Tip-ex and Tank-ex
More than 100 exhibitors at Tip-ex 2018 saw sunshine and bumper crowds as they displayed a bevy of new weight- and time-saving innovations. Here’s the highlights

**Kel-Berg moves with the times**

KEL-BERG SAID ITS NEW T109 belt-driven horizontal discharge trailer is not only safer to operate than conventional tipping trailers, but also has numerous advantages over moving-floor trailers.

Speaking at Tip-ex, Kel-Berg general manager Ronnie Verner told CM it discharges four times quicker than a moving-floor, and lasts longer too. He said: “Moving-floor trailers were designed for carrying loads like woodchip on long journeys, not for making multiple drops with abrasive aggregates.” He said some moving-floor systems wear out within a couple of years, whereas conveyor belts experience virtually no wear at all.

These are sentiments echoed by Mark West from Transport Conveyor Systems in Hounslow, Middlesex, which showed an asphalt-spec Canadian-built tri-axle live bottom trailer and an 8x4 rigid. “They cost the same as moving-floor trailers, have a two-minute discharge, and a more precise delivery too,” he said.

West said that belts, which are rated to 220 degrees centigrade, undergo very little stress compared with moving-floor planks, so typically go for seven years before they need replacing.

Both companies believe conveyor belt systems will soon experience a surge in popularity in the UK, and said interest at the show was high. West said: “Tip-ex has been phenomenal for us and if I listen to what people have been telling me here, I’m expecting to make between 10 and 15 sales. I have also had lots of people asking to borrow our demonstrators.”

Meanwhile, Kel-Berg, whose latest trailer is 1.1 tonnes lighter than the one it previewed at last year’s show, is expecting Tarmac to add it to its list of preferred trailers. It has so far imported 10 of the Danish-built trailers, and has found buyers for six of them.

**Napper adds e-commerce to website**

ON-BOARD WEIGHING equipment and truck fabrication provider Barry Napper has relaunched its website, which features an e-commerce facility for the first time.

The site, onboardweighing.co.uk, which has been completely overhauled, was launched three days before Tip-ex. Customers can now view and buy three of its product ranges – steel tipper blocks, aluminium tipper blocks and side guard products – online.

“These days, when people want a product, the first thing they do is look online for it,” explained Ian Napper, a director of the Lincolnshire-based family-run business. “It’s about being more flexible for customers.”

The website also features downloadable calibration instructions so weighing machines can be recalibrated by users at any time. All instructions are also fully usable on mobile devices, which Napper said was increasingly important to customers.

**90 and still working hard**

ALTHOUGH DAF’S 90th anniversary XF tractor took pride of place on its stand, there was no shortage of working vehicles, including the latest core product for construction, the CF FAD 8x4, now weighing in 250kg lighter than the previous version.

Marketing manager Phil Moon described the changing face of the market, with 8x4 tridems largely taking over from three-axle chassis, and 4x2s only used for specialist applications such as the hot box fitted to the display LF.

Small loads are now more likely to be delivered in bags on crane-equipped 18-tomers. Tucked away on the Majestic Hotel’s lawns away from the main stand was the first CF FAC to be delivered by DAF in the UK. The FAC is an 8x2 with a lifting, non-steering tag axle.
Crowds flock to see HRVS’s electric tipper

A FULLY ELECTRIC 3.5-tonne LDV EV80 tipper took pride of place on all-makes commercial vehicle dealer HRVS Group’s stand. The van, which made the 100-mile journey to Harrogate on a single charge, attracted a lot of attention. “We are getting plenty of interest in the EV80,” said group operations director Keith Sims, “especially from local authorities and parcel companies.”

He told CM a standard EV80 panel van is priced at £62,000, but is subject to an £8,000 government subsidy, bringing the invoice cost down to £54,000. “It’s cheaper than the competition by a country mile,” said Sims.

HRVS will work with customers to set up charging facilities.

