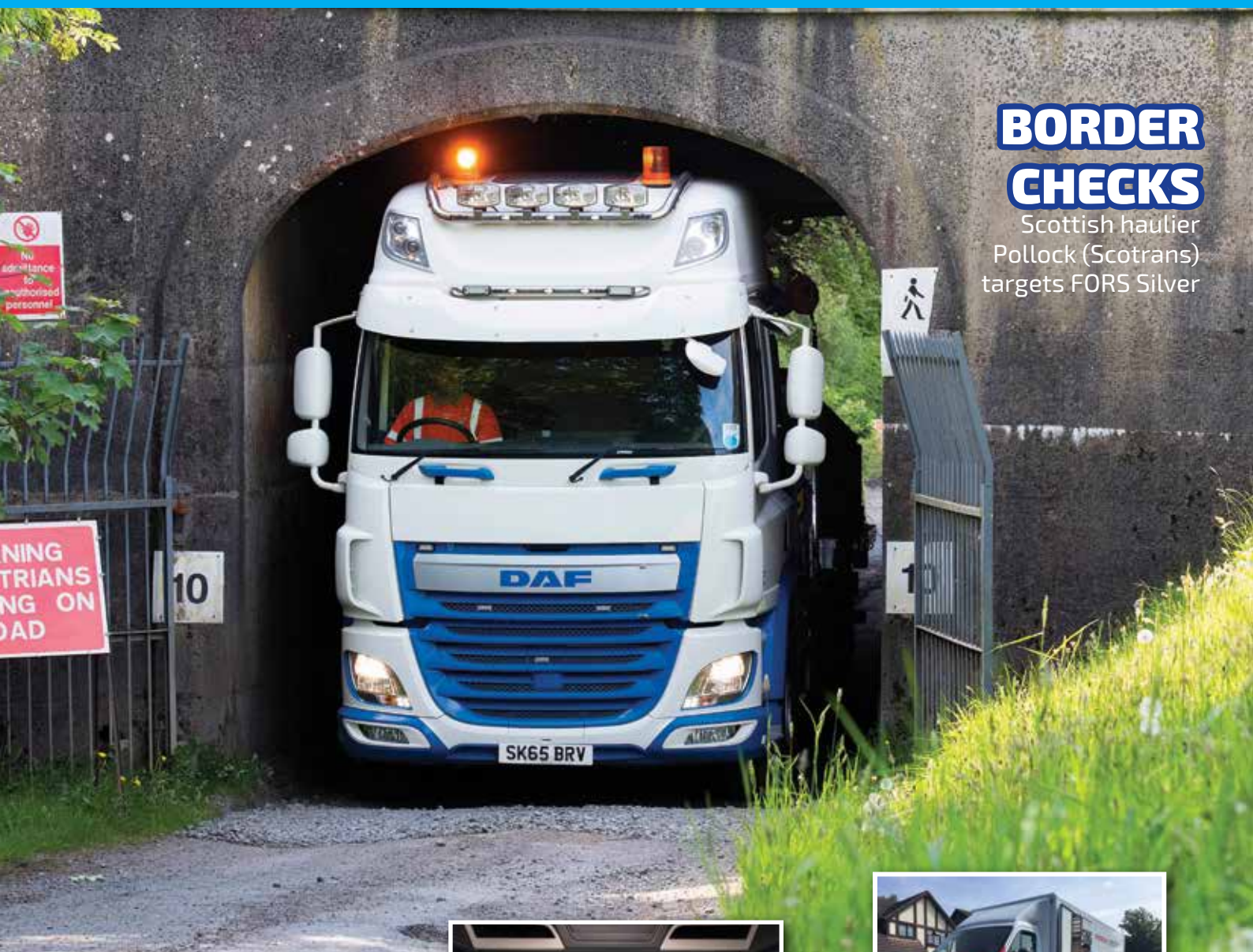




# THE STANDARD

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## Welcome

As we come to the end of another eventful year in the haulage and logistics industry – a year in which FORS celebrated its 10th anniversary – it seems an opportune moment to look at what the future holds.

FORS has made great strides in engaging with industry, upholding standards and encouraging best practice in the transport sector over the past decade. Looking forward, with the introduction of the new FORS Standard version 5, a lot of care and detail has been put in to ensure that vehicle and fleet standards are not only maintained, but improved across the board. The evolution of CLOCS, the Direct Vision Standard and the FORS Standard itself are providing solid foundations onto which compliance, best practice and safety can be built.

Armed with those tools – it's your

responsibility to take advantage and make the improvements. If recent history tells us anything, commercial vehicles will continue to evolve and increase the number of safety-related technologies onboard, which can only be a good thing in the eyes of vulnerable road users and fellow drivers. A better understanding of the environment and working conditions will also ensure that the industry – and society as a whole – benefit.

Exciting times, then – and FORS aims to be at the heart of these improvements that will help shape a safer, more compliant and more efficient transport industry in the future. We will aim to bring you all the information and detail the ways in which you can help throughout 2019 and beyond.

**Matthew Eisenegger**



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## Coventry University becomes the first 'FORS Uni'

Coventry University has become the first 'seat of learning' in the UK to achieve membership with FORS. The University's FORS Bronze accreditation, attained early in July and shortly after FORS reached its 5,000th member milestone, applies to its fleet of 26 vans, two fleet cars and a single minibus.

The news is further evidence of FORS' scope and reach as organisations beyond the transport sector realise the benefits of best practice when applied to their transport activities – regardless of the nature of their business or their fleet make-up.

For Coventry University, the need to benchmark its own fleet safety mindset was key when identifying FORS as a best practice partner.

"Our vehicle fleet is at a



Stephen Beasley, grounds and distribution manager, Coventry University

size now where we needed to introduce an operational standard, something to which we could benchmark our vehicles and especially our drivers," said Stephen Beasley, Coventry University's grounds and distribution manager. "Quite simply, the requirements laid down by FORS provided us with

a logical, manageable pathway to best practice.

"We recognise that transport isn't our 'raison d'être', but our vehicles carry our livery, and it's very important that our excellent reputation in the education sector is represented out on the road and in front of the wider public," he added.

With FORS Bronze membership now in place, Coventry University has stated it will explore the great many training opportunities available through the FORS Professional

training portfolio, with a view to progressing to FORS Silver accreditation.

FORS believes Coventry University can blaze a trail for further educational institutions, and other organisations outside of the transport industry, to introduce FORS best practice into their supply chains.

"We're very excited to see Coventry University become the first FORS Uni and to adopt FORS best practice into its management infrastructure," said FORS concession director, John Hix.

"I believe it will pave the way for other universities to consider their own transport arrangements – many, like Coventry, with sizeable numbers of vehicles.

"Moreover, it shows the scheme has grown beyond its traditional transport-sector roots, proving that it can offer tangible benefits to any organisation that is serious about increasing safety, boosting efficiency and promoting care for the environment."

### Driver CPC deadlines highlighted

Professional drivers operating a truck, bus, or coach are being reminded that they must complete 35 hours of periodic training every five years, in order to keep their Driver Certificate of Professional Competence (CPC).

FORS is reminding those affected by the deadlines in a bid to prevent drivers falling foul of the law. The deadline for the second five-year block of training for drivers with acquired rights is the 9th September 2019. This date is applicable for truck drivers and also dual category drivers (truck, bus and coach) who completed the first block by 9th September 2013.

Drivers with acquired rights are those who did not have to take the Driver CPC initial qualification because of their existing driving experience.

If drivers miss their deadline, they cannot drive professionally until they have completed their training and can be fined up to £1,000.

The driver's five-year administrative expiry date is displayed on the front of the Driver Qualification Card under 4b. If you are unsure how many hours of Driver CPC training your drivers have completed, or which course they have attended, you can check on [www.gov.uk](http://www.gov.uk). However, your drivers will need to set you up with a password so you can view their record.

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# FORS moves to 'demystify' FORS and CLOCS relationship

**F**ORS has funded a series of half-day workshops to help 'demystify' the relationship between FORS and CLOCS. 'Demystifying FORS and CLOCS' workshops were developed in 2017 by the Chartered Institute of Logistics and Transport (CILT) – a key partner in the FORS Community Partnership.

The first 'Demystifying FORS and CLOCS' workshop was delivered in London in July with further workshops taking place in Manchester and Birmingham.

Over 200 delegates attended the first phase of the workshop delivery last year

with FORS supporting and funding the delivery of workshops in 2018.

FORS and CLOCS are powerful complementary initiatives in place to drive-up standards in road risk management across the logistics sector.

## Exceptional growth

However, with national growth of the schemes at an exceptional rate there is a perceived confusion as to how they work together.

