



# THE STANDARD

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## Welcome

The transport industry is facing challenging times, with cost and environmental pressures looming large for many operators. The widespread growth of FORS throughout the sector is very encouraging, as is the progression of many members from Bronze to Silver and Silver to Gold – but there is still plenty more work to be done.

Individuals have their own responsibilities too, one being to think about their actions in the workplace and the impact they have. There is a chance one wrong decision could be devastating.

Take, for example, the case of Mick George Ltd. It was fined more than £560,000 last year after an incident involving one of its tippers that came into contact with overhead power lines.

When the case came to trial, Northampton Crown Court heard that a driver employed by Mick George Ltd was emptying soil from his tipper at a site in Northampton.

Because of the overhead lines, the company already identified the need for permanent protection structures – in the form of goalposts – but after an initial delay, only one goalpost was installed. To empty the final remains of the load from his vehicle, the driver pulled forward with the body raised and the vehicle touched, or came close to touching, a 33kV line.

While the tipper vehicle suffered minor damage, thankfully the driver was unhurt.

An investigation by the Health & Safety Executive showed that Mick George should have assessed the risks from overhead power lines more rigorously and realised its system of work was inadequate to reduce the risk of tipper vehicles striking them.

It nearly always pays to remember the phrase 'more haste, less speed'.  
Enjoy the issue.

**Matthew Eisenegger**



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# eLearning module recognised

The FORS Security and Counter Terrorism eLearning module has gained national recognition for its contribution to education in road transport, winning the Counter Terrorism Education Project Award at the Counter Terrorism Awards 2019.

The module, which was commissioned by Transport for London (TfL) in 2017, won the Counter Terrorism Education Project Award for raising awareness of security and terrorist threats, specifically in terms of theft of vehicles or loads and the use of vehicles as weapons. The Counter Terrorism Awards seek to acknowledge excellence

in the global fight against terrorism, with organisations and individuals from the UK and overseas recognised across 20 categories.

The eLearning module, which is free to access for FORS members, has so far been completed by over 47,000 individuals. It was developed in response to the rise of commercial vehicles used in terrorist-related incidents and in conjunction with major stakeholders including TfL, the Department for Transport (DfT), the Metropolitan Police, High Speed 2 and the Driver and Vehicle Standards Agency (DVSA). Individuals must undertake the module as a

mandatory requirement at FORS Bronze, the entry level of the FORS accreditation process.

Speaking after the ceremony, Peter Binham principal city planner at TfL said: "Collaborative working across public bodies, the police, Government and industry is essential. Our partnership with FORS on the introduction of counter terrorism measures is a great example of this and we are delighted that our joint efforts have been recognised."

As stipulated in the FORS Standard version 5, individuals must undertake training every 24 months on personal and vehicle security and the potential threat of terrorism.

So far more than 45,100 FORS operators have completed the 20-minute module, which forms part of the FORS Professional training portfolio.

"Unfortunately, the threat of terrorism is present in our everyday lives, with the potential use of commercial vehicles by terrorists posing a specific risk," commented Sonia Hayward, FORS operations manager. "We are therefore very keen to raise awareness among FORS members to help them minimise the risk of their vehicle being used as a weapon."

● Page 28: top tips from FORS on tackling terrorism

## A good deal more for FORS members

Technology firm Handsfree Group is offering FORS members a range of deals to help fit the latest systems to their vehicles. There is a 10% discount on all vehicle technology available to FORS members, the opportunity to have one month's free access to the Handsfree Group Datalive connected vehicle CCTV portal and a free of charge subscription to the Handsfree Group Datalive defect reporting app, which lasts a lifetime.

The FCS1362 FITAS accredited install team promises to provide the highest standards of vehicle installations across the UK, Europe and Ireland. The company recognises that vehicle communication, safety and security is an essential element for any modern fleet.

## New app for fleet managers

The FORS FMS Mobile app is now available for iOS and Android compatible devices, provided by leading UK fleet management software specialist FleetCheck.

The app is designed to help streamline vehicle inspection processes and is free to all FORS FMS paying subscribers. Drivers will be able to directly submit a range of data via the app, including fit-to-drive declarations, input fuel purchases, and report incidents.

Drivers can use the app to submit daily walk around check information instantly to their fleet department, helping to



eliminate paper-based checks, by providing fleets with a robust audit trail of the complete inspection process. The areas covered include automated inspection scheduling, instant visibility of missed inspections and bespoke inspection routines for specialist equipment.

The FORS FMS Mobile app

includes a daily vehicle walk around checklist which helps members meet requirement the 'V2 Daily walk around checks' as set out in the FORS Standard. The app also allows drivers to submit fit-

to-drive declarations, upload photographic evidence of any vehicle damage and defects, report incidents and record fuel purchases. Drivers can upload tyre tread and depth information and collect mileage figures for accurate service, maintenance, and repair schedule management.

## Public inquiry numbers reduced

The use of preliminary hearings and senior team leader interviews has reduced the number of public inquiries presided over by Traffic Commissioners (TCs) and freed up resources to bring the very worst offenders to account much sooner.

Figures from the Traffic Commissioners' Annual Reports 2017-18 show that the number has reduced 1,400, identical to the previous year 2016-17, and 177 fewer than during 2015-16.

Preliminary hearings and senior team leader interviews were first recorded in 2015-16, following a trial period.

It revealed 491 preliminary hearings and 76 senior team leader interviews took place. In 2016-17 that rose to 495 preliminary hearings and 106 senior team leader interviews. For the latest figures, 2017-18, the numbers fell to 352 preliminary hearings and just 70 senior team leader interviews.

# Choose an **expert team** to guide you through your **FORS accreditation**

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# Study reveals mobile phone abuse

**M**ore than half of van drivers admitted to making calls behind the wheel without using a hands-free device, according to research by Volkswagen Commercial Vehicles.

Van drivers spend an average of 35 minutes on the phone each day in their vehicles, making an average of seven calls a day. One in 10 spend two hours on the phone while driving during the working day.

The results of Volkswagen Commercial Vehicles' investigation comes two years on from tougher laws governing the use of mobile phones. Since March 2017, driving while using a device – including making calls, texting, taking selfies or posting on social media – has carried a fine of

£200 and a six penalty point endorsement on a licence. Being caught twice is enough to have the licence revoked.

However, many are risking breaking the law by not having a hands-free kit in their vans (23 per cent) or failing to use the technology even if their vehicle is fully-equipped (33 per cent). Just over a quarter (27 per cent) said their vehicle was fitted with hands-free and they always use it to make phone calls while driving.

Recent government statistics reveal nearly half a million drivers still use their phones behind the wheel while phone distraction



is listed as a contributory factor in over 30 deaths annually.

Volkswagen Commercial Vehicles offers a Bluetooth handsfree kit as standard across its entire model range.

The brand's vehicles are also compatible with Android Auto and Apple CarPlay for complete customer convenience.

Sarah Cox, head of marketing at Volkswagen Commercial Vehicles, said: "Our figures show that many van drivers don't have or aren't using a Bluetooth hands-free kit behind the wheel – risking not only a fine and potential ban, which would damage business, but, more seriously, a potentially fatal collision."

## Fuel firms join forces

Retail fuel specialist TSG UK has acquired Cameron Forecourt – a major player in the commercial fuelling world – creating an organisation with the potential capability to serve the fuelling demands of the UK in the process.

Former MD of the company, Barry Jenner, becomes business development director at Cameron Forecourt and will focus on the smooth integration of the two companies. "I will spend the coming months concentrating on the transference of ownership and make the process as smooth as possible for all parties, including staff, suppliers, distributors and most importantly our loyal customers, who will ultimately reap the benefits."

TSG has a presence in 30 countries with over 2,400 field engineers and around 40,000 fuelling sites under direct service. Cameron Forecourt joins the established TSG Fleet activity in the UK and brings expertise and experience to the development of this key sector for TSG.

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# FORS Fuel Expert unveiled

**F**ORS has launched FORS Fuel Expert – open to all FORS members irrespective of fleet size or vehicle type and offering them exclusive access to up to 16 discounted fuel cards. The scheme offers members savings of up to 4 pence per litre (ppl) off the national average pump price and up to 10ppl off motorway pump prices. There is also the chance to reduce overall fuel consumption.

The scheme has been designed to meet the diverse needs of all FORS members' fleets and is launched in partnership with Fuel Card Services (FCS), one of the largest independent fuel card agents in the UK. FCS is the latest organisation to become a FORS Affinity Partner – one of a select group of appointed companies offering discounted,

FORS-branded products and services specifically for FORS members.

FORS members taking advantage of the offer will be able to unlock savings when they use the fuel cards across the FORS Fuel Expert network.

This network currently consists of more than 7,000 UK forecourts, including Shell, BP, Texaco and Esso.

The inclusion of FORS Fuel Reporting means members can access robust fuel consumption and MPG reports to help understand how to reduce the amount of fuel used, saving more money and helping the environment. The reports can be downloaded or exported via the FORS Fleet Management System, provided by FleetCheck, another FORS Affinity Partner. FORS Fuel

Expert also includes CO<sub>2</sub> certificates, which offer statistics on greenhouse gases generated by company fleet vehicles – essential evidence to help members achieve emission reduction goals. This target is a key requirement at FORS Silver as well as a guiding principal throughout.

Paul Wilkes, FORS business services manager, said: "FORS Fuel Expert will help our members lower emissions, by better understanding their fuel use.

Reducing emissions and helping improve the environmental credentials of our members is a key FORS principle.

"This new service not only gives FORS members the chance to save money on fuel, which remains the biggest operating cost to fleets, but also



helps fleets to closely monitor how they use fuel helping them to save fuel and reduce emissions," he added.

● **FORS members can apply for the fuel cards by calling 03330 607887 or by visiting: <http://fors.site/fuel-expert>**



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## New FORS vehicle hire accreditation trialled

**N**D Brown Ltd has become the first vehicle hire fleet in the UK to gain FORS Vehicle Hire Company accreditation. This new type of accreditation – part of a trial by FORS – is specifically designed to enable hire and leasing companies to demonstrate that their vehicles meet the FORS Standard. Highway maintenance and utility vehicle hire specialist, ND Brown Ltd runs a nationwide fleet of over 550 specialist commercial vehicles.