SOMETHING FAMILIAR? J&R Millington gave its newly acquired Tatra franchise its first public appearance at the show, with a Phoenix 6x6 three-way tipper mounted above its pendle axle chassis. A cab and engine/gearbox unit from the DAF CF provide reassuring familiarity. Director Joe Millington reported strong interest and his expectation of Tip-ex yielding firm orders. The target for this niche vehicle is realistic, with 10 units in the first year being considered a success.
Thompsons goes three ways

THOMPSONS HAD A TRIO of its new two- and three-way tipper bodies displayed on operator vehicles around the show.

Thompsons director Scott Burton said the company had one available six years ago but there was no demand then, but changing circumstances have made the concept more attractive. The two-way tipper is particularly versatile as it allows a grab-loader to be rear-mounted. Selection of direction of tip and lowering of the side-boards is carried out hydraulically from the cab.

Following the theme running through the show, Thompsons launched the Loadmaster X-Lite body, which has a weight saving of 300kg. Key to its light weight is the use of Swedish Steel’s new Hardox 500 Tuf, which allows a floor thickness reduction from 5mm to 4mm without loss of strength. Burton admitted its appeal is limited to a customer base that requires ultimate payload, but said: “We are aiming to offer a complete portfolio to all sectors.”

Thompsons Tippers business development manager for the

South East Sheri Gibbons (above) drove herself to Tip-ex in a 32-tonne manual tipper just days after passing her HGV test. Gibbons, who joined the business in January, said it was quite a jump from the automatic she had learnt in to the four-over-four-splitter gearbox with a three-way tipper body. But she said: “I had a quick run around in it the day before to familiarise myself, but other than that I got my head around it, it was absolutely fine.”

Gibbons joined Thompsons from Scania’s Purfleet dealership, where she completed a sales apprenticeship after completing her A levels. Like many in the sector, Gibbons said she fell into the industry accidentally, but was glad she had. “I am glad I’ve done it. I like waving the flag for girls, but otherwise I would have ended up going to university and doing a degree I didn’t really want to do.”

Wilcoxon planks

BODYBUILDER WILCOX had a range of plank siders at the show, because, said director Chris Bartlett: “That is the direction the market is going. They are easier to clean and there is a big area to put liveries on.”

Wilcox also displayed a CIFA artic concrete mixer, the market for which was being driven by a major infrastructure project in the UK, Bartlett told CM.

Of major concern, however, was the price of raw materials. “What with Brexit changing the exchange rates and what Trump is doing [with steel tariffs], the cost of raw materials is rising,” Bartlett said.

Losing weight

The BMI Group, based in Dungannon, County Tyrone, displayed the latest version of its Rockpusher half-pipe ejector trailer. The trailer has reduced in weight by about 380kg since last year, partly because of a lighter Ebro ram. More weight loss could come from alloy wheels, but the market prefers the strength of steel. MD Brendan McIlvanna said BMI is performing well on the continent, particularly with the MetalMover, an all-steel scrap metal carrier popular in France, and regular aluminium moving-floor trailers in Poland.
YES WAY: Iveco’s new Stralis X-Way range, optimised for lightweight, made its first appearance in customer colours, in this case the attractive traditional green, red and black of Leicestershire bulk haulage specialist Selby’s Garage (Woodhouse). Iveco’s Darren Harvey explained the company’s ongoing tipper strategy: the Trakker will continue to service the heavy-duty end of the sector, but only in all-wheel-drive form, and is expected to provide less than 10% of Iveco’s construction sales. The remainder will be the X-Way, which is intended to provide highly flexible specifications to be homologated to meet operators’ requirements, with a focus on doing the job with the lightest possible unladen weight.

NEW IN TOWN: The UK’s buoyant tipper grab sector, which accounts for 500 units a year, has attracted two new entrants to the market. First is long-established Danish crane manufacturer HMF, which is launching its 1310 and 1510 grabs. Both cranes have been designed specifically for the UK. At the show it conducted live demonstrations with a crane mounted to a Renault 8-legger, which has recently undergone a year-long field test with a UK customer. A company spokesman told CM the trial was a success, and HMF is hoping to take a 20% market share. Meanwhile, Hiab, which showed its new Jonsered grab crane (CM 31 May 2018), is also looking to take another 20% share.