The 'Demystifying FORS and CLOCS' workshop was developed to: provide the



background and context as to why the construction sector is taking steps to protect the most vulnerable road users; explain the role of the different stakeholders and the actions they need to take to ensure a consistent road safety standard across the industry and clarify how clients specify the CLOCS Standard in their supply chain and how fleet operators accredit to the FORS to demonstrate CLOCS compliance.

The workshop was designed for anyone with influence within the supply chain, including developers, principal contractors, fleet operators, local authorities and procurement professionals.

## Established

CLOCS was established as an industry led movement in 2013 to address the construction sector's overrepresentation in fatal collisions involving vulnerable road users. FORS has aligned to the CLOCS requirements since it was launched, in which time both schemes have matured to develop a consistent national standard for managing road risk in logistics operations. CILT senior associate and FORS technical adviser, Glen Davies, believes a level of misperception is understandable but one which can be easily explained.

"With two powerful schemes influencing road safety standards across the country, it is entirely reasonable that there is some confusion and, while there is a similarity, there is both a distinct difference and a crucial connection," said Davies.

"CLOCS is a set of road safety requirements the construction client expects within the supply chain – FORS is a quality standard for fleet operations that is recognised by the client."

*Read more about CLOCS and the future of the scheme from Derek Rees, the programme director. Rees was one of the speakers at the third FORS Members' Conference and our review of the event starts on page 24*

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# A campaign for cleaner vehicles

Vehicles can be a breeding ground for bacteria so experts have compiled a list of the five best tips for keeping them clean. The team at LeaseCar.uk have researched into some of the most effective, simple ways to maintain cleanliness and believe that treating a vehicle as an extension of your home is the best way to care for it.

Eating and drinking behind the wheel is tempting for drivers, but this can result in more germs lingering on surfaces and harmful microbes breeding. From cleaning once weekly with an antibacterial cloth, to keeping a rubbish bag in the passenger footwell and

avoiding vehicle meal times, these are just a few of the hacks to stop contamination.

## The five tips are:

1. Keep a rubbish bag in the passenger footwell: this is an obvious tip and it's both simple and effective. Keeping a rubbish bag in your footwell will help you have somewhere to throw any unwanted waste and it's close to hand. At the end of each day, this can then be emptied and replaced so that waste is more easily managed.

2. Clean once weekly with antibacterial spray; wipe vehicle surfaces down with antibacterial spray and a cloth to get rid of any germs on the interior and

make sure it's clean. Doing this as regularly as possible or at least once a week will keep your vehicle clean and hygienic.

3. Shake off muddy footwear: footwear harbours a lot of dirt – especially if you have specific work wear boots or muddy walking boots. Inevitably, you have to take these home with you but it's best to clean these before getting in the vehicle. A good way to do this is to slide them off and bang them to remove any dirt or residue – if you have a pack of eco-friendly wet wipes to hand then use these to remove the rest of the dirt.

4. Brush down dirty clothes: if clothes are dirty, brush off

as much dirt as possible or take off any rainy, muddy gear and bag it up so it can't get the seats mucky. Never leave damp or dirty clothing and shoes in the vehicle as this will cause bacteria to grow in moist conditions and it won't smell good either!

5. Avoid food and drink in the vehicle: food and drink is the main culprit for bacteria in vehicles and aside from drivers avoiding munching snacks on the way to and from work, passengers should also try not to eat food as much as possible too. Crumbs and spilled drinks can not only stain the interior but they will also fester and breed germs.

## Refuse worker deaths increase by 50 per cent

Deaths among refuse workers have increased by 50 per cent according to the latest HSE figures – at the same time staff face 1,000 instances of dangerous driving every single day, GMB union has revealed. At least 12 people died in the waste sector last year – up from eight the year before. This figure does not include asbestos-related illness, suicide, or people killed because of a workplace activity so the figure is likely to be much higher.

Workers in the sector face many hazards but one of the most worrying is that a massive 360,000 incidents of dangerous



or reckless driving are reported by refuse workers every year.

Video footage released by Biffa shows

refuse workers diving for cover as reckless drivers mount pavements, kerbs and grass verges to get round bin lorries making rubbish collections. The average earnings of the UK's refuse workers is just over £19,000 a year – and has plummeted 7.4 per cent in real terms since 2011.

"We all rely on refuse collections to keep our cities, towns and villages clean and safe," said Tim Roache, GMB general secretary. "But refuse workers are literally risking their lives coming into work each day – it's one of the most dangerous jobs you can do."

## Bayliss swaps four wheels for two

Typically more at home looking after a fleet of trucks in his role of director of FORS Bronze member Wings Transport, Mark Bayliss recently took part in the London to Brighton Veteran Car Run on two wheels onboard his penny-farthing. He successfully completed the race, arriving at the seaside in just under

five hours. After months of training, Bayliss climbed onto the iconic bicycle at sunrise on Sunday 4th November in Westminster and headed off to Brighton on the 122nd Veteran Car Run. This annual event of vintage vehicles sees a colourful sight of cars, bikes and cycles with drivers and passengers dressed in period costume.

Bayliss says the biggest challenge was the number of hills on the route and as

the penny-farthing has no gears and a fixed wheel he had to rely on his fitness as an extreme ultra athlete to see him climb all of these gradients with grit and determination.

Wings Transport currently has 10 vehicles, not including the penny-farthing, but it's been suggested that the classic bicycle could be included as a 'new inclusive vehicle type' under FORS rules...



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## Tired van drivers cause a threat on UK roads

The UK's van drivers are spending too much time behind the wheel without a break, putting themselves and other road users at risk, according to figures from Airmax Remote.

The telematics provider analysed data collected from 18,000 company vehicles (cars and vans) over a 12-month period, revealing the lengths of journeys undertaken without a break.

It showed that there were 83,504 journeys of more than three hours, with two per cent of drivers doing 30 or more uninterrupted journeys of more than three hours a year.

According to official police-recorded accident data, fatigue is a factor in two per cent of all injury accidents, but some studies have suggested that 20 per



cent of accidents on major roads can be attributed to tiredness.

Furthermore, road safety charity Brake says at least one in three (31 per cent) fatal crashes and one in four (26 per cent) serious injury crashes in Britain involve someone driving for work.

Dan Faulkner, sales director at Airmax Remote, said: "There are three main ways that employers can help make our

roads safer – managing drivers, managing vehicles and managing journeys. At Airmax Remote, our technology supports all of these activities, delivering effective exception-based reporting to deliver calls to action for fleet operators.

"This visibility forms an important foundation for any company developing or improving a road risk management programme and policies as it gives actionable insight to make a difference in reducing road risk, not to mention cost."

The AA recommends that van drivers don't drive for more than eight hours in a day, they should take regular 15-minute breaks in journeys over three hours and aim to stop every two hours or so, especially if they are not used to driving long distances.

## FORS backs safety at Ciclovía Belfast 2018

**F**ORS once again participated at this year's Ciclovía event in Belfast, to drive home its safety message and to help give cyclists a clearer perspective on road safety, particularly with respect to commercial vehicles.

Ciclovía Belfast is a community event that sees part of the city centre closed off to motor vehicles, allowing cyclists and families to use traffic-free roads and to encourage healthier living. The event, which was held on Sunday 7 October in the heart of the city, is a health and community-based initiative and was the third year in succession that FORS had played a supporting role.

The 'cycle freeway' allowed cyclists of all ages and abilities to cycle on a traffic-free route and there were a number of activities planned at two 'hubs'; Belfast City Hall and Botanic Gardens.

FORS also displayed a truck loaned by FORS Silver Member, Deighan Transport. Company boss, Seamus Deighan, was also present to show cyclists

exactly what a truck driver sees from the cab, and demonstrate the dangers of cycling in proximity to commercial vehicles.

"Ciclovía Belfast gives us a fantastic opportunity to meaningfully engage with cyclists here in Northern Ireland," said Peter Morrow, FORS manager – Northern Ireland. "Our key message is one of safety – for vulnerable road users as well as our members – and here we can provide a first-hand demonstration of the dangers that are present everyday on the road. We're also delighted to be in a position to affect the public's appreciation of commercial vehicles and the vital role they play in our towns and cities."



FORS participated at Ciclovía Belfast for the third year

## Electric dreams are a city reality

Renault Trucks has launched its first all-electric vehicle in the range – which covers 3.1 tonnes to 26 tonnes, the Master Z.E. In total there are six variants of the truck, all of which have a gross vehicle weight of 3.1 tonnes, offering operators a payload of over one tonne.

