

Managers Guide to Distribution Costs 2023



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Foreword

I am delighted to have been asked to introduce the fifth edition of the Freight Transport Association of Ireland (FTAI) Manager's Guide to Distribution Costs.

This Guide has become an important source for Irish freight and logistics companies. These companies play a critical role in Ireland's supply chains and are the lynchpin of our economy. The Guide provides critical insights, giving operators across the sector the ability to review key statistics and indicators on an annual basis, enabling them to formulate and enhance their future development plans.

I am cognisant of the cost pressures, including increased fuel prices, which operators have experienced in recent years. Indeed, I note that this report shows that nearly three-quarters of respondents saw their business overhead costs increase by over 10% year-on-year. I am proud that Government has taken action to help ease the effects of these cost increases – two temporary haulage support schemes were run by the Department of Transport in 2022 and 2023, with a total of €31.2 million in grants paid out to licensed haulage operators across both schemes.

In addition, the Temporary Business Energy Support Scheme, was introduced to support businesses with increases in their electricity or natural gas costs and this will have benefited own account operators with warehouse premises with their increased energy costs.

I would like to take this opportunity to highlight that in December last year, following two phases of consultation with stakeholders, the Department of Transport published Ireland's Road Haulage Strategy 2022–2031. This Strategy has been designed to address areas of particular challenge for the haulage and road freight sector. It identifies thirty-nine actions related to seven key thematic areas, including Decarbonisation, Labour Market and Skills and Road Safety.

Implementation of the short-term actions contained in the Strategy has begun and their progress is being monitored by the Road Freight Forum – a body which has been established to build on previous ad hoc interaction between Government and industry, allowing for more collaborative policy development and greater engagement between key stakeholders. The Road Freight Forum consists of relevant representatives from Government, State agencies, academia and the haulage and road freight sector, including the FTAI.

As the effects of climate change accelerate, the need to transition away from fossil fuels and towards decarbonised alternatives is becoming increasingly evident to all. I am pleased to see that 35.7% of companies are actively exploring the use of alternative

fuels, and the timeframes identified by operators to make investments in new vehicles reflects the expected trajectory for green transition of HGVs – gathering pace from the middle of this decade and accelerating into the next. I would encourage the 33% of respondents who have no envisaged timescales for the adoption of alternatively-fuelled vehicles to seriously consider their options and put plans in place as soon as possible.

The Government currently has several schemes in place to help decarbonise the heavy-duty vehicle sector and to assist road transport companies in reducing their carbon emissions. These include the Alternatively-Fuelled Heavy-Duty Vehicle (AFHDV) Purchase Grant Scheme, which bridges some of the price difference between conventional heavy-duty vehicles and zero emission vehicles and the Low Emission Vehicle Toll Incentive or 'LEVTI' Scheme, which offers toll discounts for alternatively-fuelled vehicles. Action 13 of the Road Haulage Strategy commits to the maintenance of the AFHDV Grant Scheme until at least 2027, with a view to increasing the funding available in the years ahead. These measures have been introduced to support more haulage and road freight companies in making the switch towards a low-carbon future.

A critical element in supporting the transition to zero emission transport will be the provision of charging infrastructure for Heavy-Duty Vehicles. A draft of the National En-Route EV charging Network Plan, which includes provision for High Powered HDV charging, was published for consultation on 26 September. The input of road transport operators on the appropriate coverage, location, power and grid capacity needed on our national road network will be essential to the finalisation of this plan.

It is reassuring to note that amongst the companies reporting this year, 69.5% of drivers have received Eco-Driver training, which trains drivers to operate their vehicles in a safer and more eco-friendly manner. This training has been proven to lead to a significant reduction in fuel consumption and related carbon emissions. This not only benefits the environment, but also generates cost savings and improved efficiencies for road freight operators and leads improved road safety. My Department, together with external consultants, is currently progressing Action 5 of the Road Haulage Strategy, which commits to establishing a national accreditation standard for eco-driving courses, including an analysis of what incentives and measures could be introduced to increase the number of drivers undertaking available courses.

The data in this guide show that the proportion of women in driving roles remains low, at 2.6%. Furthermore, the results indicate nearly 36.0% of drivers are over the age of 50, while just 7.3% are younger than 30. These demographics are unsustainable, and more needs to be done by all stakeholders to encourage people from a variety of backgrounds into the sector. However, I am encouraged by the recent development of different pathways to encourage new entrants into the commercial driving profession. This includes the Transport Operations & Commercial Driving Apprenticeship, which was developed by a consortium led by the FTAI and which is taught out of Atlantic Technological University Sligo.

Furthermore, the Logistics and Supply Chain Skills Group (LSCSG), which my Department chairs and which includes key stakeholder representatives from Government, academia, and industry, is working to improve diversity in logistics and supply chain and to attract new entrants to careers in the sector.

In March 2023 the LSCSG successfully achieved Action 37 of the Road Haulage Strategy by organising Ireland's first ever Skills Week for Logistics and Supply Chain. The objective of the Skills Week was to promote the logistics and supply chain sector to students, potential new entrants and career changers, as well as to engage supply chain executives on the new skills needed to future-proof their sector. I had the pleasure of officially launching the Skills Week at Rosslare Europort, and in total over 30 online and in-person events were held at venues across the country.

Following the success of this inaugural Skills Week, the second Logistics & Supply Chain Skills Week will take place from Monday 26 February to Saturday 02 March 2024. I would like to take this opportunity to thank the FTAI for the leadership it has shown in supporting the LSCSG, for its assistance in organising Skills Week 2023 and for its strong and continuing support for Skills Week 2024.

Finally, I would like to sincerely thank both the survey respondents for their feedback and the FTAI for once again creating this informative Guide. I am looking forward to continuing the spirit of co-operation between industry and Government, as embodied by the Road Freight Forum, into 2024 and beyond.



An Roinn Iompair Department of Transport



Jack Chambers T.D.

Minister of State with
responsibility for International
and Road Transport and Logistics

Membership

Be Compliant, Be Confident, Be Connected



FTA Ireland is a representative trade association for the freight distribution logistics and passenger sector. Through representation and the provision of the highest standards of advice, services and training, our aim is to be the most admired and influential transport and logistics membership trade association in Ireland.

Benefits of Membership

Our membership package provides you with the tools to keep your operation safe, efficient and compliant. As an FTA Ireland member, we also champion your best interests when it comes to new transport policies. You'll find membership benefits you in the following ways:



Saves you time – expert advice and guidance from our MAC (Member Advice Centre) and Tachograph Support service



Saves you money – up to 15% member discounts on training and consultancy services



Vehicle Inspection Services – independent roadworthiness inspections and reporting



Increases your operation's efficiency – achievement of the TruckSafe Standard demonstrates compliance and sustainable operations



Sustainability – sign up to the Enprova ECOFleet programme and avail of funding



Gives you peace of mind – be confident in your compliance with our support and guidance services



Keeps you informed of the latest industry developments

Membership of FTA Ireland has helped us identify and implement systems that improve compliance and safety standards throughout our fleet. What's more, it affords us the opportunity to network with other members and keep up to date with legislation and technological advances impacting on our daily operations.

Barry Daly, SHEQ Manager & DGSA
South Coast Logistics

✓ Be Compliant

Keep ahead of new legislation, implement best practice and utilise extensive information and advice. Our position in, and depth of knowledge of the logistics industry allows us to inform, advise and support organisations across our diverse membership base.

✓ Be Confident

Access extensive expertise and useful member tools to give your organisation the edge enabling you to surround yourself with industry leading information and guidance.

✓ Be Connected

Forge new industry connections and help shape the future of logistics in Ireland. Our events, collaborative councils and working groups are made up of members and industry experts and cover a wide range of sectors and topics. By attending our quarterly Council meetings and getting involved in our Working Groups members can gain access to detailed information, networking opportunities and have their views heard and amplified at a regional, national and European level.

Your membership will also play a key role in raising the standards of excellence and in promoting best practice across all sectors of the transport and logistics sectors.

Achievement of the TruckSafe Green Standard at Silver and Gold levels will demonstrate to enforcement authorities, customers and the general public that you are compliant with minimum legal and operational standards.

Through the 'Green Cert' it also facilitates a path to achieve sustainable operations through efficient fuel management and continuous professional development.



Contact us today for further information. T: 01 8447516 E: info@ftai.ie W: www.ftai.ie

Introduction

Freight Transport Association Ireland along with our partners, Bank of Ireland and ENPROVA, in conjunction with specialist research agency Analytiqa are delighted to publish the fifth annual *Managers Guide to Distribution Costs report 2023*.

Managing costs should be the number one priority for all within the freight distribution sector in Ireland as a collaborative approach must be taken to alleviating pressures on small to medium sized businesses ensuring that vital supply chains remain viable and open. The increased cost of doing business dictates that analysis of the cost of doing business is reviewed at more regular intervals to ensure the right planning and business decisions are taken during this period of fluctuating operational costs and inflation. Of course, additional costs must be matched through increased operational efficiencies, productivity and increased income streams.

This report serves to provide essential information that informs organisations in their strategic planning and highlights the cost of distribution for those that procure freight distribution services. It is important to be judicious in understanding the cost of operations and flexible to deal with the knock-on consequences of record inflation figures, such as increased wage demands, increased cost of energy and other products and services. Dealing with challenges is within the competency of our sector and defines our ability to be competitive on a global scale. Supply chains are complex undertakings that extend beyond the scope and capabilities of a single organisation.

