MICROLISE TRANSPORT CONFERENCE 2023



03 WELCOME FROM NADEEM RAZA THROUGH THE YEARS **CONFERENCE FLOORPLAN CONFERENCE FULL DAY AGENDA WORKSHOP AGENDA INNOVATION ZONE AGENDA** MAIN THEATRE AGENDA MEET OUR SPEAKERS MEET OUR GOLD EXHIBITORS MEET OUR SILVER EXHIBITORS MEET OUR BRONZE EXHIBITORS MEET OUR VEHICLE EXHIBITORS MEET OUR EXHIBITORS MICROLISE DRIVER OF THE YEAR

WELCOME BACK TO ONE OF EUROPE'S LARGEST TRANSPORT CONFERENCES

It gives me immense pleasure to welcome you to the 2023 Microlise Transport Conference at the Coventry Building Society Arena. I am thrilled to see industry professionals, thought leaders, and innovators gathered here today to discuss the most pressing issues facing the transport industry.

Our industry is currently undergoing significant challenges, from ever increasing pressure to transition and adopt zero-emission vehicles, to obtaining new vehicles.

These challenges require us to work together and adopt new technologies and practices to ensure we can overcome them and continue to provide efficient and effective transport solutions for our customers.

The agenda for this year's conference is designed to provide valuable insight and knowledge on how we can transition to zero-emission vehicles and operate them

successfully. We will also explore the opportunities of a more multimodal supply chain with the utilisation of rail operations. With a range of workshops and speakers throughout the day, we will cover topics such as inspiring new generations to pursue careers in the logistics industry, ensuring that operations are safe and compliant, mitigating risks, and understanding the legal implications of doing so.

With over 40 speakers, our conference aims to provide industry professionals with the opportunity to learn and expand their knowledge base. We believe that collaboration is key to this industry, and our goal is to foster a culture of innovation and teamwork. This year, more than ever, we recognise the importance of collaboration and unity in the face of adversity, as our industry has shown its resilience throughout and post the pandemic.

New technologies and innovations

are key to enhancing working conditions for drivers, making roads safer, and minimising environmental impact. This conference will provide a platform for exhibitors to showcase their products and services, representing some of the most innovative organisations and companies in the sector.

Once again, thank you for joining us at the 2023 Microlise Transport Conference. We hope you find the day informative, and enjoy the show



Sincerely,

Neck

Nadeem Raza, CEO, Microlise

MICROLISE TRANSPORT **CONFERENCE 2023**

GET INTERACTIVE: VOTE AND SUBMIT QUESTIONS FOR OUR SPEAKERS

Get the most out of the Microlise Transport Conference by using the 'Vevox' voting platform. This will enable you to give direct feedback to our industry experts throughout the event via:

- > Live Polls
- > Speaker Q & A
- Comments and views

All input via the Vevox platform is anonymous and your identity will not be tracked during the session.

It's very simple to take part, simply scan the QR code below:



OR

- Go to https://vevox.app/#/m/191836700
- Enter session ID 191-836-700



HAVE YOUR SAY...



CONNECTING TO THE WIFI



- CONNECT TO: Microlise2023
- PASSWORD: Transport2023

CONNECTING THE INDUSTRY, **DRIVING CHANGE**

The Microlise Transport Conference The Microlise Transport Conference has come a long way since the inaugural event way back in 2007, but its ethos has remained a constant through the years. The event has always been run with the transport industry at its heart, with the express aim of 'giving something back', with this somewhat philanthropic approach continually shaping the agenda.

The event offers transport professionals in attendance relevant and useful information about what's new in technology, compliance and skills within the context of the transport industry arena. We'd like to think that over the years, thousands of transport professionals like yourself, have listened to industry expert speakers and taken an idea back to their operation. It's allowed us to shape the industry for the better over the last 16 years.

became a fixture in the transport industry's calendar in 2013 when it was held at the East Midlands Conference Centre, hosting around 450 transport professionals. It's purely by chance (and a double booking) that in 2014, the event landed at the then Ricoh Arena, taking only a third of the space it utilises today.

The Driver of the Year Awards were introduced to the Microlise Transport Conference in 2015 to recognise the vital work that drivers perform within our industry. Using Microlise data to establish the top performing drivers within a pool of around 230,000 in the system, the best drivers are shortlisted and treated to a race day at Silverstone. The category winners are announced and presented with their trophy at a VIP black tie event whilst the overall winner is announced on the main stage.

The event has grown year on year. Regular speakers from the Traffic Commissioners Office, Transport for London, Driver & Vehicle Standards Agency, National Highways, RHA, CILT and FTA/ Logistics UK, not to mention twice guest speaker HRH The Princess Royal, have helped to provide high quality content to the 1,200 transport professionals it hosts today.

The Microlise Transport Conference is now firmly established as the premier UK road transport industry event and a mainstay for networking among transport peers.













6 | FLOORPLAN FLOORPLAN | 7



PREMIUM EXHIBITORS

G1: MAN TRUCK & BUS UK

G2: HVS

G3: TEVVA

MERCEDES-BENZ

SILVER EXHIBITORS

MULTIPROTEXION

S2: ORTEC

S4: M6T0LL

BRONZE EXHIBITORS

B1: PTV

B2: RTITB

B3: COPILOT

B4: AFTERCARE RESPONSE

KNORR-BREMSE

EXHIBITORS

EXHIBITORS A

AX1: TRANSAID

AX2: ROAD TO LOGISTICS

AX3: BOSCH SERVICE SOLUTIONS

AX4: FREIGHTSAFE

AX5: PEAK TECHNOLOGIES

AX6: CRANFIELD

UNIVERSITY

AX7: NATIONAL HIGHWAYS

AX8: ROAD SKILLS ONLINE

CX1: TRANSFOLLOW

CX2: APTEAN

CX3: RHA

SOLUTIONS

CX6: TRUCKSTARS

CX7: FUEL ACTIVE

EX1: MICROLISE IIOT

SUCCESS

EX3: CORPORATE SOCIAL **RESPONSIBILITY**

EX4: LENOVO

EXHIBITORS B

BX1: DVSA

BX2: DVSA

BX3: CILT **BX4: BACKHOUSE**

JONES

BX5: SMMT

BX6: LOGISTICS UK

BX7: LMP LEGAL **BX8: TRUTAC**

EXHIBITORS D

DX1: FLARE AWARE

HANDBOOK DX3: TRUCK REFUNDS

DX2: THE DRIVER

DX4: D-TEC

DX5: BRODIT

DX6: ZEBRA

DX7: JIGSAW M2M

DX8: SNAP ACCOUNT

EXHIBITORS C

CX4: MAPLE FLEET

CX5: RIDECELL

CX8: FORS

EXHIBITORS E

EX2: CUSTOMER

VX4: HVS

VX1: FLEXIBLE POWER SYSTEMS

VEHICLE EXHIBITORS

VX2: MENZIES JOST

VX3: EAV

8 | CONFERENCE AGENDA | 9

CONFERENCE OPENS 07:30 12:10 LUNCH 07:50 WORKSHOPS & EXHIBITION 12:30 WORKSHOPS MICROLISE WORKSHOP MICROLISE WORKSHOP SKILLS WORKSHOP Microlise Transport Management Software - John Carroll, Pre-Sales Consultant Microlise Transport Management Key Themes **Inspiring Generation Logistics** - Bethany 07:50 2023 - Akshat Dimri, Senior Product Manager Windsor, Deputy Director Of Programmes and COMPLIANCE WORKSHOP SKILLS WORKSHOP Relationship Management, CILT (UK) Driver Safety And Risk 2023 (Solutions To Help 08:20 A Review Of Compliance Issues For Operators Attraction, Recruitment And Retention - Bob Drivers In VRU Environments) - Fenton Baker. 08:20 The Supply Chain Leadership Professional - Beverley Bell CBE, Director, Beverley Bell Edwards, Talent Pipeline Manager, GXO & Alex Product Manager & Tom Collins, Product Degree Apprenticeship From Arden University Consulting Farkas, Senior National Account Manager, Manager Liam Kelleher, Corporate Business Development 13:00 Compliance Challenges With Greenification National Employer and Partnership Team (NEPT) 08:50 Fleet & Asset Management And Compliance Manager, Arden University And Session Round Up - Jemma James, 13:00 Investing In People: An Insight Into Driver 2023 - Charlotte Porter, Product Manager & 08:50 The Freight Development Pathway - Carl Hobbis, Paul Pounder, Product Manager Executive Director, British International Freight Managing Director, TruTac Training And Development - Josette Saville, Sales Director, Abbey Logistics & Jennifer Swain, Association (BIFA) & Mat Beecham - Operations Manager, ManpowerGroup Head Of Talent, Development and HR, Road To Logistics COMPLIANCE WORKSHOP INNOVATION ZONE **MAIN THEATRE - AFTERNOON SESSION** 13:40 07:50 Access Control Key To Combatting Worrying CPC Training Updates - Allison Kemp MBE, 07:50 Managing Director, AIM Commercial Services Rise In Cargo Crime - Maple Fleet Services 08:00 08:10 Managing Driver Agencies And Protecting Micromobility's Role In The Future Of Urban 13:40 ASK THE AUDIENCE... **Logistics** - EAV Solutions Compliance - Lesley O'Brien OBE, Managing 13:45 SECURE TRUCK PARKING FACILITIES - Dr. Jan-Philipp Weers, Head Of Bosch Secure Truck Parking, Bosch Director, Freightlink Europe/Freight People Solving Really Big Problems With Smarter HOW DO WE DECARBONISE ROAD TRANSPORT? IT'S NOT ALL ABOUT ELECTRIC CARS - Michael Hawes, 14:10 08:30 Legal Privilege, Protecting Your Driver And Solutions - Lenovo Chief Executive, Society Of Motor Manufacturers And Traders Ltd Your Operation - Charlotte Le Maire, Head Of 08:20 The Future Of Truck Parking - Freightsafe Ltd ALTERNATIVE FUEL FUTURE PANEL - Matt Pumfrey, CEO, Innovation Gateway | Gavin Murdoch, Managing 14:35 Crime and Regulatory, LMP Legal 08:30 Moving The System Intelligence From The Director, Network Transport Solutions, DHL Supply Chain UKI | David Telford, Chief Scientific Officer - Energy Earned Recognition Updates And 08:50 Control Room To The Truck - Multiprotexion Systems And Infrastructure, Hydrogen Vehicle Systems (HVS) J John Granby, Head Of Sales, Tevva Hydrogen Forthcoming Changes - Caroline Hicks, 08:40 Truck Cartel Case - Implications For The Truck Electric Trucks Head of The Enforcement Regulatory Services Industry - Truck Refunds WHY COLLABORATION IS KEY TO MEETING THE KEY PRIORITIES FOR THE LOGISTICS SECTOR IN THE 15:10 and Transformation, Driver & Vehicle Standards Benefits Of The M6toll: A Winning Proposition 08:50 NEXT 5 YEARS - Phil Roe, President, Logistics UK Agency (DVSA) for HGV Drivers and Businesses - M6toll UK'S CAMPAIGN FOR DRIVERS AND THE ROAD TO NET ZERO - Richard Smith, Managing Director, 15:35 Revolutionising Fleet Safety - Flare Aware Road Haulage Association (RHA) & Rod McKenzie, Executive Director Of Communications, Road Haulage Association (RHA) 09:30 MAIN THEATRE - MORNING SESSION OPENING VIDEO 09:30 16:00 **END** MORNING OPENING FROM HOST 09:35 ASK THE AUDIENCE... 09:40 **SHOW CLOSE** CEO INTRODUCTION - Nadeem Raza, Chief Executive Officer, Microlise 16:15 09:45 TRANSAID AND THE TRANSPORT AND LOGISTICS INDUSTRY: CELEBRATING 25 YEARS OF 09:55 TRANSFORMING LIVES - Florence Bearman, Acting Co-Chief Executive, Transaid DECARBONISING COMMERCIAL VEHICLE FLEETS: NAVIGATING CHALLENGES WITH DATA AND 10:05 **SOFTWARE SOLUTIONS** - Michael Ayres, Managing Director, Flexible Power Systems KEY FIGURES FROM 2022 KEY AREAS OF FOCUS - Loveday Ryder, Chief Executive, Driver & Vehicle 10:30

Standards Agency

Operations, Wayfair

ASK THE AUDIENCE...

Prevention, National Highways

DRIVER OF THE YEAR AWARDS

10:55

11:15

11:55 12:05 ROAD SAFETY AND OPERATION TRAMLINE - Mark Cartwright, Head of Commercial Vehicle Incident

ROAD TO RAIL PANEL: THE PROCESS, CHALLENGES, FINDINGS, BENEFITS. KEY STATISTICS OF

TRANSITIONING FROM ROAD TO RAIL - John Bailey, Managing Director, Maritime Transport Ltd | Tim Hartley, Business Development Director, GB Rail Freight Ltd | Andrew Malcolm, Chief Executive Officer, The Malcolm Group | Phil Smart, Assistant Policy Manager, Rail Freight Group | John Steventon, Global Destination

10 | EXPERT VIEW - MAPLE FLEET SERVICES EXPERT VIEW - MAPLE FLEET SERVICES | 11

ACCESS - CONTROL KEY TO COMBATING **WORRYING RISE IN CARGO CRIME**





Paul Nunn, Marketing Manager -Maple Fleet Services

Whilst fleet operators are increasingly taking steps to mitigate the impact of cargo crime by employing more robust physical security solutions on their vehicles, often there is little consideration afforded to the role of access control and how such systems are managed in the field. Here, Maple take a look at the innovative approaches being adopted by fleets that ensure operational efficiency isn't compromised when improving security.