The Master Z.E. is available in three wheelbases and two roof heights or as a platform cab option to meet a wide and diverse variety of applications through Renault Trucks 'Ready for Business' range. "Electromobility is the cornerstone of Renault Trucks' strategy for sustainable urban transport, so we are delighted to introduce the new Master Z.E, the first in our all-electric range, to the UK market," said Carlos Rodrigues, managing director, Renault Trucks UK and Ireland.



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# A decade of dedication

“

Best practice is not a static one-off achievement, and neither is FORS – it is about embedding a cultural change, to encourage operators to do more

”

**Celebrating 10 years of FORS with some of the first 10 FORS accredited members**



FORS is this year celebrating its 10th anniversary. Here's a quick look at how much has been achieved in a relatively short space of time

In just one decade, FORS has grown from a small, yet highly motivated, collective of best practice-minded operators joining a new scheme created by Transport for London (TfL), to become a nationwide scheme boasting a 5,000-strong membership and representing the full spectrum of the transport operating industry.

FORS is now recognised as the go-to best practice accreditation scheme in the transport sector, with a mandate to promote safety, efficiency and environmental protection. Its members include commercial vehicle operators of any size and make-up, with vehicles from cars, vans and light commercial vehicles, to heavy goods vehicles. Members can access a comprehensive package of funded training delivered through the FORS Professional training portfolio.

FORS director, John Hix, believes it is this progressive nature which has kept FORS relevant in an ever-changing industry. “When FORS began, it was clear there was a lot more operators could do to make the roads safer and to make their fleets more efficient,” he says. “Without a doubt, great strides have been made since then, with far more awareness of safety, up-skilling of drivers, and fleets operating far more efficiently. However, new technology, busier cities, and the increasing complexities of compliance means standards are always rising and there is always more we can do. “Best practice is not a static one-off achievement, and neither is FORS – it is about embedding a cultural change, to encourage operators to always do more,” adds Hix. “We now have in place a robust accreditation scheme and we're extremely proud that, 10 years on, our members continue to

raise standards for their operations and the wider industry.”

## Where it all began

FORS officially launched at the CV Show in 2008 and published the FORS Standard; the first edition which defines the requirements that members must meet in order to achieve the three, progressive levels of accreditation: FORS Bronze, Silver and Gold. It wasn't long before FORS recognised it had at its disposal a much wider remit within the transport sector and, with growing interest from operators and specifiers from across the UK, the scheme rapidly expanded well beyond the confines of the M25.

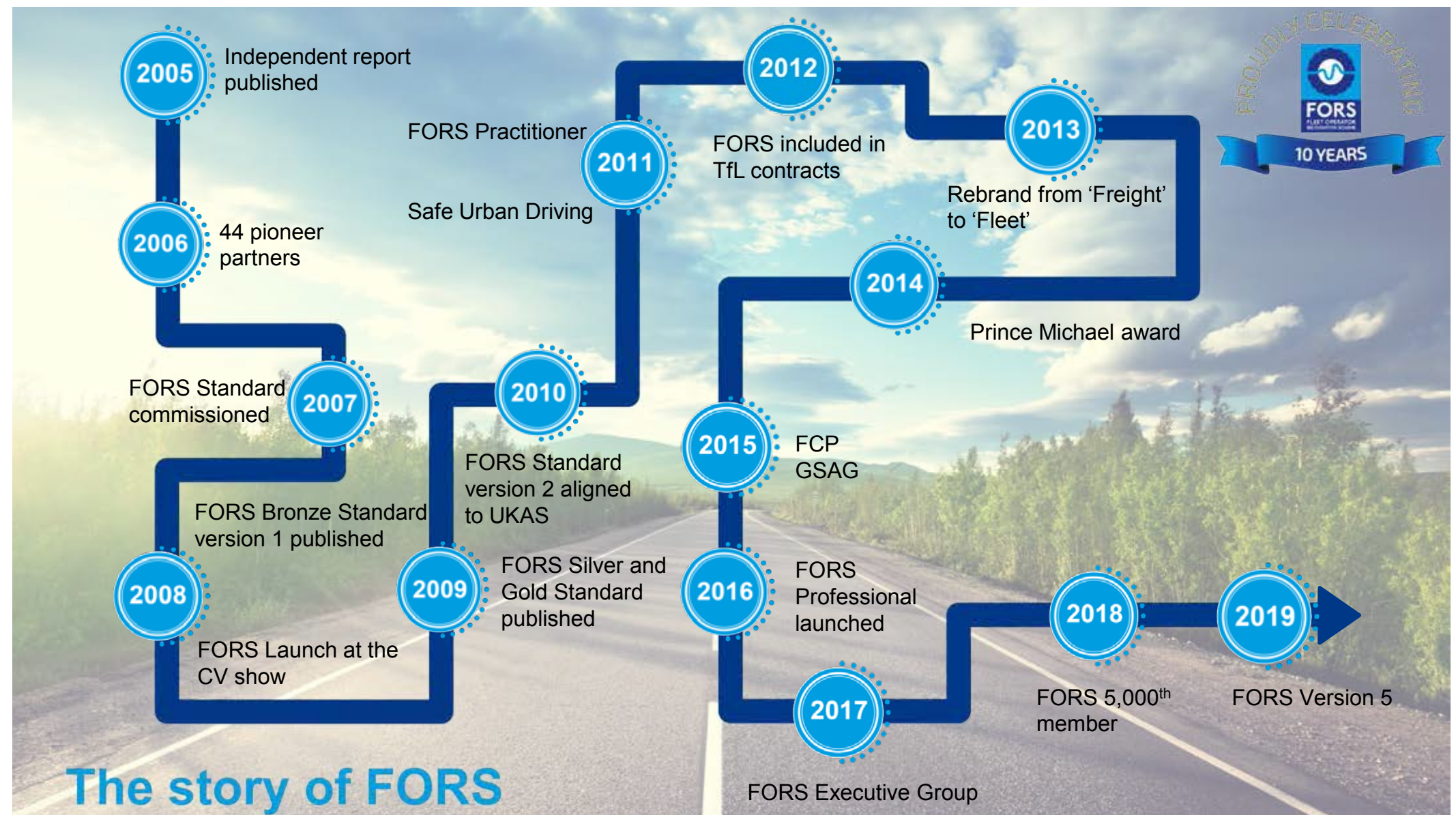
Steve Agg, chair of the FORS Governance Standards and Advisory Group (GSAG) which oversees the FORS Standard – and former chief executive of the Chartered Institute of Logistics and Transport – says: “FORS started from scratch, specific to London and specific to freight, and now it is a scheme available to any commercial vehicle operator, across the UK and beyond. FORS has provided a tangible means for companies in the

transport sector to demonstrate that they want to drive-up standards.”

Graham Bellman, group fleet director at the Travis Perkins group, and GSAG member, adds: “FORS single biggest achievement is putting transport distribution and supply chain on the map, moving us to an industry with a professional image and a national standard, helping not only us as operators but also our suppliers.”

Gordon Sutherland, GSAG member and road transport logistics manager for FORS Champion Thames Tideway, says: “The tangible benefits of FORS are that companies are seeing less penalty charge notices and fewer incidents. The drivers are more confident with less staff turnover as a result and that is a huge achievement in itself.”

Finally, Garry Lewis, transport standards manager at Tarmac and a member of GSAG comments: “FORS shows that legal compliance isn't good enough in today's world, it needs to be about bringing in best practice. FORS has become the leading Standard for road transport safety and environmental issues, taking us past legal compliance to help drive us forward.”





# A natural choice



A pan-European excursion is the perfect opportunity to find out how alternative fuels stack up against the conventional option of diesel. **Dean Barrett** is your tour guide

With 'dirty diesel' a hot topic and restrictions being targeted towards keeping older trucks out of a growing number of city centres, operators are beginning to take a serious look at alternative fuels.

For short-haul and urban distribution, electrification is a viable option. But when a haulier is looking to clock up serious miles, battery power can't yet cut it due to the cells being too heavy for decent payload and their relatively short operating range between charges.

This is the point where Iveco can help. Back in 2016, the Italian manufacturer launched Stralis NP alongside its XP diesel tractor unit – and claimed NP (Natural Power) was

the first-ever gas-fuelled truck capable of undertaking long-distance missions.

Besides cleaner and greener running, NP was billed as having driving and performance characteristics which compared favourably with an equivalent diesel vehicle.

NP arrived with a 400bhp Cursor 9 engine, Eurotronic automated transmission and a quoted operating range of 1,500km on a single fill when running in 4x2 configuration. A redesigned exhaust and repositioned battery enables NP to carry a large LNG (liquefied natural gas) tank on either side of the chassis; though it can also run on CNG (compressed natural gas), albeit with reduced autonomy.