Significant work and effort is needed to build and maintain a supply chain network. Ensuring the stability and viability of all links within the supply chain particularly at times like these where operational and energy costs are increasing dramatically must be a priority. Having empathy and understanding of these costs and how they impact different elements within the supply chain must be nurtured to ensure the burden of inflation is shared to the overall benefit of the supply chain. The FTA Ireland managers guide to distribution costs report now in its fifth edition helps in strategic planning, benchmarking costs and gives readers access to vital data (in one place) to inform their business planning requirements.

Inflation in 2023 remains high albeit tracked to be considerably less than the 7.8% experienced in 2022, it is nonetheless a very challenging working environment.

We see in this years report that haulage rates are increasing by just over 8%, which is considerably less than average business costs, that have increased by 17% (compared to a 2.5% increase in the previous year's report). We also see an aging fleet, probably due to supply chain issues (availability of new vehicles) and postponement of purchasing decisions as fleet managers wait to see what alternatively fuelled vehicles are going to come to the market. It is important to note that the targets required to meet net zero emissions will require transformational change, and a redefining of fleet replacement plans. It is interesting to see in this year's report that 33% of respondents don't plan to change to alternative fuelled vehicles before 2027 and a further 33% have no confirmed timescale for change. That is not to say with more availability and appropriately priced vehicles they would not change to alterative fuelled vehicles sooner. But this information is interesting and suggests that more information and guidance through a roadmap to change will act as a further support to commercial fleet operators in their future purchasing decisions.

In times of high inflation, managing cash flow is just as important as managing costs. We see 43.0% of respondents have highlighted that delayed payments are creating real cashflow challenges. The report highlights that drivers account for 40.0% of overall costs, fuel accounts for 35.0% of costs. New data in this year's report shows that 78.0% of respondents have increased driver salaries in the past year by, on average, 5.6%

FTA Ireland continue to work tirelessly on behalf of our members to gain recognition for compliant and safe commercial fleet operations, to work collaboratively with stakeholders to deliver solutions for the skills shortage, and to represent our members interests to Government in a productive and constructive manner.

Sincere thanks to our partners in this project Bank of Ireland; ENPROVA; and Analytiqa who have carried out the research on behalf of FTA Ireland. Special thanks also to the Department of Transport who have interacted with this project on an annual basis. We would also like to extend our appreciation to all that have participated in the survey for their time.



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30480 KGS
67200 LBS
3950 KGS
8710 LBS
26530 KGS
58490 LBS
764 CUM
2698 CUFT



Methodology and Respondents

Now in its fifth year, the ‘Manager’s Guide to Distribution Costs’ continues to benefit operational, commercial and strategic planning for any organisation with an interest in logistics, supply chain and, more specifically, road transport, across Ireland.

Research was undertaken by Analytiqa, with responses from fleet operators collected between June and September 2023. The number of respondents achieved was marginally higher than previous reports, but as always, the composition of the respondents varies, as exactly the same companies do not participate each year. Once again, to ensure strict confidentiality and independence, only Analytiqa has access to individual company responses and the operational data they provide.

Participating companies of all sizes manage and / or sub-contract transport fleets both domestically and internationally, encompassing own-account operators and third-party service providers.

Our respondents were broadly classified in three groups, as logistics operators, road hauliers or manufacturers and retailers.

Similar to the previous editions of our report, the fleet sizes of our respondents, and the distances they travel, remain higher than one might expect from the industry average. It is important to keep this in mind, as understanding this will help provide context for the analysis included throughout this report. The market data appendix at the end of this report provides a series of data points to support our research findings. Included amongst these are average fleet sizes.

Across the five editions of this report there will inevitably be some disparities between individual datapoints, largely due to the differences in the number and composition of respondents each year. For this reason, we have largely avoided the calculation of growth rates between periods, instead focussing on a more holistic approach. Unless annual growth rates are provided for a data set, readers should not interpret a change in a data point from one year to the next as a rise or fall in a particular metric.

Across the charts and data tables included in this year’s report, it is once again clear to see some consistent trends emerging.

Research respondents by category

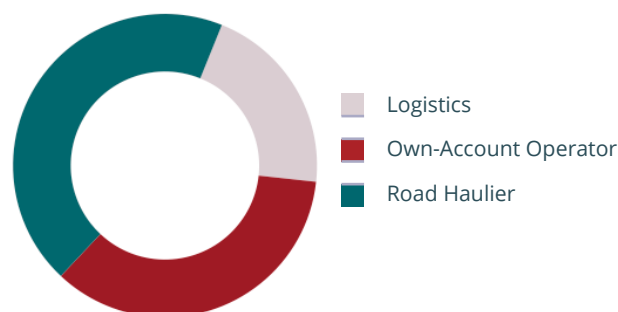
| | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------|-------------|-------------|-------------|-------------|-------------|
| Logistics | 23.5% | 27.3% | 22.2% | 21.1% | 20.6% |
| Own-Account Operator | 17.6% | 18.2% | 38.9% | 42.1% | 35.3% |
| Road Haulier | 58.9% | 54.5% | 38.9% | 36.8% | 44.1% |
| Total | 100% | 100% | 100% | 100% | 100% |

Almost one-half of our respondents (44.1%) provide haulage services to customers (including sub-contracted services to other logistics and transport companies), with slightly around one-third (35.3%) managing fleets as own-account operators. One-fifth (20.6%) of respondents are described as logistics companies. The transport fleets operated by our research respondents support a significant share of Ireland’s economy, across a wide variety of industries, including the agriculture, automotive, construction, consumer goods, food and drinks, industrial manufacturing, pharmaceutical and healthcare, eCommerce, retail, technology, utilities, energy & waste sectors.

Respondents’ Operating Attributes

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|--------|--------|--------|--------|--------|
| Respondents Average Fleet Size (vehicles) | 31.5 | 22.1 | 36.3 | 36.4 | 40.9 |
| Respondents average distance travelled per vehicle (all truck types) per year by km | | | | | |
| km | 99,526 | 85,876 | 96,366 | 98,106 | 85,147 |
| ...equating to a distance per ‘working day’ of (excl. Sundays and Bank Holidays) | | | | | |
| km | 328.5 | 284.4 | 319.1 | 324.9 | 281.9 |

2023 Research Respondents





Ireland

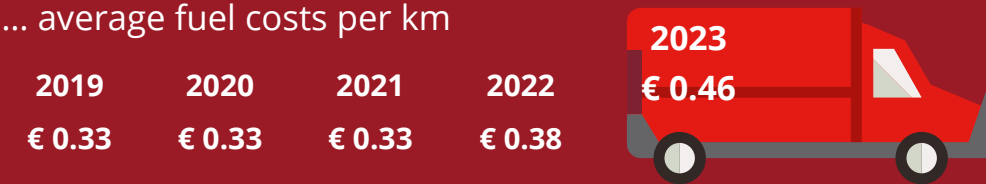
Change in transport overhead costs

... annual increase %



Change in fuel costs

... average fuel costs per km



... average annual fuel (price per litre in March)



Change in maintenance costs

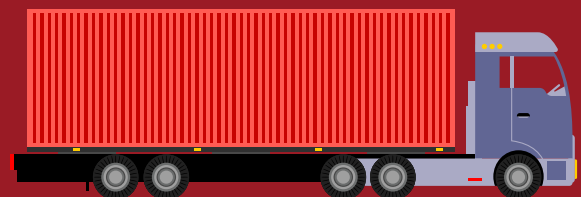
| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------------|-------|-------|-------|-------|-------|
| More than 5% decrease | 0.0% | 11.8% | 18.2% | 0.0% | 0.0% |
| 1-5% decrease | 0.0% | 0.0% | 9.1% | 0.0% | 0.0% |
| No change | 30.8% | 23.5% | 9.1% | 0.0% | 0.0% |
| 1-5% increase | 46.2% | 29.4% | 45.4% | 45.5% | 35.7% |
| More than 5% increase | 23.1% | 35.3% | 18.2% | 54.5% | 64.3% |



Operating costs for 46 Tonnes Articulated Vehicles

... breakdown of costs - 2023

| | |
|----------------------------------|-------|
| Driver | 31.6% |
| Fuel | 47.0% |
| Insurance | 3.3% |
| Maintenance, Depreciation, Other | 18.1% |





Ireland

Driver salaries

... average drivers' basic -salary

| 2019 | 2020 | 2021 | 2022 | 2023 |
|----------|----------|----------|----------|----------|
| € 34,394 | € 35,839 | € 37,090 | € 41,395 | € 43,863 |



Training and HR costs

... training costs per year per company employee



| 2019 | 2020 | 2021 | 2022 | 2023 |
|-------|-------|-------|-------|-------|
| € 223 | € 271 | € 312 | € 316 | € 276 |

Optimisation of working capital

... share of respondents for 2023

Fully : 43.8%

Not at all: 6.2%

Somewhat: 50.0%



Focus of capital expenditure



TECHNOLOGY

63.6%

ENVIRONMENTAL
PROJECTS

59.1%

VEHICLES

59.1%

WAREHOUSES

27.3%

MACHINERY /
EQUIPMENT

50.0%





MAINTENANCE & REPAIR



Headline Costs

In this section, we provide an overview of a commercial vehicle operator's costs in Ireland, with a focus on business overheads, transport overheads, maintenance and fuel costs.