Tip-ex news in brief

- Martrans, the chassis and trailer specialist in the Paneltex group, has extended its portfolio into the 8x4 rigid sector. Combined with an Iveco Stralis 400 X-Way chassis, the 14.6m³ insulated aggregate body with aluminium plank sides and Keith V6 Walking Floor has an unladen weight of 12,620kg.

- LC Vehicle Hire, has added 20 innovative lightweight grab tippers to its 2,000-strong fleet. Based on the Iveco Daily 7,200kg chassis cab, the compact self-loaders feature a Brit-Tipp insulated tipping body and Palfinger PK 5.001SLD3 grab, while still managing a payload of more than 2 tonnes. The company is based in Yorkshire and its branches in Bristol and Manchester provide wider coverage.

- Load retention expert Dawbarn had a new net load retention system designed for moving-floor trailers. Two designs of actuating mechanism are available to suit requirements for robustness and weight, but both fold open in two sections along each side of the trailer.

- One of the inevitable drawbacks of attaching a load-weighing device to a loading crane is that the electrical cabling can be vulnerable to low-hanging branches and the like. MOBA’s crane-weighing system overcomes this by replacing the hard-wiring with a Bluetooth link between the load cell on the jib to a remote display panel. Power to the load cell is provided by a dedicated rechargeable battery with a two-week capacity.

Watch this

ON-BOARD WEIGHING specialist VPG Systems UK has established its Tip Watch system, which provides an audible warning when a tipping body reaches the point where it is in danger of tipping sideways. Its latest refinement cuts out the truck’s PTO at the danger point, removing the possibility of the driver ignoring the warning.

Going strong

TIPPER, CRANE-MOUNTED and hook-loader specialist dealership MV Commercials said that business was strong in H1 2018, particularly in its 1,450-vehicle rental division, where it expects to see a substantial year-on-year growth by the end of the year.
Getting tanked up

Tank-ex 2018 took place alongside Tip-ex and there was a range of wet-bulk and dry-bulk products on display from manufacturers from across Europe – as well as support services such as tanker cleaning.

**Feldbinder**

Feldbinder was at Tank-ex in force, with no fewer than six different tankers on display. Sales manager Shaun Hurst said growth was coming from the need for big silo tankers to move ash. “We are seeing the effects of the government’s move to convert waste into energy, which creates a lot of ash,” he said.

Among the products on display was a non-tipping silo tanker with a 73m³ capacity. Primarily for transporting hydrated lime, it runs on the Lomas Distribution fleet. Also on display was a 65m³ tanker for moving flour and food materials, which runs for customer BP McKeefry. Features include a 50kg-capacity sliding door store container, electric hydraulic tip and a box to cover the release valve – requested by the customer as it keeps the valve clean and retains the integrity of the product on release.

And a 36m³ tanker for Cemex featured the operators’ pedestrian safety livery.

**Fort Vale Engineering**

The Preston-based manufacturer used Tank-ex to launch its Reedley Hot Product Valve. The valve has been designed to meet the demands of discharge for heavy oils, such as bitumen, which can be carried out in temperature-critical environments. The valve has been approved and certified to EN 14433 and is designed to withstand a maximum working temperature of 250°C at 3.5bar working pressure.

Business development manager Jonathan Parker said that with the valve requiring only 12 revolutions to move from closed to fully open there was a huge time-saving improvement for the driver when dispensing the heated product held in the tanker.

“[Operator] Hoyer came in and was instrumental with the design,” he said.
Ecovrac
Exhibiting at Tank-ex for the first time, French manufacturer Ecovrac showed its range of non-tipping trailers for the UK animal feed market. Its auger delivery system is five times faster than a blower system and, because the trailer does not tip, it is safer, eliminating risks such as striking overhead powerlines. The trailer also comes with a GPS system to map the delivery of feeds via its iVRAC service.