# A natural choice



More recently, the NP range was expanded with a Cursor 13, 460 bhp engine and new Hi-Tronix (ie, ZF TraXon) gearbox, which, at 4x2, offers additional fuel economy to boost the truck's maximum range to 1,600km on a single fill of LNG.

On the face of it, the benefits for operators are quite compelling. First off, natural gas costs less than diesel in most European countries, so bottom-line fuel bills will be lower. In addition, NP does not require AdBlue, has no complicated aftertreatment system, no particulate filter, and the maintenance interval is an industry-leading 90,000km. Emissions are also ultra-low: Iveco reckons NP produces 60 per cent less NOx, 99 per cent less PM and 95 per cent less

CO2 (when using biomethane) than a Euro 6 diesel truck.

The numbers are impressive – but Iveco is still trying to get the message across to hauliers. In April 2017, it ran a 400bhp Stralis NP across the country from John O'Groats to Land's End (1,347km) on a single fill. Quite a feat – and testament to the truck's long-haul credentials. But with the new 460 lump upping NP's max range to 1,600km, the manufacturer felt another real-world test was due which would stretch the truck to its limits.

So the challenge was set to run a 4x2 Stralis NP460 from London to Madrid on a single fill of LNG. Routing software reckoned the journey would take three days. The first leg would cross the Channel and then run south on the A16/A28 around Rouen, past Le Mans to an overnight stop at Tours. Leg two would follow the A10 down to Bordeaux, then pick up the A63 bound for the French/Spanish border at Irun. Crossing the edge

of the Pyrenees through San Sebastián, day two would end at Vitoria-Gasteiz. The final leg would then be a straight run South on the E-80/E-5 to Madrid.

The trip would total 1,670 km – it would be close, but if successful the trek would further cement NP's suitability for long-haul ops.

## Day 1

The journey kicked off from Iveco's Basildon offices on a cool Monday morning in October. The truck had been loaded to 30 tonnes with sand bags, while 410kg of LNG had been carefully squeezed into its two oversize gas tanks. At 0545, we set off. After leaving the Iveco yard, we headed straight for the M25 towards the Dartford Crossing. Traffic was heavy; but once past the bridge, the run South East down to Dover was clearer and we made it in time to catch the 0835 ferry to Calais.

Arriving in France, we made our first mistake. Rolling off the boat, we missed the main road exit and managed to end up driving through the middle of town. Burning gas in stop/start traffic wasn't ideal, so we were relieved to finally get on the A16 toll road, follow the coast to Abbeville, and then pick up the A28.

Travelling through the flat and mostly featureless northern French countryside, we set Stralis' predictive cruise control (PECC) to 84km/h to maximise fuel economy. Just past Rouen, a glance at the onboard computer showed NP was burning gas at a rate of 23.3kg/100km. Iveco was banking on the truck using an average of 25kg/100km in order to be able to reach Madrid, so we were well on track. Arriving in Tours at the end of a pleasant day's driving, the tanks were still three-quarters full as we parked up at the local Iveco dealership.

## Day 2

Leaving the dealership at 9am Tuesday morning, we made our second mistake and missed a turning which would have taken us directly back to the A28 for our run to the Spanish border. Instead, we got snarled up in the morning traffic and spent a good 30 minutes fighting through town – again burning more gas that hadn't been accounted for. But thankfully, the toll road was then clear all



down to Bordeaux. Pulling in for lunch, the needle was registering just under half a tank. According to the map, we were half way to Madrid.

We spent the afternoon cruising down to the Spanish border at Irun. Once past the booths, the mountains were on the horizon and the road began to climb – and after another hour, we were crossing the Pyrenees. The mountain scenery was spectacular, but what really had our pulse quickening was NP's gas consumption – which was measuring 92kg/100km during some of the steepest ascents. But the hills caused no problem for NP at 30 tonnes; the 460bhp engine pulled well and the powerful five-stage ZF Intarder dug in to hold the truck back on the descents without us having to use the service breaks at all. Pulling up at Vitoria for our second overnight stop, the tanks had depleted to just over a quarter full. The mountains had certainly taken their toll, and we were hoping for a smooth – and flat – run down to Madrid the next morning.

## Day 3

The weather had taken a turn for the worse as we set off early Wednesday and headed South West to Burgos on the E-80. The wind had picked up and the rain had set in – not ideal conditions for a fuel-focussed record attempt. At Burgos, we picked up the E-5 running due South to Madrid – and though we'd crossed our fingers for a gentle run, we were still well up high in the mountains and the road was throwing hills at us with regularity.

Pulling into a rest stop at Grajera, the fuel warning light came on. Checking the map, we still had 130km to go – and if the road continued to undulate, our chances of success were doubtful.

Pressing on, our eyes were on the needle. As we reached the outskirts of the city, the ECM warning light came on and the truck started to labour. With warning flashers on, we battled onwards towards our final destination: a BP/Molgas filling station located near to the airport.

Crawling onto the R-2 the snaked around the edge of the city, we were faced with a long, steep climb towards the exit. At this point, the needle was showing the tanks were empty and NP was running on fumes – but it gamely laboured on, hauling its load to the exit, around two (thankfully clear) roundabouts and up onto the filling station forecourt and across the finish line. A close call indeed!

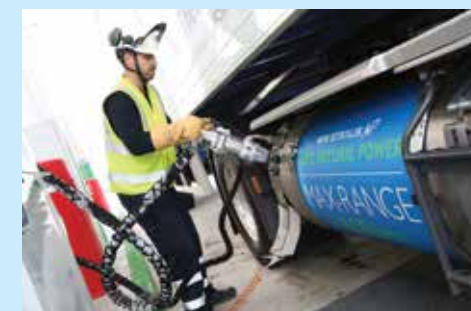
The dashboard computer showed final distance travelled on our record-breaking run was 1,728.2km without refuelling. The gas truck had done it – and Iveco had proven once again that for long-distance running, Stralis NP is up to the job.

**Gas-powered trucks are increasing in popularity, as operators recognise the cost and fuel savings that can be achieved**



## Fill-up finery

LNG offers better range than CNG, but more care must be taken when filling the tank. Natural gas becomes liquid at -162 degrees C, so it presents a serious burn risk. When filling, PPE must be worn (gloves and face mask), and drivers must ensure there's no exposed skin (sleeves down etc). And trousers should not be tucked into boots – if some of the liquid spills, it could run down into footwear, resulting in a nasty injury.



## LNG vs CNG

As far as engines are concerned, there's no difference between LNG and CNG. The variations come in the way they are stored. CNG is squeezed to 200 bar in the tank and has to be pressure-reduced before it reaches the engine. LNG is stored at around 14 bar in the tank, but has a longer range than CNG. Aside from safety issues when filling, the major problem with LNG at the moment is its availability at the pumps. So until there are more places to fill, operators will have to plan their routes carefully or look to install their own gas supply.





# Diversify to multiply

Known for its general haulage business, family-run haulier Pollock (Scotrans) moved into the lorry-mounted crane and heavy-haulage sector following an acquisition at the start of the year. Now Pollock Lift & Shift is planning its future in a very competitive market. **Kevin Swallow** reports

“

With 180 trucks and tractor units, 320 trailers and 12 operating centres, the company today employs more than 250 people

”

Since October 2006 Pollock (Scotrans) has been based on a nine-acre site at Bathgate, West Lothian, following its move from Musselburgh where it had been based since 1954.

The company goes back even further.

In 1935 George Pollock started in Corstorphine, west Edinburgh, growing the transport business until it was nationalised in 1949.

His business became part of British Road Services with George as the group manager for East Lothian and the Borders. When partial de-nationalisation took place in 1954 he bought some vehicles and acquired an Operator Licence to ‘restart’ the business.

George’s sons Ian (now chairman) and George joined the business in the 1960s, and now the third generation is involved. Ian’s sons Scott, who joined in 1984, and Fraser, in 1993, have worked their way through the business and today are joint managing directors.

## Fleet details

With 180 trucks and tractor units, 320 trailers and 12 additional operating centres across Scotland and northern England, the company today employs more than 250 people.

During those 83 years the company has centred its business on collecting and delivering dry goods. More recently Pollock (Scotrans) has shown signs



of diversification. In 2017, the company started an employment agency, Pollock Recruitment Services, to focus on temporary and permanent jobs in transport as well as non-driving sectors like warehousing.

It has now moved into bulk transport with 15 tippers shifting aggregate from quarries across the central belt.

In December 2018, the building materials and construction solutions business Tarmac restructured its distribution model for its Cement and Lime issuing five-year logistics contracts to six logistics giants, with Pollock (Scotrans) taking the packed cement work for northern England and Scotland.