Business Overhead Costs

In a continuation of the trends we saw in our research last year, none of our respondents have reported decreases in their total business overhead costs in the last year. Indeed, more than nine-out-of-ten companies that took part in our research have once again reported a more than 5.0% increase in business overheads in the last year, with almost three-quarters (73.3%) experiencing an increase of more than 10.0%. The average increase in business overhead costs reached 17.0% this year.

Annual business overheads were defined as those involved in running the business, distinct from the costs involved in running the transport operation itself, and included, for example, the cost of renting office space, salaries of administration, sales, marketing and accounting personnel, and utilities bills such as water, electricity and gas etc.

Historically, across our series of reports, the cost increases experienced by our respondents compare unfavourably with the published rate of inflation in Ireland, which in 2018, was 0.5% and 0.9% in 2019. The annual average rate of inflation in 2020 was -0.3%, which increased in 2021 to 2.4% and 7.8% in 2022. In the first eight months of 2023, inflation peaked at 8.5% in February. More details on inflation rates can be viewed in the market data appendix at the end of the report.

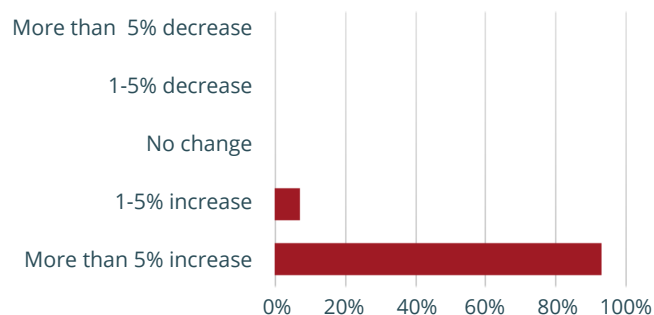
Change in business overhead costs

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------------------|-------------|-------------|-------------|-------------|--------------|
| More than 5% decrease | 0.0% | 0.0% | 8.3% | 0.0% | 0.0% |
| 1-5% decrease | 0.0% | 5.9% | 16.7% | 0.0% | 0.0% |
| No change | 0.0% | 5.9% | 0.0% | 0.0% | 0.0% |
| 1-5% increase | 50% | 52.9% | 41.7% | 6.7% | 6.7% |
| More than 5% increase | 50% | 35.3% | 33.3% | 93.3% | 93.3% |
| Total | 100% | 100% | 100% | 100% | 100% |
| Average | 6.5% | 5.9% | 2.5% | n/a | 17.0% |

Breakdown - more than 5% increase

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------|------|------|------|-------|-------|
| 6% - 9% | - | - | - | 12.5% | 6.7% |
| 10% | - | - | - | 30.8% | 13.3% |
| More than 10% | - | - | - | 50.0% | 73.3% |

2023 Change in business overhead costs



Transport overhead costs

In line with business overheads, none of the companies participating in or research experienced a decline in transport overhead costs in the last year. Eight-out-of-ten companies reported that their transport costs increased by more than 5.0% and more than one-half (53.3%) suggested that the increase exceeded 10.0%. On average, transport overhead costs were reported to have increased by 10.7% in the last year.

Transport overheads are those associated with the day-to-day running of the transport operation and include, for example, the transport manager's salary, despatch office running costs, tachograph analysis costs, maintenance of fuel storage tanks etc.

To put these cost increases in context, data included in the market data appendix at the end of this report identifies that transport journeys across Ireland increased by 6.1% in 2022.

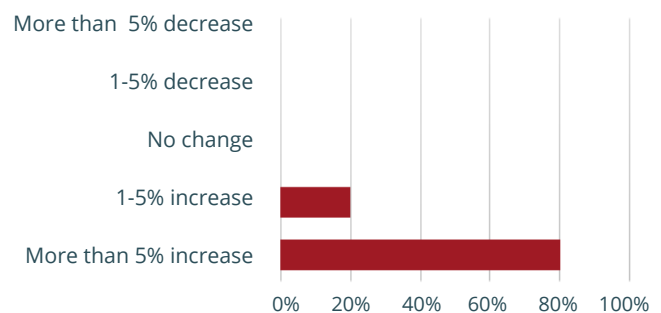
Change in transport overhead costs

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------------|-------------|-------------|-------------|--------------|--------------|
| More than 5% decrease | 8.3% | 10.5% | 9.1% | 0.0% | 0.0% |
| 1-5% decrease | 0.0% | 0.0% | 9.1% | 0.0% | 0.0% |
| No change | 0.0% | 10.5% | 9.1% | 0.0% | 0.0% |
| 1-5% increase | 50.0% | 42.2% | 45.5% | 16.7% | 20.0% |
| More than 5% increase | 41.7% | 36.8% | 27.3% | 83.3% | 80.0% |
| Total | 100% | 100% | 100% | 100% | 100% |
| Average | 4.8% | 4.4% | 3.6% | 17.7% | 10.7% |

Breakdown : more than 5% increase

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|-------|-------|
| 6% - 9% | - | - | - | 16.7% | 0.0% |
| 10% | - | - | - | 25.0% | 6.7% |
| More than 10% | - | - | - | 41.6% | 53.3% |

2023 Change in transport overhead costs



Revenue, Profit and Haulage Rates

The increase in business and transport overhead costs should be placed in context with any increase in prices (rates) that service providers are able to achieve with customers. Whilst increasing significantly year-on-year, at 17.0%, the average percentage change in domestic haulage rates achieved by our respondents in the last year remains below the reported increases in transport operating costs.

Change in domestic haulage rates

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------|------|------|------|-------|------|
| Average | 3.0% | 1.6% | 1.6% | 17.0% | 8.3% |

For the first time on our series of reports, this year we asked respondents to provide details of revenue growth and profit margin for their most recent financial accounting period. Whilst not indicative of industry-wide averages, it does help place our analysis of costs in context. Our respondents reported 11.0% growth in revenue, on average, achieving an operating profit margin of 5.8%.

Change in revenue and profits

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------------------|------|------|------|------|-------|
| Change in annual revenue | - | - | - | - | 11.0% |
| Average operating profit margin | - | - | - | - | 5.8% |

Over two-thirds of our respondents (68.4%) consider themselves to be 'buyers' of haulage services, including companies that sub-contract work. Of these companies, 37.5% aim to boost the efficiency of their operations by making use of return load rates.

Buyers of haulage services

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|------|------|-------|-------|-------|
| Share of respondents acting as buyers of haulage services | - | - | 78.6% | 62.5% | 68.4% |
| Use of Return Load Rates | - | - | 36.4% | 40.0% | 37.5% |

Over three-quarters of our respondents (78.9%) classify themselves as providers of haulage services, including those that work as sub-contractors and / or own-account operators that may undertake some work for third parties. Of these companies, the average number of customers per company is 55, whilst over one-half (53.8%) offer return load rates to customers. 21.4% of overall respondents that are providers of haulage services undertake cabotage, whilst 30.0% of our respondents identifying themselves as road hauliers are undertaking cabotage.

Providers of haulage services

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|------|------|-------|-------|-------|
| Share of respondents acting as providers of haulage services | - | - | 64.3% | 68.8% | 78.9% |
| Average number of customers | - | - | 48.7 | 44.8 | 54.8 |
| Provision of Return Load Rates | - | - | 55.6% | 42.9% | 53.8% |
| Share of respondents acting as providers of haulage services undertaking cabotage | - | - | 18.2% | 22.2% | 21.4% |
| Share of road haulier respondents acting as providers of haulage services undertaking cabotage | - | - | - | - | 30.0% |

Maintenance Costs

The average increase in maintenance costs amongst our respondents increased to 12.8% this year, and for the second year in a row, we see none of the companies that participated in our research reporting a decline in costs. 35.7% of companies reported an increase in maintenance costs of between 1.0%-5.0%, whilst almost two-thirds (64.3%) saw an increase of more than 5.0%. Indeed, over one-third of companies (35.7%) have seen their maintenance costs rise by more than 10.0% in the last year.

Change in maintenance costs

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------------|-------------|-------------|-------------|--------------|--------------|
| More than 5% decrease | 0.0% | 11.8% | 18.2% | 0.0% | 0.0% |
| 1-5% decrease | 0.0% | 0.0% | 9.1% | 0.0% | 0.0% |
| No change | 30.8% | 23.5% | 9.1% | 0.0% | 0.0% |
| 1-5% increase | 46.2% | 29.4% | 45.4% | 45.5% | 35.7% |
| More than 5% increase | 23.1% | 35.3% | 18.2% | 54.5% | 64.3% |
| Total | 100% | 100% | 100% | 100% | 100% |
| Average | 3.8% | 3.3% | 1.3% | 11.9% | 12.8% |

Breakdown: More than 5% increase

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|-------|-------|
| 6% - 9% | - | - | - | 0.0% | 14.3% |
| 10% | - | - | - | 18.2% | 14.3% |
| More than 10% | - | - | - | 36.3% | 35.7% |

Maintenance costs per vehicle

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|--------|--------|--------|--------|--------|
| Average annual maintenance costs per vehicle | €7,499 | €7,746 | €6,609 | €7,396 | €8,343 |
| Change | - | 3.3% | 1.3% | 11.9% | 12.8% |

Fuel Costs

Unsurprisingly, all of our respondents (100.0%) reported an increase in commercial vehicle fleet fuel costs in the last year, with average annual growth amongst our respondents rising from 16.9% to 21.8% this year. 84.6% of respondents reported a more than 10.0% increase in their fuel costs.