Under the trial accreditation, it is the hire vehicle itself that is covered by FORS accreditation, only when it is being used by a FORS accredited operator.

The process will allow FORS members using temporary hire vehicles to meet ad-hoc additional demand, to continue to meet FORS requirements.

The new FORS Vehicle Hire Company accreditation will help operators meet requirements set out in FORS Standard version 5, which stipulates that short-term temporary (hire) vehicles used by FORS operators must be FORS accredited (FORS Silver companies must ensure

sub-contracted services delivered on behalf of FORS operators are FORS accredited).

Under the new accreditation, FORS members choosing to hire vehicles from companies with FORS Vehicle Hire Company accreditation will know the vehicles meet FORS Bronze or Silver requirements and are in line with their own best practice standards. FORS Vehicle Hire Company accreditation is a new type of FORS Associate status, whereby only the vehicles are assessed for compliance.

FORS Associate status is offered to

suppliers who provide an exclusive offer or discount on products and services aligned to the requirements of the FORS Standard. To qualify, vehicle hire companies who are not FORS members must prove their vehicles are equipped with the FORS mandatory safety equipment and are maintained and managed to the relevant FORS requirements.



## VWS commits to high quality

Vehicle Weighing Solutions Ltd (VWS) has become a FORS Associate, endorsing the company's commitment to high quality standards and best practice.

The vehicle on-board weighing and axle overload protection provider offers products and services that are aligned to the requirements of the FORS Standard. The company has already achieved ISO 9001:2015 and ISO 14001:2015 confirming its dedication to quality traceability, continual improvement and good environmental management.

"FORS is fast becoming the transport industry's go-to accreditation scheme and we are delighted to be part of it. We are always striving for new ways to improve and maintain our high standards," commented Julian Glasspole, managing director, VWS.

## How to meet the FORS Standard more easily

New online toolkits and guidance to help members meet the requirements set out in the new FORS Standard have been introduced.

The updated FORS Standard (version 5), which went live in January 2019, has new criteria to help members with ever more diverse vehicle fleets attain higher operating standards.

As outlined in the previous issue of The Standard, this fifth iteration of the document sees the inclusion of powered two-wheeler (P2W) fleets, with updated provision made for passenger carrying vehicles (PCVs). It also sets new parameters to help members improve environmental operating practices, and includes a new requirement to help fleets guard against the threat from terrorism.

New online guidance is tailored to the unique needs of both the P2W and bus and coach sectors, and for operations which include these vehicles as part of a mixed fleet.

The advice includes background on FORS, along with the specific FORS requirements and professional development relevant to each sector.

For those members seeking to attain FORS

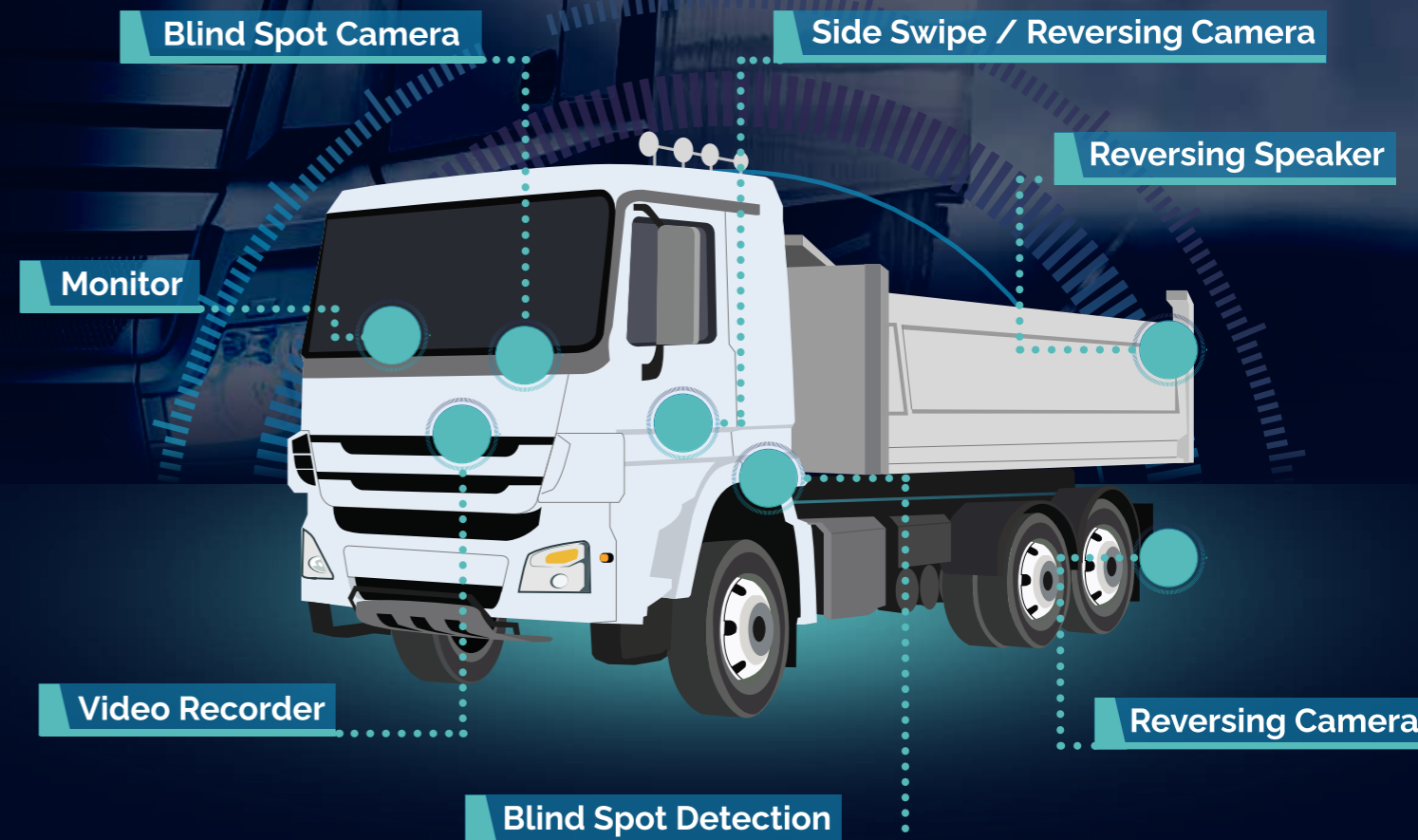


Gold, a free FORS Workplace Travel Plan toolkit is now available to help members meet Gold requirement 'G8 Staff travel', which seeks to encourage sustainable staff travel behaviour and minimise the negative impact on the environment of staff travel to and from the workplace, helping to reduce carbon emissions.

"The FORS Standard is updated every two years in order to maintain relevance in a fast-moving industry," said Graham Holder, FORS head of quality assurance and compliance.

"Along with our dedicated helpline, the free toolkits and guidance are designed to assist FORS members as they progress through accreditation and work towards even higher standards of operation and best practice."

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# All set for a super CV Show

Hundreds of exhibitors from the transport industry will be displaying their wares at the NEC in Birmingham from 30 April to 2 May. Here we present a selection of what's on offer at the big event

## DAF

UK truck market leader DAF returns to the Commercial Vehicle Show at the NEC with the biggest display of trucks it has ever put on at the event. Lightweight tippers, petroleum tractors and rigids will be on display, and DAF will also have important news about its fleet management and training services. There will also be approved used trucks and advice about the advantages of 'pour-in' alternative fuels.

## MAN

MAN will show its complete product range from three to 250 tonnes gross weight, including the UK launch of the X-Lion limited edition truck, an 8x4 250-tonne heavy-hauler and new versions of its TGE



MAN debuts D15 truck engine

van. A new D15 engine, replacing the D20, will be on show. It is 250 kg lighter than its predecessor and features SCR-only emissions-control. MAN will also showcase

its fleet management and finance services and have an alternative fuels exhibit.

## Cartwright

Although best-known as a trailer-maker, Cartwright will also be promoting its capabilities as a rental, contract maintenance and leasing/finance provider. It will show five vehicles – a Vauxhall-based 3.5-tonne low-floor parcel van, a 12-tonne gas-powered Iveco box van, a double-decker fridge trailer with a tare weight of 14.5 tonnes, a tandem-axle, rear-steer urban trailer, and a new pillarless curtainsider.

## Thermo King & Frigobloc

Diesel fridge maker Thermo King and its electric sister company Frigobloc



Thermo King E-200 all-electric fridge

will highlight environmental acceptance. Thermo King units now have GreenTech diesel engines meeting NRMM Stage V emissions regulations. On the zero-emissions front, there are electrically-driven units for vehicles of up to 3.5-tonnes and the world premiere of the UT-Series Hybrid underfloor fridge.

## BPW

Although best-known as an axle and brake manufacturer, BPW will launch a telematics product aimed at the fridge trailer market. It will monitor fridge temperature and fuel consumption in addition to door locking/opening and brake performance. New hardware will include a trailer-specific brake caliper, a weight-saving trailer air-suspension, and a load-restraint system for curtainsiders.



Weight-saving brakes and axles from BPW

## Hankook

Hankook, the leader of the UK replacement truck tyre market, shows its SmartWork on/off-road construction tyres and SmartFlex regional tyres: both of which are now offered as original equipment by Scania and MAN. It will debut the SmartFlex TH31 trailer tyre in 455/45 22.5 size: it is only the second manufacturer to offer this size of trailer tyre, and the first production covers are undergoing

trials with a Cumbrian timber haulier.

## Eberspacher

Heating and cooling specialist Eberspacher will show two new cabin heaters, together with a new dashboard control unit. Other innovations will include air-con evaporators to work in conjunction with cab heaters, independent cooling and heating food containers, and the new Cooltronic hatch-mounted cab cooler for MAN trucks, which can cool the truck cab interior without the engine running.



Eberspacher's new heater control unit

## Cargo Securing Solutions

A wide range of load security products are offered by Cargo Securing Solutions including NWE manual and automatic systems for curtainsiders, Kinedyne and WISTRA van and double-deck solutions, and Ancra roller tracking. Cargo Securing Systems supplies leading bodybuilders and also works directly with logistics companies to provide systems for a wide variety of vehicles and cargo.