Cargo crime is on the rise. According to data collated by the Transported Asset Protection Association (TAPA), 2022 saw a staggering 61% increase in the number of incidents reported when compared to the previous 12-month period. A total of 11,934 incidents were captured last year, with a loss value of over €270,000,000, though even this figure is someway short of the true cost to industry, with only 12% of cases citing a loss value.

But are these already eyewatering figures, just the tip of the iceberg? As the cost-of-living crisis intensifies and its effects take a tighter grip on the economy. there are concerns that acquisitive crimes are likely to rise - leading many within the transport industry to question if cargo crime is set to spike further over the coming months.

Whether these concerns are justified remains to be seen, but what is certain is that road transport remains the most vulnerable part of the supply chain. This is perhaps of little surprise when we consider the fact that when goods are housed within the relative safety of a warehouse, they are protected by multiple layers of security; yet conversely, the moment those same goods are loaded onto a vehicle and entrusted to a single person (whom we may not even know), this shield of protection is instantly weakened.

It doesn't need to be this way of course; we needn't leave the security of our vehicles and their cargo to chance.

Goods in Transit Security for Fleet Operations

When looking at how to prevent unauthorised access to vehicles, arguably the most important consideration is not simply the physical lock itself, essential though it is, but the method of access control and how this is implemented across fleet operations.

Traditional methods of access control such as mechanical keys, whilst suitable for certain applications, do have limitations and are largely unsuitable for a modern logistics fleet. For large operations, where flexibility is important, we must consider how access to a large number of different vehicles is facilitated and what the impact is in the event of lost or missing keys.

Flexible Access Control

The Maple access control platform offers a number of flexible options that are designed to aid security and efficiency for fleet operators.

Fob validation offers a particularly effective approach where a large number of users require access to multiple vehicles/trailers. The system allows users to 'validate' their access fob for a pre-defined period of time (e.g. duration of a shift, 24 hours etc) by presenting their fob to a validation unit, typically housed at a depot. Once the time period elapses, access for the user is disabled until they initiate the procedure once more (i.e of over at the beginning of their next shift). This option provides a simple and efficient way to manage access to vehicles, ensuring any lost or

missing fobs are quickly taken out of circulation, preserving security and load integrity.

For users who prefer to limit access without the need to manage any access fobs, Challenge Response offers an ideal approach. In this scenario access to a vehicle is gained by inputting a single use PIN, which is generated via a secure web portal.

Data Provides Accountability & Transparency

The Maple access control platform also ensures all door activity is captured as part of a comprehensive audit trail, including who accessed a vehicle, when and where. All of this information can then be viewed via the client's database, thus providing an indisputable electronic event-log that assigns accountability and provides complete transparency of operation.

See us at the Innovation Zone at 7:50

"A total of 11,934 incidents were captured last year, with a loss value €270,000,000"



Situated in the heart of the West Midlands, the M6toll is a critical 27 mile stretch of the North-South corridor, supporting the logistics Golden Triangle and making journeys for HGV users faster, smoother and more reliable through the West Midlands.

Awarded the title of Best Motorway by HGV drivers in 2022, the M6toll has 93% customer satisfaction and provides a safe, reliable and consistently free-flowing service for its users.

The M6toll unlocks crucial time savings for local and national businesses that allow industry to thrive. When your business depends on getting the most out of your fleet operations, traffic issues can be more than just an inconvenience. The reliable journey times we provide means you can plan with confidence, helping to reduce your operating costs.



Come and join us to see how the M6toll can help you reduce costs, travel freely and optimise your operations.

Predictability and consistency is key to the logistics industry

Fastrack your business growth



An average 41% time saving at peak time compared to M6, A5, A38 & A446



A safer and more reliable route for your drivers with 10x fewer accidents compared to M6 equivalent section



Award winning 24/7 services offering secure overnight parking and a range of facilities





ANPR technology with a straightforward set up for a seamless drive



A dedicated account manager and customer service support

The M6toll commercial team is dedicated to supporting businesses like yours. Email them at corporate.accounts@m6toll.co.uk to find out more, and get in a better lane for your business.





14 | WORKSHOP AGENDA (MORNING) WORKSHOP AGENDA (MORNING) | 15

MICROLISE WORKSHOP

Akshat Dimri, Senior Product Manager



Presenter

07:50MICROLISE TRANSPORT MANAGEMENT
KEY THEMES 2023





O8:20
DRIVER SAFETY AND
RISK 2023 (SOLUTIONS
TO HELP DRIVERS IN VRU
ENVIRONMENTS)

Presenters:

Fenton Baker & Tom Collins, Product Managers

Product Managers Tom Collins and Fenton Baker will explore the benefits of Al cameras and Microlise's partnership with FlareAware





FLEET & ASSET MANAGEMENT AND COMPLIANCE 2023

Presenters:

Charlotte Porter & Paul Pounder, Product Managers

Product Managers Paul Pounder and Charlotte Porter will discuss our Trailer Brake Performance Monitoring (TBPM) initiatives, ProxiBeacons and the future of EV.

SKILLS WORKSHOP



07:50
INSPIRING GENERATION
LOGISTICS

This will incorporate new problems we have been solving across the

portfolio including cross-docking, eCMR, new API's, P&O, integration

and will also advertise the demo and new tech-demonstrator area.

Presenter

Bethany Windsor, Deputy Director of Programmes and Relationship Management, CILT

Generation Logistics is an awareness campaign designed to increase the number of people considering logistics as a career, and positive sentiment about logistics, especially with key target groups including 16-24 year olds, career switchers, and other minority groups. In short, it's all about encouraging the next generation of logistics workers to engage with the opportunities available and keep the nation's supply chain protected. Supported by DfT and over 40 industry partners, hear how Generation Logistics has changed perceptions about a career in logistics and how you can get involved.



08:20THE SUPPLY CHAIN LEADERSHIP PROFESSIONAL DEGREE APPRENTICESHIP FROM ARDEN UNIVERSITY

Presenter:

Liam Kelleher, Corporate Business Development Manager, Arden University

This workshop will cover Arden's digital first, flexible delivery of the Supply Chain Leadership Professional Degree Apprenticeship and how employers can utilise their apprenticeship levy in up-skilling their new and existing employees.





THE FREIGHT DEVELOPMENT PATHWAY

Presenters:

Carl Hobbis, Executive Director, British International Freight Association (BIFA)

Mat Beecham, Operations Manager, ManpowerGroup

In this session Carl Hobbis and Mat Beecham will give an overview of the new Freight Development Pathway, a 3-week employability programme, that BIFA and Manpower have partnered together on.

They will cover its aims, intent, content and how it could potentially be replicated across the logistics industry.

COMPLIANCE WORKSHOP



07:50CPC TRAINING UPDATES

Presenter:

Allison Kemp, Managing Director, AIM Commercial Services

What is the purpose of Driver CPC? Has DCPC increased safe driving and raised the professionalism of drivers?

Will the new proposals retain drivers and bring new drivers into the industry?



08:10MANAGING DRIVER AGENCIES AND PROTECTING COMPLIANCE

Presenter:

Lesley O'Brien OBE, Managing Director, Freightlink Europe/Freight People

Driver recruitment agencies are a crucial link in the logistics supply chain. However, their strained relationship with hauliers raises questions about their understanding of driver roles and industry regulations. Collaboration and understanding between the two is essential, but often missing and while liability falls on the Operator License Undertaking in case of accidents, agencies may also hold some responsibility and be answerable to the Office of the Traffic Commissioner. Hauliers need to provide agencies with job criteria and driver specifics to ensure the right drivers are employed.



08:30
LEGAL PRIVILEGE, PROTECTING YOUR
DRIVER AND YOUR OPERATION

Presenter:

Charlotte Le Maire, Head Of Crime and Regulatory, LMP Legal

Is your company prepared for roadside emergencies?
It's worth asking yourself three important questions: do you know how to handle a serious or fatal collision involving one of your drivers? Do you have access to a 24/7 road traffic lawyer for advice? Are you aware of the irreversible consequences that could arise from any action taken after a collision?
If you answered "no" to any of the above, your company and drivers are at risk. Join Charlotte Le Maire to learn how to protect your company and navigate new criminal road traffic offences and sentencing.



08:50EARNED RECOGNITION UPDATES AND FORTHCOMING CHANGES

Presenter:

Caroline Hicks, Head of Enforcement Regulatory Services and Transformation, Driver & Vehicle Standards Agency (DVSA)

As we approach the 5th anniversary of the launch of our flagship Earned Recognition scheme, I am excited to be able to announce the trial of a new programme at the Microlise Transport Conference. This work will support more operators on their compliance journey and deliver transport operations that are safe and sustainable.

MICROLISE WORKSHOP



12:30
MICROLISE TRANSPORT MANAGEMENT
SOFTWARE (TMS)

Presenter

John Carroll, Pre-Sales Consultant

John will discuss the benefits and efficiencies of our TMS systems and offer guidance on how the system can empower operational support in the execution of the delivery processes.

SKILLS WORKSHOP





12:30 ATTRACTION, RECRUITMENT AND RETENTION





13:00 INVESTING IN PEOPLE: AN INSIGHT INTO DRIVER TRAINING AND DEVELOPMENT

Presenters

Bob Edwards, Talent Pipeline Manager, GXO
Alex Farkas, Senior National Account Manager, National Employer and Partnership Team (NEPT)

In this skills workshop, discover the best practice approach to attracting, recruiting, training and retaining a vital, diverse and fully inclusive workforce. Alex Farkas, Department for Work and Pensions (DWP) and Bob Edwards, GXO will explore tried and tested talent acquisition models and explain how a flexible approach can lead to the biggest successes.

Presenters:

Jennifer Swain, Head of Talent and Operations, Road to Logistics Josette Saville, Sales Director, Abbey Logistics Group

This workshop will explore the ongoing issues facing employers around driver recruitment and development. Josette Saville from Abbey Logistics will talk about their strategy and successes with their in-house driver training. Jennifer Swain from Road to Logistics will demonstrate how employers large and small can benefit from their driver training scheme and also tackle issues around insurance restrictions and perceived risk of new drivers.

COMPLIANCE WORKSHOP



12:30 A REVIEW OF COMPLIANCE ISSUES FOR OPERATORS



13:00
COMPLIANCE CHALLENGES WITH
GREENIFICATION AND SESSION ROUND
UP

Presenter

Beverly Bell CBE, Director, Beverly Bell Consulting

An overview and a review of compliance issues for operators as you face the challenges of operating commercial vehicles in 2023 and beyond.

Presente

Jemma James, Managing Director, TruTac

Jemma will bring the Compliance Workshop sessions to a close by highlighting how technology is changing compliance and why operators must ensure systems and training are up to date.

BECAUSE IT ALWAYSPAYS TO LISTEN.

With MAN Fleet Management, you'll know everything your vehicles have to say – and the data you need to increase your efficiency.



With MAN Fleet Management's state-of-the-art data and telecommunications technology, you can:

- Monitor your drivers on the road and learn how adjustments to their driving style could save fuel
- Run vehicle fitness checks through on-board diagnostics and arrange for quick repairs
- Access all your vehicle documents 24/7
- Pinpoint the location of every vehicle
- Use our E-Workshop, the proactive way to maintain your vehicles' long-term welfare.

To find out more, visit us on our stand.

Please scan to find out more:





18 EXPERT VIEW - EAV

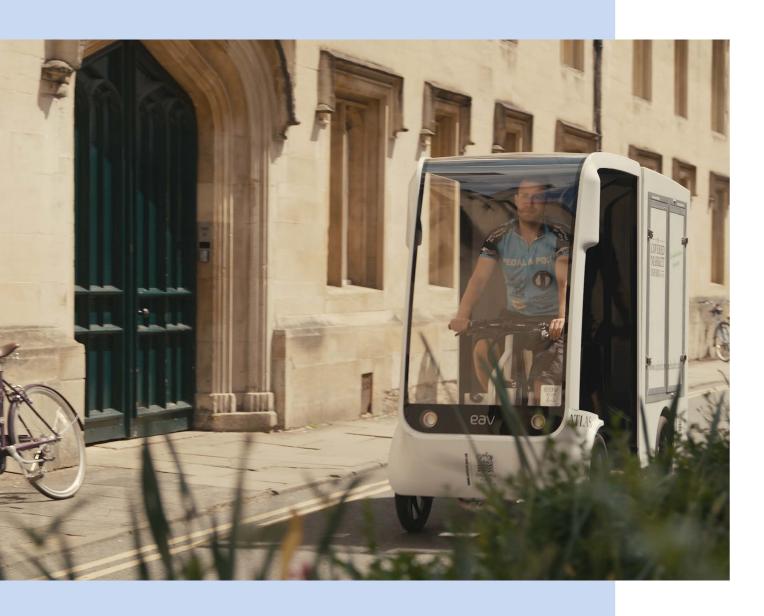
MICROMOBILITY'S ROLE IN THE FUTURE OF URBAN LOGISTICS



eav

Oliver Turrell, Design and Innovation Lead - EAV Last Mile & Urban E-Mobility Vehicle Solutions

Join Oliver Turrell in highlighting the role of both EAV and micro-mobility in the development of urban logistics, and the move towards lightweight delivery systems that are net-zero, sustainable, and commercially viable.