At €0.46, average fuel costs per kilometre across commercial vehicle fleet operations have risen from €0.38 in 2022. They are significantly higher when compared to the consistent findings recorded across our first three reports (2019-2021).

For further context, changes in retail diesel prices are provided in the market data appendix at the end of this report.

Change in fuel costs

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------------|-------------|-------------|-------------|-------------|-------------|
| More than 5% decrease | 0.0% | 5.3% | 36.4% | 0.0% | 0.0% |
| 1-5% decrease | 0.0% | 10.5% | 0.0% | 1.9% | 0.0% |
| No change | 7.1% | 21.1% | 0.0% | 7.5% | 0.0% |
| 1-5% increase | 42.9% | 36.8% | 45.4% | 15.1% | 0.0% |
| More than 5% increase | 50.0% | 26.3% | 18.2% | 75.5% | 100% |
| Total | 100% | 100% | 100% | 100% | 100% |

Breakdown: More than 5% increase

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|-------|-------|
| 6% - 9% | - | - | - | 0.0% | 7.7% |
| 10% | - | - | - | 22.7% | 7.7% |
| More than 10% | - | - | - | 52.8% | 84.6% |

Change in fuel costs for fleets

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|---------|---------|---------|---------|---------|
| Average change in annual fuel costs - commercial vehicle fleet | 6.1% | 3.3% | 0.8% | 16.9% | 21.8% |
| Average annual fuel costs per vehicle for commercial vehicle fleet | €32,185 | €34,483 | €30,680 | €34,959 | €39,705 |
| Average fuel costs per km for commercial vehicle fleet | €0.33 | €0.33 | €0.33 | €0.38 | €0.46 |
| Average Fuel Consumption (Litres per 100 KM) | 25.0 | 25.1 | 23.2 | 25.1 | 24.3 |

Change in fuel prices

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------|-------|-------|-------|-------|
| Average Annual Fuel (Price per Litre in March) | €1.33 | €1.32 | €1.33 | €1.95 | €1.64 |

Breakdown of Costs by Vehicle Type

The following tables and charts segment the annual operating costs of two types of commercial vehicle, identifying the share of costs allocated to drivers, fuel and insurance. The 'other' category covers additional vehicle (and trailer where relevant) costs associated, including tyres, maintenance and depreciation.

Operating costs: Rigid Vehicles 3.5 - 18.0 Tonnes GVW

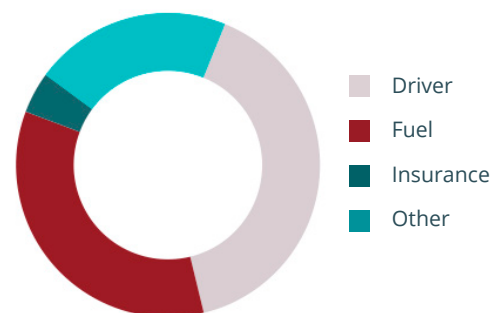
| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|-------------|
| Driver | 42.6% | 43.6% | 45.4% | 35.4% | 40.1% |
| Fuel | 29.1% | 27.5% | 24.8% | 41.1% | 34.5% |
| Insurance | 5.8% | 2.9% | 5.1% | 3.7% | 4.4% |
| Other | 22.5% | 26.0% | 24.7% | 19.8% | 21.0% |
| Total | 100% | 100% | 100% | 100% | 100% |

For rigid vehicles, we see that driver costs account for 40.1% of a vehicle's operating costs, with fuel making up a further 34.5% of the total. For 46 Tonnes articulated vehicles, the share of operating costs accounted for by drivers is 31.6%, whilst fuel accounts for a 47.0% share.

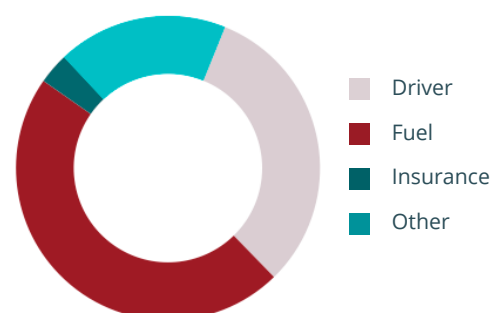
Operating costs: 46 Tonnes Articulated Vehicles

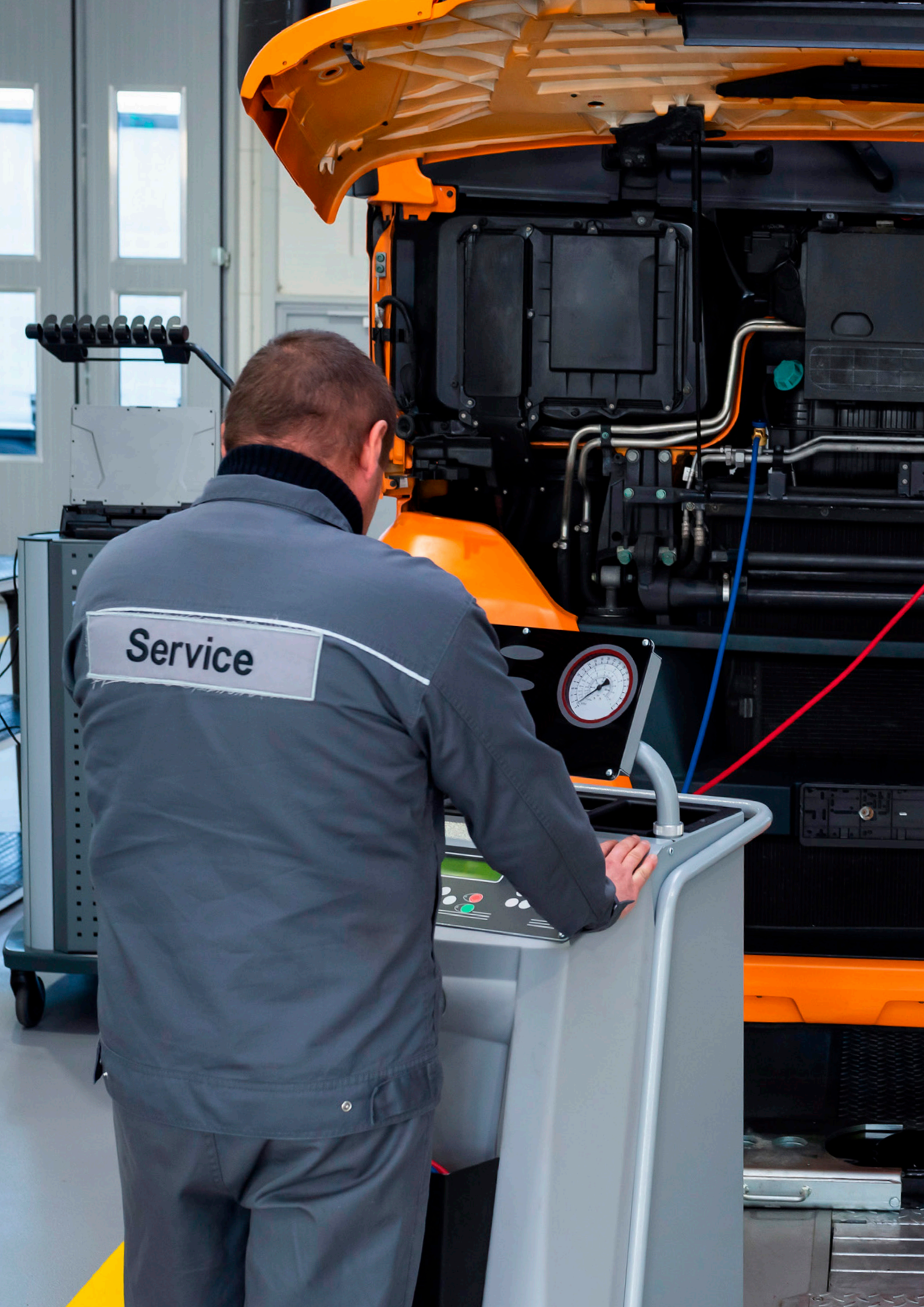
| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|-------------|
| Driver | 34.5% | 31.9% | 33.1% | 35.4% | 31.6% |
| Fuel | 38.9% | 42.0% | 41.7% | 36.8% | 47.0% |
| Insurance | 3.7% | 4.3% | 3.7% | 4.1% | 3.3% |
| Other | 22.9% | 21.8% | 21.5% | 23.7% | 18.1% |
| Total | 100% | 100% | 100% | 100% | 100% |

2023 Operating costs Rigid Vehicles 3.5 Tonnes



2023 Operating costs 46 Tonnes Articulated





Service

Vehicle Inspection Service



FTA Ireland's Vehicle Inspection Service (VIS) offers a wide range of services from inspections to training and auditing. Carried out on all types of vehicles including heavy goods vehicles, passenger carrying vehicles, vans and specialist vehicles, these inspections will provide peace of mind that you are complying with your legal undertakings, quality monitoring any maintenance providers and procedures, and in many cases will save you money.