## Backwatch

Founding FORS Associate Backwatch will launch a blind-spot detector system which uses ultrasonic technology and a top-down camera system to



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- Reduce costs

“Our highways maintenance support work is invariably carried out during the night, which means we need as much light in the work area as possible. So we fitted 3 Banksman lights to each side of our flatbed trailers, plus a low-loader, and the improvement is significant. All said and done, this is about personnel safety and vehicle compliance.”

JOHN HAWTIN, PARTS MANAGER FOR HW MARTIN (PLANT)

**SAFETY FIRST:** Labcraft's Banksman BM3 is the World's first Regulation 23 - compliant manoeuvring light. High intensity LEDs come on automatically when in reverse gear to cast a powerful white light around the vehicle to areas where conventional reversing lights cannot reach.

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## CV Show preview

warn drivers of large vehicles of vulnerable road users in their blindspots. Visual alerts are shown on the same screen as the camera view, at the same time as progressive audible alerts are sounded. There's also a new self-contained vehicle tracker.

### Axtec



**Axtec's new on-board axle overload indicator**

British vehicle weighing specialist Axtec will launch a new on-board axle overload indicator. Suitable for all vehicles from vans to eight-wheelers, it features a single-wire connection from the dashboard display to the vehicle. A simple traffic light system on a schematic diagram shows each axle as green (< 80 per cent loaded), amber (80 – 100 per cent loaded), or flashing red (over-loaded).

### Orbcom

The world's biggest private satellite owner offers a variety of telematics services. Globally, it tracks 2.3 billion assets for names such as Walmart, and is used by Greggs and AF Blakemore in the UK. Its tacho management system enables planners to see in real time how much driving time drivers have left, its bus and coach system takes the 12-day rule into account, and it can also track ambient and temperature-controlled shipping containers.

### SmartWitness

SmartWitness' cameras can be integrated into any telematics system. The SmartView software package enables fleet managers to monitor where and when a vehicle finished a journey and the route that it took. Managers

can then call up video footage at any point on any journey undertaken in the last 90 days for review. FORS compliant vehicle kits are available along with multiple camera points.

### VisionTrack

Strategic partnerships with insurers and telematics companies have opened doors for VisionTrack, which combines forward-facing cameras with on-board monitoring of driver fatigue and distraction, a driver feedback device and HD video recording. The cameras combine to produce instant alerts for the driver if distraction or fatigue lead to errors. A new system has also been developed specifically for light commercials.

### Eminox



**Replacement DP filters from Eminox**

British exhaust specialist Eminox will launch the world's first fully-approved replacement diesel particulate filters for Euro VI trucks. Initial fitments are for DAF, Volvo and Renault trucks, with Scania, Mercedes and MAN products in development. The Eminox filters are said to be cheaper than OEM parts, offer comparable performance, and are covered by a two-year warranty.

### SmartDrive

The video-based driver coaching specialist SmartDrive will show its new SR4 hardware platform which automatically captures triggered 'risky moments' via forward and cab-facing cameras. Drivers can activate the system themselves in the event of a threat. Additionally, they can review their own performance via an app.

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# On a hire level

“FORS accredited operators can use these suppliers to cover their temporary requirements for drivers or vehicles that meet the FORS Standard”

To allow operator more control and transparency when looking to recruit drivers and vehicles, a trial has been introduced by FORS. **Paul Wilkes** explains all

**F**leet operators use a large number of agency drivers and hire vehicles within their operation. When looking to bring people or vehicles into the business, it's important to ensure they meet the requirements of the FORS Standard. Previously, driver agencies or vehicle hire companies could only be accredited if they operated a fleet but this did not cover the supply of temporary drivers or vehicles to other operations.

As part of a new type of FORS accreditation that is being trialled, members can choose to hire drivers or vehicles from companies with FORS Driver Hire or Vehicle Hire accreditations. Using FORS hire-accredited companies means that transport operators will know that the drivers and vehicles meet the FORS Bronze or Silver requirements and are in line with their own best practice standards. The trial has been set up to ensure that these new types of accreditation provides value for existing FORS members.

For Silver operators, using FORS accredited hire companies ensures that they can meet the FORS Standard requirement 'S9 Sub-contracted services', which stipulates that temporary, hire drivers and vehicles employed by FORS operators must be FORS accredited.

## How it works

FORS Driver Hire and FORS Vehicle Hire accreditations are new types of FORS Associate status. Companies are assessed against the FORS

requirements relevant to the supply of drivers or vehicles for hire but not the management of a fleet operation. For drivers being supplied, this means the driver hire company must provide evidence that the correct checks have been completed in terms of licensing, qualifications and driver health.

Drivers must also have completed the mandatory FORS Professional training requirements. With respect to vehicles being supplied, the hire company must ensure that they have the correct policies and procedures in place and that vehicles are equipped with the FORS mandatory safety equipment and maintained and managed to the relevant FORS requirements.

Under the trial accreditation, a FORS hire accredited company can supply drivers or vehicles that meet the FORS Standard. However these drivers or vehicles will only be considered to be FORS accredited if they are hired as part of a FORS operator's own accreditation. This means that FORS accredited operators can use these suppliers to cover their temporary requirements for drivers or vehicles that meet the FORS Standard, but an operator without FORS accreditation would not be able to do this.

## Trial participants

ND Brown Ltd becomes the first vehicle hire fleet in the UK to gain FORS Vehicle Hire Company accreditation and will be joined by a number of other operators taking part in the trial. LeasePlan UK will also be part of the trial and has become the first company within the van leasing sector to gain the Vehicle Hire Accreditation. Many FORS members will use lease vans within their operation. Although FORS does not specify any mandatory safety equipment for vans it is important for us to be able to recognise where suppliers are meeting the same standards and best practice as FORS operators own fleets.

Already a FORS Associate, LeasePlan UK has successfully completed its FORS Vehicle Hire Company accreditation audit and can now provide vehicles that meet the FORS Bronze requirements.

Chris Black, commercial director at LeasePlan UK, says: "We are proud to have been recognised as the first van leasing company in the UK to gain FORS Vehicle Hire Company accreditation. It gives confidence and assurance to our customers that our vehicles are maintained, managed and meeting the highest standards set by FORS."

"As one of the largest CV leasing companies in the UK, it's very much part of our long term commitment to drive up standards and help commercial vehicle operators across the country run efficient, safe and compliant fleets," he adds.



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# The all-seeing eye

Telematics and vehicle management systems have progressed from tracking assets, to coaching drivers. David Morley, driver training and telematics manager at FORS member Bibby Distribution, shares his experience with **Richard Simpson**

In April 2015, Bibby Distribution created Project Driver to increase fleet fuel efficiency through telematics. As a consequence of that the company moved all the fleet over to Microlise in mid-2016, saying it was the easiest system to deal with and coach drivers from.

"Microlise grades drivers from A to G, with A being the best. At the time, we had a poor fleet average of C to D. Now, we are a good B across the fleet, with some depots being A grade," explains David Morley, Bibby Distributions driver training and telematics manager. "The grades are an effective reflection of risk: our drivers with A and B ratings have fewer incidents than those with C and D ratings.

"In 2016, we had just two per cent A-graded drivers," he adds. "Forty per cent were C and 20 per cent were D or E. At the end of last year, 90 per cent of drivers were A or B. Just six out of 800 individuals were D grade, and we are working on them."

## Watch the road (and the driver)

A major step on that path to improvement was the addition of Microlise cameras (both forward and driver facing) into the fleet. "A lot of drivers were very unhappy," Morley admits. "But while the cameras are active, we actually view very little of the footage. In a month of driving, we could only view a maximum 36 minutes of footage on our data use contract – and we've never got to that limit. The only time we view the footage is if there is an collision, or to determine the cause of a harsh braking incident.

"Some drivers are still unhappy about it, but other drivers are very happy to have been exonerated by it," he explains. "Obviously though, it's not good if you want to drive without a seatbelt, smoke in the cab or use a hand-held mobile. There is no sound recording, which is important in preserving privacy."



Morley says there were two reasons for installing cameras. One is that it brings speed and clarity to incident investigations. "We can either see we were at fault and settle quickly, or show that the other party was," he explains. "Previously, investigations could be protracted, costly and inconclusive: ending more often than not in 50/50 settlements.

"The other benefit of cameras is in coaching drivers after 'harsh braking' incidents. We can pull up the footage and go through the causes of the incident. Most result from either driving too close to the vehicle in front, or paying insufficient attention to forward observation.

"Reducing instances of harsh braking also improves fuel consumption. It's all about consistent messaging: every time we engage with drivers, they improve. Mostly, they welcome it. No one goes to work to do a bad job."

## Learning on the job

Besides harsh braking, the Microlise system measures six other parameters to establish a driver's rating. These consist of coasting and green-band driving (good) and over-speeding, harsh cornering, harsh acceleration and excessive engine idling (bad).

But the way that data is presented by different vehicles, and their driving characteristics, mean that the system has to be set up to take differences into account. "Seventy-five per cent of our fleet is MAN, but we also have DAFs and Scania running

out of different depots on different contracts," says Morley. "They all need to be driven differently, when it comes to things like the use of the cruise control. They also present their data differently. Microlise is a standard fit for MAN and DAF, but the Scania trucks yield a lot less data through their FMS Gateway than the other makes. For example, 95 per cent throttle application will count as 'harsh acceleration' on MAN and DAF, but this isn't measured on the Scania at all, so we use actual acceleration on all makes of truck instead.

The system also records 'combined coasting' in and out of gear as time when the truck is moving without throttle applied. This compensates for the different parameters of the eco-roll neutral free-

a half to one per cent improvement," says Morley. "Half a per cent improvement equals a million pounds [in fuel cost savings]. But that has to be seen in context of an increase in backloading which we are now undertaking. It reduces vehicle mpg but gives obvious improvements in tonne/km and improves our carbon footprint overall.

"In fact, our driver coaching has gone a long way to mitigate the increase in fuel consumption that we might have expected from running more trucks loaded for more of the time.

"In terms of safety, our insurer is pleased to tell us that there has not only been a reduction in own-fault collisions but also in non-fault collisions, which has improved our risk profile."

wheeling functions on the different truck models. "When we started, we measured excessive idling at five or six per cent. It's now less than two per cent," reveals the Bibby Distribution man.