The world's major urban centres have for many decades, grown increasingly congested, harder to navigate, more polluted, and more expensive to operate in. Populations, organisations and businesses within those centres, have grown more accustomed to increasingly rapid, responsive, and cheaper, kerbside deliveries and services.

Meanwhile, urban planners are transforming our cities through reclamation of streetscapes and urban spaces, through design and regulation, to make them more liveable, more sustainable, and more efficient. Legacy last mile logistics solutions, such as the traditional workhorse, the diesel van, are getting priced out, pushed out, or just phased out.

So, what can affordably replace the capacity, functionality and versatility of a small to medium van, but meet the demands of a low speed, congested, contested and regulated urban centre? And support the sustainability demands and expectations of society, governments, and businesses?

E-Cargo bikes have proven to be at least part of that solution. Especially in the progressive and foresighted urban centres of Holland, Denmark, Norway and Germany, where infrastructure investments, regulatory changes, planning considerations and subsidised incentives have literally, paved the way for e-cargo solutions to take hold and prosper.

But even the excellent and plentiful

offerings in the 2-wheeled and 3-wheeled e-cargo segment have not totally satisfied the capacity demands of delivery vans for postal, logistics and municipal services operators.

In response, we now see the rapid rise of the 4-wheeled, high-capacity, van-bike hybrid, or "e-quad". Offering a 2m3, 200kgs load capacity, these small van alternatives have proven to be 60% more efficient (in terms of drop fulfilment), 70% faster across a congested urban centre like London, yet significantly cheaper across all metrics of CapEx, OpeX and TCO.

Technically classified as an EN15194 compliant Epac, or e-bike, these e-quads incur no ULEZ charges, no parking fees, no petrol costs and don't require a licence to operate. They can go anywhere a bicycle can go. Access pedestrianised zones and move door to door, eliminating the need to park away from destinations and complete deliveries or services on foot.

An e-quad, such as the category-defining, British-made 2CUBED+ from EAV (Electric Assisted Vehicles), is 12 times cheaper to charge than an electric van (less than £1 per charge) and produces 89% less CO2 output than a diesel van. And the riders don't need a license to drive one. Having 4 wheels, a roof and windscreen, they are stable, well protected, more visible, and comfortable to ride. A single battery charge offers a 40 mile range, with a second battery

raising the operational range to 80 miles before needing to return to depot

These vehicles are IoT connected and trackable, featuring integrated telematics and USB interfaces, plus indicators, automotive lighting and fob activated door locking. They can be configured to support almost endless user cases, from postal and parcel deliveries, to municipal and waste services, facilities management, laundry delivery, food delivery, coffee carts, trades services, blue-light services and much more.

These amazing vehicles aren't the silver bullet last-mile solution in their own right. But certainly a versatile, sustainable and moneysaving part of an emerging suite of urban, last mile vehicle solutions.

See us at the Innovation Zone at 8:00

"Legacy last mile logistics solutions, such as the traditional workhorse, the diesel van, are getting priced out, pushed out, or just phased out."

MULTIPROTEXION



SECURITY

Make the world a safer place





Follow Us in f















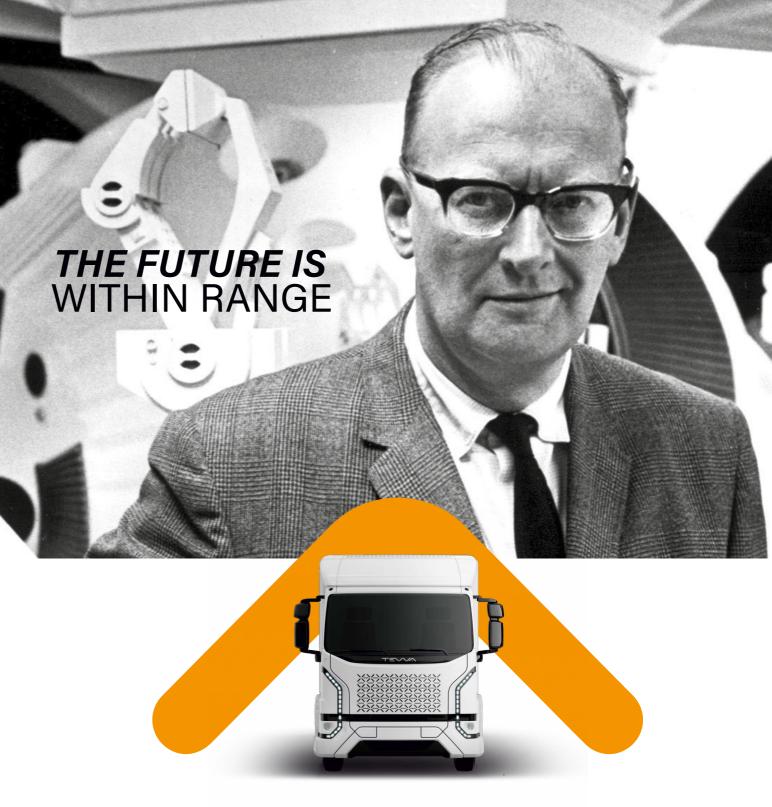












It's a mindset thing.

When futurist Arthur C. Clarke predicted the internet in 1964, people thought the idea was fanciful. But disruptive thinking like this inspires our progress resulting in Britain's first 7.5-tonne electric truck, now available to buy.

Talk to us at stand G3 and learn how we plan to continue leading the electric charge.



MAPLE	07:50	MAPLE FLEET SERVICES	P. 10
		ACCESS CONTROL KEY TO COMBATTING WORRYING RISE IN CARGO CRIME	
69V	08:00	EAV SOLUTIONS	P. 18
		MICROMOBILITY'S ROLE IN THE FUTURE OF URBAN LOGISTICS	
Lenovo	08:10	LENOVO	P. 24
		SOLVING REALLY BIG PROBLEMS WITH SMARTER SOLUTIONS	
FREIGHTSAFE	08:20	FREIGHTSAFE	P. 28
		THE FUTURE OF TRUCK PARKING	
MULTIPROTEXION	08:30	MULTIPROTEXION	P. 38
		MOVING THE SYSTEM INTELLIGENCE FROM THE CONTROL ROOM TO THE TRUCK	
Truck Refunds.com	08:40	TRUCK REFUNDS	P. 48
		TRUCK CARTEL CASE - IMPLICATIONS FOR THE TRUCK INDUSTRY	
M6toll	08:50	M6TOLL	P. 60
A better way		THE BENEFITS OF THE M6TOLL: A WINNING PROPOSITION FOR HGV DRIVERS AND BUSINESSES	
flare	09:00	FLARE AWARE	P. 64
AWARE		REVOLUTIONISING FLEET SAFETY	



HYDROGEN VEHICLE SYSTEMS

DRIVE CLEANER

HYDROGEN ELECTRIC ZERO-EMISSION VEHICLES

We produce hydrogen propulsion systems that power commercial transport, helping the automotive industry transition to cleaner, purer sources of energy.

PERFORM BETTER

HELPING FLEETS TRANSFORM

Compared to purely electric-powered alternatives, our new-to-market hydrogen powertrain trucks offer a superior propulsion solution that enables heavy commercial vehicles to go further, fulfil higher payload capabilities and refuel more quickly and efficiently.

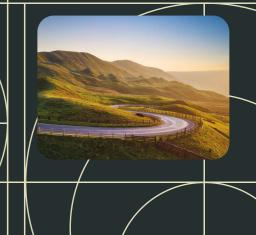
DECARBONISE FASTER

HELPING YOU ACHIEVE YOUR ZERO-EMISSION GOALS

Unconstrained by what has come before and with clear focus, we help governments and fleet operators meet their zero carbon emission targets. Working together with our global infrastructure partners we help to transform fleets over time at speed.







ZERO-EMISSION HYDROGEN **FUEL CELL POWER**



THE STATS OF GUN 19,000kg OF GCW 36-42tonnes Of CO2 EMISSIONS OF REFUELLING TIME OF RANGE (UP TO) 600km

For more information on our exciting and innovative products, scan the QR code or visit **www.hvs.co.uk**



24 | EXPERT VIEW - LENOVO | 25

SOLVING REALLY BIG CHALLENGES WITH SMARTER SOLUTIONS



Lenovo

Mark Sproson, Enterprise Account Manager -

Technology truly begins to become valuable when it starts to solve problems which we hadn't quite begun to realise we had. For example, medical diagnosis, and advanced prediction of component failure. What is the technology market doing with Digital Twins that is going to change how we work?



At Lenovo, we solve problems. Really big problems and we've been doing it for over 30 years.

Our customers challenges are bigger than ever. So we go big too – no, make that huge, with the industry's leading portfolio of end-to-end client, edge, cloud, network and intelligence solutions and services.

This is the New IT. So what does that mean?

It means our digital workplace solution takes the complexity out of making hybrid work.

Our edge-to-cloud and AI solution help businesses of all sizes unlock the power of data in real time. Which in turn, unlocks lots and lots of happy customers.

And Lenovo's industrial metaverse and AR-VR solutions are opening up opportunities across industry, from aerospace to education, transforming the way workers collaborate and students learn.

And all our pocket-to-cloud solutions are available through a predictable scalable, pay-as-you-go consumption model. So your IT can instantly adapt to the ever changing demands of your business.

With a workforce of over 80,000 in 180 markets, 18 R&D locations worldwide and 35+ manufacturing facilities, we're there where you need us. And our global supply chain is ranked in the top ten in the world, so we can meet customers'

demands anytime, anywhere. But we know that none of this matters, if we don't make the world a better place.

So we offer customers a full suite of sustainability technology and solutions from asset recovery and carbon offsets to our unique NeptuneTM water-cooled servers and we're fully committed to becoming Net-zero by 2050

And we believe it's only smarter technology if everyone can use it, that's why our Product Diversity Office embeds accessibility in our products, empowering us all to build a smarter world.

See us at the Innovation Zone at 8:10

"Lenovo's industrial metaverse and AR-VR solutions are opening up opportunities across industry, from aerospace to education, transforming the way workers collaborate and students learn."

ESSIONS

OPENING VIDEO

09:30

09:35

MORNING OPENING FROM HOST

ASK THE AUDIENCE...

09:40

Giving you the opportunity to offer your feedback on your industry.

09:45

CEO INTRODUCTION

Presenter:

Nadeem Raza, Chief Executive Officer, Microlise

Nadeem will discuss how Microlise is committed to delivering innovative and sustainable solutions, highlighting investments in cyber security, the recent acquisition of Vita Software, support for alternative fuel vehicles, and new products in development.

10:55

KEY FIGURES FROM 2022 KEY ROAD SAFETY AND OPERATION TRAMLINE

AREAS OF FOCUS

10:30

Loveday Ryder, Chief Executive, Driver & Vehicle Standards Agency

Loveday will outline some of the progress DVSA has made this year and set out the next phase of our strategic plans. She will also explain our high-level vision and future direction of travel for the agency, including how we would like to work with industry.

National Highways

National Highways have little direct enforcement powers but do work closely with those who do. Mark's presentation will cover cooperative working with various Police forces using adapted HGV cabs and other

Mark Cartwright, Head of Commercial Vehicle Incident Prevention,

innovative projects.

09:55

TRANSAID AND THE TRANSPORT AND LOGISTICS INDUSTRY: CELEBRATING 25 YEARS OF TRANSFORMING LIVES

Presenter:

Florence Bearman, Acting Co-Chief Executive, Transaid

Florence will summarise Transaid's major accomplishments since 1998, as well as its future priorities. Collaboration is critical for the organisation, and it benefits from working with a diverse range of partners to achieve its goal of improving lives through transportation. These collaborations also help businesses strengthen their ESG impact reporting by supporting an international charity.

10:05

DECARBONISING COMMERCIAL VEHICLE FLEETS: NAVIGATING CHALLENGES WITH DATA AND SOFTWARE SOLUTIONS

Presenter

Michael Ayres, Managing Director, Flexible Power Systems

Corporate and national net zero targets have created growing pressure to decarbonise commercial vehicle fleets. To achieve this, operators must navigate a complex and evolving range of technical, infrastructure, cost and operational challenges. The talk will explore how data, existing systems like Microlise and new software solutions are being combined by fleets implementing decarbonisation programmes to reduce risk and costs when planning transitions and managing EV fleet operations in real time.

11:15

ROAD TO RAIL PANEL: THE PROCESS, CHALLENGES, FINDINGS, BENEFITS, KEY STATISTICS OF TRANSITIONING FROM ROAD TO RAIL

John Bailey, Managing Director, Maritime Transport Ltd, Tim Hartley, Business Development Director, GB Rail Freight Ltd, Andrew B Malcolm, Chief Executive Officer, The Malcolm Group, Phil Smart, Assistant Policy Manager, Rail Freight Group, John Steventon, Global Destination Operations, Wayfair

11:55

DRIVER OF THE YEAR AWARDS

ASK THE AUDIENCE...

12:05

Giving you the opportunity to offer your feedback on your industry.

12:10 - 13:40 LUNCH

13:45

ASK THE AUDIENCE...

13:40

Giving you the opportunity to offer your feedback on your industry.