Benefits of FTA Ireland's VIS

- Being at the forefront of industry developments, and a wealth of experience, has provided FTA Ireland with the tools to offer a wide range of inspections and audits, carried out by highly skilled engineers.
- Proven reductions in defects, prohibitions and repairs which in turn can produce significant cost savings.
- Peace of mind that your maintenance providers are protecting your interests and giving good value.
- Access to the wealth of knowledge that we have accrued from years of experience in the industry.
- A range of reports that can be tailored to suit your individual operational requirements.
- FTA Ireland's influence and position within the industry, which ensures all work is carried out in accordance with the latest industry developments and legislation.

VIS services by operation



Commercial Vehicle Inspections

A variety of inspections of your vehicles are available to help ensure safety, compliance and reduced downtime due to faults including roadworthiness, maintenance, pre-purchase due diligence inspections and inspections of lifting equipment (Loler).



Passenger Carrying Vehicle Inspections

A variety of passenger vehicle inspections to help ensure safety, compliance and reduced downtime due to faults.



Lifting Equipment Inspections

In addition to our regular Roadworthiness Inspections, FTA Ireland engineers can also carry out a full visual, operational and mechanical inspection of any lifting equipment including tail lifts, bin lifts and demountable body systems.



Driver Walk Around Check Audit

A Driver Walk Around Check Audit provides an independent stop and check at random on vehicles that are about to exit your premises.

These checks will enable you to quality monitor the competency of the drivers carrying out their routine checks and the number of driver detectable defects going unnoticed.

**Return On
Investment**

ROI

A hand in a black sleeve points towards the center of the image. Overlaid on the hand is a large, white, 3D-style 'ROI' text. A white line graph with an upward-pointing arrow is superimposed over the 'ROI' text, showing a fluctuating but generally increasing trend.

Performance

Risk

Decision

Exp

Focused on a sustainable future

Bank of Ireland business banking focusing on a sustainable future for Irish Enterprises

With over 280,000 business customers, Bank of Ireland Business Banking supports enterprises across the entire commercial spectrum, accounting for more than half of all SME lending and providing one out of every two loans in Ireland today. Customers range from start-ups to sole traders, small firms to ever-expanding businesses, and we stand ready to support, guide and invest.

As a key differentiator, Bank of Ireland has a team of sector experts working closely with companies across Ireland. Members of the specialist sectors team are recruited directly from industry, including experts focussing upon Food & Beverage, Agriculture, Hospitality, Manufacturing, Retail, Healthcare and Technology. These sector heads bring key industry perspective that only first-hand experience can provide.

Bank of Ireland also has a dedicated team of Relationship Managers and Business Advisers who support SMEs nationwide and advise on the types of products that can kick-start a business or help sustain their operations – such as lending, savings and investments, business protection and everyday banking services. We also offer advice regarding safe and secure foreign currency services to support businesses trading abroad.

Our Asset and Commercial Finance segment primarily includes financing for asset purchase and debtor financing. The Bank provides asset finance to the bank's SME customers for the purchase of tractors, buses, trucks, farm machinery, business equipment and other vehicles on a Hire Purchase basis. A dedicated mobile team is in place to support these customers within their localities, and telephone-based specialists are also available for contact.

Bank of Ireland continues to support customers in the green transition and has aligned its climate transition targets to internationally validated science and policy. Bank of Ireland is the first Irish bank to set scientifically validated targets for reducing greenhouse gas emissions, covering 76.0% of the loan book and all the Group's own operations. Recognising that many businesses are taking fledgling steps in developing their own sustainability strategy/pathway, a dedicated Head of Sustainability has been appointed to work in tandem with our existing sector specialists to support our SME customers proactively in this regard.

We continue to develop new ways to increase lending that puts an increased emphasis on sustainability, for example this year we announced an agricultural focused partnership with discounted rates linked to sustainability improvements on farms. A further partnership came through the Retail sector, where Bank of Ireland partnered with Musgrave Group in helping several of its SuperValu and Centra retail partners fund sustainability initiatives.

Many SME customers of Bank of Ireland have now availed of preferential rates for investing in more sustainable buildings, electric vehicles and renewable energy and this is going to grow over the coming years. In fact, a core tenet of Bank of Ireland's strategy for the coming years is to support our customers' sustainability needs and we have a target to increase green lending to €15.0 billion in 2025 and for that to double by 2030.

Bank of Ireland also recently announced its participation in the new Growth and Sustainability loan scheme in conjunction with the Strategic Banking Corporation of Ireland ("SBCI"). This scheme is offered in partnership with the Department of Enterprise, Trade & Employment and the Department of Agriculture, Food & the Marine, and is supported by the European Investment Fund and European Investment Bank. Bank of Ireland was first to market with this scheme.

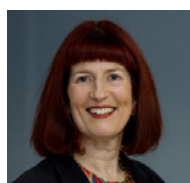
Bank of Ireland has a common purpose, to provide its customers with the confidence to make the decisions that matter and to help them invest in their future.

To get in touch and see what support we can provide for your business please visit:

<https://businessbanking.bankofireland.com>



Owen Clifford
Head of Retail
Bank of Ireland



Lucy Ryan
Head of Food & Beverage
Bank of Ireland

Finance

In this section we analyse key financial metrics of fleet operations, taking an in-depth look at insurance, how and when commercial vehicle operators insure their assets, alongside the changing costs of doing so. We have investigated how fleet operators manage their cashflow and their future plans for capital expenditure, whilst seeking to understand how they organise their management planning processes.

Truck Purchase and Leasing Costs

Truck prices will vary considerably by vehicle specification, so the following prices are only intended to provide guide estimates. These average purchase prices and annual change in monthly leasing costs are based upon data gratefully provided by the three truck manufacturers listed below.

Truck purchasing & leasing costs

| Average price excl VAT | Oct 2023 |
|------------------------|----------|
| Diesel | |
| 7.5 Tonnes | €64,020 |
| 16 Tonnes | €72,030 |
| 18 Tonnes | €76,980 |
| 46 Tonnes | €137,720 |
| Electric | |
| 4x2 Tractor Unit | €323,330 |

Annual change in monthly leasing costs 5.7%



www.daf.ie



www.volvotrucks.co.uk



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Our research once again asked respondents how much money they put aside each month to save towards the purchase of new vehicles for their fleets. Across a diverse range of fleet operators, these amounts will vary enormously by company, not least due to the size of fleet, the type of vehicles operated and a company's propensity to purchase and / or lease vehicles.

Given all of these factors, the average level of monthly savings amongst our respondents was €11,425, up from our figure of €10,767 last year.

Similar to the investigation of savings for new vehicle purchases above, we also asked respondents to disclose the size of the monthly repayments they make to external finance providers for the lease of their commercial vehicle fleet. Once again, these amounts will vary depending on the size and make-up of a company's fleet, but respondents revealed that, on average, they are paying €43,021 per month in leasing costs.

Tyre Purchasing Costs

The following average tyre prices are based upon data provided by the following tyre price comparison site:



www.tyreleader.ie

Of course, every tyre has specific characteristics, depending on a user's application and requirements. The data provided below is only indicative of basic options, including VAT.

Tyre purchasing costs

| Average price per tyre incl VAT | Oct 2023 |
|---------------------------------|----------|
| Front axle | |
| 225/75 R17.5 | €341 |
| 245/70 R19.5 | €575 |
| 275/70 R22.5 | €669 |
| 295/80 R22.5 | €623 |
| 305/70 R22.5 | €860 |
| Trailer | |
| 225/75 R17.5 | €305 |
| 245/70 R22.5 | €470 |
| 275/70 R22.5 | €635 |
| 295/80 R22.5 | €614 |
| 305/70 R22.5 | €742 |

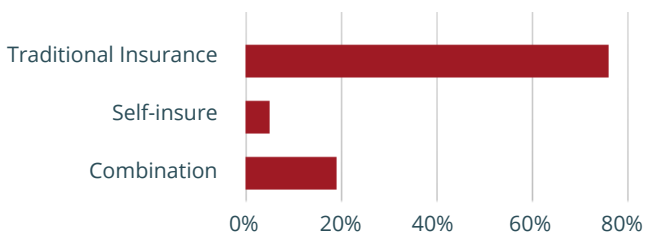
Type of Motor Insurance

Over three-quarters (76.2%) of commercial vehicle fleet operators rely solely on traditional forms of insurance to safeguard their assets

Type of motor insurance

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------------|-------------|-------------|-------------|-------------|
| Traditional Commercial Vehicle insurance | 57.2% | 68.4% | 69.2% | 72.1% | 76.2% |
| Self-insure | 7.1% | 10.5% | 7.7% | 6.6% | 4.8% |
| Combination | 35.7% | 21.1% | 23.1% | 21.3% | 19.0% |
| Total | 100% | 100% | 100% | 100% | 100% |

2023 Types of motor insurance



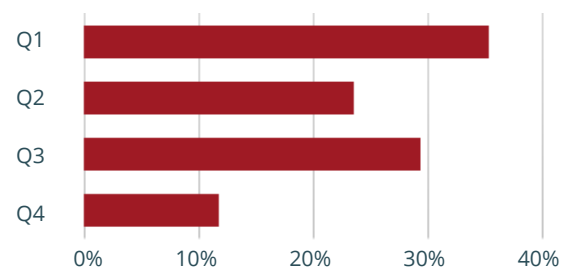
Timing of Insurance Renewals

This year, our research identifies that around six-in-ten (58.8%) commercial vehicle fleet operators insure their vehicles in the first half of a calendar year, with more than one-third doing so in the Q1 period.