"That's an obvious fuel saving. But many of the parameters combine safety and economy because they encourage smooth, progressive driving.

"The system is quite sophisticated. For example, an engine running into the blue band for effective exhaust braking won't count as excessive revs, whereas it would in normal driving."

While fuel savings have been promising, they only tell part of the story. "We have a recorded improvement in fuel consumption of



“FORS helps members improve MPG and hit fuel reduction targets, whatever the fleet activity”



David Morley

## Manufacturers offer drivers support

Some truck manufacturers provide their own in-cab driver 'coaching' systems.

DAF's Driver Performance Aid measures anticipation (coming off the throttle early and letting the truck coast where possible) and efficient braking (use of the engine brake and avoidance of heavy braking) to give drivers an overall score, plus an objective measure of fuel consumption.

Scania's Driver Support has a more sophisticated analysis, and will deliver specific advice on request at the end of a run: for example letting the vehicle slow before a downhill, so energy

isn't wasted by unnecessary check-braking. Volvo's DynaFleet telematics system offers drivers up to three tips for improving performance, when these are acted upon other tips are offered to fine-tune performance. Live tips appear on the DynaFleet screen for up to eight seconds at a time if the truck detects ways in which driver performance can be improved in real time. For instance, if the truck is being driven at a constant speed, the driver will be reminded to use cruise control. Advice focuses on six areas: optimal engine usage, brake usage, cruise control usage, auxiliary brake usage, hill driving and engine idling.

# Fuel efficiencies: every penny counts

Making big cost savings is difficult, but by scrutinising outgoings in every part of the business, it can yield positive results. By **Peter Morrow**, FORS manager Northern Ireland

Over the past decade, hauliers have continued to surpass expectations in their bid to improve efficiencies and safety practices in their businesses. The cumulative effect of such positive change from individual operators is higher operational standards for all, so that the logistics and road transport industry can rightly consider itself a champion of best practice and compliance excellence.

Despite these industry-wide changes, which have without a doubt contributed to far more efficient, environmentally responsible and safer road transport operations, most hauliers would agree that one issue that remains of huge concern to their businesses is fuel usage and how they can manage ever-rising fuel costs.

Irrespective of fleet size, type of load carried, or length of journey, fuel bills account for around 30 per cent of all transport operation costs. This means that even the smallest of savings can have an extremely positive effect on an operator's bottom line, helping to secure profitability against the backdrop of increasingly competitive markets.

Statistics charting the increase in fuel prices over the past ten years show the fluctuation in bulk diesel prices, recorded at an average of 80 pence per litre (ppl) for UK hauliers in January 2009, compared to 99ppl in December 2018\*, an increase of 23 per cent.

## How to take action

None of this is news to hauliers, who feel the effects of such rising fuel costs all too keenly. Yet in an industry conscious of reducing these high fuel overheads, what can operators do?

Fleet managers are often bombarded with supplier products and technology, promising high fuel savings. Yet some calculations promise savings only possible in long-haul motorway journeys, which for



many hauliers, who conduct much of their business on smaller rural roads, simply do not translate into every day operations.

Indeed, Department for Transport (DfT) statistics show 37 per cent of the 17 billion lorry miles travelled in the UK during 2017 took place on the Rural 'A' Road network. This is an increase of 10.2 per cent compared to five years earlier\*\*. In Ireland, 81.5 million tonnes of goods were carried 50km or less by lorries, during 2017\*\*\* the equivalent of 15.7 per cent of all miles travelled across the year. Therefore, if fuel saving plans and policies are really to be beneficial to bottom line costs, they must be relevant to all types of journey.

These everyday fuel savings are a key principle of FORS. Encouraging hauliers to improve fleet efficiencies on every journey, whether long haul or on rural roads, in combination with improved operational practices, will without a doubt contribute

to long-term overall reductions in fuel costs for fleets. More specifically this means getting to grips with where fuel wastage could and does occur, understanding how such wastage can be reduced, and implementing robust driver training to contribute to improved fleet MPG.

FORS members following these values have found improving MPG by just five per cent can save them over £2,200 (excluding VAT) per HGV per year, which for a fleet of 10, is a huge saving of £22,000 (excluding VAT) per year. What is more, FORS's continued emphasis on fuel management as a route to better fleet efficiency has resulted in a 14 per cent year on year improvement in reported MPG performance among FORS Gold members\*\*\*\*, lessening both fuel costs and the environmental impact of a fleet.

FORS helps members improve MPG and hit fuel reduction targets, whatever the fleet activity, on the

basis that if you can measure it, you can control it. At FORS Bronze, operators are required to have a fuel management policy in place, backed up by procedures to monitor fuel consumption and vehicle emissions, and appoint a Fuel and Emissions Champion.

## The choice of a Champion

The role of the Fuel and Emissions Champion is to make sure this culture of 'fuel mindfulness' is enacted across operations; ensuring amongst other things, that all environmental regulations are met and that all vehicles are suitable for the task required, as well as working to minimise engine idling and reducing fuel wastage.

To assist, FORS members are now able to access a new FORS Fuel Management Guide. The guide acts as a one stop shop to help members as they seek to reduce fuel consumption in their business and meet the aforementioned fuel efficiency criteria as set out in the FORS Standard. The guide highlights the necessity of developing a fuel management policy, with advice on efficient purchasing of fuel, monitoring

fuel use through telematics, AdBlue usage and correct storage of fuel for operations and engine idling guidance for drivers.

Improving fuel efficiency to reduce operating costs and lessen environmental impact is an ongoing job for fleets and one which requires long-term investment in best practice. We cannot control the price of fuel, but with careful measurement and knowledge of how a fleet uses fuel, real savings can be made.

\* FTA / UK Haulier statistics: <http://www.donbur.co.uk/gb-en/info/dieselpriecitrend.php>  
 \*\*Department for Transport Road Traffic Estimates 2017: [https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/741953/road-traffic-estimates-in-great-britain-2017.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/741953/road-traffic-estimates-in-great-britain-2017.pdf)  
 \*\*\*Central Statistics office Transport Omnibus 2107: <https://www.cso.ie/en/releasesandpublications/ep/ptanom/transportomnibus2017/roadfreighttransport/>  
 \*\*\*\*MPG improvements drawn from 138 Gold member case studies during 2018.

“ FORS helps members improve MPG and hit fuel reduction targets, whatever the fleet activity ”

“ Irrespective of fleet size, type of load carried, or length of journey, fuel bills account for around 30 per cent of all transport operation costs ”

# Leading lights for safe turning

A simple plug-and-play product can reduce the risk when your vehicles negotiate urban junctions and change lanes on the motorway



## No complication

And it's not as complicated as it sounds, thanks to the invention of the TurnMarkers module by British company HuntBorne Ltd. Modifying a truck, bus or other large vehicle just requires modules to be wired into the left and right-hand side indicator circuit and connected to the side marker lamp harness.

With the standard side-marker lights now turned into indicator repeaters, the truck, bus or other large vehicle has direction indicator coverage over a full 360 degrees.

Not only does this enhance vehicle safety in the low-speed urban environment, it also gives added protection on motorways when a large vehicle is joining or leaving, or changing lanes.

It's also a low-cost reliable solution. Two British-made TurnMarkers modules (enough for one vehicle) cost just £80 + VAT with a fitting service available at extra cost in the south-east. Alternatively, the kits are supplied with full fitting instructions, and an installation training service is available if required. Fitting one vehicle will take approximately two hours. Any vehicle with 12 or 24 v electrics can be retrofitted with the devices.

## Rugged construction

The units themselves are fully-waterproof and of rugged construction making them suitable for use in all applications, including on/off highway vehicles such as tippers.

They also work in unison with the vehicle's hazard flashers, lending extra safety to broken-down vehicles, and when trucks are manoeuvring on site.

However, they are not activated by the single 'thankyou' flash used by lorry drivers when pulling in after overtaking.

Compared to other 'safe-turning' aids, TurnMarkers offer a simple, reliable and low-cost enhancement for safe manoeuvring without any extra intervention from the driver.

● For more details log on to: [www.turnmarkers.co.uk](http://www.turnmarkers.co.uk) or email [info@turnmarkers.co.uk](mailto:info@turnmarkers.co.uk)

It's widely accepted that most collisions involving large vehicles and vulnerable road-users take place at junctions in the urban environment.

All too often the pedestrian, cyclist or motorcyclist does not realise the intentions of the driver of the larger vehicle until it is too late. They find themselves caught in a closing gap and trapped between the turning vehicle and the road's edge.

The problem is that conventional front and rear mounted turn indicators are invisible to the vulnerable road user when they are alongside the large vehicle. They may mistakenly take the large vehicle's wide swing out to negotiate the junction as an invitation to nip by, when it is in fact the start of the manoeuvre than will trap them against the kerb.

## Pointless arguing

Arguing about who might be at fault after the incident is unlikely to achieve much. The Highway Code cautions cyclists against attempting to pass turning vehicles, while at the same time urging drivers to take that last look in the mirror before making the turn. But there's no doubt that increasing the vulnerable road user's awareness that a large vehicle is about to turn

into his path will help reduce collisions.

One of the simplest, yet most effective ways of doing this is to turn the large vehicle's amber side-marker lamps into flashing indicators working in unison with the standard trafficators fitted front and rear. In normal driving, the side-makers continue to be linked to the vehicle's main lighting system and will be illuminated as usual.



“Conventional front and rear mounted turn indicators are invisible to the vulnerable road user”

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# Rubber revolution

Fleets on long-haul work can cut their running costs and shrink their carbon footprint if they specify fuel-efficient tyres; and tyre manufacturers are offering them plenty of choice. **By Steve Banner**

Last September's IAA Commercial Vehicle Show in Hanover, Germany saw Goodyear launch its Fuelmax Performance range of steer- and drive-axle tyres. The company estimates that the new radials can save a 100-vehicle fleet on intercity trucking work more than £250,000 in diesel costs annually and cut its CO<sub>2</sub> output by 557 tonnes.

The tread compound makes extensive use of silica, which helps to lower rolling resistance and provide better wet grip without increasing wear.