SECURE TRUCK PARKING **FACILITIES**

Presenters:

Dr. Jan-Philipp Weers, Head Of Bosch Secure Truck Parking, Bosch

Bosch partners with industry players to provide a growing network of secure parking locations with reserved charging points. Bosch Secure Truck Parking upgrades infrastructure and offers a booking portal for fleets to access, reserve and pay for these services efficiently. This solution addresses the key industry trends of Safety & Security and Electrification of Fleets and Locations.

14:10

HOW DO WE DECARBONISE ROAD TRANSPORT? IT'S NOT ALL ABOUT ELECTRIC CARS

Presenters:

Michael Hawes, Chief Executive, Society Of Motor Manufacturers And Traders Ltd

Given the importance of the sector. both to society and its environmental ambitions, the decarbonisation of road transport is a major challenge for the industry, operators and policy makers. Mike will cover the steps manufacturers are taking to develop new technologies that will replace fossil fuels, and what's needed to overcome the barriers to adoption. While media and consumer focus has been on passenger cars, he will cover some of the unique challenges surrounding commercial vehicles, and some of the ways the barriers could be overcome.

14:35

THE ALTERNATIVE FUEL **FUTURE**

Presenters

David Telford, Chief Scientific Officer, Hydrogen Vehicle Systems (HVS) John Granby, Head of Sales, Tevva Matt Pumfrey, CEO, Innovation Gateway

Gavin Murdoch, Managing Director, **DHL Supply Chain**

The alternative fuel future panel discussion aims to explore the benefits and challenges of transitioning to alternative fuels for transport operators, in order to reach the net zero target. The panel will include OEM's (Tevva & HVS) and operators (DHL), discussing various types of alternative fuels, including electric and hydrogen, and their potential for reducing greenhouse gas emissions and improving air quality

& WORKSHOPS

WHY COLLABORATION IS KEY TO MEETING

SECTOR IN THE NEXT 5 YEARS

THE KEY PRIORITIES FOR THE LOGISTICS

Presenter

15:10

Phil Roe, President, Logistics UK

Phil will identify the key priorities for the sector and highlight the progress that has already been made in meeting these challenges. In addition he will outline the essential role that collaboration will play in ensuring that all businesses can be successful and that the voice of the logistics sector is heard clearly across the UK.

15:35

UK'S CAMPAIGN FOR DRIVERS AND THE **ROAD TO NET ZERO**

Presenter:

Richard Smith, Managing Director, RHA Rod McKenzie, Executive Director of Communications,

Richard Smith and Rod McKenzie explain why the UK needs to be kind to truck drivers. Their Kindness campaign, in association with Mandata, is aimed at bringing back the love truckers felt during the pandemic. It could help recruit new people into our industry and keep them happy. They'll also tackle the road to Net Zero and their views on the challenges that will bring.

15:50 **ASK THE**

Giving you the opportunity to offer your feedback on your industry.

AUDIENCE...

28 | EXPERT VIEW - FREIGHTSAFE EXPERT VIEW - FREIGHTSAFE | 29

THE FUTURE OF TRUCK PARKING





Charles Anderson, CEO -

The road freight industry is mandated by law to park after so many hours of driving. However, it operates in a parking network that has a shortage of more than 100 thousand parking spaces in Europe. The lack of a parking network costs the industry billion of euros in operational losses every year. However, truck parking's essential role in the transition to sustainable transport poses a much larger challenge, should it not be resolved. This presentation will explore how we solve truck parking and prepare it for the future.

The road freight industry is legally mandated to park after so many hours of driving. However, it operates in a parking network with a shortage of more than 100 thousand parking spaces in Europe.

The lack of a parking network costs the industry billions of euros in operational losses, including cargo theft, wasted driving time, loading & unloading inefficiency, and the ongoing contribution to worsening working conditions for a depleting driver community. Truck parking as an industry has historically faced several challenges. An ICE (diesel-based) trucking market has little reliance on a parking network (you can fuel in five minutes and drive +1,000km) to deliver energy. The real estate model also doesn't lend itself to scaling truck parking Traditional truck stops take years to build, require millions of pounds of investment and face significant nimbyism.

Years of underinvestment create an environment of poor parking practices and entrenched, habitual behaviours that only worsen the attractiveness of investing in truck parking (from both the user's and investors' perspectives). However, for all the challenges of truck parking, there are undoubtedly enough incentives to reinvent it.

All stakeholders benefit from improved access to adequate parking infrastructure, from drivers to cargo owners to insurance companies. Road freight is a system that serves society; however, it is a necessity, often referred to as a cost-centre industry in the commercial world. This

makes it particularly hard to initiate change because that involves spending money to save money, which risks making the innovator less financially competitive.

So how do you resolve this? Freightsafe believes that empowering the industry to enact change on a user-by-user basis is the only way to align everyone's incentives. Traditionally, the consumer (who uses truck parking services) has never had the ability to create truck parking areas where they want them, to a standard and capacity they approve.

Fuel companies deploy parking where they please, without consulting with the users (because fuelling is a mass-market service). This creates a huge disparity between supply and demand. In recent years the industry has been fortunate enough to see several quality truck parking reservation services come to market. This allows the consumer to better guarantee, use and pay for parking.

This innovation has also opened up the opportunity of repurposing private truck-related properties into public community truck parking hubs. Depots, warehouses, repair centres, and many property types have the potential to offer public truck parking services, which is a sustainable, scalable solution to create truck parking networks fast. However, landlords typically aren't truck parking operators and don't want to invest, operate, maintain or take liability for creating and operating public parking areas. This has allowed third-party parking operators to create shared parking

areas within private properties.

Freightsafe's mission is to scale a standardised community truck parking network within those truck-related property networks. Freightsafe strongly believes that such community parking networks will help enable, scale and make affordable truck charging, which will be an industry that arguably needs as many parking spaces as it has battery electric trucks.

See us at the Innovation Zone at

parking network with a shortage of more than 100 thousand parking spaces in Europe."

30 | SPEAKER BIOGRAPHIES | 31



NADEEM RAZA

CHIEF EXECUTIVE OFFICER - MICROLISE

business computing.

Nadeem has complete responsibility for the operational management and control of all Microlise business activities. During his 35 year career with Microlise, Nadeem has fulfilled various responsibilities and gained experience across all elements of the business including sales, system integration, marketing, operations and

Established in 1982, Microlise initially built its reputation and a significant market presence as a specialist developer of bespoke software

and hardware for warehouse management applications. Over the years, the company has expanded its offering and is now best known for its transport & logistics solutions. It is now one of Europe's largest telematics and

transport management solution providers.

Microlise now employs in excess of 600 staff globally and is the proud recipient of three concurrent Queen's Award for Enterprise - winning the Innovation award in 2019 and 2020 and International Trade in 2018.

See Nadeem in the main theatre at 09:45



FLORENCE BEARMAN

ACTING CO-CHIEF EXECUTIVE - TRANSAID

Florence has worked for transport and logistics charity Transaid for over a decade, starting as Transaid's Marketing Assistant and now holding the position of Acting Co-Chief Executive. During that time, she has built long-term partnerships with a large number

of companies within the industry, supporting them in meeting their CSR goals and strengthening their ESG credentials. During this time she has also accompanied (and cycled alongside) numerous Transaid supporters on Transaid's cycle challenges, including five in Africa and three UK and European, and

recently completed an MSc in international development.

See Florence in the main theatre at 09:55



MICHAEL AYRES

MANAGING DIRECTOR - FLEET POWER SYSTEMS

Michael has spent 18 years in the energy and commercial vehicle sectors, building technology and analysing complex energy problems. He now leads FPS, an EV fleet operating system provider. See Michael in the main theatre at 10:05



LOVEDAY RYDER

CEO - DRIVING & VEHICLE STANDARDS AGENCY (DVSA)

Loveday Ryder was appointed as the new Chief Executive of DVSA on 1st January 2021 and comes new to the transport sector, but keen to learn and understand the challenges and opportunities we face. In her prior role, Loveday was CEO of BPDTS Ltd, providing specialist digital technology services to the Department for Work and Pensions.

Previously, Loveday spent 12 years in the Ministry of Justice, where she successfully served in several senior roles, most notably as Programme Director for large, multi-agency, digital transformation programmes. Before joining the Civil Service in 2006, Loveday had a broad management consultancy career, specialising in organisation design, process improvement, change management and

programme delivery. Her early career was as a chartered civil engineer, working in both design and construction.

See Loveday in the main theatre at 10:30



MARK CARTWRIGHT

HEAD OF COMMERCIAL VEHICLE INCIDENT PREVENTION - NATIONAL HIGHWAYS

Mark Cartwright joined what was then Highways England in February 2020 to head up their Commercial Vehicle Incident Prevention Team.

The role of CVIPT is to identify and develop programmes to reduce collisions on England's Strategic Route Network involving

commercial vehicles. Recent projects include the provision of adapted HGV cabs to police to support their activities; the development of a comprehensive Van Driver Toolkit information service; and launching CALMDriver, a suicide prevention and mental health resource specifically designed for CV drivers.

Prior to joining National Highways, Mark was with Freight Transport Association (Logistics UK) for over 30 years where he latterly developed and managed their award-winning Van Excellence programme.

See Mark in the main theatre at 10:55



ANDREW MALCOLM

OWNER - MALCOLM GROUP

Andrew's experience has covered every practical and managerial aspect of the Company. He started from school in the repair workshops and progressed to driving general haulage vehicles; he became Road Foreman and then Depot Manager. In 1989 he took over the running of the Logistics

Services Division and was the driving force behind its transformation into a major, countrywide player in the logistics sector. In 1994 he became Chief Executive of both divisions and joined the Grampian Holdings plc Board in 1997. In 2005, he successfully led the deal to take the plc Company back into private family ownership. His vast and

detailed knowledge of his industry, customers and employees, has been built up over his forty years with the Company.

See Andrew in the main theatre at 11:15

32 | SPEAKER BIOGRAPHIES | 33



JOHN STEVENTON

ASSOCIATE DIRECTOR - WAYFAIR

John Steventon currently heads destination operations for Wayfair within their Castle Gate Forwarding business. Prior to this John spent 27 year at Tesco working across all areas of Supply Chain in a number of markets across

Asia and Europe. After Heading Transport in Central Europe John's final role was managing transport for supplier inbound volume into the extensive Tesco network in the UK and Ireland as well as heading Tesco's rail operation and development.

See John in the main theatre at 11:15



TIM HARTLEY

BUSINESS DEVELOPMENT DIRECTOR - GB RAIL FREIGHT LTD

With 20 years' experience in the rail sector, Tim has advised on the appointments of many of the most senior leaders in the UK rail industry, including the CEOs of Crossrail and HS2. Having served as a board director and trustee of the charity Railway Children for over 10 years, he is also a judge for the Rail Business Awards and a mentor for the Women in Rail programme.

See Tim in the main theatre at 11:15



JOHN BAILEY

MANAGING DIRECTOR - MARITIME TRANSPORT

Starting his logistics career at a small family owned Heavy Haulage transport company in the East Midlands, John entered the container logistics sector with Securicor in 1997.

Joining Maritime in 2001, John was quickly

promoted to General Manager and then
Operations Director, adding a number of
Maritime depots to his portfolio in this time.
In 2020, following the launch of Maritime
Intermodal, John was appointed Managing
Director - Intermodal and Terminals, as

Maritimes rapid expansion into the rail freight sector continues.

See John in the main theatre at 11:15



PHIL SMART

ASSISTANT POLICY MANAGER - RAIL FREIGHT GROUP

Phil joined the Rail Freight Group in 2021, after 16 years in the education service with Essex County Council and, prior to that, in the fertilizer industry. He is married with two adult sons.

His life-long interest in transport policy developed through nearly 40 years as an elected member of Ipswich Borough Council where he drew up their local plan proposal for the Ipswich Freight Chord and helped to initiate the East West Main Line Partnership of local councils in the 1990s. He represented Suffolk District Councils on Transport East between 2019 and 2022.

Since joining RFG, Phil has prepared policy responses on behalf of RGF members and supported several Sub National Transport Bodies (STBs) in developing their transport strategies and investment priorities. He has

written articles on Rail Freight for magazines including Modern Railways, New Civil Engineer, and the Scotsman. He represents RFG at Network Rail's Rail Investment Review Groups and other NR forums at regional level. He is an experienced public speaker and has represented RFG at several conferences. He is a member of the Railfuture campaign group.

See Phil in the main theatre at 11:15



DR. JAN-PHILIPP WEERS

HEAD OF BOSCH SECURE TRUCK PARKING - BOSCH

Dr. Jan-Philipp Weers is responsible for the booking platform Bosch Secure Truck Parking and reports directly to the board of Bosch Service Solutions.

Jan-Philipp Weers has worked in various positions within the Bosch Group since 2010.

His last role was the global Head of Marketing at Bosch Service Solutions. Prior to joining the Bosch Group, Jan-Philipp worked in a New-York based strategy consultancy.

Jan-Philipp studied Business Administration at the State University of New York and at the Westfälische Wilhelms University Münster and received a PhD at the University of Bremen in 2007.

See Jan-Philipp in the main theatre at 13:45



MICHAEL HAWES

CEO - THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS

Mike Hawes became SMMT Chief Executive on 2 September 2013.

He has more than 20 years' experience in policy and public affairs, the majority of which has been spent in the motor industry. He joined SMMT from Bentley Motors where he held a number of PR, corporate and public affairs roles.

Prior to that, he also worked for both Toyota and, more recently, Bentley's parent company, Volkswagen AG, where he developed the European and Global knowledge needed for this challenging role.