Timing of motor insurance renewals

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|-------------|
| Q1 | 46.2% | 52.9% | 56.3% | 42.9% | 35.3% |
| Q2 | 23.1% | 23.6% | 18.8% | 28.6% | 23.5% |
| Q3 | 23.1% | 17.6% | 15.6% | 21.4% | 29.4% |
| Q4 | 7.6% | 5.9% | 9.3% | 7.1% | 11.8% |
| Total | 100% | 100% | 100% | 100% | 100% |

2023 Timing of insurance renewals



Motor Insurance Premiums

Commercial vehicle fleet operators were asked to provide details of their current annual insurance premium, or, if they self-insure, the amount that is set aside for their commercial vehicle fleet. Note that costs by vehicle type display fluctuations from year-to-year, which are explained by a different mix of vehicle types and business uses amongst respondents.

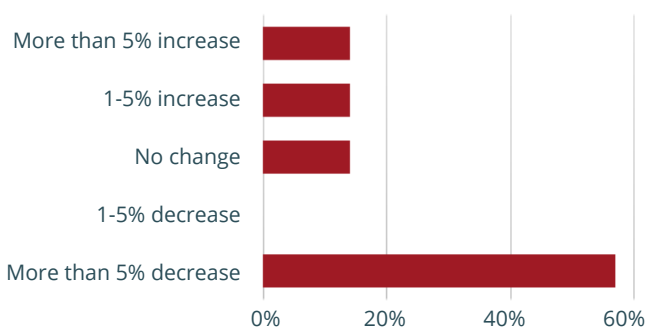
Average insurance premiums per vehicle

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|--------|--------|--------|--------|--------|
| Average annual motor insurance premium per vehicle across all truck types | €4,410 | €3,586 | €3,677 | €3,668 | €4,357 |

Motor insurance annual premiums by vehicle type

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|--------|--------|--------|--------|--------|
| 3.5 Tonnes vans GVW | €1,897 | €2,667 | €2,206 | €2,555 | €2,644 |
| Rigid vehicles 3.5 - 18 Tonnes GVW | €4,456 | €2,344 | €3,864 | €4,448 | €4,629 |
| 46 Tonnes articulated vehicles (3 axle tractor unit) | €4,363 | €4,827 | €4,262 | €4,718 | €4,827 |

2023 Change in insurance premiums



57.1% of commercial vehicle fleet operators reported an increase in their annual insurance premium at the time of their most recent renewal, with 21.4% indicating a rise in premiums of more than 10.0%.

Change in motor insurance premiums

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------------|-------------|-------------|-------------|--------------|-------------|
| More than 5% decrease | 7.7% | 12.5% | 9.1% | 7.7% | 14.3% |
| 1-5% decrease | 15.4% | 18.8% | 9.1% | 15.4% | 14.3% |
| No change | 15.4% | 31.2% | 9.1% | 15.4% | 14.3% |
| 1-5% increase | 7.7% | 6.3% | 45.5% | 7.7% | 0.0% |
| More than 5% increase | 53.8% | 31.2% | 27.3% | 53.8% | 57.1% |
| Total | 100% | 100% | 100% | 100% | 100% |
| Average | 3.9% | 3.3% | 4.2% | 13.9% | 3.3% |

Breakdown : more than 5% increase

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------|------|------|------|-------|-------|
| 6% - 9% | - | - | - | 15.4% | 28.6% |
| 10% | - | - | - | 0.0% | 7.1% |
| More than 10% | - | - | - | 38.4% | 21.4% |

Financial and Strategic Performance

Building on our research into the management of cashflows and working capital over the last three editions of our report, we once again investigated companies' approach. Broadly in line with our previous reports, we find that 43.8% of respondents believe they fully optimise their working capital. However, one-half admit they only partly achieve this, a figure that is line with our earlier findings and which continues to suggest that there is significant room for improvement across the industry.

Optimisation of working capital

| | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|
| Fully | 36.4% | 42.9% | 38.5% | 43.8% |
| Not at all | 9.1% | 7.1% | 7.7% | 6.2% |
| Somewhat | 54.5% | 50.0% | 53.8% | 50.0% |
| Total | 100% | 100% | 100% | 100% |

The majority of fleet operators face numerous cashflow challenges, with the biggest of these identified, once again, as managing delayed payments from customers.

Cashflow challenges

| | 2020 | 2021 | 2022 | 2023 |
|-----------------------------------|-------------|-------------|-------------|-------------|
| Bad debts | | | | |
| | 9.1% | 8.3% | 15.4% | 14.3% |
| Creditor/debtor terms | | | | |
| | 18.2% | 16.7% | 7.7% | 7.1% |
| Debt funding | | | | |
| | 9.1% | 8.3% | 7.7% | 7.1% |
| Delayed payment | | | | |
| | 27.3% | 25.1% | 23.1% | 42.9% |
| Other (e.g. Inventory Management) | | | | |
| | 9.1% | 8.3% | 7.7% | 0.0% |
| No challenges encountered | | | | |
| | 27.3% | 33.3% | 38.4% | 28.6% |
| Total | 100% | 100% | 100% | 100% |

This issue is clearly increasing in importance, with 42.9% of respondents identifying it as their biggest challenge

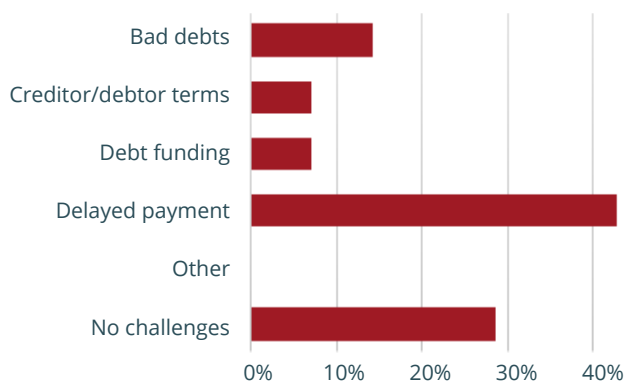
when it comes to managing cashflow, up from 23.1% last year. Managing bad debts continues to be a significant challenge for fleet operators, whilst managing creditor / debtor terms appears to be less of an issue. It is pleasing to see that almost one-third of fleet operators (28.6%) believe they do not face any significant cashflow challenges.

January continues to be the most crucial time of the year for fleet operators managing their cashflow. Just under one-quarter (23.5%) of companies report this as their most challenging time of the year. The 'turn of the year' period, encompassing the last and first two months of each year is the most challenging time for one-half (52.9%) of our respondents, with August also identified as a difficult month to navigate.

Monthly cashflow challenges

| | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|
| January | 57.1% | 47.6% | 31.4% | 23.5% |
| February | 14.3% | 9.5% | 18.8% | 17.6% |
| March | 0.0% | 7.1% | 6.2% | 5.9% |
| April | 0.0% | 0.0% | 6.2% | 5.9% |
| May | 0.0% | 0.0% | 0.0% | 5.9% |
| June | 0.0% | 0.0% | 0.0% | 0.0% |
| July | 0.0% | 0.0% | 6.2% | 5.9% |
| August | 0.0% | 0.0% | 0.0% | 17.6% |
| September | 0.0% | 0.0% | 0.0% | 0.0% |
| October | 0.0% | 7.1% | 6.2% | 0.0% |
| November | 0.0% | 9.5% | 12.5% | 5.9% |
| December | 28.6% | 19.0% | 12.5% | 11.8% |
| Total | 100% | 100% | 100% | 100% |

2023 Cashflow challenges



This year's research once again confirms that more than 80.0% of fleet operators undertake staff scenario planning, seemingly on a more frequent basis.

It is encouraging to see that over one-quarter of companies (29.4%) assess staff scenario planning weekly, and 41.2%, a sizeable increase from the 30.5% noted last year, do so each month. In addition to staff scenario planning, our research also identified that over three-quarters of respondents (76.9%) undertake succession planning to support the future growth and strategic direction of their businesses.

Undertaking staff scenario planning

| | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|
| Yes | 81.8% | 90.9% | 84.6% | 87.5% |
| No | 18.2% | 9.1% | 15.4% | 12.5% |
| Total | 100% | 100% | 100% | 100% |

Frequency of staff scenario planning

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------|----------|-------------|-------------|-------------|-------------|
| Daily | - | 7.7% | 7.1% | 0.0% | 5.9% |
| Weekly | - | 23.1% | 28.6% | 23.2% | 29.4% |
| Monthly | - | 30.7% | 21.4% | 30.5% | 41.2% |
| Quarterly | - | 23.1% | 35.8% | 38.5% | 17.6% |
| Annually | - | 7.7% | 0.0% | 0.0% | 5.9% |
| Other (Ad-hoc,) | - | 7.7% | 7.1% | 7.8% | 0.0% |
| Total | - | 100% | 100% | 100% | 100% |

Of those respondents that are undertaking capital expenditure, over one-half (53.8%) report that they manage this from their existing reserves, whilst almost a quarter (23.1%) use a combination of reserves and debt.