At the start of 2018 the company moved into the

lorry-mounted crane and heavy-haulage sectors, following an acquisition of business, rolling stock and staff from vehicle rental company MV Commercial, based in Livingston.

Mark Jackson is Pollock (Scotrans) operations director. “We have brought in the expertise and have hit the ground running with Pollock Lift & Shift,” he says. “We have brought five people with drivers that came over under TUPE (Transfer of Undertakings (Protection of Employment) regulations).”

## Plans for the future

The new division of Pollock (Scotrans) has bedded in successfully, so now the emphasis is to take the Lift & Shift enterprise forward. “Our business

development team is now out there promoting Pollock Lift & Shift,” says Jackson.

“We started with some cabin work and will look to develop that, and we are looking to our own existing customer base as well. Many of our customers in the dry freight sector are global businesses that also have some requirement for moving larger items as well.”

One sector the company has already enjoyed success is delivering equipment for essential railway maintenance, and to that end the busiest truck is the Volvo FH 8x4. With a 10-tonne payload, it is better payload than the DAF with its seven tonne capability. “The 8x4 is ideal for cabins and moving three rail bogie trailers that can carry attachments. These weigh three tonnes each, so you can carry

**Pollock Lift & Shift is keen to capture more railway work**



“As we move towards FORS Silver, we will need to do the vulnerable road users course, which includes spending time riding a bike”



three at a time,” Jackson says. With more than 20 years of warehousing experience housing palletted goods under contract and ad hoc for the general haulage fleet, it is a service Pollock Lift & Shift will also look to offer its customers.

“We have the space to collect, store and deliver machines, and we have already stored road-rail vehicles in-between jobs rather than take them all the way back to Hemel Hempstead,” he confirms.

With the new activity, Jackson expects there will be a little restructuring in the future.

While grouping certain parts of the business is important, so too is establishing FORS auditing and accreditation, which Jackson says is vitally important as the company progresses.

“We will look to bring the tipper fleet into the Lift & Shift portfolio as a division of the business and separate it from general haulage. Part of the reason

for that is so we can focus those vehicles and trailers for FORS Silver membership.”

He confirms that the company is ready to go to the auditing process with Pollock Lift & Shift, to complement Pollock (Scotrans’) status as a FORS Bronze member.

Jackson understands that Silver accreditation means complying with CLOCS and with Transport for London’s WRRR (Work Related Road Risk) and is prepared.

It also means training programmes for the Driver CPC will be expanded to meet the requirements of drivers working for Pollock Lift & Shift, with emphasis on load securing.

“Pollock (Scotrans) is a JAUPT (Joint Approvals Unit for Periodic Training) approved company, which allows us to deliver in-house training. We have two driver trainers and have just completed a ‘working at height’ training module.

“As we move towards FORS Silver, we will need to do the vulnerable road users course, which includes spending time riding a bike,” recognises Jackson.

While Pollock Lift & Shift drivers are fully qualified with ADR (International Carriage of Dangerous Goods by Road) and the RTITB Vehicle Mounted Hydraulic Lorry Loader (often called a lorry loader), these training modules, as well as Banksman Slinger/signaller qualifications, will be added to the training portfolio.



Continued driver training is essential for an operator to move towards FORS Silver accreditation



20 The Standard Winter 2018

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# Working together

Three Affinity Partners make up a select group of appointed companies offering discounted, FORS-branded products and services specifically for FORS members

It's in the interest of FORS to offer its members the best value for money possible, which means providing the appropriate products and services that will help improve their overall transport operations. With this in mind, FORS has three Affinity Partners, who provide FORS branded products or services that add value by enabling operators to comply with legal or contractual requirements and/or improve on safety, emissions, security and operational efficiency.

## Affinity Partner 1: Licence Bureau

The first Affinity Partner was announced by FORS in July 2017, when an agreement with Licence Bureau to offer members a licence checking service was agreed. The FORS Driver Licence Checking Service helps fleet operators manage requirements around risk-based licence checking, ultimately ensuring they are running a legal and safe workforce.

Companies can request a quote for the FORS Driver Licence Checking Service from the FORS website, with preferential rates available for all FORS members. FORS requirements state



that operators shall ensure that licences and qualifications of all drivers (including agency drivers) are checked using a risk-based verification system that directly accesses the DVLA database. This check should be done prior to a new driver starting and then at least once every six months thereafter. However it is also important that drivers immediately report endorsements and disqualifications (of both driving and vocational licences) to their manager so they can be recorded.

"Regular, appropriate and risk-based licence checking is an important part of the FORS Standard, and we are delighted to be launching this opportunity with our Affinity Partner Licence Bureau, to offer FORS members this crucial service at a discounted rate," said Paul Wilkes, business services manager, FORS, when the agreement was announced.

## Affinity Partner 2: Fleet Check



Later in July 2017, the second FORS Affinity Partner was revealed when the FORS Fleet Management System (FORS FMS) – developed alongside FleetCheck – was launched. Fleet and transport managers have one of the most complex roles in an organisation – and certainly one of the most responsible. Every day brings new challenges and an abundance of risks.

Having a reliable and purpose-built fleet management system is essential and will save operators time, money and enhance

all of your fleet administration tasks. FORS FMS makes the journey towards FORS accreditation more straightforward and easier. It will also support all aspects of fleet management and help maintain FORS requirements.

JP Walton & Son is just one of the many satisfied FORS FMS customers: "We're committed to the FORS accreditation and have achieved founder member status of the DVSA's 'Earned Recognition'. With FleetCheck, it's easy to plan and check that we're doing everything required to meet the requirements of these schemes – from

## Affinity Partner 3: RGVA

The most recent appointment to the position of Affinity Partner has been RGVA, which works with FORS on a dedicated FORS Vehicle Graphics Service (FORS VGS). The service provides members with low-cost, hassle-free access to its complete range of high-quality FORS ID graphics and warning signage, while every FORS ID purchased qualifies for a free warning signage graphic.

The agreement, announced in August 2018, recognises that a number of members have encountered problems in producing their own FORS ID graphics, either through IT-formatting issues or difficulties in procuring a local printing service. As a result, FORS VGS is now in place to streamline the whole process – providing low-cost, standardised signage products for all FORS members.

"This service provides our members with a quick, easy and low-cost method of acquiring a range of quality vehicle safety and warning signage. Although it is not mandatory to display FORS ID, members are proud of their association with FORS, and want to display the FORS logo as a mark of quality," explained Wilkes. "Today, members can obtain high quality graphics from RGVA to ensure their FORS ID and their warning signage are displayed loud-and-proud for many years to come."

FORS VGS allows FORS members to order high-quality '3M Envision' FORS ID graphics quickly and easily through the FORS website. Every FORS ID purchased qualifies for a free warning signage graphic, while orders for 10 or more graphics attract an additional 15 per cent discount.

FORS VGS graphics are produced with a three-year 3M Matched Component System Warranty. In line with the key FORS message of environmental protection, FORS VGS products are PVC-free and made using degradable vinyl which breaks down under landfill conditions without emitting toxic gases or other pollutants.

# 4 Cameras 1 Image 0 Blind Spots



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# FORS Members' Conference 2018

With the theme of '10 years of evolving best practice', the third annual FORS Members' Conference took place in October. Speakers covering a wide range of topics were joined by 450 FORS accredited members in the audience who were keen to find out the latest developments within FORS.

This year's event saw an expanded exhibition, with delegates and speakers given the opportunity to interact with 35 exhibitors and three Affinity Partners during the breaks in proceedings.

## 10 years and counting

The opening presentation was given by John Hix, FORS concession director and Paul Wilkes, business services manager at FORS. They took a trip down memory lane, recounting many of the FORS milestones that had been achieved since 2008, when Version 1 of the FORS Standard – or specification as it used to be called – was published.

Hix recalled that the first company to register was PHS, but that Hanson was the first company to achieve Bronze accreditation. "Silver and Gold were launched in 2009 with just two requirements – today there are eight at Silver and nine at Gold," added Wilkes. Reassuring the audience that FORS wasn't standing still, Hix revealed that an accreditation scheme for driver agencies is being piloted, while it is "looking to pilot, with a vehicle lease company, an accreditation scheme for those who want to provide lease vehicles".

## How training is changing

The next speaker was Emma Jennings, director of education at CILT, who gave a reflective presentation about the workforce of the future. Asking the audience if they thought they would live to 100, she revealed that for a 57-year-old male there was an 11 per cent chance, while a 27-year-old female had a 27 per cent likelihood.

The point she was making was that careers are going to be longer in the future. "This will put pressure on pensions and our social care systems. The idea of working hard and then living a peaceful retirement on the golf course or in the Algarve is not a realistic prospect for people in their 20s and 30s," she warned.