See Mike in the main theatre at 14:10

34 | SPEAKER BIOGRAPHIES | 35



DAVID TELFORD

CHIEF SCIENTIFIC OFFICER - HVA

Chartered Engineer and a qualified physicist.

David has over 30 years of experience in energy systems. As the lead consultant for the AECC Fuel Cell CHP and Electrolyser, David designed and oversaw the construction of

a hydrogen production facility and fuelling station that is presently being used by 25 hydrogen buses. He is also the head consultant in the new energy and heating system for the SEC in Glasgow. David's experience and capabilities are demonstrable through 20+ energy projects across the UK and around the globe that include names such as NHS, UK Atomic Energy and Shell.

See David in the main theatre at 14:35



MATT PUMFREY

CEO - INNOVATION GATEWAY

Matt is CEO of Innovation Gateway, an awardwinning innovation company that is enabling the world's most ambitious organisations to accelerate their progress to net zero, through knowledge, collaboration and innovative climate technologies. See Matt in the main theatre at 14:35



JOHN GRANBY

HEAD OF SALES - TEVVA

John is the Head of Sales for Tevva Hydrogen Electric Trucks.

He has 23 years successful Automotive experience and has held numerous senior positions in the industry in the UK & Ireland and

mainland Europe.

Having formerly owned and sold out a successful Temperature Controlled Food Manufacturing and Distribution Business, John learnt the OEM side of the LGV and HGV side of the industry with 10 years in various Volkswagen Group companies - the last seven before he joined Tevva at both MAN Truck and Bus and Scania.

See John in the main theatre at 14:35



PHIL ROE

PRESIDENT - LOGISTICS UK & GENERATION LOGISTICS

Phil joined Logistics UK as President in April 2022 after 5 years as a non-executive Director. Prior to joining he was a board Director at DHL Supply Chain which was the culmination of his 35 year career with DHL and XPO. He is also a non-executive Director and trustee at the Chartered Institute of Logistics and Transport Phil has substantial experience of supply chain leadership across multiple customers, sectors

and geographies, with 35 years' experience in a variety of senior leadership roles within operations and functional areas. These include Managing Director, Chief Operations Officer and Chief Customer Officer and Strategy Director.

Phil loves leading within the logistics industry and values the variety and challenge that the sector provides. He also loves helping people develop their careers as a coach and mentor. Finally, he is leading the Generation Logistics program which is a sector wide collaboration with twenty companies, fourteen trade associations and the Department of Transport which seeks to showcase the huge variety of careers that are available and bring the next generation to the logistics sector.

See Phil in the main theatre at 15:10



GAVIN MURDOCH

MANAGING DIRECTOR - NATIONAL TRANSPORT SOLUTIONS, DHL SUPPLY CHAIN

Gavin is the Managing Director of Network Transport Solutions at DHL Supply Chain UKI. With 27 years of experience at DHL across various global roles, Gavin returned to the UKI business as MD of Tradeteam in 2018 to turn around the network and was appointed to his current role in 2022, retaining responsibility for Tradeteam. He holds a Master's degree in Distribution and Logistics, is a chartered member of the Chartered Institute of Logistics and Transport, and is a non-executive director of Logistics UK.

See Gavin in the main theatre at 14:35



ROD MCKENZIE

EXECUTIVE DIRECTOR OF COMMUNICATIONS - ROAD HAULAGE ASSOCIATION

Rod McKenzie is responsible for running the media side of the association. He's been the RHA's media spokesman on a number of

high profile issues including Brexit, the effects of COVID on supply chains and the driver shortage. Finding a long-term solution to skills shortage and improving roadside facilities are among his key ambitions – as well as ensuring a smooth transition for HGVs and coaches towards net zero.

See Rod in the main theatre at 15:35



RICHARD SMITH

MANAGING DIRECTOR - ROAD HAULAGE ASSOCIATION

Richard Smith's career in logistics has spanned over 30 years. During this time, he has worked for privately owned and third-party logistics businesses throughout Europe, including well-known operations such as TDG Contract Logistics, Wincanton and Samworth Brothers Supply Chain.

Since joining RHA in 2017, Richard has overseen the truck cartel legal action and a

successful business process change strategy. He has led the development of several key areas of the business including membership, shop sales, training and support services. This has made RHA a far more relevant and effective organisation, that delivers value for its members, as well as year-on-year growth across all measurables.

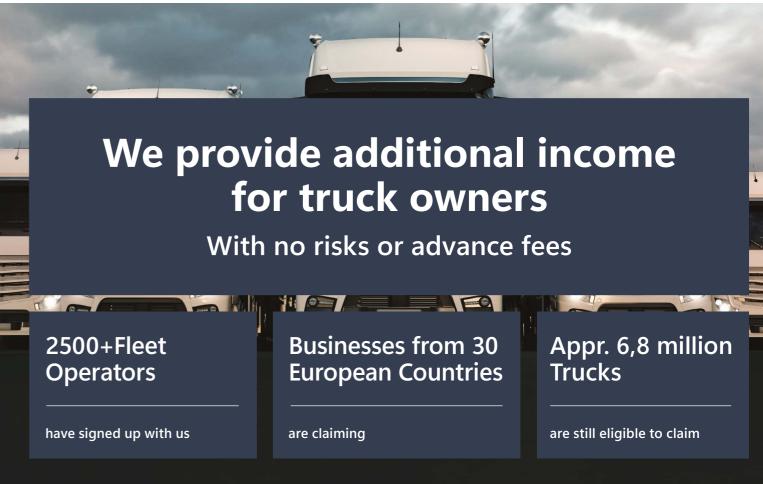
He has been instrumental with the introduction and delivery of RHA's strategy which has

included full rebranding, van, coach and individual membership offerings, a customs brokerage and a driving school in Scotland.

See Richard in the main theatre at 15:35



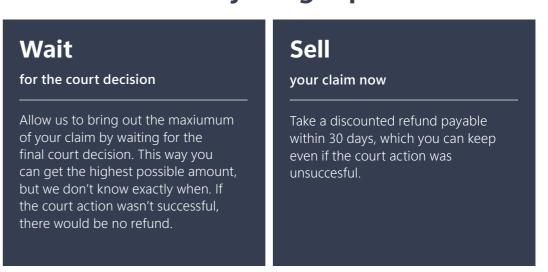
TruckRefunds.com



Did you purchase or lease 5 or more new trucks between 1998 and 2014?

If the answer is yes, you can request a partial refund from the truck manufacturers with our help.

Two ways to get paid



There are no upfront or hidden costs with either option.

38 | EXPERT VIEW - MULTIPROTEXION **EXPERT VIEW - MULTIPROTEXION | 39**

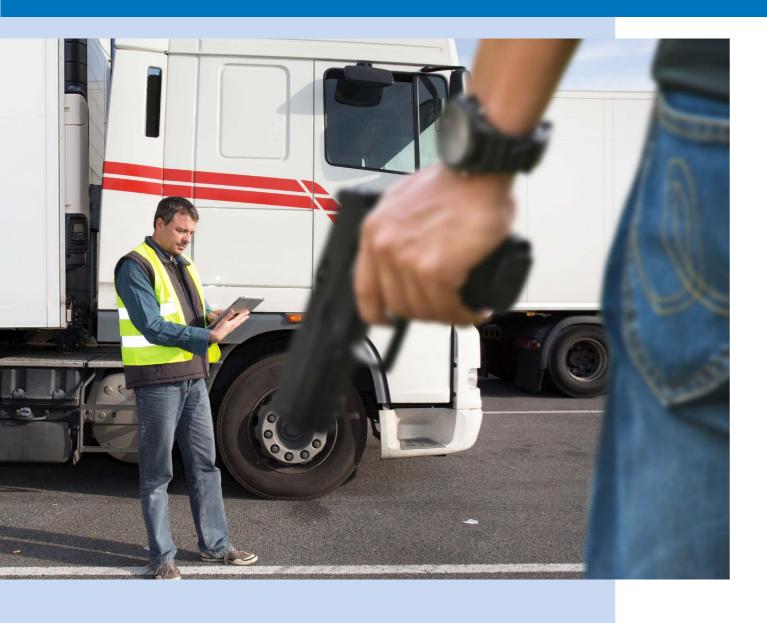
MOVING THE SYSTEM INTELLIGENCE FROM THE CONTROL ROOM TO THE TRUCK

ENABLING VEHICLES TO PROTECT THEMSELVES FROM THEFT AND ROBBERY



MULTIPROTEXION Francesco Gianini, Managing Director - MultiProtexion

A case study covering the introduction of new systems and procedures on improving the security of high value targeted theft (HVTT) cargo, helping to prevent incidents of theft and hijacking before they escalate.



Between 2008 and 2013, our logistics customers were subject to a very high number of attacks on their high value trageted theft (HVTT) trucks. Criminal gangs became more and more specialized able to carry out jamming attacks on vehicle defense systems with high precision by intercepting the connection between the vehicle and ARC. Once the vehicle was defenseless it could be hijacked, and the valuable goods onboard stolen. Operators were left with a problem - their vehicles could not automatically react to an attack and protect themselves, so wouldbe thieves would only need to successfully jam the vehicle to act undisturbed.

Seeking to help customers protect themselves from this looming threat, MultiProtexion's R&D department studied and implemented new technical features and procedures. These now well-established methods have helped protect our customers allowing Multiprotexion to boast a more than 96% success rate countering theft and hijacking attempts.

To protect against jamming technology, the data processing intelligence behind the ARC safeguarding technology was moved into the vehicle itself. This step has allowed ARC-protected vehicles to act more independently, now able to protect themselves immediately in the event of an attempted attack.

If stationary, ARC-protected vehicles are now equipped with a double-acting engine block

(certified with a physical connection to the onboard odometer), which allows the engine to turn itself off automatically. To restart the vehicle, the driver will need authorisation from a verified contact in the monitoring centre – ensuring that even if the driver is forced to open the door, any potential attacker will be prevented from successfully hijacking the vehicle, providing total safety for drivers and any surrounding traffic.

This helps especially during vulnerable points in a journey like the first and last mile, when vehicles are likely to be attacked during the acceleration or deceleration phases at junctions, traffic lights, and entry/ exit ramps onto major roads and motorways.

Our most recent security addition, the ALL-IN-DOOR system, is designed to reinforce the vehicle's rear door to help prevent the theft of goods after the engine undergoes a forced shutdown. Once the rear door is locked via the system, the driver cannot open it themselves, making it much more difficult to access the goods carried by the vehicle.

Vehicles protected by both our ARC & ALL-IN-DOOR systems were then found during testing to completely prevent the next twenty hijack attempts altogether, and following this string of successes and the conclusion of the case study, we have made these new procedures available for all our customers. These new technical features can protect drivers transporting a wide range of high value goods, from pharmaceuticals to fashion

to hi-tech items and expensive foodstuffs.

The case study proved an exciting challenge for our R&D team, helping important customers safeguard their drivers from increasingly sophisticated attacks. In addition, the experience gained in the field has presented the opportunity to gain important new insights, highlighting the importance of having an advanced internal R&D team available for companies looking to take on new challenges.

See us in the Innovation Zone at

"ARC-protected vehicles are now equipped with a doubleacting engine block, which allows the engine to turn itself off automatically in the event of an attempted attack."





HVS

STAND: G2 / VX4

HVS are a UK-based truck OEM, bringing together the latest technology from around the world to produce viable, zero-emission commercial vehicles.

Their green hydrogen-powered prototype HGV, launched in April 2023 is designed from the ground-up around a fuel cell powertrain. The powertrain consists of pressurised hydrogen cylinders, fuel cells, an energy storage system and electrified rear axle.

The fuel cell permits longer range, higher

load-carrying capacity, and faster refuelling than would be possible using battery-electric technology alone: typical refuelling time is comparable to diesel, around 20 minutes to replenish the high-pressure hydrogen tanks. It is in the long-distance HGV segment that hydrogen fuel cells offer the most advantages.

The vehicle features a bespoke control system which optimises efficiency, combining load and route data with a model predictive control to maximise range.

Depending on the journey – the route

travelled, road conditions and driving style

– HVS' HGV has the capacity to travel up to
370 miles (600km) on a single refuel.

The only emission from the vehicle is
water vapour, meaning there are no
harmful greenhouse gas emissions of any
kind.

HVS will support operators in achieving their emission reduction targets, via early market entry, and accelerating decarbonisation of the wider transport industry.





MAN TRUCK & BUS UK

STAND: G1

MAN Truck & Bus UK Ltd is the sales and marketing organisation responsible for all MAN products and services throughout Britain and offers a comprehensive range of commercial vehicles, Trucks, Vans, Buses, Coaches and Industrial Engines to operators and companies in the UK.

The product range starts with the 3.0 to 5.5 tonne TGE Van, trucks include the 7.5 tonne TGL, the medium weight TGM and then up to the 44 tonne TGS and TGX trucks. MAN also offer specialist transport solutions for demanding functions such as emergency services and military applications. Also available in the UK are two bus products the CitySmart and the EcoCity. The EcoCity runs on compressed natural gas and has been awarded low carbon emission status. Finally, to complete the product range, Neoplan luxury coaches are the ultimate in passenger quality and luxury.

