC to determine employment status in this regard. However, they vary and fact-specific advice is recommended.

From an employment perspective, this is different again. An individual may be considered by HMRC to be self-employed

for tax purposes. However, the Employment Tribunal or courts in determining the extent to which they are afforded protection under employment legislation may still decide that they are a worker or an employee.

## Employee status

The question as to whether someone is self-employed or a worker or employee has never been clear cut. The tests for determining employee status has been developed over time with case law, and we have covered this in some detail in our previous articles. Ultimately, it is important that all employers who are in doubt ensure that they seek advice to clarify the correct employment status of any of their self-employed drivers.



A director of a company in financial trouble may be held personally liable. **Brett Cooper**, Head of Corporate/Property and a Solicitor at Backhouse Jones describes the situations in which a director can be held accountable for failure

[brett.cooper@backhouses.co.uk](mailto:brett.cooper@backhouses.co.uk)

# Directors: What should you be considering if your company is facing financial difficulty?

In addition to the practical steps that you will normally take to protect your business, you also need to consider your personal position.

Generally speaking, directors are not liable for the debts of a company; however, personal liability may be incurred in the following situations, in particular, during periods of financial difficulty.

● **Directors' duties** – In times of financial difficulty, a directors compliance with the duties contained within various sections of the Companies Act 2006 will come under particular scrutiny. In particular, where a company is insolvent or on the verge of insolvency, the directors owe a duty to the company to act in the best interests of the creditors and not the shareholders of the company.

Furthermore, the duty to exercise reasonable skill, care, and diligence imposes a subjective, as well as an objective test. Directors that have experience of trading through near insolvency may be held to a higher standard as a result.

● **Wrongful and fraudulent trading** – Directors may be required to contribute to the assets of an insolvent company on the application of a liquidator if it appears that a director has:

- Misapplied, retained or become accountable for any money or other property of the company;
- Been guilty of misfeasance or breach of any fiduciary duty;
- Knowingly been a party to the carrying on of business with the intention to defraud; or



“ In times of financial difficulty, a directors compliance with the duties contained within various sections of the Companies Act 2006 will come under particular scrutiny ”

● Prior to the winding up, knew or ought to have known that there was no reasonable prospect that the company would avoid liquidation, and did not after that point take every step with a view to minimising the loss to creditors.

However, as a general rule the more that directors base their decision making upon the advice of specialist advisors the less chance there is of a liquidator successfully imposing personal liability on them.

● **Contractual liability** – The principle of limited liability does not apply to liabilities agreed to in a director's personal

capacity, and it is not uncommon for directors to guarantee the liabilities of a company. However, in difficult times you do need to be fully aware of your obligations under the relevant guarantee.

● **Disqualification** – In addition to personal sanctions, the court may also disqualify any director of a company which becomes insolvent from being a director if his conduct as a director makes him unfit to be concerned in the management of a company.

As soon as the directors are aware that the company may be facing financial difficulty, then they should seek external, legal advice.

■ If you require any further information then please contact Brett Cooper on 01254 828 300

# RHA and Close Brothers join forces for new apprenticeship incentive

The RHA and Close Brothers Asset Finance have joined forces to create the RHA/Close Brothers Apprentice 20/20.

20 SME members of the RHA (those with less than 20 vehicles) will be offered the opportunity to have part of the Apprentice driver's salary paid if they opt to take on an apprentice Large Goods Vehicle driver under the age of 24.

The RHA is fully committed to making a success of the new Trailblazer Apprenticeships, written by employers in the sector for employers in the sector. This offer from Close Brothers Asset Finance will help cement the new Trailblazer Apprenticeships into the SME membership and spotlight how SMEs can employ and train our next generation of LGV Drivers.

This initiative is part of Close Brothers

Asset Finance's long established commitment to supporting small and medium sized enterprises. With the support of the RHA, the Partnership will help SMEs recruit and train the next generation of Large Goods Vehicle Drivers. Under the scheme, Close Brothers will help pay for 20 apprentices to learn their skills.

Close Brothers Asset Finance will fund half of the new recruits' wages during the first six months and a quarter in the second, meaning participating SMEs won't have to bear the full cost of employing the apprentices until they are making a positive contribution to their business. The first intake will be in September 2017.

An application form can be downloaded from [www.rha.uk.net/20drivers](http://www.rha.uk.net/20drivers).

Member SMEs, those with less than 20

vehicles, will be required to employ an apprentice driver who is under 24 years of age, and be willing to allow them the necessary time to attend the theory and practical training which may mean time away from the business to complete the apprenticeship training.

The apprenticeship lasts for one year and will end with an End Point Assessment. More detail on the requirements can be found on the application form. Those selected to participate will be announced during National Lorry Week, 11 to 16 September and will commence training in October 2017.

The closing date for entries is 5pm on Friday 18 August. For more information on the initiative please contact Colin Snape, Deputy Policy Director at RHA: [c.snape@rha.uk.net](mailto:c.snape@rha.uk.net)

## Stay compliant, stay safe, save money...

A comprehensive vehicle inspection service designed for RHA members:

- ✓ Pre-use gate checks
- ✓ Garage and vehicle audits
- ✓ Pre-purchase inspections
- ✓ End of lease inspections

With RHA Vehicle Inspections you receive:

- ✓ Free initial advice
- ✓ A fixed inclusive fee wherever possible
- ✓ Industry leading independent provider
- ✓ A senior engineer case handler
- ✓ Comprehensive reporting options



For more information about the RHA Vehicle Inspection Service:  
01274 863100 | [helpdesk@rha.uk.net](mailto:helpdesk@rha.uk.net) | [www.rha.uk.net/services](http://www.rha.uk.net/services)



# ON TRACK FOR EFFICIENCY

Hauliers seeking new ways to distinguish their services from their rivals will appreciate the potential edge offered by Mercedes' latest predictive maintenance service and telematics black box. **Brian Weatherley** investigates how the "Uptime" system can increase efficiency and make life easier for fleets

The recent Mercedes-Benz 'RoadEfficiency Live' event held at the Millbrook test track follows a similar event held last year. Back then the focus was on Merc's tractor units. This time the spotlight was firmly on its heavy-duty rigid range, safety and latest telematics offerings like 'Uptime' which provides real-time monitoring of a truck's mechanical condition while it's out on the road, detecting any potential component failure that could cause a break-

down – before it happens. Uptime is available from as little as £10 a month on new Actros, Antos and Arocs models produced after 1 March 2017.

### Leading the field

Mike Belk, Managing Director, Mercedes-Benz Trucks explains how it works: "Uptime is crunching all the fault codes and identifying potential failure patterns. So if the truck is talking to itself and saying 'I'm not very well... I've got a series of fault codes

which suggests that a component may fail, that could lead to a breakdown', it automatically alerts our Customer Assistance Centre, which then contacts the customer who's signed up to it. Then a decision can be made 'OK what do we do?'" The options could be to either bring the truck into the dealer workshop immediately or, if the fault is relatively minor, include it with other maintenance tasks to be sorted during a planned service or safety inspection. Either way, components that are





RoadEfficiency Live also provided the perfect opportunity to demonstrate Merc's latest safety developments including Active Brake Assist 'ABA4' which features the first-ever emergency braking system capable of detecting pedestrians moving in front of the truck (as well as the previous stationary or moving cars) and applying the brakes automatically to avoid a collision.

coming to the end of their life can be replaced at a time that suits the operator before they cause a problem.

Significantly, Belk says M-B's customers are demanding support programmes like Uptime (similar predictive maintenance schemes are offered by Volvo and Scania) not least to help them differentiate their business from their rivals. "It's just the first building block in a whole series of interesting new opportunities which we feel we're leading by a great margin."

Another of those opportunities is Merc's Fleetboard Data Centre (FDC) – fitted as standard on all new Actros, Antos and Arocs models since March (Atego and Econic will get it later). FDC acts as a universal 'black box' that can collect data for additional third-party telematics systems that have previously required their own, separate, black-boxes and wiring. It can also capture data from ancillary chassis equipment, with Belk reporting, "There are around 4,000 data points that we're now able to access on the vehicle."