Developing transferable skills – such as

communication, time-management, leadership, project management – were important, but it was as important to have one eye on the future, said Jennings. "We expect our medical professionals to keep up to date on the latest medical advances, so why should it be any different in the transport sector?" she asked.

## Ground-up recruitment plans

Next up was Peter Kay, head of learning at Tarmac, who stressed that apprenticeships are not just for young people. He explained that – like FORS – his company had gone through a great deal of change (including ownership) in the past 10 years and although Tarmac has a history of 150 years, it is now a new company.

These changes had, he said, "given us the opportunity to look at learning in a different way. We have 300 sites in the UK, which gives us challenges when training the workforce, but also opportunities because of UK coverage and the ability to attract people from all over the country".

"We needed to attract talent – and apprenticeships were a great way of doing it," he said. "We developed four apprenticeships standards that are relevant to our industry and in a career pathway from base level to junior management – with a senior management level to be added in due course."

He urged the audience to think about the roles that would add value to the business, now and in the future, and work together on the standards and support staff in their education.

## Asking the awkward questions

Andrew Drewary, road risk manager at CILT – and a collision investigator for 18 years – has analysed more than 30,000 collisions, so was well placed to offer advice on how to deal with conversations with drivers in the event of a collision or incident.

One of the main issues that came out of his analysis was driver health and the amount of times that, when interviewed properly, drivers are willing to open up. "You need to educate yourselves in how to deal with this issue," he told the audience. "It needs to be a collaboration between employer and employee and it is something that will become greater and more important in the future given that the average age of drivers is increasing year on year."

Drewary asked operators to consider their actions when assessing a situation. "If your driver turns up from work and they are smelling of alcohol you wouldn't let them out on the road."

"If they turn up drinking an energy drink, some wouldn't question it. But if they turned up yawning, very few would worry about it. That decision could prove costly."

## Progress with construction industry safety

Derek Rees, programme director of CLOCS, addressed the audience about where the scheme had come from and what the plans for the future were. Emphasising the severity of the safety issue facing the industry, he revealed that 463 people had been killed or seriously injured in collisions involving HGVs in 2016. Of that number 121 had died within 30 days of the collisions.

Rees revealed that while the new CLOCS standard hasn't been published, it recognises the progress that the FORS Standard has made and he ensured that CLOCS would follow suit and be updated every two years.

Finally, he drew attention to the changes in the new CLOCS standard for regulators, clients, principal contractors and fleet operators. "This update gives what everyone wanted, which is one national standard for national operations. And the default evidence is FORS, because that is the simplest, smartest and easiest way for fleet operators to demonstrate it."

## In charge of a clean up operation

As national prevention and disruption team officer at the Environment Agency, Mark Thomas has many roles. One of them, he told the audience, was to

An audience of 450 FORS accredited members listened to presentations on a variety of subjects



John Hix, FORS concession director





Alina Tuerk, delivery planning manager for Freight at Transport for London (TfL), also presented at the FORS Members' Conference about the Direct Vision Standard. Find out more on page 38

identify opportunities to reduce environmental crime. "I'm currently working on this project to improve waste duty of care compliance specifically within the haulage industry," explained Thomas, a former driver and transport supervisor. "I understand the constraints companies like yours face and I believe that by working together and raising awareness, FORS members can be prevented from becoming victims of waste crime," he told the audience.

"The Environment Agency recognises FORS as a national accreditation scheme that aims to drive up standards and as such, we've been working with it for a number of months," he revealed. He drew the delegates' attention to new items in the upgraded FORS Standard relating to further environmental protection and standards to raise the bar on waste duty of care.

## Speaker of the house

After lunch, delegates were given an insight into what parliament thinks and does about the transport and logistics sectors, from former Member of Parliament (MP) Robert Ffello. Now a consultant, Ffello is the founder of the Parliamentary Freight Transport Group and was at the FORS Conference



Paul Wilkes, business services manager at FORS

to impart some advice on how the freight industry and operators can best get the attention of Westminster and engage with the decision-makers who can make a difference.

Ffello explained that the Parliamentary Freight Transport Group was designed to raise the profile of the industry in parliament, featuring those from both sides of the Houses of Parliament and the House

of Lords. "We got representatives from the largest multinational businesses to the smallest companies at the other end of the spectrum. It was widely respected by all aspects of the freight sector and, more importantly, by government itself.

He said the most important thing to do was build relationships with MPs.

"If I was in your position, I would meet with the MPs who have an interest, based on questions they've tabled; I'd organise events in parliament to attract interest of those MPs and find hooks that would attract their interest. But beyond that, relationship is key. It is very easy to criticise MPs and peers, but building the relationships pays dividends. This also applies to mayors and councillors."

## Safeguarding you and FORS

Bringing official proceedings to a close, Graham Holder, quality assurance and compliance manager at FORS and Alan Harvey, head of auditing at FORS, explained details of the new version of the FORS Compliance and Enforcement Guidance operator manual.

"As with any quality management systems we



should always strive to provide the very best system at all times. We've listened to all feedback provided during FORS Practitioner workshops, members regional briefings and we've strived to ensure that your voice is heard," said Harvey.

"Compliance and enforcement within FORS is mandated through the operator manual. Introduced in 2017, it sets out guidance for breaches of compliance and also provides detailed information regarding possible sanctions and a system of fair and consistent compliance and enforcement."

Questions from the audience to the speakers led to some lively debate after each session

# Details of the new FORS Standard version 5

Arguably the most important and intense part of the conference saw Glen Davies, FORS technical adviser, and Paul Wilkes discuss the key changes to the FORS Standard at all levels. Davies explained that there were seven new requirements, 15 that have been merged into six, one split into two, 27 renamed and one requirement moving from Gold to Silver.

Davies warned the audience not to jump straight into the FORS Standard, but to take the time to read the information around it. "These notes cover the scope of the new FORS Standard, have details about the terminology used throughout, and news about the arrangement around temporary vehicles and drivers, related requirements, templates and resources."

To start, Wilkes explained the changes to the management section of the Bronze Standard. "Alongside a name change, FORS documentation (M1) now provides a

single list of all the policies and procedures that must be evidenced at audit. The policy requirements have been extracted throughout the other requirements to provide a simple list," he said. "At staff resources (M4) operators need to demonstrate there are sufficient resources appointed across the fleet operation. An organisational chart needs to show the person with responsibility for the fleet operation (M3); health and safety (M8); technical engineering advice (V1); managing fuel and emissions (Champion) (O2); managing road risk (Champion) (O3); managing specialist operations (O5) and managing counter terrorism (Champion) (O7)."

Wilkes then moved onto vehicle fleet (M6), which he said had been an overlooked requirement in previous revisions. "It has been a requirement of the FORS but not actually included in the FORS Standard. M6 now requires

operators to maintain a register of the number, type and distribution of all vehicles in scope of FORS accreditation. That includes vehicle registration marks and trailer identification numbers. All risk assessments required through the FORS Standard are listed under health and safety (M8) – divided into health and safety risks and operational risks."

It was then Davies's turn to run through the Bronze vehicles section, where the biggest changes are seen in load safety (V5). "It has now been split into five different requirements, depending on the vehicle type that is accredited – HGVs, passenger carrying vehicles, vans, cars or powered two-wheelers.

"For vehicle safety equipment (V6) the challenge is how we gradually introduce the Direct Vision Standard into the requirement, which is potentially London-only from next year," he explained. "We

did have to make reference to it, but we couldn't make it nationally applicable, so therefore we do have a requirement specific to London." Davies also detailed that tyre management (V7) was a new requirement split from fuel and tyre management (M11).

Bronze driver highlights covered by Wilkes included professional development (D4), which states that members must have completed the security and counter terrorism eLearning module within the past 24 months and in-vehicle communication (D5).

In this area, Wilkes admitted there had been some debate about what to include, having historically followed the legal requirements, such as allowing the use of hands-free mobile devices. "Good practice is now moving towards the banning of the use of hands-free devices and many organisations already do this. But we felt this was too high a hurdle for Bronze

operators to comply with especially as we are moving into other fleet sectors such as van and car.

That said, we use the term 'should', which means it's not mandatory, but it is recommended."

Another heavily debated area was health and eyesight (D6) around a specific recommendation. "A drugs and alcohol procedure should include drug and alcohol testing that is conducted: pre-employment or the start of a specific contract; routinely, randomly or unannounced; and after involvement in a road traffic collision, incident or near-miss," confirmed Wilkes.

Wilkes also added that in the Bronze Operations section, passenger safety (O4) is a brand new requirement, applicable to passenger-carrying vehicles and any other vehicle that has a seat – and that counter terrorism (O7) now requires operators to have a policy and supporting procedures

in place and to name a Counter Terrorism Champion.