Plus, the tyres themselves are A-rated for fuel efficiency, so far as European Union (EU) tyre labels are concerned. Another advantage is that drivers shouldn't find themselves struggling in snow and ice because the tyres all meet Three Peak Mountain Snow Flake (3PMSF) winter tyre requirements.

Drilling down into those cost and emissions figures, the Goodyear in-house estimate is based around a fleet of 40-tonne 4x2 tractor units coupled to tri-axle trailers (no indication is given as the type of trailer).

The calculation assumes the vehicles are covering 62,500 miles a year, averaging 9.4mpg based on a diesel price of £1.18 a litre including VAT.

The trailers are shod with Fuelmax T tyres (also labelled A for their fuel efficiency) for the purposes of this exercise. The comparison is with the performance of identical rigs shod with mid-range B-labelled tyres on all axles.

## Fuel's gold

Admittedly, UK operators on long-haul work tend to run at 44 tonnes and use 6x2 units, and diesel on this side of the Channel is several pence per litre more than the price Goodyear cites.

However, that fact alone does not invalidate the basic point the tyre manufacturer is making, even though the figures it has come up with are not the results of an independent trial. Tyres designed with fuel efficiency in mind can save hauliers on long-distance intercity work cash.

The tyres could bring a further benefit for vehicle manufacturers. The EU wants them to cut truck CO<sub>2</sub>

Truck tyres represent one of the largest running costs for an operator's fleet

emissions by 15 per cent come 2025 and by 30 per cent come 2030. Tyres such as Goodyear's could help them reach their target.

## A Bridge to better economy

Not to be outdone, Bridgestone used the Hanover show to promote the latest version of its Ecopia tyres. They too are designed to cut fuel bills on intercity work, with substantial savings promised. What's more, Ecopia H002 is available for steer, drive and trailer axles.

More recently, Bridgestone has announced the acquisition of TomTom Telematics for €910m (£800m). By doing so it is signalling that it intends to become a lot more than a tyre manufacturer.

"New social, economic and technological megatrends are pushing the pace of change in the automotive industry and the future of vehicles is connected, autonomous, shared and electric," said the company in a statement. "In this context, Bridgestone has identified digital mobility solutions and fleet solutions as strategic priorities.

"Furthermore, the combination of both companies offerings will allow Bridgestone to cross-sell tyres and solutions to a larger customer base," it added.

While fuel-efficient tyres show to their best advantage on long motorway runs at steady speeds across Europe, they can benefit businesses that send their trucks on shorter journeys too.

Last year saw Michelin unveil a truck tyre



LEFT: X Multi Energy is Michelin's first dedicated fuel-saving tyre outside the long-distance trucking sector

The EU wants them to cut truck CO<sub>2</sub> emissions by 15 per cent come 2025 and by 30 per cent come 2030 – and tyres such as Goodyear's could help them reach their target

# Rubber revolution

“Fuel-efficient tyres will never give of their best if their pressures are not maintained at the correct level”

**BELOW: Goodyear's FuelMax can save a 100-strong vehicle fleet up to £250,000 a year, says the manufacturer**



designed with fuel-saving in mind but aimed at regional haulage operations. “The introduction of X Multi Energy marks the first time the company has launched a dedicated fuel-saving tyre outside of the typical long-distance trucking sector,” stated the French tyre manufacturer.

The new tyre delivers a fuel saving of 1.2 litres for every 60 or so miles a truck travels, Michelin contends, compared with the X MultiWay 3D, which is being replaced. The company has used the EU's Vehicle Energy Consumption Calculation Tool (VECTO), which calculates the fuel consumption and CO2 emissions of trucks, to arrive at this figure. All truck makers are now obliged to declare the CO2 emissions for new trucks sold in Europe in line with VECTO.

## Feeling the cost savings

Tyres impact up to one-third of the fuel consumption of a typical tractor unit and trailer combination according to Michelin. A key reason for X Multi Energy's fuel efficiency, says the company, is what it refers to as Powercoil; a new generation of more-robust steel casing cables. They are lighter, provide better endurance, and help reduce rolling resistance, it contends.

But none of this should be taken as suggesting that Michelin is ignoring the needs of operators on long-haul work. It has had its X Line Energy steer, drive and trailer tyres subjected to a test organised by independent German test house DEKRA.

According to Michelin, the test showed the tyres can save an average of 1.4 litres for every 60 or



so miles travelled compared with the average performance of rival products from Michelin's five main competitors in the long-haul market.

The exercise involved a 4x2 tractor unit coupled to a tri-axle mega-volume semi-trailer run over a 125-mile route on public roads at 40 tonnes at an average 50mph.

## Best of the rest

Other, perhaps less well-known, tyre manufacturers are introducing products designed with fuel-efficiency in mind. Giti, for example, has just launched the GTR955 Combi Road trailer tyre – said to offer an improvement in the region of 10% in rolling resistance.

In addition, mileage is up by around 30% compared with previous products, says the manufacturer, wet braking performance has improved too and the tyres are 3PMSF marked. They are available in 385/65 R22.5 and 385/55 R22.5 sizes.

“We will be actively targeting original equipment trailer manufacturers as well as the aftermarket with this tyre,” says UK sales and marketing director, Tony McHugh.

## Under pressure

Fuel-efficient tyres will never give of their best if their pressures are not maintained at the correct level. Goodyear can supply a drive-over tyre reader that automatically measures tyre tread depth, pressure and axle loads so that any problems

can be identified and addressed. Operate a truck similar to the aforementioned Fuelmax Performance 40-tonner with tyres at the right pressure and you will save up to 510 litres of fuel and 1.33 tonnes of CO2 emissions annually, says Goodyear. These figures are compared with an identical trucks with its tyres under-inflated by 1.5 bar.

Last year, Continental announced the results of a 12-month trial of its yard-based TPMS (Tyre Pressure Monitoring System) by Scottish haulier Smith of Denny. It uses a Yard Reader Station which automatically reads and logs the pressures and temperatures of all the tyres on a fleet's trucks and trailers as they enter and leave the depot.

Based near Falkirk, Smith of Denny uses Continental tyres across its operation – it runs 26 trucks and 50 trailers – and they are all fitted with Continental's ContiPressureCheck (CPC) TPMS sensors.

Director Andrew Smith is pleased with the system's performance. “The results have been very accurate from day one,” he observes. “It's an investment that can deliver worthwhile returns.”

“Whenever a truck goes out of the yard we have the information we need to make instant decisions that can save on lost performance from poorly-inflated tyres and avoid blow-outs that can result in downtime,” he continues. “We can spot things drivers couldn't such as slightly-low inflation levels or indications of a slow puncture.”

The Yard Reader Station links directly to ContiConnect, Continental's online management portal, which displays readings on the screen

so that any problems can be flagged up to the transport manager. A green/red colour code appears against each tyre. Alerts can additionally be sent by text and email. Any make of tyre can be fitted with a CPC sensor, which is mounted on the tyre inner liner inside a rubber housing.

## Operator experience

CPC sensors can also be used to relay TPMS information to a monitor in the driver's cab. It is an approach that has been adopted by another Scottish operator and Continental customer – Hamilton Waste and Recycling of Musselburgh, East Lothian, which runs 31 trucks and is a FORS Bronze member. “It means we can spot and repair possible punctures before a tyre is destroyed as a result of running flat,” observes Hamilton director, Keir Hamilton. “Even a short period of flat-running ruins a tyre.”

It may also result in the casing being rejected by retreaders and the value inherent in it lost. The operator's tyre carcasses now end up in a much better state than they used to.

“That's a direct result of the CPC system,” says Hamilton. “We also recognise that a robust monitoring system not only enhances the state of our tyres, but also greatly improves the safety of both our own drivers and other road users – and that is a benefit beyond price.”

A system in a similar vein, Bridgestone has launched FleetPulse, a three-in-one solution made up of a mobile app, a centralised web site and TPMS hardware. The FleetPulse app can be used to carry out daily checks and relay the findings to the web site so that any action required can be taken. FleetPulse is also used to collect TPMS data from trucks and trailers and can relay the results back to the app and to an online dashboard so that any problems can be dealt with quickly.

Bridgestone makes the point that 90% of tyre-related breakdowns are caused by slow punctures, 30% are caused by under-inflation, and 20% of tyres on trucks and trailers are significantly under-inflated.

Adopt a more proactive approach to tyre maintenance and you will boost the efficiency of your operation; and cut your fuel bills.



**BELOW: As well as tyres, manufacturers such as Bridgestone now offer software that helps monitor fleet costs and vehicle conditions**

“Even a short period of flat-running ruins a tyre”

# FORS Ask the Expert: Counter Terrorism in road transport



In order for an organisation to pass the FORS Bronze audit, it must now have a policy and supporting procedures in place to help safeguard against potential security and terrorist threats

At a time when the threat level from international terrorism in the UK has been set at 'severe', commercial vehicle operators are being offered additional guidance to help ensure they are doing all they can to minimise the risks of one of their vehicles being used as a weapon during a terrorist attack.

FORS acknowledged the increased threat level in the revised edition of the FORS Standard, which came into effect at the start of this year and sets out the requirements operators must meet if they wish to become FORS accredited.

Now, FORS members wishing to achieve FORS Bronze, the first level of accreditation, must have a Counter Terrorism policy in place and ensure drivers and key personnel take part in special counter terrorism training. Here, FORS Director John Hix, explains the importance of ensuring operators have a robust counter-terrorism policy in place, and why preventive measures combined with driver training are integral to improving safety and security:

## Q1. What are the new counter-terrorism measures as set out in the revised FORS Standard version 5?

In order for an organisation to pass the FORS Bronze audit, it must now have a policy and supporting procedures in place to help safeguard against potential security and terrorist threats.

One element of this policy is to ensure that operational staff are trained to recognise threats, and that they know what to do should a threat be made, or in the event of an attack.

Owing to the growing governmental concern on potential terrorist acts, we felt our members should receive this training at FORS Bronze, our first level of accreditation. On top of this, in order to pass the FORS Bronze audit, drivers must now complete the FORS Professional 'Security and Counter Terrorism' eLearning module, within the 24 months prior to audit.