Put simply, FDC can host other

third-party telematics systems. And as long as those systems have a downloadable app that can work within FDC there's no need for an additional black box to run them. "I think the black boxes are as much an issue for the other [telematics] providers as they are for the customers," adds Belk. "They're costly and they have to support them. Their expertise is clearly in the software, so I think it's a win-win for them as well because they don't have to worry about black box installation. They can say 'No, you just have to buy the app, licence yourselves to use it and it runs, and we can download that onto any platform that can take it.'" It's a similar situation for any operator that has specifically developed an app for its own business.

### Making life simple

Along with using commercially-available third-party apps, Mercedes has an app store that customers can go onto and buy apps which are being developed. "We're also working with customers to say 'What problems do you have that we can solve?' There's a

“

Along with using commercially-available third-party apps Mercedes has an app store that customers can go onto and buy apps which are being developed

”

design team now in Berlin that are actively working with customers to develop apps," says Belk.

FDC is also compatible with ancillary body equipment (like cranes or tail-lifts) providing they have an app that controls their diagnostics, and that app can be downloaded onto FDC. There are other benefits too says Sam Whittaker, Director of Customer Service and Operations for Mercedes-Benz and FUSO Trucks, including the opportunity to have just one SIM card per truck, and swap vehicles between different customers that use different telematics systems more easily. "The message we'd love to get out to operators is talk to us, because we can make your life simpler as a telematics provider."



# MERCEDES ECONIC ON TEST



Econic artic is well set-up for urban deliveries

**MEANWHILE**, as Transport for London (TfL) continues to push for its proposed Direct Vision Standard we were able to try-out two versions of Mercedes' Econic, specced as an urban artic and tipper grab. TfL has already declared that low-entry cabs like the Econic would qualify for a 'five-star' rating under any future standard and where Econic was once seen purely as refuse collection chassis it's attracting growing interest from construction fleets and city distribution companies as a potential 'urban-specific' truck. Last year, out of the 825 Econics registered in the UK over 200 were for non-waste operations.

The 3.45-metre wheelbase 1835 L Econic 4x2 tractor is powered by Mercedes's 354hp 7.7-litre engine coupled to a six-speed Allison two-pedal auto – Mercc's own PowerShift auto will become optional on Econic later this year. The concept tractor we drove was hitched to TransDek's latest 'Duet Urban' double-deck tandem-axle trailer – typically the 2+2 combination would operate at 32-tonnes GCW.

Driving around Millbrook the Econic's excellent all-round vision was immediately noticeable, helped by its powerful heating and demisting system that kept the large windscreen clear, despite heavy rain and humidity on the day. The full-height, inward-opening double-scissor doors on the nearside permits easy (and safe) exit and entry at the kerbside. Combined with the large nearside

side window they ensure outstanding nearside vision for spotting cyclists or pedestrians.

The OM 936 LA six-pot diesel has plenty of power for city work while the Allison box delivers smooth gear changes. Overall, the Econic deserves serious consideration as an urban tractor, and not just to satisfy London's local regulations either. Philip Chance, Senior Municipal Sales & Special Applications Manager at Mercedes-Benz Trucks says that having proved Econic's safety benefits compared with conventional rigid trucks "We're now keen to talk to operators, and to get their feedback on our new prototype tractor."

## An impressive tipper

We next tried an 8x4 Econic tipper with a tridem rear bogie incorporating a steering rear-axle. Driving around Millbrook's off-road circuit on loose-surfaced site-roads, the four-axle we had no problems with either traction or ground clearance, despite the Econic's greater front overhang compared with a conventional

eight-legger. Its steering rear-axle also meant it could negotiate in one-go tight bends that required a shunt in the 8x4 Arocs. On steep slippery downhill sections the Allison auto's five-stage retarder proved superb at holding the Econic 8x4 back to a steady walking-pace, allowing us to avoid using the service brakes which might have caused the truck to lose grip and slide.

While no-one, least of all Mercedes, would describe Econic as the ideal truck for arduous muck-away work (that's what Arocs is for) it nevertheless performs well on moderately-prepared site roads, aided by the fact that its air suspension can raise the chassis some 160mm. Where an Econic tipper will really score, however, is operating primarily on-road, in congested city streets, where its lower driving position provides greater driver vision than a higher riding chassis like Arocs.

For all its acknowledged road safety attributes, Belk insists the right customer for Econic will be those companies that buy it because it meets a specific operational requirement, rather than simply being steered towards it by any future legislation. "People are still waiting to see the results of the [TfL DVS] consultation ... our view is that we're not saying this is manna from heaven because we can sell more Econics – it's only 10% of what we're trying to sell, so we have to reflect the fact that 90% of what we're selling is still mainstream product."



Econic and Arocs tippers were available to drive at RoadEfficiency Live



## Econic: The manufacturer's view

**Tony Hall** talks to Mercedes-Benz at Tip-Ex about the growing popularity of the adaptable Econic

Tip-Ex 2017 saw Mercedes-Benz Trucks display another in its Econic fleet: an 1830L 4x2 rigid with Hyvalift NG2012 XL Skiploader body. There being plenty of room inside, I climbed into the cab – it's low entry, but not that low – to talk to Rupert Barnard, Product Manager, and Stuart Jeggo Head of Key Account Management about Econic, the new artic, and the views some people still have of the range.

As Jeggo says, there is still a stigma attached. "It's a municipal vehicle: stop-start, that's what people think the vehicle was designed for. The perception is that it's a bin lorry. It's not – it's an urban distribution vehicle."

The whole idea of the design says Barnard, "was to move the cab forward and lower it down so the driver doing the distribution drops can walk across the cab without having to go through traffic, and having an inward opening door on the kerb side so you're not opening up on pedestrians."

Changes in legislation in the 1990s meant that municipal fleets jumped at the design as a

way to keep their bin workers in a cab and off the back of the vehicle, and, says Barnard, the Econic got pigeon-holed in the role.

However, elements of the design have led the Econic towards new markets as legislation, this time in London, have demanded higher standards of direct vision. It's brought the Econic back to the fore says Barnard.

Introducing the 1835L tractor is a bit of trial for Mercedes-Benz he says. "We've got to test it for the industry, but the industry has serious interest in it."

Jeggo adds that feedback from the RoadEfficiency event in Millbrook, where the tractor was showcased, has been overwhelmingly positive. "In the sense that they didn't expect it to drive as well as it drove. They didn't expect it to drive as a tractor would drive. And it does."

In terms of where Mercedes is with the range right now, Barnard tells us the tractor completes the portfolio. "We've got all combinations of axles from 4x2 up to 8x4 and

rear steer to tridem. We've vehicles out in the industry running cement mixers, tipper-grabs, distribution vehicles, skiploaders, boxers, and fridges."

So far Barnard tells us all versions have been running the Allison gearbox. The skiploader at Tip-Ex, however, is different, being the first in the UK to have the Powershift box, "the same as you would find in any other Mercedes-Benz product." That opens the vehicle to new areas. While the Allison is perfect for the urban environment, says Barnard, "now we have the option to expand those boundaries." For some applications the Powershift will be suitable, for others it will be the Allison, "and that's where the ability to spec the vehicle specifically for the application comes into its own."

It's proving itself to be an adaptable range, the Econic, and what's more, so far, able to take advantage of the twists and turns in legislation. Time will tell though if the industry really takes it takes it to be more than a bin lorry. ■



# FUTURE PERFECT?

This year's Microlise Conference hosted the 'Truck to the Future' panel session, in which Laurence Drake, DAF Trucks, Martin Flach, Iveco UK, Thomas Hemmerich, MAN and Mark Grant, Scania, looked to the future of the industry. **Richard Simpson** reports

The Microlise Conference 2017 was enlivened by a debate on the Truck of the Future. Four leading figures from four major truck manufacturers took part in this assessment of future trends: Thomas Hemmerich, Managing Director of Scania Truck & Bus UK; Martin Flach, Iveco's Alternative Fuels Director; Mark Grant, Scania's Aftersales Director, and Laurence Drake, DAF Trucks Business Planning Director.