Growth in average planned capital expenditure amongst our respondents was significantly up from last year's findings, at 36.1%, highlighting some significant projects that are underway at a handful of companies amongst our research base. Just 7.2% of respondents (down from 15.4% last year) indicated that they will not be undertaking capital expenditure this year.

Capex Funding

| | 2020 | 2021 | 2022 | 2023 |
|---|--------------|--------------|--------------|--------------|
| Reserves | 57.1% | 55.2% | 54.5% | 53.8% |
| Combination - reserves and debt | 28.6% | 27.6% | 27.3% | 23.1% |
| Asset lender debt | 14.3% | 17.2% | 18.2% | 23.1% |
| Total | 100% | 100% | 100% | 100% |
| No Capex spend planned this year | - | - | 15.4% | 7.2% |

For those companies that are undertaking investment, the main priority in 2023 is technology, with almost two-thirds of respondents (63.6%) planning to invest in this area. Almost 60.0% of companies are investing in vehicles to support growth and efficiency in their operations, whilst a similar share will be investing in environmental projects and initiatives in the months ahead.

Capex Growth

| | 2020 | 2021 | 2022 | 2023 |
|---|--------------|-------------|-------------|--------------|
| Average change in expenditure year on year | -3.3% | 6.4% | 5.3% | 36.1% |

Capex Growth

| | 2021 | 2022 | 2023 |
|------------------------------------|-----------------|-----------------|-----------------|
| Average expenditure planned | €425,714 | €448,324 | €610,158 |

Areas of investment

| | 2022 | 2023 |
|--------------------------------------|-------|-------|
| Technology | 66.7% | 63.6% |
| Environmental projects / initiatives | 75.0% | 59.1% |
| Vehicles | 85.7% | 59.1% |
| Warehouses | 16.7% | 27.3% |
| Machinery / Equipment | 57.1% | 50.0% |
| NOTE: Share of respondents | | |

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Truck Operating Analysis

Fleet and Transport Costs

The following section analyses several important operating metrics for truck operators, by vehicle type including vehicle depreciation, distances travelled (including 'double running' where operators achieve this), vehicle ages and life spans, fuel costs and consumption, tyre life spans and maintenance costs and attributes.

Key metrics: 3.5 Tonnes vans GVW

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|--------|--------|--------|--------|--------|
| Purchase method (Share purchased outright) | - | - | - | 37.1% | 56.3% |
| Depreciation rate | 18.4% | 16.4% | 16.0% | 15.5% | 18.4% |
| Annual distance (km per vehicle) | 63,033 | 65,798 | 74,971 | 75,184 | 67,187 |
| Average age (per vehicle) by years | 3.9 | 3.2 | 3.7 | 4.7 | 5.3 |
| Anticipated vehicle life span (years) | 5.2 | 6.2 | 4.9 | 6.1 | 6.7 |
| Fuel consumption (Litres / 100 km) | 9.0 | 11.2 | 8.2 | 7.9 | 9.3 |
| Anticipated tyre life span (km) | 37,500 | 30,000 | 32,500 | 31,224 | 39,570 |
| Share of maintenance costs (Parts) | 21.9% | 24.8% | 25.8% | 21.7% | 20.5% |

Costs per vehicle: 3.5 Tonnes vans GVW

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------------|--------|--------|--------|--------|---------|
| Annual insurance premiums | €1,897 | €2,667 | €2,206 | €2,555 | €2,644 |
| Depreciation costs | €5,318 | €4,431 | €3,881 | €5,174 | €4,828 |
| Fuel cost | €7,488 | €9,788 | €7,807 | €8,434 | €11,809 |
| Maintenance costs | €2,679 | €1,614 | €1,046 | €2,675 | €2,677 |

Key metrics: Rigid vehicles 3.5 - 18 Tonnes GVW

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|--------|--------|--------|--------|--------|
| Purchase method (Share purchased outright) | - | - | - | 14.3% | 43.9% |
| Depreciation rate | 14.3% | 16.6% | 16.7% | 14.4% | 16.9% |
| Annual distance (km per vehicle) | 59,169 | 71,071 | 71,376 | 73,202 | 76,601 |
| Average age (per vehicle) by years | 5.6 | 7.0 | 6.1 | 6.1 | 6.0 |
| Anticipated vehicle life span (years) | 8.1 | 9.3 | 7.4 | 9.3 | 8.6 |
| Fuel consumption (Litres / 100 km) | 19.2 | 24.1 | 20.6 | 21.0 | 25.0 |
| Anticipated tyre life span (km) | 37,217 | 29,250 | 29,501 | 39,553 | 34,821 |
| Share of maintenance costs (Parts) | 42.8% | 35.0% | 36.7% | 40.0% | 44.5% |

Costs per vehicle: Rigid vehicles 3.5-18 Tonnes GVW

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------------|---------|---------|---------|---------|---------|
| Annual insurance premiums | €4,456 | €2,344 | €3,864 | €4,448 | €4,629 |
| Depreciation costs | €10,988 | €13,545 | €12,135 | €15,380 | €12,720 |
| Fuel cost | €15,098 | €22,609 | €18,673 | €21,829 | €36,194 |
| Maintenance costs | €6,273 | €7,310 | €6,473 | €8,213 | €9,307 |

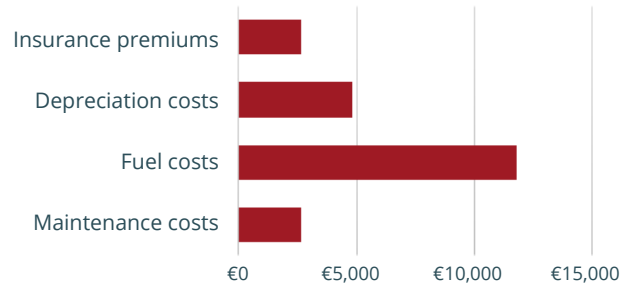
Key metrics: 46 Tonnes articulated vehicles (3 axle tractor unit)

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|---------|---------|---------|---------|---------|
| Purchase method (Share purchased outright) | - | - | - | 13.1% | 25.0% |
| Depreciation rate | 18.3% | 17.6% | 16.7% | 18.5% | 16.3% |
| Annual distance (km per vehicle) | 110,879 | 120,850 | 122,333 | 115,090 | 112,818 |
| Average age (per vehicle) by years | 5.2 | 3.8 | 4.1 | 4.1 | 5.0 |
| Anticipated vehicle life span (years) | 6.9 | 6.5 | 5.6 | 7.3 | 7.9 |
| Fuel consumption (Litres / 100 km) | 31.3 | 29.4 | 30.9 | 28.1 | 32.4 |
| Anticipated tyre life span (km) | 113,471 | 91,502 | 113,669 | 116,430 | 103,182 |
| Share of maintenance costs (Parts) | 48.0% | 54.2% | 39.0% | 39.4% | 47.0% |

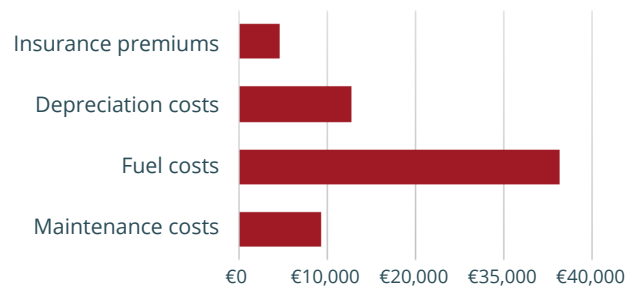
Key costs per vehicle: 46 Tonnes articulated vehicles

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------------|---------|---------|---------|---------|---------|
| Annual insurance premiums | €4,363 | €4,827 | €4,262 | €4,718 | €4,827 |
| Depreciation costs | €17,971 | €17,717 | €15,531 | €17,082 | €15,792 |
| Fuel cost | €46,123 | €47,255 | €48,007 | €45,923 | €69,085 |
| Maintenance costs | €9,173 | €8,292 | €9,225 | €10,409 | €10,813 |

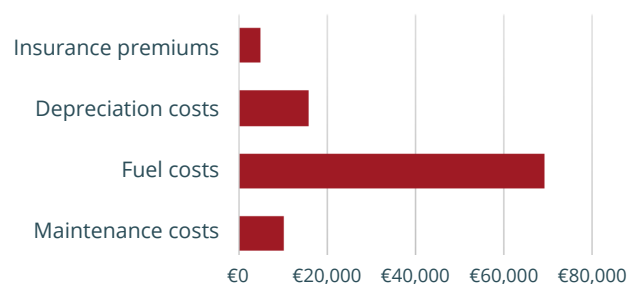
2023 Key costs: 3.5 Tonnes vans



2023 Key costs: Rigid 3.5 - 18 Tonnes



2023 Key costs: 46 Tonnes Articulated



Comparative analysis by vehicle type

The average age of the fleets identified below should be placed in context of our assertion that a significant share of this year's research respondents is derived from larger fleet operators. In line with previous editions of the report, we might expect the average age of vehicles to be higher.