The company's aim is to be recognised as the most reliable road transport service provider by customers and business partners, which is achieved through a clear understanding of customers' needs that will be satisfied by focussing on the innovative principal of vehicle uptime and the industry leading MAN Fleet Management Service. A comprehensive solution consisting of hardware, software and mobile applications, vehicle data is transmitted to the server using the on-board tracking device. Fleet owners and transport managers can control their vehicle fleet using this unique feature, which can also be done on the move using the MAN Fleet Management app. Helping to deliver long-term vehicle efficiencies and long term compliance as standard, MAN Fleet Management can be geared to suit any company's requirements and features a wide range of options to help and assist your business model;

- Detailed driver reports options to help illustrate just how and where improvements in fuel efficiencies and driving techniques may be achieved to help improve economy and productivity
- A comprehensive vehicle document management system that operates 24/7 to provide access to all your

- important vehicle information whenever you need it a great compliance aid for any business
- Vehicle fitness checks through onboard diagnostics to ensure your trucks are always operating in tip-top health. Should an issue arise, the local MAN dealership can be alerted and arrange for the appropriate action or parts to be made ready for speedy rectification
- Our Track and Trace option will keep you up to speed as to the whereabouts of your vehicles - always a benefit when time's money in transport
- MAN's E-Workshop, the proactive approach to maintaining your trucks long term welfare, technicians simply interrogate each vehicle and integrate the information with the service history information to deliver real peace of mind for operators

MAN Fleet Management – Driving Tomorrows Solutions Today.





Mercedes-Benz

Trucks you can trust

MERCEDES-BENZ

STAND: G4

Mercedes-Benz Trucks UK is committed to connectivity – using the latest technology to keep operators fully connected to their trucks

As part of the global Daimler Truck family, we have been producing trucks for 125 years, so we have a long history of serving operators with heavy-duty transport solutions.

Since that first Daimler Truck was sold to the British Motor Syndicate in London way back in 1896, we have continued to innovate with a range of technological solutions. Each generation of the Mercedes-Benz Actros has been named International Truck of the Year at its launch, and the latest example – the Actros L – is equipped with Active Brake Assist 5, MirrorCam and Multimedia Cockpit,

to improve driver comfort, road safety and save time and money for customers.

Accessed via the central touchscreen display of the Multimedia Cockpit, the Truck App Portal is the driver's digital interface in the truck, and serves as a marketplace for truck-specific apps, where fleet managers and owners can install apps to help increase the performance of the fleet even further

The open platform gives operators the opportunity to put together solutions for their specific business. It allows vehicles to be individually equipped with apps that increase value to the customer - fleet managers can access all of the available apps via a clearly organised platform and then initiate the installation process to

assign apps to individual vehicles.

Some examples of these apps include the Mercedes-Benz TRUCKTraining app, and third-party apps such as Microlise, BP In-Truck Pay and Continental TPMS. Industry partners develop these third-party apps, but we also allow customers to develop and deploy their own applications - it's really simple to bring existing applications to our platform.

From connecting the driver to their truck via the Multimedia Cockpit, connecting the truck to the operator via Mercedes-Benz Uptime, or connecting the fleet manager to the truck via the Truck App Portal, we're committed to maximising efficiencies and saving our customers both time and money.





TEVVA

STAND: G3

Tevva is a British hydrogen-electric truck pioneer. We design and manufacture zero-emission medium to heavy-duty rigid trucks with a revolutionary combination of battery electric and hydrogen fuel-cell range extender technology.

We aim to make EVs the unarguable choice by helping freight operators seamlessly transition towards zero-emission transport. As a purpose-led technology company, we do technology because it matters and makes a difference to humanity. Tevva is revitalising urban freight and logistics, optimising range, cost, driver experience, and environmental impact. Our trucks are already on the road and have accrued over 500,000 miles in customers' hands. In January, we achieved European Community Whole Vehicle Type Approval and moved into serial production. Our third-generation truck is available to buy this summer.

Tevva's 7.5t battery-electric truck will be followed by a 7.5t hydrogen-electric truck, which benefits from a hydrogen range-

extender that enhances vehicle range to 354 miles (570 km). The hydrogen-electric truck recently completed a 620-mile' border run' between Tevva's London HQ and the Scottish border at Berwick-on-Tweed - England's northernmost town. The return journey saw the truck cover almost 350 miles without needing a single stop for recharging.

48 EXPERT VIEW - TRUCK REFUNDS EXPERT VIEW - TRUCK REFUNDS 49

TRUCK CARTEL CASE - IMPLICATIONS FOR THE TRUCK INDUSTRY

Truck Refunds.com Gabor Balatoni, Managing Director - **Truck Refunds**



The truck cartel case, involving all the major European truck manufacturers, was one of the most significant antitrust cases in recent history. The case resulted in billions of euros in fines for truck manufacturers and had far-reaching consequences for the truck industry, competition law and court practice.

In 2023 it's still not too late to claim your refund, which can optionally result in the sale of the claim for those who don't want to or can't wait for the proceedings to end.



The truck cartel case, involving all the major European truck manufacturers, was one of the most significant antitrust cases in recent history. The case resulted in billions of euros in fines for truck manufacturers and had far-reaching consequences for the truck industry, competition law and court practice.

Massive fines

In 2016, the European Commission fined the manufacturers a total of €2.93 billion for their anticompetitive behaviour. The companies involved in the cartel were accused of colluding to fix prices and delay the introduction of new emissions technologies. However, MAN was granted immunity from fines for its role as a whistleblower. The German truck manufacturer came forward to the European Commission with information about the cartel in 2011. MAN's cooperation with the investigation helped the authorities to uncover the extent of the cartel's activities.

Legal precedents

The truck cartel case set important precedents for competition law and antitrust enforcement as well as demonstrated the importance of strong enforcement and penalties for companies that engage in anti-competitive behaviour and highlighted the need for international cooperation in this field.

The case also demonstrated the importance of whistleblowers in uncovering cartel activities and helping authorities take action against such behaviour.

Compensation for victims

The fact that the truck result manufacturers have paid the fines imposed on them does not settle the matter. A series of recent court rulings (upheld by the German Supreme Court) have not only made 08:40

it clear that truck buyers should be compensated, but have also crushed the truck manufacturers' defence one by one. Practically speaking, in 2022, the only open question in German courts was the exact amount of compensation. It is important to note that truck owners who did not buy their vehicles directly from the manufacturers or their authorized distributor network are also eligible for compensation.

TruckRefunds.com has been at the forefront of the Truck Cartel compensation cases since 2017. The company specializes in helping truck owners to receive their rightful compensation.

In 2023 it's still not too late to claim your refund, which can optionally result in the sale of the claim for those who don't want to or can't wait for the proceedings to end.

See us in the Innovation Zone at na:40

"TruckRefunds.com has been at the forefront of the Truck Cartel compensation cases since 2017. The company specializes in helping truck owners to receive their rightful compensation."





capability	savings	operation	who
capacity	charging cost	charging infrastructure cost	parcels laundry
2m ³	energy cost per mile	£0 bike lane friendly	food tools
200 _{kg}	£0.02p	kerbside logistics	waste many more
range	urban accessibility	productivity	last mile carbon saving versus using a diesel van on the same route - EVRI eav trial
45/90 mile range one battery/two batteries	no charges ULEZ/congestion/parking	up to 1.6x than vans in urban environments	89%



> KNORR BREMSE TRUCKSERVICES

Launched in 2016, the
TruckServices brand significantly
expands Knorr-Bremse's portfolio
for distributors, workshops
and fleet operators. As the
aftermarket brand of KnorrBremse, TruckServices supplies

vehicle owners, workshops and distributors with high-quality products and service solutions for commercial vehicles of all kinds and all ages. Fleet operators can rely on rapid and professional local assistance from the distributors

and workshops that make up Knorr-Bremse's two networks: Alltrucks and TruckServices Expert Network.

MULTIPROTEXION

Since 1992 Multiprotexion is one of the leading companies in Europe fully committed to the active security of vehicles hauling high value goods.

Thanks to innovative technologies, allowing self-protection, we safeguard today more than 19,000

vehicles for an estimated daily value of transported goods over 65M Euros.

www.truckservices.knorr-bremse.com/en/de/

www.multiprotexion.com

STAND NUMBER \$3 STAND NUMBER \$1



M6TOLL

M6toll moves 50,000 motorists daily, freeing up local roads and the congested M6 in Birmingham. A critical part of the UK highway

network, it attracts 55% of heavy goods vehicles and 85% of cars at peak times. A total of 18 million journeys are made each year. Privately owned, the M6toll stretches for 27 miles.

) ORTEC

ORTEC is a global leader in advanced analytics software and consulting services, helping businesses optimize their operations and make better decisions. With over 40 years of experience, ORTEC offers solutions for demand forecasting, route optimization, inventory management, workforce scheduling, and more, enabling companies to increase efficiency, reduce costs, and improve customer service.

www.m6toll.co.uk/ www.ortec.com/en-gb

STAND NUMBER \$4 STAND NUMBER \$2

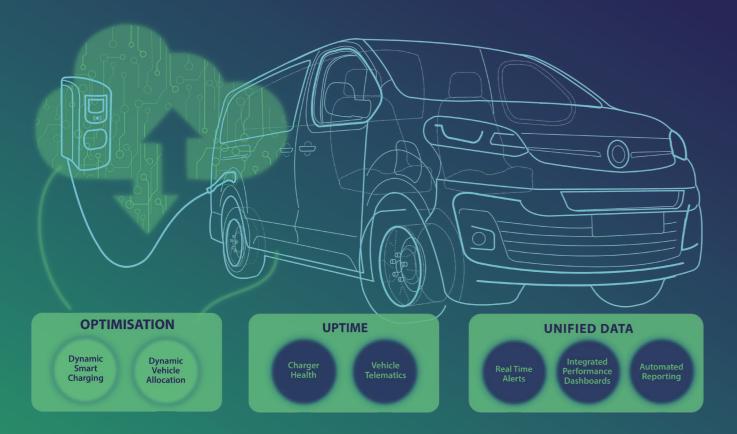




SaaS Platform for EV Fleet Management & Transition

FPS was founded on the principle that smart use of energy and vehicle data can dramatically reduce costs and risks of commercial vehicle fleet electrification.

We are electrifying some of the UK's largest fleets by integrating energy and operations data for EV fleet optimisation and uptime.



Contact

Tel: +44 (0) 7775 163 739 chris.read@flexpowerltd.com flexpowersystems.com linkedin.com/company/flexible-power-systems/







www.rha.uk.net



@RHANews



RHA



Road Haulage Association (RHA)



The Road Haulage Association

Don't forget our free-to-download news app, RoadwayLive.

Up-to-date news at your fingertips.





Driving business on our roads



58 | MEET OUR BRONZE EXHIBITORS MEET OUR BRONZE EXHIBITORS | 59



AFTERCARE RESPONSE

Aftercare Response is the UK's leading supplier of commercial vehicle maintenance support. Our services include:

- Tail and passenger lift installation, maintenance and repairs
- On-site body maintenance and repairs

www.aftercareresponse.uk/

- Nationwide emergency roadside assistance
- Fleet maintenance contracts
- OEM warranty work approved repairer
- Express parts delivery



) COPILOT

CoPilot by Trimble Maps is a robust commercial vehicle-specific navigation, route calculation, and ETA solution, which provides the safest, most efficient routes that consider vehicle dimensions and load.

www.copilotpro.com/en-gb/

STAND NUMBER B3



STAND NUMBER **B4**

> PTV LOGISTICS

PTV Logistics provides transport planning and schedule optimisation solutions, digital maps & data, HGV & van routing and ETA calculation. We enable you to optimise your logistics processes by adding the use of our highly effective and flexible

Developer API's to your existing ERP, WMS, TMS, FMS, telematics and execution ePod solutions.



> RTITB

RTITB helps transport operations to reduce costs, but most importantly, to save lives.

RTITB provides training and assessment solutions including Driver CPC, ADR and End-Point Assessment. Alongside 'trainthe-trainer' courses and bite size eLearning, RTITB help drivers and trainers perform to the highest standards. Every year, more than 100,000 delegates train to RTITB standards.



STAND NUMBER B2



www.myptv.com/en/logistics-software

STAND NUMBER B1

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THE BENEFITS OF THE M6TOLL: A WINNING PROPOSITION FOR HGV DRIVERS AND BUSINESSES





Sarah Gourley, Head of Commercial - **M6toll**

The M6toll is a 27-mile stretch of the North-South corridor that supports the logistics Golden Triangle, providing a free-flowing travel alternative for HGV drivers and businesses. HGVs are a significant proportion of our userbase. We wanted to answer a vital question – what is the value for HGVs of using the M6toll?



Situated in the heart of the West Midlands, the M6toll is a critical 27-mile stretch of the North-South corridor, supporting the logistics Golden Triangle and enabling both local and national drivers to traverse the central part of the UK highway network. Bypassing the congested section of the M6 running through Birmingham and providing an alternative to the complex web of A roads in the region, the M6toll moves 50,000 motorists daily off local roads and supports free-flowing travel for businesses and local users.

With 18 million yearly journeys, the M6toll already attracts 55% of the HGVs travelling through the West Midlands each year. In 2022, this equated to 3.1 million HGVs and, as testament to our investment in and support for HGV drivers and logistics businesses, our average capture rate for 2022 was a 50% increase on 2021. HGV drivers awarded us RoadChef's 'Best Motorway' in 2022, and we achieved 93% customer satisfaction in the Transport Focus Motorway Service User Survey.