Flach pointed out that while the look of trucks had changed in 30 years, the biggest transformation had taken place inside with the prevalence of electronics.

"Walk into a truck workshop 30 years ago, and you would see maybe five mechanics all removing and fitting parts, and one electrician who spent most of the day changing lightbulbs.

"Now pretty much every service or repair operation on a truck involves plugging in a laptop. Electronics control everything now, the engine, brakes, gearbox, suspension ..."

Hemmerich reminded the audience just how few visits to workshops modern trucks now make.

"We have never been here before," he said, pointing out that a modern tractor unit will only require oil changes for the first three years of its life.

"It's actually now a problem to keep workshops busy."

## The new asbestos?

Hemmerich also pointed to the improvements made in fuel economy, improvements far better than the car industry had managed. But there were fears that this progress could be halted by the demonisation of diesel.

Grant said, "There is a danger of diesel being branded as the new asbestos. It is going that way at the moment, and we must stop it. Diesel is the core technology for our industry, and it is likely to be so for many years to come."

Flach pointed out there had been

Top: Thomas Hemmerich, Martin Flach, Mark Grant and Laurence Drake on stage

huge reductions in emissions of NO<sub>x</sub> and particulates since Euro I in 1992. "In terms of NO<sub>x</sub>, we've gone down from 2.0 to 0.4 g/kW per hour to get from Euro V to Euro VI.

Laurence Drake said that diesel was still driving the economy. There was "not enough detail in the 'clean emissions' consultations being put out by the government," he said.

Hemmerich thought the industry faced an uphill battle. "We will be driven faster than expected into eMobility. "We will see heavy commercials with electric power in the next five years," he predicted.

Grant thought it was a case of horses for courses. "We'll see diesel for trunking, electric hybrids for urban and gas, especially biogas, being used on mixed operations."

Flach thought the appearance of vehicles would also become increasingly diverse. At the moment flat-fronted cabs were doing it all, said. "We'll see a move away from this one style fits all. We can do things with aerodynamics to reduce fuel consumption, but that's for motorways only. If we want to address air quality in cities and global warming on the motorway, then the shape of trucks has got to change."

Hemmerich explained that an increase in 20 or 30cm in overall length could improve motorway fuel consumption by 20 or 30% at motorway speeds, if it was used to create a more aerodynamic cab-front. Currently, proposals to extend truck length were mired in the EU but, "post-Brexit, we could perhaps do it in the UK?"

**Driverless**

Flach pointed to the platooning trials that ran last year: "We all took part, but we only platooned using our own vehicles of identical specs. We've got a real challenge in getting different vehicles to run together."

There was a practical question to resolve. "In a platoon of different operators' trucks, I don't want my truck to be at the front doing all the work: I want to be in the middle saving all the fuel!"

"Platooning will only pay if it enables you to do without a driver," Hemmerich countered.

Manufacturers had declined the Department for Transport's invitation to run platooning trials on UK roads

“**There is a danger of diesel being branded as the new asbestos. Diesel is the core technology for our industry, and it is likely to be so for many years to come**”

Mark Grant, Aftersales Director, Scania

last year, Flach said. "There's a gap between the DfT's desire and what the manufacturers think can be delivered?"

The UK's product liability laws would deter manufacturers from taking part in any on-road trials in the UK, Hemmerich thought. Flach pointed out that ultimately the manufacturers of self-driving vehicles would have to programme machines to choose what to crash into: "The bus queue, or the oncoming vehicle?"

The legal and ethical implications of this were enormous.

**Different standards**

A more pressing concern was the ability of British cities to impose their own Construction and Use Regulations on truck operators.

Drake was concerned that different cities would choose different standards. Flach fumed that there was still no sensible guidance on what was expected. He wasn't convinced that direct vision was the answer: drivers could become overloaded with information. "A technical solution, similar to what's been developed for AEBS, would be better," he suggested.

Grant said that the industry needed a single viewing standard that it could build to, and that if no one standard could be agreed then operators would have to pay extra for a different design for each city.

However, Laurence Drake said he could see no reason for the market to go down. Grant thought the market was going to be slightly more difficult at the heavier end, but Scania was happy. MAN boss Hemmerich thought that Brexit was currently making UK operators optimistic: "It's all thumbs-up for Brexit, and we might see a 47,000 – 48,000 market – amazing!"

Grant urged politicians to reach a Brexit deal swiftly: "We are where we are, so let's get on with it!"

Flach was more worried about what direction the government might take on alternative fuels. "Historically, the government wanted electric vehicles. Iveco and Mercedes wanted to talk to them about gas. If government now wants to get the alternative fuel market working, they need to invest some cash." ■





## INTERVIEW

# MAN MANAGING DIRECTOR THOMAS HEMMERICH

What does the recent leadership change at Volkswagen subsidiary MAN's UK headquarters mean for British operators? **Richard Simpson** talks to MAN Truck & Bus UK Managing Director about his plans for the brand in the UK, and how they will overcome challenges such as Brexit

Less than three months after he took up his position as Managing Director of MAN Truck & Bus UK, Thomas Hemmerich is fronting up the company as it took a dominant stand at the CV Show 2017.

While its main reason for being there is the launch of the TGE van, MAN's head honcho has a lot to say about the heavy truck market too.

Hemmerich has had senior roles with MAN in very different markets, most recently

as Managing Director in Austria – where, thanks to the STEYR legacy and the continued production of light and medium-weight truck chassis and military vehicles, MAN is considered the home manufacturer and has a market share of 40% – and as CEO of the market company in Germany, where the company is one of two home manufacturers and has a market share of over 20%.

So, what are his feelings about coming to the UK where, in his own words, MAN is at

an all-time low with just 8.8% of the market?

“In our home countries we are always on the podium,” he begins. “But I have also represented MAN as Regional Head of Sales for Africa in South Africa, which is a real dogfight with American, Chinese, and Japanese manufacturers as well as the Europeans. It is in total worth only about 20,000 units per annum. I think some of them only come there because the physical conditions are probably the roughest you will find globally, and that

makes it the perfect testing ground.”

In South Africa, MAN got up to a 12% market share, which Hemmerich thinks is what MAN could easily achieve in the UK.

“To be honest, our sales can only go in one direction from here,” he argues.

Part of the problem is a legacy of mechanical issues with MAN’s ill-fated move to Euro V using EGR only, but Hemmerich is confident that these are now behind the German manufacturer.

“We won the last five TuV heavy truck reports in reliability and quality, and operators are delighted with the current Euro VI C models, which are performing outstandingly.

Currently, MAN is not where it should be in the UK, he admits. “It’s going to be relatively easy to raise our share by a couple of percentage points. It’s a ‘no-brainer’ that long-term we want to be on the podium: there are no bad trucks now and you could do it easily in the short-term by playing with the transaction price but we want sustainable growth.

“What I do predict is that the gaps between the top five manufacturers will close up ... and of course MAN is going to be in that top five.”

One thing that we won’t see in the UK is any form of co-operation between MAN and VW Group’s other heavy truck brand: Scania.

“If you ask me if we will share ‘back office’ functions here in the UK with Scania, like the breakdown call centre, for instance, the answer is a clear ‘no,’” he asserts.

“There is no sharing between the two, other than at the highest and most distant level: common material purchasing and R&D.



“VW Group excels at brand differentiation. It learned how to do it when it separated the marketing functions for Audi and Volkswagen passenger cars about 30 years ago: this clear separation made Audi the premium brand it is today without hurting the Volkswagen brand.

“VW is brilliant at brands. Most mergers in the automotive sector fail: look at Daimler-Chrysler or BMW-Rover, but VW is able to preserve brand identity.”

That said, “there are tremendous advantages for us in being part of VW Group: for instance in developing battery technology for our electric truck,” he says.

### MAN electric

So is an electric truck on the way? “Yes, we have a 26-tonne electric truck with three axles and 200km range in development with significant help from the Austrian Government. It weighs more or less the same as a diesel truck, plus there is a tonne allowance for being a low emissions vehicle.