## Q2. Why were these changes made?

It is a sad fact that commercial vans and trucks are used in terrorist-related incidents, both in the UK and abroad. In 2017 alone, 14 people were killed in London in three separate attacks where a commercial vehicle was used as a ramming device, in what is referred to as a 'Vehicle as

Weapon Attack'. As an organisation which champions safety as a key principle, we wanted to ensure FORS members were not only aware of this threat, but that they had the training and policies in place to keep staff, vehicles and the community safe.

## Q3. What should a counter-terrorism policy include?

An organisation's counter-terrorism policy should include every element that the organisation considers may be at risk from potential terrorist threats, and must be supported by clear procedures, setting out consistent steps which employees should follow to mitigate such risk.

For example, fleet operators should consider how vulnerable their vehicles are to theft, and if they could be used to aid terrorist objectives, and FORS encourages members to consider non-physical threats when they consider risk. For example, understanding which company information is available to the public, and could it be used to facilitate an attack?

Members must also appoint a Counter Terrorism Champion to (among other things) implement emergency response plans, complete risk assessments and ensure all staff are confident in their duties as set out in the policy.

## Q4. In what ways can technology help to support a counter-terrorism policy and procedures?

Nowadays, there is a wide range of technology available that can be used to help support a counter-terrorism policy. Remote door locks, ignition locks and other safeguards can help to prevent vehicles from being stolen and used as transport or as a weapon. In addition, telematics systems are useful for tracking vehicles and letting operators know exactly where their vehicles are during an emergency.

## Q5. How often should fleets review their counter-terrorism policy and procedures? And why so often?

Outdated policies can put a fleet at risk, so it's

important that they are updated on a regular basis – at least every 12 months.

However, it may be necessary to update policies and procedures more frequently, for example, in reaction to an increase in the UK's threat level.

## Q6. How does FORS help members develop and maintain their counter terrorism policy?

A crucial element of a counter terrorism policy is completion of the FORS Professional Security and Counter Terrorism eLearning module.

Since it was launched in January 2018, more than 44,000 individuals have completed this training, which helps drivers identify threats around vehicle security and focuses on measures which can be in place to protect drivers and vehicles against hijack, theft and physical attack, with advice on how to report suspicious behaviour or activity.

Though primarily aimed at drivers, and a

mandatory requirement to be undertaken every 24 months, managers are also encouraged to take the free-of-charge module, which was produced in collaboration with Transport for London, the Department for Transport, Metropolitan Police, High Speed 2 and the DVSA.

FORS has also produced a free toolkit to help members meet the new counter-terrorism requirements, highlighting each of the elements required to develop an effective counter-terrorism policy.

Members will learn how to recognise threats, with information on how to identify vulnerabilities, such as people working within the organisation, physical assets, information and processes.

It includes a checklist of the key actions to undertake to meet Bronze requirement O7.

● [www.fors-online.org.uk/cms/toolkits/](http://www.fors-online.org.uk/cms/toolkits/)

It is a sad fact that commercial vans and trucks are used in terrorist-related incidents



“From a compliance point of view, I love it. I have full visibility of everything that happens with our truck fleet.”  
Jeff Pryce, ABE Transport



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# Full of hot air

Putting a night-heater into a truck with a day cab can reduce your fuel bill and reduce your carbon footprint, says **Kevin Swallow**

“There is a thriving retrofit market as more operators strive to reduce their overheads and carbon footprint”

It's early morning and the outside temperature hovers at around three degrees. It's March, verging on April, yet there is a wintry feel to the weather with a biting easterly wind making it feel that much colder. It is supposed to be spring.

In the yard outside a busy quarry, eight truck drivers shuffle from their warm cars and – after the walk-round check – into very cold trucks. Six of those drivers have day-cabs, the other two have sleeper cabs.

After the pre-shift vehicle check is completed, all six day-cab drivers fire up their engines and put their heating systems on full blast to get warm. The other two drivers switch on their night heaters and clamber into warm cabs.

I know this is true – I learned as much during my last days hauling stone and asphalt for Aggregate Industries, for whom FORS membership is an integral part of its franchise haulier network.

What I've witnessed for the past seven months from early autumn, through winter and into spring is a continuous battle to generate heat inside a

day-cab before the driver heads down the road and using tickover to try and retain it during the entire shift.

Speak to truck manufacturers and the number of operators who order a truck with a day-cab and then specify the optional night-heater is so few it's hard to quantify – between 0.3 and 1 per cent. Buyers simply do not think about this option when ordering new trucks.

Therefore there is a thriving night heater retrofit market as more operators, local authorities and own-account businesses realise their mistake when subsequently striving to reduce their overheads and carbon footprint.

Keith Sims is the group operations director at HRVS Group, a network of MAN dealers covering the Potteries, Derbyshire and Lincolnshire. “Many operators are acquiring night heaters within the first 12 months of buying a truck that doesn't have one,” he says. “Often it's to keep the drivers warm but there is an environmental impact too. Idling engines deliver unwanted CO<sub>2</sub> into the atmosphere.”

## Hidden wastage

There is an increasing number of truck fleets revealing their green credentials and subsequent CO<sub>2</sub> emission and fuel savings, like the bakery group Greggs.

In the summer of 2016 Greggs revealed it had saved more than £750,000 in running costs in a drive to maximise efficiency and reduce its environmental impact.

From Edinburgh, Greggs ran 11 Euro 6 trucks with refrigerated bodies delivering across Scotland and achieved an 11 per cent increase in miles-per-gallon per vehicle using telematics, improved driver training and monitoring, and reduced engine idling. That

All too often drivers in day-cabs use the engine to keep themselves warm when parked up, which uses plenty of fuel and emits more CO<sub>2</sub>

latter point was, in part, down to fitting night heaters into each vehicle. “During the cold spell drivers used the night heater rather than run the engine on tickover when taking a break, it also helped reduce the fleet emission levels,” explains Greggs of Edinburgh's transport manager James McMillan.

## Aftermarket provider

Night heater manufacturer Eberspächer Climate Control Systems, based in Germany, supplies direct to OEM production lines. Eberspächer (UK), a wholly-owned subsidiary of the Eberspächer Climate Control Systems, is an aftermarket provider for domestic coach, motorhome and commercial vehicle sectors.

Richard How, sales manager, says the company sells night heaters online, direct into dealerships and auto electric businesses to be retrofitted.

“We have customers in the retail sector who fit night heaters to keep the drivers warm at distribution centres where they are not allowed to sit with the engine running,” he says.

## Upgraded product

Its most common product for trucks is the air-to-air Airtronic D2, which was upgraded last year (2018), and is now fitted with a brushless motor that extends service life to more than 5,000 hours, and a new metering pump that removes the ‘ticking’ when pumping fuel.



The air-to-air Airtronic D2 is Eberspächer's popular retrofit to trucks looking for a night heater



The luxury of a night-heater fitted as standard, shouldn't be the preserve of just sleeper cabs

## The FORS guide to implementing an anti-idling policy

- Do you know how much time your vehicles spend idling? if you don't already, then there are a number of ways to find out:
  - Consider installing a telematics system on your fleet
  - If you do have existing telematics then speak to your provider and find out if idling can be added to your existing package
  - Some vehicles are required to keep the engine running as part of the operation e.g while pumping fuel or keeping a cement mixer running. A telematics system will help you distinguish between necessary and unnecessary idling time
- Install or activate engine cut-out technology

- You can have this technology fitted by the manufacturer when you procure your vehicle or alternatively you can retro-fit these systems to your existing fleet
- If the majority of your idle time is spent in traffic it's worth considering stop-start technology
- Instruct drivers to switch engines off when loading, unloading and waiting in yards, warehouses and delivery points
- Use driver training, challenges and incentives to reduce idle time

“We’re absolutely committed to doing everything we can to improve air quality in Edinburgh”

► How says: “Growth has come from companies looking at the environmental issues to reduce carbon dioxide (CO<sub>2</sub>) emissions. Night heaters are more than 85 per cent efficient in delivering the heat into the cab compared to a 10-litre diesel engine that might be around 30 per cent efficient. A cold winter would pay for your night heater.”



City of Edinburgh Council fitted night-heaters to a third of its fleet, and plan to fit them to the rest of its trucks

## Councils lead the way

“Local authorities are also one of the biggest parts of our business. They want a system for the offsite worker to keep warm without the engine running.”

One such local authority is City of Edinburgh Council, who have fitted night heaters to approximately 50 of their 147 trucks with plans to fit out the entire fleet.

Refuse vehicle manufacturer Dennis Eagle fitted Eberspächer on the production line to new City of

Edinburgh Council waste vehicles bought between 2014 and 2015.

Councillor Lesley Macinnes is the transport and environment convener. She says: “We’re absolutely committed to doing everything we can to improve air quality in Edinburgh and installing these night heaters in our own fleet’s trucks is testament to this commitment. The heaters avoid the need for engines to run on idle for long periods of time, cutting harmful emissions and saving fuel.”

## Night heater versus idling test

With the help of DAF Trucks product marketing manager James Turner, and a truck powered by the PACCAR MX-11 10.8-litre Euro 6 engine and fitted with a night heater, *Commercial Motor* put an engine on tickover against a night-heater to see which would heat the cab quickest and most efficiently.

While the outcome is predictable, it is important to establish the fuel use and environmental impact between both procedures. Fitted to the truck is the Webasto Thermo Top Pro, a water-to-air heating system.

Many truck manufacturers have switched from air-to-air to water-based systems so that they can offer the driver an hour’s residual heat from the engines water coolant system after a truck has been working without using diesel to power a night heater.

The target for this test was to achieve

22.5 degree centigrade according to the in-cab climate control system. Here are the results:

### Tickover

- In-cab start temperature: 7.3 degrees centigrade
- Time taken: 33 minutes
- Fuel used: 1.47-litres (2.67 litres per hour = 7.16kgs CO<sub>2</sub>)

### Night heater

- In-cab start temperature: 7.2 degrees centigrade
- Time taken: 20 minutes
- Fuel used: 0.15 Litres (0.46 litres per hour = 1.23kg CO<sub>2</sub>)

These days a litre of diesel comes with two values; the unit price at the pumps and the CO<sub>2</sub> footprint, which in this case is 2.68kg. Not only did it take just two-thirds of the time to reach the target heat, the night heater also cut fuel use and reduced CO<sub>2</sub> by 82.8 per cent.