The manufacturer shared its stand with a wood pellet distribution tanker for the biomass sector made by Dutch firm Transmanut as the two manufacturers share the same UK supplier representative – Hooklift Trailer Solutions.

Director David Diack said: “While the auger system is not that well known in the UK, it delivers huge improvements compared with blowing.”

ITS
Integrated Tanker Services (ITS) used Tank-ex to showcase its return to the tanker rentals business, three years after it left the rental market following the sale of the division to TIP Trailers. ITS will offer tankers from manufacturers Magyar, Van Hool and Road Tankers Northern to operators in the foodstuffs, chemicals, fuel and oil sectors.

Speaking to CM, fleet manager Matthew Hardwick said: “We have always bought and sold new and used tankers, and our yard in Walsall has tankers for rental and tankers for sale. Now we can advise people on what is the right option; to purchase outright or lease. We launched on 1 April and we have a fleet of 25. The aim is to get to 50 by the end of the year.”

Focusing on vacuum tankers, Hardwick said core markets would also include waste – a sector that is buoyant at the moment – and milk.

ITS is the Netherlands distributor for ESVE, the Dutch manufacturer of rear-steer tankers ideal for use in the milk trade.

Van Hool
Belgian manufacturer Van Hool had a 37,500-litre capacity ADR tanker from Aberdeen operator William Nicol, as well as a 26,000-litre capacity fertiliser tanker run by P&S Simpson of Lincoln.

Fred Everiss, head of sales for the UK and Ireland, said: “We produce approximately 450 tankers a year,” adding that major customers included TIP and ITS.

“We deal with a lot of small operators, and we like dealing with small operators. Every tanker is bespoke. We are big enough to deal with the big demands and small enough to deal with individual customers.”

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THE FIRST Steve Gray Memorial Award for Apprentice of the Year went to Emily Luff. Described by her employer Cemex as a trailblazer, she left behind work as a waitress and in childcare to become the first female apprentice tipper driver at Cemex. She passed her HGV test first time and was the only female candidate out of 14 successful apprentices on this year’s driver apprentice scheme at Cemex UK. With a strong will to succeed, Luff was praised as an asset to the team and a role model for future apprentices.

A night to remember

The 2018 Tip-ex and Tank-ex Awards took place at the gala dinner in the Majestic Hotel in Harrogate on 1 June. The awards, sponsored by SSAB, raised more than £9,000 for Cancer Research UK.

Tanker Operator of the Year

Winner: Whitworth Bros

UNMISTAKABLE IN its distinctive yellow livery, family-owned flour millers Whitworth Bros has brought new standards to tanker haulage in the UK, helping it win the Tanker Operator of the Year award. The integrity of the flour in its supply chain is second-to-none, as is its commitment to innovation through the use of the most cutting-edge technology on the market.

Tanker Safety Award

Winner: Cemex

ENSURING STAFF are fully trained is essential to winning the Tanker Safety Award, providing the best products for its customers while ensuring the safety and welfare of employees. With more than 61,000 training interventions in 2017, covering everything from driver-specific training, to musculoskeletal training and mental health awareness, Cemex staff averaged more than 37 training interventions.

Apprentice of the Year – The Steve Gray Memorial Award

Winner: Emily Luff – Cemex

THE FIRST Steve Gray Memorial Award for Apprentice of the Year went to Emily Luff. Described by her employer Cemex as a trailblazer, she left behind work as a waitress and in childcare to become the first female apprentice tipper driver at Cemex. She passed her HGV test first time and was the only female candidate out of 14 successful apprentices on this year’s driver apprentice scheme at Cemex UK. With a strong will to succeed, Luff was praised as an asset to the team and a role model for future apprentices.
**Tipper Haulier of the Year**

**Winner: Ernest Cooper**

Tipper Haulier of the Year Ernest Cooper is a Yorkshire-based family-run business, which transports 1.75 million tonnes of bulk materials a year. With a fleet of 60 vehicles, Ernest Cooper leads the way when it comes to best practice and the latest technology, and places sustainability and environmental protection high on its list of priorities.