“I can see a future for it in the UK with the

Ultra Low Emissions Zone in London post-2020. I have already started discussions about the production of a right-hand drive prototype and I want serial production of the new electric truck by 2020.

“All-electric is the alternative fuel route for MAN with heavy trucks, rather than gas or hybrid. Although we have buses running on CNG we won’t be running gas on trucks for the time being.”

MAN is unique among the marques active in the British market in having its new trucks sales force reporting directly to the market company rather than being employed by dealers. And Hemmerich is more than happy with that situation.

“It makes the sales team much more efficient and faster to react. Indeed, in MAN Germany, we had 350 directly-employed sales people which made us very powerful in the market. I have had a good experience with this set-up.

“It also relieves us of the complexities of having dealers manage the financial burden of selling vehicles, which can cause them cash-flow issues ... then in the end, you have to take them over anyway!” Dealers are happy with this arrangement Hemmerich maintains, as long as market share is good and they have sufficient aftermarket business.

A so-far unknown future influence on the business is Brexit. What are Hemmerich’s thoughts?

There is uncertainty he tells us, but the market was very strong before the vote. “The market this year will be of similar size – we want to grow sustainably.” However, he says, “The rest of Europe is hugely concerned and feels insecure over it. But inside the UK, no customer I have discussed it with is unhappy with Brexit. They are happy with the weaker pound boosting exports.

“However, in the next couple of years, rising UK retail prices will impact on consumer confidence: markets will shrink because everything is more expensive. The UK won’t be able to ‘get rid of Brussels’ and keep the free trade with Europe. That will make 2019 and 2020 very difficult years.” ■



# BREXIT UNCERTAINTY AFFECTS DIESEL PRICES

**Investec** reports on the important link between a weak pound and the cost of your diesel

**W**hy is the price of diesel so high? The price of crude oil on international markets is around 25% lower now than it was in June 2015 and yet the price of diesel is higher. The explanation is the weakness of the pound.

International markets in crude oil and diesel operate in US dollars and so, for UK buyers, a weakening in the pound leads to higher diesel prices.

In the summer of 2015, the pound had come close to \$1.60 US, but as the EU referendum date approached it weakened. Just before the referendum on 23 June 2016, the pound could buy around \$1.45 US, but immediately after the referendum the pound dropped to around 1.30, then after the Conservative Party conference in the autumn when Theresa May appeared to become more draconian in her stance on Brexit, the pound fell much further reaching an overnight low of 1.1841 which is the weakest the pound has been against the dollar since 1985.

The pound is of course also weaker against the Euro, though it has not fallen as much as it has against the dollar. Still, it does tend to increase the competitive advantages for continental operators who bring fuel bought on the continent with them to compete in the UK market.

The pound had been recovering this year and rose sharply when Theresa May first called a snap election. But now that the election has resulted in a hung parliament, the pound has fallen again as it faces a fresh set of questions and uncertainties.

Given the importance of the level of the pound in determining the cost of diesel in the UK, it would be helpful to have an idea of what might happen next. There are probably two key questions:

If the Conservatives can maintain a deal with the Democratic Unionist Party (DUP), what will this mean for the government's position on Brexit?

In view of the uncertainty now surrounding the government, will the markets and the business community lose confidence in the UK and the pound?



“**International markets in crude oil and diesel operate in US dollars and so, for UK buyers, a weakening in the pound leads to higher diesel prices**”

At the time of writing the Conservatives and the DUP are working on an agreement. Beyond both sides saying they feel positive on reaching a successful conclusion, we can only speculate as to what it might look like. It does seem that it will be a ‘confidence and supply’ arrangement, whereby the DUP agrees to support a Conservative government in motions of confidence and other major votes such as the Finance Bill, rather than a coalition government as the Conservatives had with the Liberal Democrats in 2010.

Apart from wanting to maintain an open border between Northern Ireland and the Republic, the DUP is very much in favour of

leaving the EU and campaigned for a leave vote in the referendum.

The possibility of support for a “softer” Brexit which would tend to help the pound strengthen, is perhaps more likely to come from within the Conservative party where many MP’s (and former MPs who have now lost their seats) are furious and see the result as a rejection of May’s approach to Brexit. Indeed, Scottish Conservative leader Ruth Davidson has said she supports staying in the single market. This presents a potential argument for the pound to appreciate. However, arch-Brexiteers David Davis, Liam Fox and Boris Johnson have now been joined in May’s cabinet by leave supporter Michael Gove, which is likely to make changing direction tricky.

Much will now depend on whether May can, for the time being, continue to lead the Conservative Party and cobble together a workable arrangement for government as well as forming a stance on Brexit negotiations (which the EU expects to start on 19 June) that will gain broad support in her party. So far the market seems to be giving her the benefit of the doubt. ■



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# TYRE PRESSURES

Raw material price rises have led to increased tyre prices. **Steve Banner** investigates how hauliers can ensure they tackle these price rises effectively



them to sustain however, given that prices were falling at the time of writing thanks to a continued increase in US shale-oil production.

Perhaps a more valid reason for rising tyre prices in the UK is the fall in the value of sterling against the euro and the US dollar in the wake of 2016's vote in favour of Brexit.

"Remember that raw materials account for 40% of the cost of producing a premium tyre," says Smith. "As a consequence, some of our rivals have had to put their prices up by between 5% and 10%, but the improvement in the currency situation means we've been able to hold ours so far this year."

So how should hauliers react? One option is to take advantage of a new initiative developed by the RHA and Goodyear Dunlop which allows RHA members to purchase Goodyear and Dunlop tyres at discounted prices.

"Value for money is extremely important so far as the UK's road freight operators are concerned," says RHA Chief Executive, Richard Burnett. "We're well aware of the issues operators face and want to help in any way we can," adds Goodyear Dunlop Commercial Director, UK and Ireland, Marc Preedy.

Goodyear is energetically promoting its FUELMAX range which it says can save hauliers up to £1,600 per truck per year, while stressing that this claim is made subject to certain qualifications. It is based on returns from a five-axle 40-tonne artic covering 150,000km annually and on a fuel price of £1.40 a litre; somewhat higher than the current price of diesel.

A big advantage of opting for recognised brands such as Goodyear and

Escalating raw material costs mean that the price of truck tyres is rising says ATS Euro-master Head of Commercial Sales, Matt Quenby. That means they have got to be managed more tightly with the aim of wringing every last mile out of them; but without compromising safety. "Having been flat for several years, prices started to go up at the end of 2016 and the trend shows no sign of abating," he says. Natural rubber and steel – both key ingredients of a tyre – have got more expensive.

"Natural rubber alone went up by 85% last year," says Michelin Marketing Director, North Europe, Truck and Bus, Chris Smith.

Oil – another major ingredient – has become pricier too say some tyre makers. That argument is more difficult for



**Natural rubber alone went up by 85% last year**

Chris Smith, Michelin Marketing Director

Dunlop is that they can usually be re-treaded if the tyres concerned have been properly maintained says Quenby.

“Having been turned on the rim a tyre can be regrooved, retreaded and regrooved again before being scrapped,” he says. A cheap tyre from an obscure Asian manufacturer is unlikely to be suitable for such treatment, he adds.

“Remember that premium tyres are engineered with extra rubber in them to make regrooving easier and that regrooved tyres are proving to be more fuel-efficient, thanks to a reduction in rolling resistance,” Quenby adds. Regrooving and retreading cuts tyre costs by up to 10% says Goodyear, while increasing tyre mileage by as much as 25%.

To that can be added the environmental benefits.

Bridgestone points out that a retread only needs 20kg of fresh raw material compared with the 65kg to 70kg used to make a new truck tyre. Furthermore, the CO<sub>2</sub> emissions created by retread production are 30% lower than those generated when a new tyre is built says the company.

It operates a retread plant in Lincolnshire that has benefited from £500,000 of investment over the past 18 months.

As if to hammer the point home, Goodyear Dunlop has recently launched two hot-cure retread 385/65 R22.5 trailer tyres under the High Load banner. The TreadMax KMAX T HL is the retread version of Goodyear’s KMAX T HL while the TreadMax SP246 HL is the retread version of Dunlop’s SP246 HL.