Turner says trucks with selective catalytic reduction (SCR) systems, require the engines to run faster from cold to build up heat in the exhaust-aftertreatment system (EAS).

“A SCR engine has several different modes, and the one it will start in when it’s cold is ‘SCR Heating’ mode. That will use more fuel to heat up the EAS to 200-220 degrees so that the conversion of nitrogen oxides (NO<sub>x</sub>) is happening at Euro 6 levels, before it goes to the next mode.”

Going forward, Turner sees advice to sales teams changing to encourage operators to select the night heater option to go with a day cab.

He says: “Off the back of this test, we’re surprised just how much fuel it did use, so our view would be to explain to the sales force that the night heater is a more frugal way to heat the cab in terms of fuel used.”

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# Safety in the city

Faced with calls for cleaner and quieter vehicles in cities, manufacturers have responded with vehicles and solutions that meet the demands. By **Steve Banner >>>>**



# Safety in the city

“Transport for London is introducing a star system to rate trucks grossing at over 12 tonnes, depending on how easy it is for drivers to see vulnerable road users”

**F**ORS Bronze accredited fruit and vegetable supplier Reynolds has become the first British operator to put the tractor unit version of Mercedes-Benz's low-entry Econic into service. Four 1835L 4x2 units coupled to temperature-controlled tandem-axle semi-trailers are now in action in London delivering to pubs, restaurants and hotels. Two are plated at 31 tonnes, the other two at 38 tonnes and they are all powered by 354hp 7.7-litre diesels married to PowerShift 3 automated transmissions.

The Waltham Cross, Hertfordshire-based operator already runs two 18-tonne Econics, one of which is making deliveries in Leeds. All six trucks were acquired on safety grounds.

The low-entry cab gives the driver a clearer view of pedestrians and cyclists on congested urban streets than is enjoyed by anybody driving a traditionally-engineered truck and allows direct eye contact to be made with them. As a consequence there is less risk of a collision.

The Econics are fitted with 360° CCTV cameras with an in-cab monitor, plus Sentinel side-scan systems that can detect the presence of a cyclist in the driver's blind spot. With a bi-fold passenger door glazed to its full height so that the driver can see what's coming up on the nearside plus a low step height, the trucks are easy to enter and leave. That makes delivery work less tiring.

It is safer too because the driver can slide across the cab and step out onto the pavement rather than into the traffic.

## Ready for DVS

A key reason for the arrival of the Econics is compliance with London's Direct Vision Standard (DVS). As revealed in the last issue of *The Standard*, Transport for London (TfL) is introducing a star system to rate trucks grossing at over 12 tonnes on the capital's highways, depending on how easy it is for drivers to see vulnerable road users. The rating will run from zero (lowest) to five (highest) stars.

From 26 October 2020 all zero star trucks will be banned from the capital unless they are fitted with a series of approved safety devices, including an audible warning that sounds when the driver is about to turn left. The requirement will subsequently apply to all zero to two-star rated trucks from 26 October 2024.



**LEFT:** Four 1835L 4x2 units are now in action on the Reynolds fleet

A growing number of operators are looking for fridge units that will create fewer emissions and less noise. Waitrose, for example, is currently trialling a gas-powered refrigerated Scania fitted with Carrier Transcold's engine-less Syberia Twincool fridge unit. It is powered by Carrier's Eco-Drive GenSet, which is driven by a hydraulic pump connected to a power take-off on the Scania's engine.

## Economics of Econics

Offering side as well as rear entry for ease of city centre delivery, the 11m chilled-and-ambient semi-trailers hauled by the aforementioned

Econics were built by Gray & Adams. Two of them are equipped with command-steer axles to aid manoeuvrability in congested streets and they are all fitted with under-slung Carrier fridge units. The trailers are PIEK-compliant to ensure that night-time deliveries are made with as little racket as possible. Measures that can be taken to reduce decibels ▶

The low-entry Econic unit merits a five-star DVS rating. Econic is not without its rivals; Volvo, Dennis Eagle and Scania all have low-entry cabs available. Although they may not be fitted with fully-glazed passenger doors, a growing number of trucks are being supplied with windows set low in the passenger door to improve nearside vision. Scania's low-entry L-series with its so-called City Safe Window is a case in point.

Vision through such windows can alas be reduced by a passenger's legs or a pair of wellingtons and an anorak thrown casually into the passenger footwell; so their value is limited. Vans and trucks are increasingly fitted with electronic safety devices on the production line that can prove invaluable in an urban setting.

Volkswagen's latest Crafter, for example, is available with City Emergency Braking. The system automatically applies the brakes in city streets at speeds below 18mph if the driver fails to spot an obstruction.

## Going green

The steady roll-out of Clean Air Zones across the UK, the imminent launch of the Ultra Low Emission Zone in central London in April and pressure from customers to become cleaner and greener mean that many operators are considering adding zero-emission electric vehicles to their fleets.

With its headquarters in Skelmersdale, Lancashire,

NRG Fleet Services has been instrumental in the introduction of a zero-emission electric 26-tonne Econic to the Reynolds fleet that was about to be delivered at the time of writing. The predicted range between recharges is 120 to 130 miles.

NRG has also come up with an urban semi-trailer for Reynolds with solar panels on the roof and an electric Frigoblock refrigeration system.



## Focus on: Montracon

Making deliveries to urban construction sites with access restrictions can be a real challenge, but it is one that Montracon's engineering expertise can help its customers to overcome.

The company has created a highly-maneuvrable extendable flat-bed

tri-axle semi-trailer for Barnsley, South Yorkshire-based E J Lidster with a VSE steering system that offers a 30° steering angle. Safety features include a reversing camera, amber strobe lights and twin-strap fall arrest equipment.

Also fitted are twist-locks and recessed deck lashings.

Montracon's varied product portfolio includes box, curtainsider, fridge and machinery trailers as well as double-decks.

It produces rigid bodies too, including aerodynamic temperature-controlled bodies that can reduce drag by up to 10 per cent.

# Safety in the city

“

Most urban artics will have a positively-steered trailer rear axle and their big advantage is that they can be reversed very accurately into city centre loading bays”

include low-noise flooring and the use of tail-lifts with power packs housed in casings designed to muffle the sound they make. Tail-lift platforms can be treated with sound-dampening anti-slip coatings and reversing alarms can be installed that use so-called white sound to ensure that the noise they make is heard solely by people in the danger zone; and does not disturb the entire neighbourhood.

## Trailer blazing technology

Reynolds is not the only company to run 11m Gray & Adams refrigerated urban semi-trailers. Last year saw Heron Foods acquire 10, all with command-steer axles and used to make deliveries to the Hull-based company's 280 stores across the north of England and the Midlands.

Acquired under a contract hire agreement with Gray Rentals of Hull, they have two longitudinal internal lanes configured in an approximate one-third/two-thirds width split.

Elsewhere, R T Keedwell has put two 9.7m Urban Montracon trailers to work - the first urban semi-trailers the company has acquired, says Montracon and mainly hauling palletised loads in Glasgow and in Keedwell's home county. Mercedes-Benz Axor tractor units provide the motive power. The Urban Montracon line-up includes curtainsiders, flats, and extendable flats with three length positions from 10m to 14m.

Gray & Adams and Montracon aren't the only companies manufacturing urban trailers. Schmitz



Cargobull, for example, offers single- and tandem-axle refrigerated models under the S.KO City banner with command steering and interior lengths starting at 9m. Urban trailers can be ordered in double-decker guise. Transdek has developed a 10.6m model with an overall height of just under 4m that can carry 29 pallets or 50 roll cages.

“Most urban artics will have a positively-steered trailer rear axle and their big advantage is that they can be reversed very accurately into city centre loading bays,” says Derek Skinner, UK technical

consultant to Schmitz Cargobull. “Furthermore, they can carry up to 60% more payload than the less-maneuvrable rigid that might otherwise be used on the same work.”

A trailer has the advantage that it can be left to be loaded or unloaded while the tractor unit goes off to tackle another job, Skinner says. That makes the fleet more productive.

Short 9m or 10m urban trailers can suffer from lacklustre residual values, he concedes. If a business really needs one however because it is about to start a new contract then it is likely to be willing to pay a decent price.

## Clean cities

Returning to electric vehicles, Fuso has embarked on a major trial of the eCanter 7.5-tonner in and around London, with Hovis, DPD and Wincanton running nine vehicles between them. With a claimed range of some 60 miles, the little trucks are fitted with six lithium-ion batteries powering a 129kW motor. The battery pack is warranted for ten years in a bid to address any worries operators may have about battery duration.

Most truck manufacturers are developing electric models, with MAN launching the 15-tonne concept CitE at last year's IAA Hanover Commercial Vehicle Show in Germany. It has a low-entry cab with a 320mm step height. Meanwhile, DAF has come up with electric versions of its LF and CF with claimed ranges of nearly 140 miles and over 60 miles respectively along with a hybrid CF tractor unit.

Volvo has developed a battery-powered FL 16-tonner as well as an electric FE 6x2 rigid which can run at up to 27 tonnes where regulations permit. Meanwhile Renault Trucks is putting electric

## Focus on: Gray & Adams

Well-known for its temperature-controlled, dry freight and specialist semi-trailers, Gray & Adams prides itself on its bespoke design and build capability.

The manufacturer has helped Heron Foods to meet the operational challenge posed by the changing profile of its business, by adding a second, moving bulkhead door to its latest batch of semi-trailers.

At a stroke, this cost-effective measure has given the fast-growing retailer the extra flexibility it needs to deliver higher volumes of frozen product.

Heron Foods delivers round-the-clock to its 280 stores throughout the North of England and the Midlands. Every one of its approximately 90 trailers is an insulated, multi-temperature

Gray & Adams box. The latest batch included a number of 11.2-metre urban versions with the command steer axles that offer enhanced manoeuvrability for accessing tight locations.

Gray & Adams has built more urban double-deck semi-trailers than any other manufacturer. They include an 8.4m tandem axle urban version for Spar which offers the same 26-pallet load footprint as a standard 13.6m single-deck trailer.



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“

We recognise natural gas as the future and we're planning to add more gas-powered Ivecos to our fleet

”

- ▶ versions of the D at 16 tonnes and the D Wide at 26 tonnes on sale.