Changes to the Silver requirements were then covered including: professional development (S5); vehicle safety equipment (S6); noise pollution (S7) (previously Gold); internal communications (S8) and sub-contracted services (S9).

Finally, Gold requirements alterations include: FORS case study (G3); professional development (G5); sustainable operations (G6); staff travel (G8) and contracted services (G9).

For more information on the changes, as well as details about the new FORS mandatory training requirements, vehicle requirements and transitional provisions, members should consult the version 5 FORS Standard.

For more information on the FORS Standard version 5, visit [www.fors-online.org.uk](http://www.fors-online.org.uk)



# Dash to the future

Mercedes-Benz has designs on tomorrow's truck dashboards. **Brian Weatherley** has been to Germany to learn that it's all about the 'User Interface' – and delivering vital driver information ►



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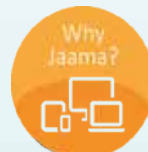
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## Interior design

# Dash to the future

Before we go any further, when you look at your truck dashboard what do you like to see? Big, 'old-school', analogue dials with needles? Or maybe you're a new-generation, social-media savvy driver raised on the internet and video gaming, who's more at home with touch-screen technology and animated computer graphics?

If you're in the latter group, we've got good news for you. At a recent Mercedes-Benz 'FutureLab' symposium, held at the manufacturer's massive Wörth assembly plant, a fortunate group were given a glimpse of the truck dashboard of the future. And believe us, it will be right-up your street...in more ways than you might imagine..

Among all the crystal ball-gazing, which included autonomous trucks and battery-powered vehicles, we were hooked by a fascinating workshop entitled 'Design inside out' which looked at what a future 'user interface' (UI) – i.e. dashboard – might look like. Above all else, it also confirmed our thoughts that the creators of tomorrow's UI are just as likely to come from the burgeoning world of computer animation and video gaming, as traditional centres of automotive design.

So how do you go about creating the dashboard of the future? Alexander Graf from Mercedes-Benz's department of 'Digital Graphic Design Realisation' explains that first Merc's designers create a draft sketch of the proposed dashboard, based on what



needs to be shown – like legal requirements and so on – as well as the basic specification and positioning of each information element. Next, using Photoshop, that preliminary sketch is turned into a 2D picture. However, as 2D pictures aren't particularly flexible from a designer's perspective, it's quickly turned into a more dynamic 3D 'on-screen' version. This is where the computer animators come in, for in terms of what a 3D display can show the possibilities are amazing, as Graf confirms: "In 3D it's very flexible what you can see; regardless of the size of the screen or the aspect ratio."

One-piece digital dash and touch-screen in latest A-Class car provides a hint as to what might appear in a future Mercedes van or truck cab

## The rolling road

To prove that point, Graf showed us an attractive futuristic dash display in which two digital dials (actually 'quadrants') consisting of a normal rev-counter and a speedo sat on each side of the screen, while the central area was taken-up by a 'rolling' animated view of the road ahead that disappeared into an artificial horizon. Just like a sat-nav screen the animated central 3D roadscape graphically replicates the road ahead but with some clever additions. For example, it can simulate a vehicle passing alongside



The time to convert an initial 2-D sketch for a dashboard into a working digital rendition is surprisingly short





# Dash to the future



the truck, gradually appearing from the bottom of the screen before accelerating away towards the horizon. Such a feature could be useful within a blind-spot detection system, alerting the driver to the proximity of other road-users.

Another animation opportunity could be a traffic-sign 'recognition 'assist', whereby an approaching warning sign (e.g. for a reduced speed limit) is flagged-up to the driver in the animated roadscape as the truck approaches it. However, the highlighted-sign then remains on the screen, even after the truck has driven past the real thing, so it can't be ignored by the driver, or forgotten.

As well as building intelligence into a future digital dash you could add emotion too. A 'calming' graduated blue tint on the artificial horizon suggests to the driver there's nothing nasty up-ahead. But change that background tint to red and it immediately flags-up an approaching hazard. Once passed, the blue background returns, allowing the driver to relax again, whilst still remaining alert. However, Graf maintains it's important not to overload the driver with signals. "We don't want to have too much distraction."

Other ideas for a future dash include the use of a single, easy-to-reach touch-screen, either built-into the dash or as a removable work-pad with a docking-station, capable of handling various operating functions. The single combined digital dash and touch screen on the latest Mercedes A-Class is a strong hint as to what might work in the German manufacturer's trucks and vans over the coming decades. Alternatively, the UI might feature a screen that only needs to be looked at it, or a head-up display with information projected onto the windscreen could be another option.

Co-presenting the workshop was Kai Sieber, Mercedes Benz's director of design brands and operations, who told us that "Personalisation also plays a vital role. We understand [that] the



Alexander Graf from Mercedes-Benz's Digital Graphic Design Realisation team explains the features of a possible future truck dashboard

availability of the vehicle is decisive – only a truck that's on-the-road is earning money – so for us it's important that every Mercedes truck driver has a Mercedes ID. With this ID we can personalise the settings so no time is wasted setting-up the screen and its contents – it will be automatically uploaded with the driver's ID. Basically, what we will offer is a digital assistant that takes over many tedious work functions from the driver's workload – that's the additional value of what we're offering."

A digital dash of the kind shown at FutureLab can be produced in a surprisingly short time says Graf: "90% doesn't take too long to develop. We've got good designers, good concepts, and depending on the complexity, it could be as little as two weeks up to three months to have a really beautiful design." However, it's that final 10% which includes making sure the design works on all parts of the screen including the edges and corners that takes longer. "All of these elements need to be considered," he says. "That's when we're talking about complexity."

So when will you see a dashboard with the kind of User Interface presented at FutureLab?

Sieber reckons that around 2030-2035 is the perspective for the workshop. That's still some time away, but regardless of what a future Mercedes truck or van dashboard might look like, or how drivers will use it, Graf says reassuringly that they'll always have all the information they need, whenever they need it.

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# Lightweight champions

The vehicle landscape is changing in many different ways, not least the size of vehicles that operators are choosing for their fleets. **Steve Banner** investigates the growing 7.5-tonne segment

**R**un a 3.5-tonner and you may eventually conclude that it has insufficient payload capacity to meet your needs; especially if your business is expanding. Firms in that position have often opted to step up to a 7.5-tonner, even though this involves having to get to grips with O licensing, drivers hours and a far tougher regulatory climate overall.

But which model should you pick? Sometimes derived from heavier trucks, traditionally-engineered European 7.5-tonners may not deliver enough of a payload boost. Opt for lighter but nonetheless robust models with a Far Eastern heritage such as those from Isuzu and Fuso however and you should be able to haul twice or even three times as much as you can with a 3.5-tonner.

Isuzu's N75.150(E) Dropside 7.5-tonner is a case

**The Isuzu Gafter offers a healthy 4,100kg payload allowance**



Arcese's 6.5-tonne CNG-powered Daily is used for delivering in and out of London

in point. Powered by a 150bhp 3-litre diesel married to a six-speed Easyshift automated gearbox and fitted with an aluminium body, it offers a healthy 4,100kg payload allowance. Employing the same powertrain, the N75.150(E) Tipper boasts a payload allowance of almost 3,700kg - more than three times the amount that a 3.5-tonner tipper can lug around.

Fuso's Canter offers much the same level of capability; and a business that is taking advantage of the fact is Evans European Transport. Earlier this year the Grimsby-based company put a 7.5-tonne refrigerated Canter 7C18D into service complete with a sleeper cab based on Canter's four-door crew cab. Constructed by Gray & Adams, the 5m single-compartment insulated body is fitted with a GAH EX700 fridge unit.

"We've been able to achieve our target payload of 3.0 tonnes with ease," says Colin Evans. "That's around a tonne more than most other manufacturers could offer on a 7.5-tonne sleeper."

## Creature comforts

The regular driver typically spends three nights a

week on the road, transporting food products between manufacturing plants and supermarket distribution centres spread from Scotland to the south-west of England. As such, the crew cab was converted into a sleeper by Hatcher Components. It replaced the second row of seats with a full-size bed.

Not that there is any need to march all the way up to 7.5 tonnes to gain a valuable payload advantage. A number of manufacturers – Isuzu and Fuso included – offer models that occupy the 3.5-to-7.5-tonnes gross weight band.

While Iveco offers Eurocargo at 7.5 tonnes, it also produces a Daily 7.2-tonne chassis with much the same capability; and it delivers this capability at a lower cost and with less fuel consumption.