Demand for retread tyres has been in the doldrums in recent years because low-cost new tyres bearing here-today,

“**Regrooved tyres are proving to be more fuel-efficient thanks to a reduction in rolling resistance**”  
 Matt Quenby, ATS Euromaster  
 Head of Commercial Sales

gone-tomorrow and unfamiliar Asian brand names seemed to be a better bet. The aforementioned raw materials’ price hike has made them rather less appealing however says Preedy.

“Some of them now cost 25% more,” he says. “In some cases they have increased by as much as 50%,” Smith adds.

“Demand for retreads is likely to recover as a consequence,” says Quenby.

“Remember that as much as 80% of the cost of a budget import truck tyre is made up of raw materials because the importers do not have all the support services that premium manufacturers offer,” says Smith.

With an eye to possible growth in the UK retread market, Continental bought independent retreader Bandvulc last year. The Ivybridge-based business was making retreads for Continental for many years prior to its acquisition, and the Bandvulc name is set to continue in parallel with the ContiRe branding.

Tyre manufacturers are continuing to launch a steady stream of new products.

**X Multi range**

This year’s CV Show saw the international exhibition debut of Michelin’s X Multi line-up for regional work which Michelin says delivers 15% to 20% more mileage than the current X MultiWay 3D range.

The first X Multis to be launched are 315/70 R22.5s for multi-position and drive axle applications and 385/55

R22.5 steer and trailer tyres. The range will be expanded from now until 2018.

All X Multis are fitted with a RFID chip to make identification and traceability easier. Trucks are less likely to end up stranded at the roadside with a flat tyre if their tyres are maintained properly to begin with.

Conscious of the need to ensure that any tyre problems – foreign bodies embedded in the tread, suspicious bulges in the sidewall and so on – are spotted by drivers during their daily walk-around checks. Michelin has launched a series of Driver CPC training courses in conjunction with Junction 17 Defensive Driver Training. Areas addressed include wear and damage patterns, wheel security and tyre maintenance.

Quenby argues in favour of periodic fleet inspections that involve technicians examining all the tyres on a



Above: Michelin’s X Multi range made its debut at the 2017 CV Show

Bottom Left: Goodyear claims its FUELMAX range can save hauliers thousands of pounds





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**Above:** Ensuring that tyre pressure is correct is vitally important

**Right:** Apollo's TRB range is sold exclusively online

haulier's trucks and trailers and producing a report on the work that needs to be done. Bridgestone too advocates a proactive approach to tyre management, in its case under the Total Tyre Care banner delivered through 90 independent dealers with 400 sites nationwide.

As well as monitoring pressures and adjusting them where necessary it addresses everything from re-grooving to ensuring that tyres are not changed too early when there is still plenty of life left in them.

Ensuring pressures are maintained at the correct level is vital.

According to a guide produced by ATS Euromaster sometime ago, a tyre under-inflated by 10% can have its life cut by 15%. One under-inflated by 20% can have its life cut by a quarter.

Technology can help.

**Pressure check**

Continental's ContiPressureCheck employs sensors planted in the tyres to monitor pressures constantly. If they

deviate from where they should be then a warning message is sent to an in-cab display so that the driver can take action.

Integrate ContiPressureCheck with an onboard telematics system and a transport manager many miles away from the truck's location can see what is happening too. More and more of Continental's tyres are being fitted with sensors when they are first manufactured under the iTire banner so they don't have to be installed later on.

Inadequate tyre pressures spell increased fuel costs warns Continental. If they are 2 bar too low on a fully-laden truck then that can equate to a 0.7 litre rise in diesel usage over 100kms it states.

Michelin's decision to make the new X Multi range 315/70 R22.5 available early on in the line-up rather than a 295/80 R22.5 reflects the fact that it is steadily displacing the latter on this side of the Channel thanks to the extra weight imposed by Euro VI. "315/70 R22.5 will increasingly be the steer and drive tyre of choice," says Preedy.

"We saw 315/70 sales grow by 22% in 2016 compared with a decline in 295/80 sales of almost 10%," says Smith. "295/80 is still the biggest-selling size however and we'll have an X Multi 295/80 available."

It will not appear until 2018 however.

Smith contends that two of the key

advantages of 315/70 over 295/80 are at least 10% better mileage and an average improvement in fuel consumption of between 2% and 3%, although much of course depends on the type of operation the truck is engaged in.

In a bid to prompt hauliers to switch to premium products, some tyre manufacturers are offering guarantees.

"Michelin, for example, is now saying that if a tyre is accidentally damaged in service then it will reimburse the operator the value of the remaining tread," says Quenby. The guarantee covers tyres designed for regional and construction applications until they are half-worn with the operator receiving a new tyre if the existing one gets damaged after only a few days in service.

**Enter Apollo**

Entering a mature truck tyre market such as the UK presents newcomers with a major challenge. India-based Apollo has decided to do so by selling its new TBR (Truck and Bus Radial) range through just one route; direct to customers using an online platform.

While the Apollo name is unfamiliar in Britain, the company boasts six tyre plants worldwide including one that has just been opened in Hungary. "The TBR range was designed for Eu-



rope and extensively tested over 250m kilometres across six European countries, in a wide range of applications, by around 50 fleets," says Group Head of Global Product Management for Commercial Vehicles, Benoit Rivallant.

Is the prospect of rising prices prompting hauliers to switch to pence-per-kilometre contracts? Interest in them is increasing says Smith, but it should be stressed that the way they are written means that the haulier is unlikely to be insulated from any price increase caused by increased raw material costs.

What such contracts will do however is smooth out peaks and troughs in tyre

**“We're well aware of the issues operators face and want to help in any way we can”**  
 Marc Preedy, Goodyear Dunlop Commercial Director, UK and Ireland

expenditure because the operator is not buying large quantities of tyres one month, and none the next. Furthermore, if there is a downturn in business and the trucks are not covering quite as many kilometres as they were, then the haulier's tyre expenditure automatically falls.

All new tyres have to be accompanied by labels giving details of their rolling resistance, noise levels and wet grip. Smith would like to see this extended to cover mileage and their performance when they are two-thirds worn.

He is concerned about the lack of policing of the content of labels.

### Testing imports

Michelin occasionally carries out its own tests on budget-price Far Eastern imports with obscure names. If their performance does not match the data on the accompanying label then the

matter is drawn to the attention of the authorities.

In the UK, the tyre labelling rules are enforced by Regulatory Delivery, a directorate of the Department for Business, Energy and Industrial Strategy.

"Unfortunately, what then tends to happen is that the tyre disappears from the market but resurfaces a little bit later under a different brand-name," Smith says. "And we don't have the budget to test everything."

A clear distinction should of course be drawn between low-grade Far Eastern imports knocked out by fly-by-nights and those made by large, well-established manufacturers such as Singapore-based Giti Tire. Making use of research and development facilities in Hanover, Germany and at MIRA in the UK, it employs over 34,000 people worldwide and launched a range of



new tyres at the CV Show.

It has just renamed its range of hot-cure retreads Giti Genesis. Produced in conjunction with an unnamed UK partner, they help save 68 litres of oil and 88kg of CO<sub>2</sub> across the life of the product – further evidence that retreads are good news for a haulier's carbon footprint. ■

**Giti's Genesis range provides further evidence of the viability of retreading**

# TIERED TYRE MARKET

Recent launches at the CV Show saw top European brands moving towards offering tyres as a managed service, while one Asian manufacturer was repositioning itself in premium market territory

By Richard Simpson

**T**he replacement truck tyre market is seeing a polarisation between premium and budget brands, with increasing emphasis from the top European manufacturers on service as well as product.

There is no doubt that recent years have seen budget truck tyres, particularly from China, make considerable inroads into the UK market. Estimates of Chinese penetration into the growing UK truck and bus replacement tyre market are as high as 21%.

Turn the clock back a couple of years, and there were real concerns that China was dumping truck tyres on the UK market, with industry professionals complaining that they were retailing at prices that didn't even cover the cost of the materials used to make them. This was a consequence of overcapacity in the Chinese market, where 120 million truck tyres a year were produced by hundreds of domestic manu-

facturers: a figure calculated to exceed domestic market demand by 25%!