So far, as last-mile deliveries of parcels and packages are concerned, Nissan, Citroen, Peugeot and Renault all have electric light vans available. Renault additionally markets the Master Z.E 3.1-tonne panel van. Battery-powered Mercedes-Benz Vitos and Sprinters and Volkswagen Caddies, Transporters and Crafters are in the pipeline.

Hybrids have a role to play too, with a plug-in hybrid Ford Transit Custom scheduled to go on sale this year. Fuso's Canter is marketed as a hybrid.

### Alternative alternatives

Electric and hybrid vehicles are not the only ones that can be kind to the environment. Food waste is now being collected from pubs, restaurants and supermarkets across the North East by Bishop Auckland, County Durham-based Warrens Group using an Iveco Eurocargo Natural Power 16-tonner that runs on biogas made from the food waste concerned.

“We recognise natural gas as the future and we're planning to add more gas-powered Ivecos to our fleet,” says Warrens director, Adam Warren.

As well as helping to combat air pollution, electric and gas-fuelled vehicles are quieter than their diesel counterparts. Realising that decibels from diesel engines are a concern, especially if deliveries are being made at night, DAF has introduced what it refers to as its Silent Solution.

Hit the ‘Silent’ switch on the dashboard and



### Focus on: Mercedes-Benz

More and more tipper operators in London in particular are opting for Mercedes-Benz Econics with low-height cabs to make it easier for drivers to spot cyclists and pedestrians and avoid colliding with them.

One of the most recent examples is FORS

member Ferns Surfacing. It has acquired a pair of 32-tonne Econic tipper-grabs, with 354hp 7.7-litre diesel engines and steel tipper bodies built by Thompson. With its deep panoramic windscreen and full-height, glazed passenger door, the cab provides drivers with an unrivalled view says Mercedes-Benz.

engine speed and torque are limited, cutting noise levels. Encapsulation of the gearbox makes a contribution too. The result is that the trucks emit less than 72 DB (A): the regulatory target figure for night-time decibel levels across much of Europe. The big challenge as far as many firms looking to use vehicles powered by alternative fuels in urban

centres are concerned is the refuelling infrastructure required at their depots.

With electric vehicles one option is to install a smart grid, which times and spreads recharging throughout the night.

That is what global parcels giant UPS has done at its Camden, London site says Peter Harris, its director of sustainability, Europe, and a director of the Low Carbon Vehicle Partnership. “We can now recharge 170 vans and we've created an energy storage unit which we can populate with the old batteries we take off our vehicles,” he says. UPS is also looking at delivering packages on foot or by bicycle or tricycle – possibly electrically-assisted – in downtown areas. It is already using bicycles in Germany to get packages to their recipients in the centre of Hamburg.

One option, says Harris, is to put the packages in a container, drop it off in a city centre car park or another handy location and the riders can spend the next few hours going backwards and forwards delivering the contents.

They can get through slow-moving traffic and get closer to the item's destination - the reception area in an office block, for example - than even the smallest van can. “We could potentially use this approach to handle 5% to 10% of our urban business,” he says.



### Focus on: DAF

Wholly-committed to developing zero-emission battery-powered trucks in a bid to cut the carbon footprints of its customers, DAF has put an electric CF 4x2 tractor unit into service with Dutch supermarket chain Jumbo. It is being used to make deliveries to the retailer's stores in the south of the Netherlands. Powered by a 210kW electric motor and designed to operate at up to 37 tonnes in urban areas, it has a range of over 60 miles between recharges. The 170kWh battery can be fully recharged in a mere 1.5 hours.

A charging station has been installed at Jumbo's distribution centre in Veghel.

### Focus on: Renault Trucks

Renault Trucks is in pole position to satisfy the needs of van operators anxious to embrace zero-emission technology with the advent of the Master Z.E 3.1-tonner. Nor is it solely available in panel van guise - the truck builder is busy developing a line-up of other models, with the needs of businesses engaged in last-mile chilled distribution among those being catered for.

Power comes courtesy of a 57kW electric motor with 225Nm of torque on tap. A 33kWh lithium-ion battery pack is fitted delivering a real-world range of up to 75 miles. Master Z.E belongs to a new family of electric commercial vehicles offered by Renault Trucks, with gross weights ranging up to 26 tonnes.



The Renault Master Z.E



### Focus on: Scania

Trucks with low-entry cabs that allow the driver to eyeball vulnerable road users are in particular demand in London as Transport for London's Direct Vision Standard makes its presence felt. Eager to cater for marketplace needs, Scania has added the L-series low-entry truck to its line-up.

The first example to go into service in the UK has recently joined Purfleet, Essex-based crane hire specialist City Lifting. It is a 26-tonne L 280 6x2 rigid with a flatbed body and a Palfinger crane.

Says City Lifting managing director, Trevor Jepson: “We have seen the construction industry moving towards low cabs, and now we're faced with ever-tightening regulations the L-series represents a positive opportunity to help us future-proof our business.”

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# FleetPulse: The heartbeat of any business

When Bridgestone's three-in-one FleetPulse solution was unveiled to the commercial world just months ago, businesses were promised reduced downtime, greater transparency into vehicle health and a reduction in potentially dangerous breakdowns



**B**ridgestone's FleetPulse technology – which comprises a mobile app, a centralised website and tyre pressure monitoring system (TPMS) hardware – has enabled a number of fleet partners to sign up to make the most of its many benefits.

Here, Bridgestone's solutions segment leader, Panos Tsonis, talks about the FleetPulse solution in greater depth, including where the concept was originally born, how easy it is to use and how it simplifies fleet operations and increases time on the road.

## Where the FleetPulse concept arose

New social, economic and technological megatrends are pushing the pace of change in the automotive industry and the future of vehicles is connected, autonomous, shared and electric (CASE). With this development in mind, Bridgestone has identified digital mobility solutions and fleet solutions as a priority. This situation is reinforced by the growing importance of fleets over individually-owned vehicles for transportation of people and goods. Increasing demand in the transportation industry means that fleet owners and managers need to maximise

productivity and minimise total cost of ownership more than ever. This shift in demand has resulted in the launch of a range of digital solutions and applications such as

FleetPulse, Tirematics, Mobox and Bridgestone Connect.

FleetPulse is a three-in-one solution composed of a mobile app, a centralised website and Tyre Pressure Monitoring System (TPMS) hardware, keeping fleets one step ahead of their maintenance activities.

## Why FleetPulse is so revolutionary

FleetPulse provides fleet customers with insights to help them understand what is happening with their fleets and simplify life on the road for drivers. With the designated FleetPulse Android app, drivers can easily complete their road-compliance checklists. Through the centralised FleetPulse online portal, fleet and maintenance managers can have a real-time view of the whole fleet via the cloud, including defects and damage as well as performance data.

They can then individually notify drivers and technicians through the FleetPulse App about new checklists, service bookings and even the removal of vehicles from the road.

Plus, when used with the TPMS, the App allows the drivers to automatically check their vehicles' tyre pressures and receive alerts if they are too low. Correctly inflated tyres significantly reduce breakdowns, ensuring customer deadlines aren't missed and reducing costs. Whether the fleet is made up of tractors, trailers, rigids, coaches, buses, vans or a combination of all of these, FleetPulse is the fleet management solution that keeps you moving.

## Top features

From streamlining daily inspections to managing defects and service bookings, FleetPulse has everything your fleet needs:

● **Vehicle checklists.** Our vehicle checklist app for drivers is easy to use. It is customisable and allows users

to log defects and share them with you, along with comments and photos. It is also tamperproof and audit-compliant.

● **Vehicle management.** Managers receive email notifications and an online dashboard allows them to manage their fleet in real time, check a vehicle's status and its history backlog.

● **Service bookings.** Managers can also book services or workshop appointments through the online dashboard. Details are automatically sent to drivers.

● **Tyre Pressure Monitoring System.** TPMS allows the fleet to keep tyre pressure at optimum levels in an incredibly easy way, via the app, a dongle and the tyre sensors. It helps the fleet reduce tyre costs, fuel consumption and number of breakdowns.

## Why the TPMS element is so essential

Drivers, technicians and fleet managers can also benefit from new insights into tyre health thanks to FleetPulse. The service comes with TPMS hardware for the vehicle that consists of Tirematics sensors and a dongle. FleetPulse automatically connects to the vehicle's TPMS and collects data on tyre pressure.

It then relays the results back to drivers and managers through the FleetPulse app and online dashboard in real-time. This helps to ensure tyre pressure is optimised, which is essential given that 30% of breakdowns are caused by low tyre pressure and 90% of tyre-related breakdowns are caused by slow loss of pressure. It is a fact that 20% of commercial tyres on the road are significantly underinflated.\*

By ensuring that appropriate tyre pressure is maintained, FleetPulse avoids breakdowns, excessive wear of the tyre and unnecessary fuel burn – cutting

unwanted tyre costs and CO2 emissions.

The sensors easily fit on each tyre, they have three-year battery life (even with daily usage), they work with all commercial tyres and seamlessly fit into a driver's daily walkaround check.

Based on the assumption that a typical tractor and trailer combination running at optimal tyre pressure can save, on average, up to £950 a year in fuel, tyre and breakdown costs, FleetPulse could be amortised within a year.\*\*

The fleet can easily fit the sensors without demounting the tyres, since they are connected in the existing pressure valves externally.

## For any driver, anywhere, anytime

Today FleetPulse is the only solution on the market combining vehicle checks, booking services, fleet management and TPMS in a single platform, all the while enabling real-time communication between drivers, technicians and fleet managers via the cloud. FleetPulse can be used anytime, by any driver, across all vehicle and tyre brands, and is available on Android devices.

The transportation industry is in a continuous digital transformation phase and FleetPulse is a strong means to help fleets being strongly positioned towards the challenges of today and tomorrow.

*\* Based on internal data, field evaluation and tests conducted with Bridgestone's research and development facilities.*

*\*\* 500 euros a year in fuel consumption, 200 euros a year in tyre costs and 800 euros over two years in breakdown costs. Based on internal data, field evaluation and tests conducted with Bridgestone's research and development facilities.*

“The transportation industry is in a continuous digital transformation phase and FleetPulse is a strong mean to help fleets”



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