Alongside Microlise we have studied our road, asking what added value we bring to HGV drivers and the logistics industry. Additionally, with Vivid Economics, we recently took a wide lens view of our road, investigating our impact on users and the surrounding region.

The benefits of our road for those within the freight and logistics industry are threefold: safety, reliability, and cost savings.

Firstly, the accident rate on the

M6toll is considerably lower than other routes. Drivers are 10 times less likely to be involved in an accident on the M6toll than alternative routes our road remains free flowing during key periods for businesses. The implications for driver welfare, and the lower costs for businesses relating to reduced accident management and insurance claims means that our road ensures safe journeys for drivers and significant financial benefit to the freight industry.

Secondly, with a maximum variable journey time of only 12% (vs 68% on the M6), the M6toll is a predictably free-flowing route, providing reliable and consistent journey times. For businesses operating with specific or just-in-time delivery times, the M6toll provides reliability and planning confidence.

The M6toll has average speeds up to 41% higher than alternative routes. With HGVs experiencing average journey time savings of 25 minutes and at least 2.1mpg better fuel economy than on surrounding routes, travelling on the M6toll has a direct impact on operational costs. The shorter, more reliable journeys taken by HGV drivers on the M6toll translates to lower running, driver and fuel costs for businesses operating within and through the region.

We are committed to supporting the logistics industry, providing smooth and enjoyable journeys for drivers whilst reducing costs and burdens for businesses. This year, we are looking to make journeys for HGV drivers even easier, with the rollout of our RoadAhead programme.

Using ANPR technology drivers will be able to experience even faster journeys with a smoother payment experience, translating to direct cost and time savings for the logistics industry.

See us in the Innovation Zone at 08:50

"Drivers are 10 times less likely to be involved in an accident on the M6toll than alternative routes..."



> EAV SOLUTIONS (VEHICLE EXHIBITOR)

Reclaim the city – The electrification of fleets does not solve the problem of congestion, inefficiency and

resource waste. We need to re-think the whole approach. We replace legacy diesel transport with clean,

efficient, lightweight, vehicles to reclaim the city for people focused future.

www.eav.solutions

STAND: VX3



A SaaS Platform for EV Fleet Management & Transition FPS was founded on the principle that smart use of energy and vehicle

> FLEXIBLE POWER SYSTEMS (VEHICLE EXHIBITOR)

data can dramatically reduce costs and risks of commercial vehicle fleet electrification.

We are electrifying some of the UK's

largest fleets by integrating energy and operations data for EV fleet optimisation and uptime.

www.flexpowersystems.com

STAND: VX1



As one of the UK's major logistics providers, Menzies Distribution enables companies to optimise value from their supply chain activities. The business specialises in providing contract logistics, warehousing, distribution, systems integration and added value services to a wide range of customers and long-term partners. Menzies has unique national network capabilities with more than 100 sites strategically located across the UK & Ireland.

Displaying a vehicle and trailer

fitted with the Jost KKS system, enabling industry leading coupling and uncoupling, without the need for the driver to leave the cab, a first in innovative technology.



www.menziesdistribution.com

STAND: VX2



Release additional value from your Microlise system

Value Added Modules

Release additional value from your Microlise MFD system with Microtools - a suite of modules to enhance the Microlise system that you already have. Microtools connects to your Microlise MFD system via web services and is a standalone offering. You can subscribe to a blend of modules according to your needs.



Monitor

Real time alerting and reporting of EVENTS and SmartPOD TASKS

Training Data Assistant

with repeatable training

Onboard new drivers quicker

routes for multiple scenarios



XMLflow

Transformation of planning schedules into Microlise Journey Imports



EPOD Templates

Customised per delivery layouts and cloud storage of PDF to share with clients



Defect Management

Manage the outcome of vehicle inspection tasks from SmartPOD or Smartflow



Tracking Bridge

Exchange tracking data with non-Microlise systems or devices



Interested? Get in touch or explore further.

https://microtools.app

info@microtools.app Tel: 0333 022 0341

Custom solutions based on Microtools

Through the Microtools platform and the various integrations already in place with the Microlise Fleet and Distribution platform, cost effective solutions may be developed that meet your business' specific needs. Check our examples of working with clients to rapidly deliver solutions.









64 EXPERT VIEW - FLARE AWARE EXPERT VIEW - FLARE AWARE 65

REVOLUTIONIZING FLEET SAFETY

MINIMIZING RISK WITH FLARE'S INNOVATIVE TECHNOLOGY





Kirk Ryan, Co-founder and CEO - Flare Aware

Flare Aware is a road safety platform that leverages advanced technologies to pre-warn drivers of potential hazards on the road, reduce the risk of accidents caused by human error, and improve the safety of vulnerable road users. The platform provides real-time data to fleet operators, enabling them to take proactive measures to prevent accidents and reduce costs.



Road safety is a global concern, with millions of people dying or getting injured every year due to road traffic accidents. At Flare, we believe that every life matters, and that's why we have developed Flare Aware - a road safety solution that pre-warns drivers of potential hazards on the road.

Flare Aware uses cutting-edge technologies like machine learning, artificial intelligence, and realtime data processing to detect potential hazards and alert drivers in advance. By doing so, it helps to minimize human error on the road and reduce the chances of accidents caused by driver distraction, fatigue, or lack of attention.

Fleet operators can also benefit from Flare Aware. The platform provides real-time data on the location, speed, and driving behaviour of their vehicles, which they can use to identify areas where drivers are more likely to make mistakes and take proactive measures to prevent accidents. This helps to improve fleet safety and reduce the risks associated with driving.

Additionally, Flare Aware is designed to improve the safety of vulnerable road users, such as cyclists and pedestrians. These road users are at a higher risk of accidents due to their smaller size and lower visibility on the road. The pre-warning system alerts drivers to their presence, giving them ample time to slow down and avoid potential accidents.

Accidents can be costly for fleet operators and insurance companies, resulting in damage to vehicles, injuries to drivers and passengers, and potential legal liabilities. By reducing the number of accidents on the road, Flare Aware can help to minimize these costs and improve the bottom line for fleet operators and insurance companies.

In conclusion, Flare Aware is a critical step towards improving road safety and reducing the risks associated with driving. By leveraging advanced technologies, it helps to minimize human error on the road, improve the safety of vulnerable road users, and reduce the cost of accidents for fleet operators and insurance companies. At Flare, we are committed to making our roads safer for everyone, and we believe that solutions like Flare Aware can make a real difference.

See us in the Innovation Zone at

"Flare Aware is a critical step towards improving road safety and reducing the risks associated with driving." 66 | MEET OUR EXHIBITORS MEET OUR EXHIBITORS | 67



> APTEAN

Aptean Routing & Scheduling Paragon Edition is an advanced route planning, scheduling, and tracking solution that is thoroughly proven to reduce costs, increase efficiencies, and improve customer service. A wide range of features allow you to create optimised daily plans, conduct strategic planning and improve execution of your operation, helping you master the complexities of today's transport

operations to maximise profits and cut costs by up to 30%.

Find us at stand CX2

BOSCH

Bosch Secure Truck Parking offers a network of secure parking locations across Europe. We equip parking areas with security technology,

> BOSCH

access control and link them up to our booking platform. Fleets can view and book these in real time, which helps them plan their

transport routes efficiently and viably, for both parking and soon, charging.

Find us at stand AX3

www.aptean.com/en-GB/solutions/tms/products/aptean-routing-and-scheduling

BACKHOUSE

) BACKHOUSE JONES

With a heritage stretching back to 1819, award-winning Backhouse Jones (BHJ) is the leading firm of solicitors which has built an unrivalled reputation representing the commercial road and passenger transport industries. BHJ are known for being at the vanguard of transport related legislation and undertake the lion's share of

Public Inquiries before the Traffic Commissioners of the UK.

Find us at stand BX4

www.bosch-secure-truck-parking.com/en/



> BRODIT (NEMESIS)

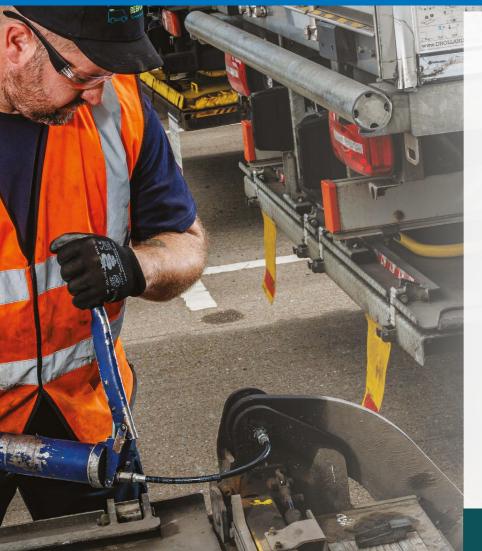
Brodit specialise in designing device mounting and charging technology. Brodit's unique two-part solution allows you to mount and charge any

device in any vehicle. Brodit Holders and ProClip mounts are made in Sweden and cater to a range of devices from leading

manufacturers including Zebra, Honeywell, Samsung and Apple.

Find us at stand **DX5**

www.backhousejones.co.uk



Aftercare RESPONSE

The UK's leading supplier of commercial vehicle mobile maintenance

Our comprehensive range of services includes:

- Tail and Passenger Lift Installation and Maintenance
- On-site Commercial Vehicle Body Repairs
- Emergency Roadside Assistance
- Fleet Maintenance Contracts
- OEM Warranty Work

Find out more about how we can support your business today. Visit

aftercareresponse.uk

PART OF Bevan

www.brodit.co.uk



CILT (UK) is the chartered body for professionals involved in the movement of goods, people, and their associated supply chains, providing members with:

· Connection: Network with

CILT

professionals across multiple sectors and modes

Recognition: Be recognised by attaining and retaining membership, including chartered status

Development: CPD, education, qualifications, mentoring and knowledge sharing

Find us at stand BX3

www.ciltuk.org.uk



Business, industry, and governments recognise Cranfield University's world-class postgraduate courses and unrivalled facilities. Our reputation for education, research and consultancy attracts students

> CRANFIELD UNIVERSITY

globe.

and academics from across the Cranfield offers a mature and

stimulating environment where students develop as professional leaders, applying their knowledge

and expertise to real-life projects that better the global economy.

Find us at stand AX6

www.cranfield.ac.uk/



For over 20 years, D.tec International has worked with companies and the public sector to provide drug and alcohol (D&A) screening solutions.

D-TEC

We supply a variety of D&A testing solutions including Drager police specification breathalysers. We are also incredibly proud to be the sole

UK and Ireland distributor for the Securetec 'DrugWipe' range of drug detection products.

Find us at stand DX4

FREIGHTSAFE > FREIGHTSAFE

Freightsafe designs, finances, installs, operates and maintains smart truck parking and charging hubs. Freightsafe re-purposes truckrelated properties (depots, ports,

warehouses, repair centres) into community, public parking hubs. Customers can reserve and pay for parking online via our partner

platform, Bosch Secure Truck Parking. Park smart, freight safe.

Find us at stand AX4

www.dtecinternational.com/drug-testing



We carry out driving tests, approve people to be driving instructors and MOT testers, carry out tests to make sure lorries and buses are

DVSA

safe to drive, carry out roadside checks on drivers and vehicles, and monitor vehicle recalls. DVSA is an

executive agency, sponsored by the Department for Transport.

Find us at stand BX1/BX2

www.freightsafe.co



FuelActive has developed a unique method of delivering 92% cleaner fuel to the engine by drawing fuel

> FUEL ACTIVE

from just below the surface of the fuel level. Proven across a full range of commercial vehicles, FuelActive

is a fit-and-forget solution, delivering a 5% fuel saving and 5% reduction in CO₂ emissions.

Find us at stand CX7

www.gov.uk/government/organisations/driver-and-vehicle-standards-agency



> FLARE AWARE

Flare is a technology-driven safety alert drivers of nearby vulnerable solutions provider dedicated road users, such as cyclists and to creating safer roads for all. E-scooters, reducing the risk of Our innovative software utilizes collisions and improving safety for advanced detection algorithms to all. At Flare, we are passionate about

harnessing the power of technology to save lives and create a safer, more sustainable world.

Find us at stand DX1

www.fuelactive.com/sectors/transportation/



Jigsaw manage more than 2 billion litres of fuel per year through our range of real time, web connected

JIGSAW M2M LIMITED

fuel management systems. With the most comprehensive range of ID devices, ultra reliable fuel island

terminals and easy to use web service, we are the first choice for fuel management.

Find us at stand **DX7**

www.flaresafety.com/?lng=en



FORS is a voluntary accreditation scheme dedicated to raising standards across the road transport industry. Now in its 15th year, FORS continues to provide cutting

> FORS

edge best practice for transport operators of all vehicle types. There are currently 4,700+ accredited operators across the UK and Europe, which encompasses all aspects of

safety, efficiency, and environmental protection.

Find us at stand CX8

www.jigsawfuel.com



Lenovo is a US\$70 billion revenue global technology powerhouse, ranked #159 in the Fortune Global 500, employing 75,000 people around the world, and serving millions of customers every day in 180 markets. Focused on a bold

LENOVO

vision to deliver smarter technology for all, Lenovo has built on its success as the world's leading PC player by expanding into new growth areas of infrastructure, mobile, solutions and services. This transformation together with

Lenovo's world-changing innovation is building a more inclusive, trustworthy, and sustainable digital society for everyone, everywhere.