The oversupply was exacerbated when the USA slapped import duties of over 100% on certain Chinese tyre brands (including DoubleCoin and Giti) to protect domestic importers and retreaders, causing supply to be diverted to other markets, including Europe.

In the UK, the situation has eased somewhat since 2015, with a global 25% increase in the prices of the material used to make tyres and the decline of sterling against other currencies impacting hardest on the cheapest tyres. These changes have not yet reached the big European manufacturers, who buy commodities and currency well in advance, but Goodyear Dunlop UK Commercial Director Marc Preedy warns that price increases for premium tyres will come this year.

European manufacturers, including Japanese-owned Bridgestone, are

seeking to broaden the gap between cheap imports and their premium products by offering an increasing amount of technical support, including telematics, to operators choosing their tyres. These services are offered on top of promises that the more expensive European tyres will perform better, for



**Goodyear Dunlop UK Commercial Director Marc Preedy warns that tyre prices will go up this year** →



Michelin's new Multi regional tyre is claimed to cover more miles than its predecessor, with constant wet-weather performance over the life of the tyre

longer, than their cheaper rivals and retain residual value even when worn as they are put through regrooving and retreading processes.

The CV Show this year saw the competition hot up. Michelin launched the replacement for its best-selling regional tyre range: the X MultiWay 3D was replaced by the X Multi, which is claimed to deliver between 15 and 20% more

mileage than its predecessor while being sold at the same cost. Michelin also claimed that the tyre retained its 'B' wet-grip rating even when worn down to just 3mm tread depth ... at which point it could be regrooved.

### Customer support

On top of these improvements, the European tyre majors are also offering increasing support to operators prepared to sign up to their services. For example, Michelin has recently launched Michelin solutions' EFFITRAILER™ that is currently being trialled by the Flogas own-account fleet. This offers remote trailer tyre pressure monitoring but also monitors the trailer's location, braking system and load distribution.

Further information available includes trailer mileage, abnormal waiting time, and the trailer's status (dropped or hooked). Add-ons include

“ Tyres run at low pressure will not only wear out faster and be more prone to failure, but they will also inflict a considerable fuel penalty through increased rolling resistance ”

the monitoring the trailer's internal temperature, alerting the operator to abnormal door openings, and identification of the truck it is attached to.

If that sounds like a trailer telematics system, then that's exactly what it is.

The main driver in introducing the system was on-board tyre pressure monitoring, which can reduce on-road tyre breakdowns by 50%. But the added value that follows by introducing more services obviously plays a part in customer retention.

Michelin is not alone in this. Also at the CV Show, Goodyear launched its Proactive services. Proactive Tyre is concerned with tyre health, and monitors pressure, temperature and tread depth. Proactive Fleet extends into conventional telematics, offering to include driver behaviour and vehicle tracking. Goodyear claims that European trials showed a 75% reduction in tyre breakdowns, fuel savings of up to €300 per vehicle per month and a reduction in tyre maintenance costs of 70%.

Continental is getting in on the act

too, combining its expertise in vehicle control systems and tracking with its tyre operations to link its onboard tyre pressure monitoring ContiPressureCheck system with the operator's traffic office, so when problems with pressure loss are flagged, the truck can be sent to a safe stopping place and help summoned.

Bridgestone showcased its Tiresmatic 'connected tyres' digital system and tailored support package, claiming call-out times were being reduced by up to 30%. Sensors remotely monitor, transmit and analyse real-time information, such as tyre pressure and temperature, flagging up potential problems before they become failures.

### Watch the wear

The benefits of correctly maintained tyres should be well-known to competent operators. Tyres run at low pressure will not only wear out faster and be more prone to failure, but they will also inflict a considerable fuel penalty through increased rolling resistance.

Careful management as they wear down will pay dividends: as tread diminishes, rolling resistance decreases and fuel performance improves. The last few millimetres of tread wear far slower than the first because of reduced flex, so there's obviously a lot of mileage in running tyres as closely as possible to the end of their lives.

But not too close.

Tyres worn down to the legal limit, – 1mm for trucks, while it's 1.6mm for passenger cars, – may be too badly worn to regroove, or even retread. This means scrapping the casing, which is expensive and wasteful.

Most premium and mid-market truck tyres can be regrooved and retreaded, although tyre casings which are from premium brands are more likely to be accepted not just into their manufacturers' retreading process, but also by independents.

The UK's leading independent retreader is Bandvulc, which operates on a scale almost akin to a new tyre manufacturer, with 200,000 tyres passing through its Ivybridge plant in Devon each year, complete with its own fleet tyre management service. Bandvulc claims that up to two-thirds of the UK's supermarket fleet mileage is covered by vehicles under the scheme.

Goodyear's Proactive Fleet European trials showed a 75% reduction in tyre breakdowns



## Hankook's Future Tyres

Proving that high-end concepts aren't just the work of vehicle engineers, Hankook has teamed up with the Graduate School of Pforzheim in Germany to create a series of tyre designs aimed to tackle conditions in a worsening global climate.

The tyres were on display at CV Show 2017. Left: The Boostrac – made to travel across the growing areas of desert in the world, the tread block is designed to expand in all directions, creating what Hankook calls 'dimensional grip' to cope with loose, dry terrain. Centre: The Alpik – the expanded circumference of the tyre produces greater traction in areas of heavy snowfall and ice. Right: The hyBlade – the distinctive blade structure of the tread allows for increased water drainage in flooded conditions, and allows for driving force even when fully submerged.



### Tyre failures

Research carried out on tyre debris recovered from the roadside by Highways England indicates that retreaded truck tyres are no more, or less, likely to fail in service than their first-life counterparts: underinflation, not punctures or manufacturing defects, is the cause of most failed truck tyres.

Some tyre makers from outside Europe are abandoning their position as a price-driven purchase. Hankook, which makes tyres in China and South Korea, now claims to be the biggest

player in the UK replacement truck tyre market. It has broken a significant barrier in getting its SmartWork on/off-highway tyres fitted as original equipment on some MAN, Mercedes-Benz, and Scania trucks. Co-branded SCB Hankook tyres are also fitted on Schmitz Cargobull trailers.

Chris Baxter, Hankook's UK Technical Services Manager, said the company was not seeking to blur the lines between tyre fitment and vehicle management, but remained product-led. "In 20 years, we've gone from being an

imitator to an innovator," he said.

Indeed, the lines between what constitutes a European tyre and an Asian one are increasingly blurred: Pirelli is owned by the Chinese state, having been taken over by ChemChina in 2015, and Michelin has had a joint venture with DoubleCoin of China since 2010, which has the capacity to eventually produce 1.8 million Michelin-brand truck and bus tyres a year in a factory in Shenyang. Such developments explain, in part, the move towards offering tyres-plus-services rather than tyres-as-products. ■



Left: Chris Baxter, Hankook's UK Technical Services Manager, said the Asian manufacturer would remain focussed on product

Far left: Bandvulc is the UK's leading independent truck tyre retreader.

# ALL SHAPES AND SIZES

The standard spec truck is on the way to a door marked 'exit'. We take a look at the opportunities to tailor your fleet like never before. **Ian Norwell** reports



**T**ake a hard look at your fleet. Are you running the trucks you like to operate, the ones that you think you should, or maybe just the spec that appears to have served you well for years? It could be any of these, and still be wrong.

Standard specifications, typically for fleet operations, have been the comfort blanket for a fundamentally conservative buying market. The reasoning of many hauliers is that truck makers are developing new vehicles all the time, hounded by legislators and their competition, so as buyers, they can reassure themselves that somebody else is on the case. Well, no they can't. A truck dealer will happily

Telematics can hold the key to your perfect vehicle

sell you what you ask for, but the truth about the spec of the fleet you should be running lies quietly stashed away in your operational telematics data.

## Weighting game

Digging out the nuggets of this information is the first step in assessing exactly what your fleet is doing. Prepare to be surprised about some of the perceptions you may have. For example, the percentage of the time that your vehicles spend running at 44 tonnes. You should naturally feel that your fully freighted utilisation is healthily high. It may in fact be that the percentage of time you run at 40 tonnes is very high, but much lower than you think at 44.