Take a Daily E6 72C21 with a 5.1m wheelbase for instance and have it fitted with a curtainsider body and you have immediately won yourself 38cu m of cargo space. That is more than twice the load volume that even the biggest factory-built 3.5-tonne panel van can provide.

When equipped with a 205PS 3-litre diesel married to an eight-speed Hi-Matic fully-automatic gearbox it

can transport getting on for 3,600kg. That is almost two-and-a-half times the weight that can be carried in a 3.5-tonner and not far off the amount that even the most-anorexic 7.5-tonner can deal with; despite the fact that the Daily is 300kg lighter.

So as far as fuel economy is concerned, the 7.2-tonner should consume approximately 24mpg to 25mpg on average; 7mpg to 8mpg better than a 7.5-tonner is likely to deliver. Your CO2 footprint will shrink accordingly.

Because the 7.2-tonner is a big conventionally-laid-out light commercial rather than a small forward-control truck, the driver sits behind rather than above the engine. As a consequence the driving position is lower, which gives whoever is behind the wheel more of a chance of direct eye contact with cyclists and other vulnerable road users.

## Covering the middle ground

Manufacturers with products that gross at between 3.5 and 7.5 tonnes are not ignoring alternative modes of propulsion. Fuso has developed the electric eCanter while Iveco has come up with both

“We've been able to achieve our target payload of 3.0 tonnes with ease. That's around a tonne more than most other manufacturers could offer on a 7.5-tonne sleeper”



**RIGHT:** The new Renault Master 6x2 has a GVW of six tonnes and up to 30% more economical than a 7.5-tonne box-bodied truck

electric and gas-powered versions of Daily.

International logistics group Arcese has taken delivery of a 6.5-tonne compressed natural gas Daily which is being used to deliver garments to upmarket retailers in London. It is fitted with a box body built by Kira equipped with hanging rails.

Power comes courtesy of a 3.0-litre spark ignition engine producing 136PS.

Renault Trucks has recently launched a 6x2 version of Master grossing at six tonnes. Finding three axles on a vehicle of this size is not unknown, but a little unusual; and it is a package that seems to work. Able to hand a three-tonne-plus payload, the conversion is based on the front-wheel-drive Master variant which spells a low loading height. It can be ordered with four-bag rear air suspension. A cargo body has been developed in conjunction with body builder P D Stevens of Market Drayton, Shropshire. Power comes courtesy of a 2.3-litre 165PS diesel married to a six-speed manual gearbox.

Fuel consumption is more than 30% lower than that of a traditional box-bodied 7.5-tonner contends Renault Trucks UK head of light commercial vehicles, Grahame Neagus. "In a world that is focused on productivity, fuel efficiency and environmental impact, it gives us a strong and unique proposition across a number of industry sectors," he observes. Of the first two to be sold, one is being operated by a home delivery company. The other is a horse box.

### Try a tri-axle

Another tri-axle that is worth investigating is the Aduro XL from Leicester bodybuilder Doyles. Grossing at five tonnes, and with a 30m3 body, it can take on payloads of up to 2.2 tonnes. With a 600mm loading height, the thermoplastic composite body is supported by an aluminium framework and Aduro XL employs Fiat Professional Ducato running gear. Claimed fuel consumption is up to 29mpg.



Aduro XL is just one model among a wide variety of big-cargo-volume, low-loading-height vehicles the company produces, with 3.5-tonners well to the fore. Doyles makes the point that the lower a body sits, the less risk there is of injury from a fall from height: and falls from height in the workplace have long been a focus of the Health & Safety Executive.

A low load bed height should mean that deliveries can be made more rapidly and the driver can get in and out of the cab more quickly than is possible with most 7.5-tonners because it sits lower. That is a definite plus-point if the vehicle is on multi-drop work. What's more, because vehicles such as Daily are in effect overgrown vans, they have softer and less-threatening front profiles than a 7.5-tonner. That makes them more acceptable to the local population when delivering around suburban housing estates.

Truck manufacturers such as Iveco and Renault and their dealer networks understand vehicles grossing at above 3.5 tonnes. It is their job to do so. By contrast, while many car and van manufacturers offer versions of their 3.5-tonne products grossing at heavier weights, in some cases they have no real grasp of the regulations that govern them, and little understanding of the implications of moving up to, say, a 4.2- or 4.5-tonner.

As a consequence their registrations above 3.5 tonnes tend to be modest.

Perhaps they should try to improve their knowledge. If 3.5-tonne payloads continue to be squeezed, then more and more operators may conclude that they have no choice but to move up to something beefier: and they will gravitate towards dealers who can provide them with the best advice.

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# Vision of the future

As part of the FORS Members' Conference, the future of the Direct Vision Standard was presented. It's a future that stretches way beyond door windows, reports **John Challen**

In the future, vehicles must meet a direct vision star rating in order to enter London



"Ten years ago, the policy context of direct vision was around cycling and improvements to HGV safety had only just started to be discussed. At the same time, London had – and still has a problem – with HGVs having collisions with vulnerable road users," said Tuerk, revealing that London had a greater problem than other urban areas in the UK, which has led to the Mayor of the city, Sadiq Khan,

giving a mandate to act now. "Currently we are seeing that, until very recently, truck design hasn't changed much in the past 50 years. Government policy has also changed over the past few years, most notably with the introduction of Vision Zero, which believes that no loss of life should be considered acceptable or inevitable," revealed Tuerk. There is now a drive to eliminate death and serious injuries on London's transport network by 2041 and the Vision Zero Action Plan outlines an evidence-led, comprehensive road danger reduction programme involving road conditions, infrastructure design and road user behaviour.

Tuerk stated that there is clear evidence for the benefits of direct vision and referenced research carried out by the University of Leeds and Arup that showed that using indirect vision, the driver has a slower response of 0.7 seconds compared to direct vision. "While this might sound like a small amount of time, at a speed of 50mph it's an extra stopping distance of nearly 5m. Even at 5mph, it's an extra 1.5m." The research also looked at simulated collisions that showed that indirect vision resulted in increased incidents of simulated pedestrian collisions by 23%.

## DVS in detail

Direct vision splits into three sections: a measure, a rating and the application of the DVS. The measure looks at 3D volume of space that can be seen directly by the driver from the cab. In essence, said Tuerk, the greater the volume, the closer the person can be seen to the vehicle. The measure is then translated into a rating, based on a number of stars, from zero (worst performing vehicle) to five (best performing vehicle). To meet 'one star', at least the head and shoulders of 99 per cent of the European adult population must be seen within an 'acceptable' distance at the front and side. The 'acceptable' distance is set to where people become directly visible within the area covered by mirrors. The two, three-, four- and five-star rating boundaries are set by equally dividing the volume of space over and above the one star measurement to show



relative direct vision performance.

"Finally, for the application of DVS, what we are planning for London is to implement the standard via an HGV safety permit scheme, which would apply to all HGVs over 12 tonnes 24/7," revealed Tuerk. "We propose that the permit issuing begins in October 2019 and there will be one year for operators to comply before we start enforcing the scheme. We have set an ambitious but realistic star rating threshold whereby under the permit scheme all HGVs with zero stars would be banned unless they could prove they have a safe system." She added that the idea of the development of a safe system came from the first consultation where TfL was asked to look at vehicle safety more comprehensively.

It was argued that a potential drastic ban of vehicles needed a mitigation measure, until the market caught up.

"We are proposing a system that aligns with requirements of FORS Silver, which includes the Class 5 and 6 mirrors and side underrun protection – already requirements under the Safer Lorries Scheme," said Tuerk. "This target includes blind spot cameras, close proximity sensors and audible alerts for vehicles turning left as well as vehicle

signage. Essentially we are saying that if your vehicle is rated zero stars, but you are a FORS Silver or Gold accredited operator, you are likely to comply with the safe system requirements. But, at the same time, you don't have to be a FORS member to qualify.

"There is a large team looking at obtaining permits, but the main points to bear in mind are that there won't be a cost of getting a permit and that for zero to two-star rated vehicles the permit will be valid until 2024 and for three stars and above the permit is valid for 10 years," outlined Tuerk. "We've consulted on the project twice and we are compiling the final proposal before a final consultation in January 2019. The outcomes will shape the final scheme going forward.

## The future

Tuerk said that despite the changes surrounding direct vision, the policy context remained the same. "We are still focused on eliminating deaths and serious injuries on the road by 2041 but we are also proposing to strengthen the HGV permit scheme. In 2024 we are looking to increase the threshold where all zero to two-star HGVs will be banned unless they prove a 'progressive safe system'.

Tarmac has recently ordered 25 Mercedes-Benz Econics, which have been developed to allow better all-round vision from the driver's seat

“Until very recently, truck design hasn't changed much in the past 50 years”



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