**Tipper Livery of the Year**

**Winner: Y Pellets**

From its headquarters in Goole, Y Pellets distributes thousands of tonnes of biomass wood pellets every year. The introduction of its new livery in 2017 was part of an ambitious and dedicated long-term growth strategy, which sees the Y Pellets brand significantly strengthen its presence in the UK biomass fuel market.

**Tipper Safety Award**

**Winner: Tarmac**

Tarmac is one of the UK’s leading sustainable building materials and construction businesses. In winning the Tipper Safety Award, it demonstrated its commitment to building a zero-harm culture that prioritises people’s health, safety and well-being, and targets continuous improvement. This approach extends to every aspect of its business, from the way it trains and equips employees to the safety features it installs on its vehicles to protect vulnerable road users.

**Show Innovation Award**

**Winner: VPG Systems UK**

Selected by an independent panel during the course of the show, the Innovation Award went to VPG Systems UK. The on-board weighing specialist has already established its Tip Watch system, which produces an audible warning when a tipping body reaches the point where it is in danger of tipping sideways. Its latest refinement cuts out the truck’s PTO at the danger point, removing the possibility of the driver ignoring the warning. In almost a year of trials with Cemex, which previously suffered two or three rollovers a year, the company has not experienced one.

**Image of the Industry**

**Winner: Paul Smart Transport**

To celebrate 25 years in business, Bristol-based Paul Smart Transport is aiming to raise £250,000 for Cancer Research UK. Through its fundraising initiative Reversing for Cancer, the operator is travelling to shows and events throughout the country in its charity truck, a Scania XT G450 8x4 tipper. Advertising space is being sold on the tipper body, with slots starting from £250, and all proceeds go to Cancer Research UK.

**Personality of the Year**

**Winner: John Howard**

After a 10-year stint as chief engineer at Fruehauf, John Howard is now an engineering design consultant at Trailer Design Services. No stranger to Tip-ex, he was the force behind Fruehauf’s 31-tonne payload aggregate tipping semi that was launched at Tip-ex in 2008. He has also been a pioneer of weight reduction and improved payload throughout his career.
Protruck auction draws crowds

By Roger Brown

THE PROTRUCK AUCTION, which took place at the Great Yorkshire Showground in Harrogate on 2 June, featured a range of vehicles including curtainsiders, tankers, tippers, tipper grabs, tractor units and vans. This year also saw entries from the heavy haulage sector, with a variety of 60-tonne-plus units, low loader trailers and crane trucks.

Several King and Nooteboom low-loaders attracted a lot of attention and sold well, and all of the 6x4 units entered made good money.

Protruck sold a batch of end of contract MAN TGX 24.440 6x2 units for a finance house that achieved good prices, while one truck that caught the eye was a high specification 2015 Volvo FH750 6x2 with Globetrotter XL cab, pictured below, which sold for more than £75,000.

There was strong online bidding throughout the day and many visitors to the show took advantage of the free transport between the Tip-ex halls and the auction site.

Once again, there was a lot of interest from attendees in the classic commercial section, which this year included 15 vehicles, the highest bid being £20,000 for a Scania R143 6x2 tractor unit.

The auction also included four cars: a 1940s Austin 8, a 1960s Volvo and two Citroën 2CVs.

There were 253 lots and more than 180 of them sold. Protruck Auctions MD Charlie Wright told CM: “We had an excellent on-site attendance, received positive comments, and the good crowd resulted in a great atmosphere. Tractor units and 8-wheel tippers all sold well.

“Bulk tipping trailers were in high demand, and every bulk tipper entered sold, with the highest bidders coming from Eastern Europe.”