It's not a game where either guessing, relying on notoriously unreliable perceptions, or taking a finger-in-the-wind approach are advisable. Phil Rootham, Technical Manager at Scania GB, says: "You need to be bold enough to listen to the data, there's usually a gap between perception and reality." Most businesses evolve over time, and their needs change. Add to that the advent of new chassis layouts like tridem, and regular reviews look even more sensible. On the recent R and S series Scania launch, our request for a standard spec was met, for the first time, with the response that there isn't one.

## Power

Any of us who have been in the industry for the last few decades will have seen the rise in horsepower for so-called standard tractors. The shifting maximum gross weight







limits from 32 to 38, through 40 and up to 44 tonnes, obviously needed a power uplift to match the extra burden, but if we say that 480hp is about average for a six-axle combination that's 10.9hp/tonne. In 1978 the average was more like 7.5. But today it's possible to analyse what power you are actually using, and for what percentage of the time. This needs to be the guide to what you should be running, but of course, your application is the biggest

**Top: Shifting maximum GVW has led to power increases**

**Bottom: Drawbar trailers can prove a flexible option for fleets**



influence. With increasing specialisation, the 'vanilla' fleets are fewer, reflecting the need for more individual speccking. Creating a business case for a move up from 480hp to 530hp, for example, could involve a fuel bonus for drivers, and the trend that has brought lower horsepower/high torque engines has an influence here too. Most truck makers have a system like Scania's specification tool, which will crunch the appropriate data, and it will give you the information to decide if you are looking at a KPI, or just a PI.

### Cabs

Cab size is a crucial decision too. If you operate high, or even super cube trailers, the aerodynamics of a taller cab is not the penalty it can be if you haul steel. A less obvious aerodynamic gain comes from front axle air suspension, which will push the cab through the air at a consistently lower ride height. There are comfort benefits to be gained too. And don't negate the work of the truck maker's aerodynamicists by allowing drivers to have a row of unnecessary spotlights atop the cab. The negative effect on fuel economy is measurable, well within the realms of experimental error.

Residual value (RV) plays a big part in cab choice, with a good number of sleepers getting very rare overnight use on their first lives. Your application features large here too. But not always, sometimes you can specify selfishly, exactly for your needs.

To take an extreme, if you have a five-year contract with high cube, low GVW and high mileages, (maybe garment delivery), residuals may not feature, as you might decide to write the vehicles down over the contract period. That could lead you to go for a lower horsepower chassis and a day cab. Weighing the compromises that come from a truck speccked with too much of an eye to RV, against the actual cost of putting that spec on board, not forgetting any extra weight, is a complex formula, but well worth investigating.

### Root and branch

Asking the fleet engineer who has 500 trailers under his control why he runs tractors, is likely to get a curt response. But the substantial investment in the hardware, infrastructure and training

“Standard specifications, typically for fleet operations, has been the comfort blanket for a fundamentally conservative buying market”

that goes with a particular chassis choice can blind you to the possibility of change. Maybe the question to ask is, “How would I set up the fleet if I started today?”

A scenario where a haulier could become trapped in such a way is the choice between tractor and semi-trailer, or drawbar operation. Far more common in Europe, they have a following in the UK too. Spec-spotters will know that the car transport sector discovered them thirty years ago. Their need for cube above gross made the 18-metre wagon-and-drag a natural, initially on just four axles, now more.

They've moved on too, always on the lookout for creative bodywork and loading solutions. Drawbar operations are not just cube though; the brick and block fraternity run the full six-axle 44-tonne versions. Underrated in our view, a drawbar can also have manoeuvring advantages, and if you can find a home in the fleet for the 26-tonne rigid 'front end', working alone, it adds flexibility. And the prospect of a 450hp rigid being used to the max and destroying your fuel figures, is easily managed by throttle and torque controls in the truck's set-up software.

### Drivers

The operational cost of fuel varies across fleets, but somewhere between 20% and 30% of total operating costs (TOC) is reasonable. Drivers come in at between 30% and 40% of TOC, and of course they can have a big impact on fuel as well. Whenever you make changes to fleet acquisitions, small or dramatic, it's vital that you bring your drivers with you.

Scania's Phil Rootham feels that consulting drivers is essential. He told us: “Getting buy-in from drivers is the key to making any significant changes →

work, especially if they can be perceived as negative, like a drop in horsepower.” His advice is to involve the driver trainer and a small group of the best performers in your fleet. Explain the rationale behind changes, and get a clear understanding of why they are being made. And do this before ordering new kit and implementing any introduction.

Also be prepared to adapt your plans in the light of driver feedback, respecting their expertise will win a good result for all. Finally, agree any training needs and get a schedule in place.

### Devil in the detail

Ostensibly invisible but highly influential are the variety of software modes that come with any truck; they can bring a dramatic personality change to a vehicle. Economy, standard, performance and off-road, they can be made selectively available to the driver, or they can be blocked.

If you have a high proportion of agency drivers who may only be with you for a single shift, it makes sense to make your own settings and block the rest. That’s no disrespect to the agency driver, the writer has done his turn as one.

A different truck and application every day, normally with little or no briefing, is a tough job. But with your own base fleet’s professional drivers, most manufacturers’ driver trainers will tell you that it is preferable to engage with them and make it a co-operative enterprise.

### Powertrain

Probably the most significant developments in truck drivetrains that we’ve seen in the last decade or two has been the raft of advanced driver assistance systems (ADAS).

Heaped on top of common-or-garden cruise control have come the

## Another way

If you feel that the hunt for the ideal spec for your application is too complex, there are specialists who will take the entire task on for you. Asset Alliance Group, established in 2010, now has around 3,000 assets on its books, of which more than 80% are rigids and tractors. Dave Potter, Commercial and Development Director confirms the value of a fresh look. He says, “We offer a fresh perspective by challenging operators’ business practices, and suggesting time and cost-saving alternatives. Many

of our customers have been conducting their business in a certain way, with a certain type of truck and trailer, for years – sometimes even decades.” They use every major truck manufacturer, and a wide range of body builders.

Potter adds, “Our position as an independent finance provider without ties to any specific bank, or an agreement with a single commercial vehicle manufacturer, allows us a degree of freedom lacking in many of our competitors.” Potter expects to have 4,500 assets on their



Dave Potter, Commercial and Development Director, Asset Alliance Group

books by the end of next year, and they have recently snagged some big-name deals. Leading Scottish haulier Yuill & Dodds has taken three DAF XF 510 tractor units from Asset Alliance on a three-year full-service contract hire deal, working on tough duties in waste and recycling. Five 26-tonne DAF rigids and two tractors have gone to pizza takeaway giant Domino’s, on a five-year full-service contract hire agreement. Supplied by Total Reefer, part of the Asset Alliance Group, and a specialist in temperature-controlled vehicle

contract hire and leasing, the assets will be truly sweated, operating 24 hours a day, six days a week. A few phone calls to your truck dealer and body builder would give you the base numbers you need. Then maybe a call to a service provider like Asset Alliance Group, to see how sharp their pencils are, might give you some new figures that are at least food for thought?



Domino's have taken on five 26-tonne DAF rigids from Asset Alliance Group

adaptive and predictive versions. Engine brakes have become more powerful, and retarders/intarders give the genuine prospect of extending the life of friction materials to the horizon. Depending on the marque, and standard spec, you will be asked to dip into your pocket for some of these items. Having attended a wide range of driving launches over recent years, we would need a very good reason not to specify most of them.

Retarders and good engine brakes would be at the top of our list, and for driver de-stressing, ACC. Contrary to popular opinion, the job of the driver has not been de-skilled by all these devices, it has been re-skilled. Using them all in concert, to get the most frugal performance, is not easy, with aptitude and training the vital ingredients. So where is this perfectly spec'ed truck then? It’s out there, hiding in your telematics data, and powertrain options. ■

“Retarders and good engine brakes would be at the top of our list, and for driver de-stressing, ACC”

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# Your legal questions answered

RHA Legal Services – administered by Backhouse Jones Solicitors – provides advice on wheel loss procedures, and the implications of a fixed penalty ticket for over-hours driving



**Q: A drive axle nearside wheel has departed company from our vehicle. No one has been injured; the VOSA has attended the scene and issued an 'S' marked prohibition. What should we do?**

**A:** The first thing to address is the removal of the vehicle from the scene. The DVSA or police may want to recover it for further examination, however on these facts it is likely you will need to arrange lawful recovery.