Find us at stand **EX4**

www.fors-online.org.uk/cms/

www.news.lenovo.com/storyhub/transformation/

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LMP LEGAL

By your side - from roadside to courtroom.

- 24/7 roadside support to fleet operators and drivers;
- Transport compliance training;
- Criminal defence representation;

IMPIFGAL

- Traffic commissioner public inquiries and driver conduct hearings;
- Access to employment, tax, commercial and dispute resolution legal services;

Preparation and representation in Employment Tribunals.

Find us at stand BX7

microlise

In addition to providing extensive services to the Transport & Logistics sector, Microlise also provide connectivity solutions to a broad range of manufacturers and

MICROLISE IIOT

machinery users in the automotive sector and beyond. Drop onto our stand to learn about how Microlise can support your efficiency and sustainability goals outside of the

Transport & Logistics sector as we work with partners to "connect everything".

Find us at stand EX1

www.lmplegal.co.uk

LOGISTICS UK

Logistics UK is one of the biggest business groups in the UK, supporting, shaping and standing up for, efficient logistics. We are the only business group in the UK **LOGISTICS UK**

that represents all of logistics, with members from the road, rail, sea and air industries, as well as the buyers of freight services such as retailers and manufacturers whose businesses depend on the efficient movement of goods.

Find us at stand BX6

www.microlise.com/iiot/



Join the Microlise Product Team showcasing future ideas at our interactive Technical Demonstrator space to learn more about our

> MICROLISE TECH DEMONSTRATION AREA

intended "Truly Wireless" product range, from ProxiBeacons to Temperature Monitoring. We also have a number of technical

demonstrators for you to play with. Your feedback on these could help shape our "Truly Wireless" future.

www.logistics.org.uk



Maple offer Europe's widest range of commercial vehicle security solutions. From simple locking applications to integrated electronic

seals, our innovative access control

MAPLE FLEET SERVICES

solutions can be adapted to meet your specific requirements. Maple also offer a range of unique safety applications, including the award winning SafeConnect, a trailer rollaway prevention solution.

Find us at stand CX4

www.microlise.com

PTV LOGISTICS

Easily plan your orders for efficient journeys with PTV Route Optimiser

PTV Route Optimiser is a system that automatically distributes orders among available vehicles. Algorithms distribute based on restrictions, preferences, orders, areas and locations to create efficient and logical routes.

- > Save time and costs
- > Reduce CO, emissions > Higher profit margin

> Increase load factor

+44 (0) 121 585 6633 www.ptvgroup.com enquiries.uk@ptvgroup.com

Want to find out more about route optimisation software?

www.maplefleetservices.co.uk



MICROLISE CUSTOMER SUCCESS/UX

Customer Success is a customer relationship-focused philosophy whose principal intention is to ensure a customer achieves their desired outcomes via fully utilising our products and services. This is business-wide, and every

interaction between Microlise and

the customers needs to be a positive experience, including interactions with our technology, systems and people. Our goal is to ensure a customer is achieving their desired outcomes, continually having

positive experiences in dealing with Microlise and that we are easy to do business with.

Find us at stand EX2

www.microlise.com



> NATIONAL HIGHWAYS

National Highways is the government-owned company that operates, maintains and improves England's strategic road network:

4,500 miles of motorways and major A-roads. Connecting the country, this network carries a third of the country's road traffic, and two-thirds

of its freight miles.

Find us at stand AX7

www.nationalhighways.co.uk



> PEAK TECHNOLOGIES

Peak Asset Insights, by Peak Technologies, provides realtime visibility of critical assets or processes. Our market leading technologies help to:

Reduce costs

Reduce loss

Improve carbon footprint

Peak Asset Insights, is a fully end to end supply chain traceability solution

designed with the end user in mind. Organizations have already reduced asset loss by 80%.

Find us at stand AX5

www.peaktech.co.uk



The RHA is dedicated UK transport road operators, responsible for the movement of tens of thousands of commercial vehicles; trucks, coaches and vans.

> RHA

We actively campaign for members and the wider industry, to ensure that policy influencers and planners fully understand the vital contribution of commercial vehicles to the UK economy. Driving business on our roads.

Find us at stand CX3

www.rha.uk.net



> RIDECELL

Ridecell is leading the way in the digital transformation of fleet businesses and operations. Our Fleet Automation and Mobility solutions modernise and monetise fleets by combining data insights with digital vehicle control to turn today's manual processes into automated workflows. The result is unmatched levels of efficiency

and control for leasing, rental, government, commercial and shared fleets.

Find us at stand CX5



WORKPLACE TRANSPORT TRAINING SOLUTIONS THAT MAKE YOUR BUSINESS SAFER

RTITB HELPS YOU TO:

Get professional train-the-trainer courses that reduce costs and improve safety

Access and deliver engaging, high-quality Driver CPC periodic training

Improve driver compliance with bitesize eLearning

Get cost-effective end-point assessments for your transport apprentices

Deliver SQA approved ADR training

ACCESS QUALITY TRAINING FOR YOUR BUSINESS TODAY





Road Skills Online delivers highquality industry-recognised e-learning to your drivers at a time of their choosing.

Our monthly Professional

> ROAD SKILLS ONLINE

Development Plan is DVSA Recognised and CPD accredited. It has been designed to deliver short, consistent, relevant and useful reminders to your drivers of the do's and don'ts of the job.

Find us at stand AX8

www.roadskillsonline.com/microlise



Road to Logistics

Road to Logistics is a CIC, established to tackle the Driver shortage. We offer a free source of newly qualified drivers who have graduated from our comprehensive and innovative training programme which goes far beyond the basic

> ROAD TO LOGISTICS

practical driver training and test. We strive to improve diversity within our sector, working hard to make driving more relevant and accessible to a broader range of people. Since we have established in 2020, we have over 230 people who have

successfully passed their Cat C or C+E qualification, with 84% of them now in employment and thriving in their new careers.

Find us at stand AX2

www.ridecell.com/ www.roadtologistics.org

Commercial Vehicle Navigation

Built to keep your fleet safe, compliant & efficient





The Driver Handbook helps fleet managers cut waste and save time with a technology solution that revolutionises driver communications.

Our mobile app and content management system:

THE DRIVER HANDBOOK

- Include an extensive library of handbook content, articles, toolbox talks and knowledge checks
- Enable you to make it your own and quickly share engaging content, news, documents and safety critical information
- Provide detailed reporting of driver engagement and who has accessed what information, when and for how long

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Transaid transforms lives through safe, available, and sustainable transport. Founded by Save the Children, The Chartered Institute of

TRANSAID

Logistics and Transport (CILT), and its Patron, HRH The Princess Royal, Transaid works with communities, partners, and governments to solve transport challenges throughout sub-Saharan Africa.

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TransFollow ®

As a leading eCMR provider, TransFollow unites supply chains through its comprehensive digital solution, TransFollow Datahub. The solution helps shippers, carriers, and

TRANSFOLLOW

consignees digitalise their transports to achieve greater connectivity, transparency, and efficiency in the road transport sector, with real-time data sharing, reduced administrative

errors, lower handling costs, and faster invoicing.

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www.smmt.co.uk

SMMT DRIVING THE

SMMT is the voice of the UK motor

industry, supporting and promoting

its members' interests, at home and

abroad, to government, stakeholders

MOTOR INDUSTRY



SNAP is connecting truck journeys across Europe – from depot to destination. Our smart-payment system is designed for the haulage

> SNAP ACCOUNT

and the media. SMMT represents

+900 automotive companies in the

UK, providing them with a forum to

voice their views on issues, helping

SMMT

industry and is available in 430+ truck stop locations throughout Europe. One of the 150,000+ registered truck drivers use SNAP Account to pay for their truck services every 15 seconds.

to guide strategies and build positive

relationships with government.

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Truck

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Did your business purchase, lease or rent it's truck fleet between 1998 and 2013?

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Get partial compensation now and receive payments within 30 days.

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TRUCKSTARS

Truckstars – the HGV driver app – is the unique solution to your shift fulfilment challenges. Challenges such as:

Missed and late deliveries

- Driver shortages
- The painstaking search for agency drivers

All solved with the simple push of a button.

For HGV drivers, it's their Uber; for logistics experts, it's a whole lot more.

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www.truckstars.co.uk/hgvdriverapp/



TRUTAC

TruTac, part of the Microlise Group, provides market-leading compliance expertise across logistics software, data and compliance.

Designing and delivering software

for HGV, LCV and PSV fleets of all sizes and sectors, TruTac streamlines compliance and data management to save you time and money. Comprehensive tachograph analysis with intuitive dashboards and management reports.

Find us at stand BX8

www.trutac.co.uk



Zebra (NASDAQ: ZBRA) empowers the front line of business in public sector, healthcare, retail/ ecommerce, manufacturing, transportation & logistics and other industries to achieve a performance edge. We deliver industry-tailored,

end-to-end solutions that intelligently connect people, assets and data to help our customers make business-critical decisions. Our market-leading solutions elevate the shopping experience, track and manage inventory as well as

improve supply chain efficiency and patient care. Ranked on Forbes' list of America's Best Employers for the last three years, Zebra helps our customers capture their edge.

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PROFLEET ASSIST⁺ GEN 3 POWERED BY MOBILEYE®

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MICROLISE DRIVER OF THE YEAR AWARDS

The Microlise Driver of the Year Awards highlight the most talented HGV drivers working in the UK transport industry and acknowledge the vital work they do.

There are two types of award, those based purely on telematics data and those based on nominations submitted by transport operators. The latter is open to all drivers and are a perfect way to reward outstanding performance and

TELEMATICS DATA CATEGORIES The Long, Medium and Short Distance awards are based on the Microlise telematics data collected throughout the whole of 2022 with over 230,000 drivers included in the process. The drivers short-listed have demonstrated best in class performance behind the wheel. New for 2023 we also have the Compliant Driver Award, based on analysis of TruTac tachograph data.

SHORT DISTANCE

MEDIUM DISTANCE

LONG DISTANCE

SHORTLIST:

- Ian Simpson (Stobart)
- Jude Knight (Waitrose)
- Neil Crossland (Energas Ltd)

SHORTLIST:

- Ahmed Rashid Hameed (WM Armstrong Group)
- Christopher Beswick (Gist Ltd)
- Krzysztof Jaskot (Waitrose)
- David Howe (Maritime Transport)
- Keith Ashworth (Booker Ltd)
- Peter Gunthorpe (Maritime Transport)







Connecting fleets to truck services

SNAP

We connect thousands of fleet journeys across Europe from depot to destination using our extensive network of parking, washing, toll & fuel services.

COMPLIANT DRIVER

- Andis Rudulis (White Logistics Ltd)
- Artur Strzelec (Fagan & Whalley Ltd)
- Graham Watson (Frontier Agriculture)









NOMINATED CATEGORIES

The following categories allow transport operators to nominate their best drivers for an award. These include Extra Mile, Driver Hero, Most Improved Driver, Young Driver and Lifetime Achievement.

EXTRA MILE - In Association With Multiprotextion

These drivers went the extra mile in carrying out their duties, going beyond what was expected of them. They showed a willingness to help and engage, a positive outlook and acted as a role model for other drivers.

SHORTLIST:

- Christopher Leroux (Yodel)
- Gareth Bell (Boughey Distribution)
- Janusz Skiba (TDW Distribution Ltd)

IN ASSOCIATION WITH



YOUNG DRIVER - In Associacion With Mercedes-Benz

According to RHA figures, the shortage of HGV drivers in the UK could be as high as 100000. With the average age of drivers well above fifty years of age, young talent is vital for the future of the industry. This category recognises drivers below the age of thirty who are demonstrating excellence.

SHORTLIST:

- Ben Vincent (John Lewis Partnership)
- Benjamin Lumley (Bunzl)
- Daniel Cassell-Devey (Culina Logistics)

IN ASSOCIATION WITH



Mercedes-Benz Trucks you can trust

DRIVER HERO - In Association With Tevva

The Driver Hero category recognises drivers who have gone above and beyond the call of duty. Their bravery, quick thinking and exceptional actions have made a real difference to a member of the public.

SHORTLIST:

- Gary Green (Hovis Ltd)
- Simon Poll (Stobart)
- Stephen Shrewsbury-Gee (Suttons Group)

IN ASSOCIATION WITH



LIFETIME ACHIEVEMENT - In Association With MAN

The Lifetime Achievement category is aimed at drivers, or former drivers, who have given outstanding and long-term service to their organisation, or multiple organisations, over their careers.

SHORTLIST:

- Arthur Black (Co-op)
- Michael Playle (Hovis Ltd)
- John Paul Brace (Pladis)

IN ASSOCIATION WITH



MOST IMPROVED DRIVER - In Association With HVS

The Most Improved category aims to recognise drivers who have shown a demonstrable marked improvement in performance in 2022. Increasing driver performance is vital in ensuring safety standards are as high as possible, in additional to delivering environmental and cost benefits.

- SHORTLIST: Marvin Mandofa (Waitrose)
- Stella Lavric (Hovis Ltd)
- Christopher Parsonage (Euro Car Parts)

IN ASSOCIATION WITH



DRIVER EXCELLENCE - Microlise

The Driver Excellence award will be presented to the company featuring the largest proportion of drivers in the top 1,000. Having multiple drivers appear in the shortlist demonstrates a commitment to quality and safety, which this award recognises.

SHORTLIST:

- Yodel
- Booker
- Maritime Transport

IN ASSOCIATION WITH

