

# Back on the road

Although there are 4 main modes of transport, road-based distribution still predominates in Europe. Flexible operations are key, as *Logistics Business* reports.

At IMHX Birmingham next month, specialist vehicle manufacturer *Terberg DTS (UK)* will, for the first time, be exhibiting details of its recently-introduced range of truck-mounted forklifts that are being marketed under the Terberg Kinglifter brand (see image). The model range fits all popular makes of trailer and rigid bodywork available in the UK and Ireland, and are renowned for their lightweight construction and proven versatility.

Manufactured at the company's Terberg Kinglifter plant in Holland, the new range of Kinglifter truck-mounted forklifts comprise 3 models: Kinglifter S, Kinglifter M and Kinglifter MC and coinciding with this launch, Terberg DTS now have demonstration units of all model types available for customer evaluation.

The addition of the Kinglifter range is an ideal fit in the 2013 Terberg product and services portfolio. Kinglifter appeals not only to existing customers but also to potential new customers. Terberg DTS has a 24/7, 365-day aftersales support operation of engineers and high parts availability throughout the working life of all products supplied by the company.

According to Alisdair Couper, Managing Director at Terberg DTS, "with many years of proven experience working in mixed applications across Europe, the Kinglifter product range is well regarded for its productivity and cost effectiveness. The defining feature of these forklifts is their outstanding power-to-weight ratio and we anticipate that the Kinglifter range will be very well received."

Terberg DTS are suppliers of shunting tractors, terminal tractors, aviation equipment and specialist vehicles and, as Couper adds, "the introduction of the Kinglifter range in the UK provides operators with a portable and independent loading and unloading system for vehicles, saving time and enabling customers to provide a versatile service when and where needed, with minimal rear overhang in transit."



## Joint ventures

"Make more vigorous steps towards the East." Such was an appeal launched by Mr Vsevolod Arkhipov, Director of *Transconsult BV* office in Belarus, to the participants of the Dutch-Belarusian Business Forum 2012.

His words are well grounded by the history of *Transconsult Groningen*, the Netherlands, an active player in the transport and forwarding market of Eastern Europe since 2003. *Transconsult* takes pride in analysing the 10 years of its experience and achievements. The company, that started as a freight forwarder for European manufacturers' cargoes, placed the emphasis on transport towards the countries of the former Soviet Union,

and on setting up an entire supply chain, including customs services, on the Poland-Belarus border.

Within 10 years *Transconsult* has built a multinational structure, including transport and forwarding subsidiaries in Belarus: Brest, Miarcon, Minsk, and the Slavavto transport and forwarding company in Smolensk, Russia. The joint fleet of the *Transconsult* group is currently 43 trucks, with 10 more new vehicles scheduled for purchase this year. These are DAF vehicles produced between 2008 and 2012, EURO-5 compliant, CMR-insured. All the companies are listed in the national customs carrier registers, which enables them to deliver high-value goods convoy-free to Russian/Belarusian consignees. Freight forwarders' risks are insured with TT Club, London.

*Transconsult Poland*, advantageously located right at the border of Poland and Belarus, offers a wide range of customs services, including issue of CMR, packing lists, customs guarantee for truck transit via Europe and electronic preliminary informing. *Transconsult's* latest challenge is DAF truck sales and service for Belarusian and Russian transport companies. It took time for DAF to weigh all 'pros' and 'cons' but in December the contract was signed granting official DAF Service Partner status to the company.

[www.transconsult.by](http://www.transconsult.by)  
[www.terbergdts.co.uk](http://www.terbergdts.co.uk)