It is then essential that a full investigation takes place, involving senior staff or external experts in order to establish the cause of the wheel loss.

This should include an early internal inquiry, taking statements from relevant fitters and drivers who have been in recent contact with the vehicle, and, where necessary, the use of qualified independent engineers. It is important to take the following steps...

1. Secure all the specific vehicle's maintenance records, particularly for the most recent preventative maintenance inspection (PMI), such as the driver daily defect sheets for the period from the last PMI before the incident up until the day of the incident. Interview the driver as to his inspection that day and the events leading up to the wheel loss.

2. Examine similar vehicles or vehicles with the same or similar axle set-up to check it is not a design weakness. Many operators would check the fastening on their entire fleet of vehicles and trailers as a precaution and document this.

3. Secure the defective parts and all photographs, and carry out an inspection of the wheel assembly, hub, studs and nuts.

4. Establish whether or not this wheel has been removed recently and replaced – including by an external contractor. If so, by whom, and what procedures were in place for the re-tightening/ torquing of the wheel.

5. Review your torque policy and training. Fully and rationally record any changes from lessons learnt from the investigation.

6. Expect the DVSA to conduct a maintenance investigation at short or no notice within a few days/weeks.

Be prepared to put together a full and comprehensive report for disclosure to the Traffic Commissioner. 'S' marked prohibition very frequently leads to Public Inquiry. It is essential that all evidence is secured as early as possible after the incident as opposed to relying on vague memory and poor records at a Public Inquiry three months later. You may want/need legal advice as to what steps you should take. This is included in the Legal Services subscription, as is a DVSA PACE interview (i.e. under caution) which is likely too.

**Q: One of my drivers was stopped by a police officer and has been issued with a fixed penalty ticket for allegedly exceeding four and a half hours driving. What should I do as the operator?**

**A:** The first thing to understand is that whilst the offence relates to the driver and the fixed penalty is the responsibility of the driver, such offending raises questions over the compliance of the operator and begs the specific question as to whether the operator has effective and continuous management.



Drivers must be instructed as part of their employment obligations to notify the operator immediately in the event of such an occurrence. A driver has 28 days in which to make the decision as to whether or not to pay the fixed penalty. He/she should normally do this after consultation with you as the operator and, if necessary, after seeking expert advice. However, the final decision as to whether to accept the penalty is the driver's alone.

Not only does the incident raise questions over regulatory compliance by driver and operator, it raises a potential disciplinary employment matter. There must

be a full and detailed investigation as to why the infringement occurred (if it did). The driver must decide whether or not he/she accepts a fixed penalty and if he/she does, reports must then be submitted to the Traffic Commissioner's office within 28 days, in accordance with Operator Licence requirements and whether or not the driver is to be disciplined for misconduct.

Explore the planning of the specific journey to see whether there was an error there, or in the management of the driver as the day unfolded, particularly if there were unforeseen delays. Also if the driver error is the problem explore the training received.

The above are typical examples of problems raised on a daily basis by members of RHA Legal Services. Answers to questions and solutions to problems will be given immediately, if possible over the telephone or via email, or if greater involvement is required through face-to-face meetings and more in-depth involvement by the allocated specialist solicitor.

The whole purpose of this scheme is to ensure that you have quality informed legal advice at your fingertips and in the event of an emergency, a 24-hour service cover. Cover starts from as little as 20p per day per vehicle, and the comprehensive scheme is exclusively available to members of the RHA.

**For more information please contact the RHA Helpdesk (England and Wales) on 01274 863 100 or (Scotland and Northern Ireland) on 01506 414 073.**

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# Duron brings revolution in HGV oil

**Jon Wadie**, of Petro-Canada Europe Lubricants, explains how its new low viscosity oil can make for more efficient engines, provide enhanced performance and improve your bottom line profits

**R**ecent changes to policy across Europe has driven a period of rapid change for the HGV industry.

In particular, policymakers have set their sights on improving environmental protection, and the resulting legislation has had a big impact on the heavy duty diesel engine market.

Heavy goods vehicle OEMs have made significant progress in cutting vehicle emissions. A single heavy duty on-highway truck manufactured in 1983 generated roughly the same emissions as around 50 HGVs manufactured in 2013.

OEMs are achieving these huge cuts by designing increasingly smaller, more efficient engines which run at higher operating temperatures and utilise the latest surface materials to reduce friction in engines.

Engine design is not the only way to improve fuel efficiency. Lubricants can also contribute by minimising frictional losses between moving components of the engine and also reducing pumping and spinning losses, or in other words, the work required to move a component through the lubricant. To this end, the industry has seen a growing trend towards lower viscosity engine oils.

Lower viscosity oils are designed to protect engines against oxidation and subsequent degradation that could be caused by the higher temperatures that newer, fuel efficient engines are designed to run at. Bringing together hardware and lubricant technological advances is likely to remain a trend for the future, as Euro VI standards drive emissions limits of ever-increasing stringency.

To meet the needs of more efficient engines which require lower viscosity oils, Petro-Canada Lubricants has launched its DURON™ next generation heavy duty diesel engine oils.

Coupling the latest innovations in oil additive technology with some of the purest base oils, DURON™ next generation is designed to deliver improved oxidation resistance (reducing long-term oil degradation), shear stability (known as the ability to maintain stay-in-grade oil viscosity properties under high-stress conditions) and aeration control (which is critical in the lubrication of modern high-temperature engines).



All of this can contribute to more fuel efficient vehicles, which are increasingly attractive to fleet operators who are experiencing turbulence caused by fuel price volatility. With approximately 35% of fleet operational costs attributed to fuel, even small

decreases in fuel consumption can have a significant impact on businesses bottom lines.

Whilst improving the fuel economy of vehicles is not an explicit objective of emissions standards such as Euro VI, progress in this area invariably helps reduce emissions.

Combustion consumes fuel to produce energy and in the process generates CO<sub>2</sub>, CO, NO<sub>x</sub> and other harmful emissions that are the focus of legislation. So improving the efficiency of combustion not only conserves fuel, addressing end user demands, but also reduces the amount of emissions that are produced, helping to meet legislative targets.

Taken together, these lubricant design advancements, alongside OEM engine design improvements, provide enhanced performance, greater hardware protection, and reduced vehicle downtime, which result in the potential to cut operational costs and increase profitability.



Jon Wadie, Country Manager UK & Ireland, Petro-Canada Europe Lubricants

**For more information on the next generation of DURON™ heavy duty diesel engine oils and how they can benefit your fleet operations, please visit:**  
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2017

# IRTE Conference

28 SEPTEMBER | CHESFORD GRANGE, WARWICKSHIRE

Discussing key developments in compliance and technology transforming fleet operations

### The Conference – 28 September

The annual IRTE Conference is the premier UK conference for fleet managers, transport engineers and workshop managers.

### The Dinner – 27 September

Unwind at the networking dinner on the night prior with entertainment from Fred MacAulay.

### Topics covered

Leading transport authorities and industry experts will be delivering valuable content and technology updates on:

- The future for drivelines
- Alternative fuels: moving from niche to mainstream
- Euro VII: the real world and its implications for OEMs and operators
- New world of compliance: Truck Excellence, CLOCS, FORS and safer operations
- Transformational telematics to drive down costs

### Conference highlight: public inquiry

A mock public inquiry, staged by Backhouse Jones and IRTE, will highlight the importance of driver management, defect reporting and maintenance audits.

### Why attend?

- Practical advice to make immediate savings
- Latest legal obligations and compliance
- Share ideas with your expert peer group at the pre-conference dinner
- Explore new technologies at supplier exhibits
- Receive CPD points



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