Distance by vehicle type (km)

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------------------------|------|---------|---------|---------|---------|
| 3.5 Tonnes van GVW | - | 65,708 | 74,971 | 75,184 | 67,187 |
| Rigid vehicles 3.5 - 18 Tonnes GVW | - | 71,071 | 71,376 | 73,202 | 76,601 |
| 46 Tonnes articulated vehicles | - | 120,850 | 122,333 | 115,090 | 112,818 |

Age by vehicle type (years)

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------------------------|------|------|------|------|------|
| 3.5 Tonnes van GVW | - | 3.2 | 3.7 | 4.7 | 5.3 |
| Rigid vehicles 3.5 - 18 Tonnes GVW | - | 7.0 | 6.1 | 6.1 | 6.0 |
| 46 Tonnes articulated vehicles | - | 3.8 | 4.1 | 4.1 | 5.0 |

Maintenance costs by vehicle type

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------------------------|--------|--------|--------|---------|---------|
| 3.5 Tonnes van GVW | €2,679 | €1,614 | €1,046 | €2,675 | €2,677 |
| Rigid vehicles 3.5 - 18 Tonnes GVW | €6,273 | €7,310 | €6,473 | €8,213 | €9,307 |
| 46 Tonnes articulated vehicles | €9,173 | €8,292 | €9,225 | €10,409 | €10,813 |

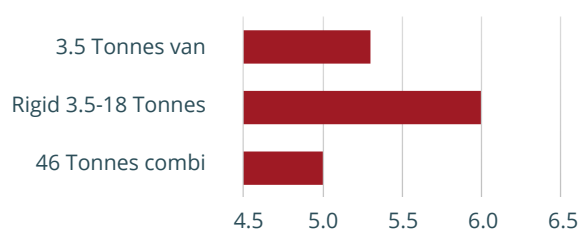
Primary source of maintenance by vehicle type

| 3.5 Tonnes vans GVW | 2022 | 2023 |
|--------------------------------------|-------------|-------------|
| In-house | 28.6% | 12.5% |
| Outsourced to third party | 42.9% | 50.0% |
| Outsourced - Manufacturer / Lease Co | 28.6% | 37.5% |
| Total | 100% | 100% |

| Rigid Vehicles 3.5 - 18 Tonnes GVW | 2022 | 2023 |
|--------------------------------------|-------------|-------------|
| In-house | 44.4% | 41.7% |
| Outsourced to third party | 11.1% | 25.0% |
| Outsourced - Manufacturer / Lease Co | 44.4% | 33.3% |
| Total | 100% | 100% |

| 46 Tonnes articulated vehicles (3 axle tractor unit) | 2022 | 2023 |
|--|-------------|-------------|
| In-house | 45.5% | 42.9% |
| Outsourced to third party | 18.2% | 28.6% |
| Outsourced - Manufacturer / Lease Co | 36.4% | 28.6% |
| Total | 100% | 100% |

2023 Age by vehicle type (years)



Fuel costs by vehicle type

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------------------------|---------|---------|---------|---------|---------|
| 3.5 Tonnes van GVW | €7,488 | €9,788 | €7,807 | €8,434 | €11,809 |
| Rigid vehicles 3.5 - 18 Tonnes GVW | €15,098 | €22,609 | €18,673 | €21,829 | €36,194 |
| 46 Tonnes articulated vehicles | €46,123 | €47,255 | €48,007 | €45,923 | €69,085 |

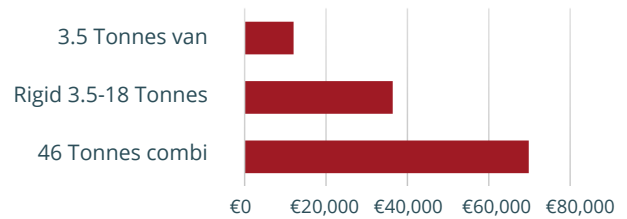
Average depreciation costs by vehicle type

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------------------------|---------|---------|---------|---------|---------|
| 3.5 Tonnes van GVW | €5,318 | €4,431 | €3,881 | €5,174 | €4,828 |
| Rigid vehicles 3.5 - 18 Tonnes GVW | €10,988 | €13,545 | €12,135 | €15,380 | €12,720 |
| 46 Tonnes articulated vehicles | €17,971 | €17,717 | €15,531 | €17,082 | €15,792 |

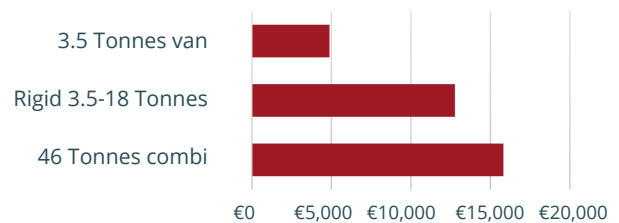
Annual insurance premiums by vehicle type

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|------------------------------------|--------|--------|--------|--------|--------|
| 3.5 Tonnes van GVW | €1,897 | €2,667 | €2,206 | €2,555 | €2,644 |
| Rigid vehicles 3.5 - 18 Tonnes GVW | €4,456 | €2,344 | €3,864 | €4,448 | €4,629 |
| 46 Tonnes articulated vehicles | €4,363 | €4,827 | €4,262 | €4,718 | €4,827 |

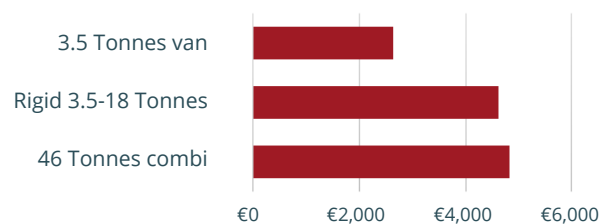
2023 Fuel costs by vehicle type



2023 Depreciation by vehicle type



2023 Insurance premiums by vehicle type



The Tachograph Management Solution from FTA Ireland



For just **€65** a month, FTA Ireland will review and interrogate your Tachograph compliance performance and identify where your gaps are.

The service includes:

- remote quarterly KPI exception reporting detailing:
 - missing mileage
 - driving without a card
 - trend analysis
 - vehicle and driver upload compliance
- expert guidance and analysis, saving you valuable time

Key benefits

- **Saves time** – we identify the gaps in your compliance and offer guidance on rectification.
- **Expertise** – our compliance advisors know how the RSA want data collated and presented, and the type of management systems they want to see.
- **Data analysis** – we will cut through the data to pinpoint the drivers that need your attention.
- **Peace of mind** – you can prove to the authorities that you are taking all reasonable steps to manage infringements downwards.
- **Development** – our service allows you to prioritise training and development for drivers that need it most.



ENERGY



Procurement, Energy & Eco-Drive Training

About Enprova

As Ireland's largest private funder of energy savings projects, our remit is to help Ireland save energy and in so doing reduce emissions. We run the highly successful FTAI fleet fuel saving programme (ECOfleet is now Green Standard) which reports into the Global Logistics Emissions Council from Smart Freight Centre. Between 2014-2022 FTAI members and others working with Enprova cumulatively avoided emitting over 160,886 tCO₂e.

As part of its obligations under the Energy Efficiency Obligation Scheme (EEOS), Enprova have sponsored this section of the report.

Improving Fuel Management Leads to Improved Performance

Respondents this year have demonstrated the impact of energy and fuel management with a sustained reduction in L/100km year on year, helping to increase their profitability and reduce emissions per km travelled (over 95.7% of vehicles are Euro VI [sic]).

With the Irish population growing to its 2030 projection of 5.2 million in 2022, and the economy booming, the Department of Enterprise, Trade and Employment (DETE) indicate that the projected freight Tonne.km increase by 91.0% to 2050 will be likely exceeded (globally freight volumes are expected to increase 230.0% - International Transport Forum).

As a result, efficient operation and new alternatively fuelled vehicle procurement has never been more important to managing the costs of distribution with 36.0% now operating alternatively fuelled vehicles compared to 2021. It is good to see battery electric trucks being explored by 35.7% of respondents, reflecting the increasing numbers now on Irish roads. Ninety-nine per cent of Ireland's freight by volume goes by road, making road freight the key enabler for jobs and economic growth with over 50,000 direct employees (2).

With the average age of vehicles on our roads increasing year on year, the Alternatively-Fuelled Heavy-Duty Vehicle (AFHDV) Grant (administered by Transport Infrastructure Ireland (TII) on behalf of the DoT) is a welcome help to purchase more efficient and cleaner vehicles, justifying fuel suppliers' investment in new fuelling and EV charging technology (see <https://www.fuelsforireland.ie/news/ev-charging-point-report>). It is encouraging to see increased interest in alternatively fuelled vehicles, with 25.0% of respondents expecting to be operating them by 2028 (delays explained by 12+ month lead times from manufacturers).

Sustained attendance at the FTAI alternative fuels working group (see <https://www.ftai.ie/alternative-fuels-working-group>) attests to ongoing interest.

Understandably the industry is focussed on managing its existing vehicles using fuel cards and telematics, and it's reassuring to see participation in fuel management and carbon reporting training increasing year on year to over 70.0%. (see <https://www.ftai.ie/green-standard-training-gst>). With the sustained increases in energy prices experienced since February 2022, it has never been more important to maximise fuel performance. Managing fuel and emissions through educating managers and drivers (with the aim of reducing fuel consumption and CO₂ emissions) is proven to save thousands every year. Furthermore, programmes such as the FTA Logistics Apprenticeship scheme and eco-driving training for drivers (Enprova funded) are another step towards this (we note that 69.5% of drivers are now trained according to respondents).

The Future, Carbon Budgets

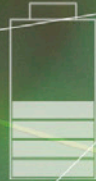
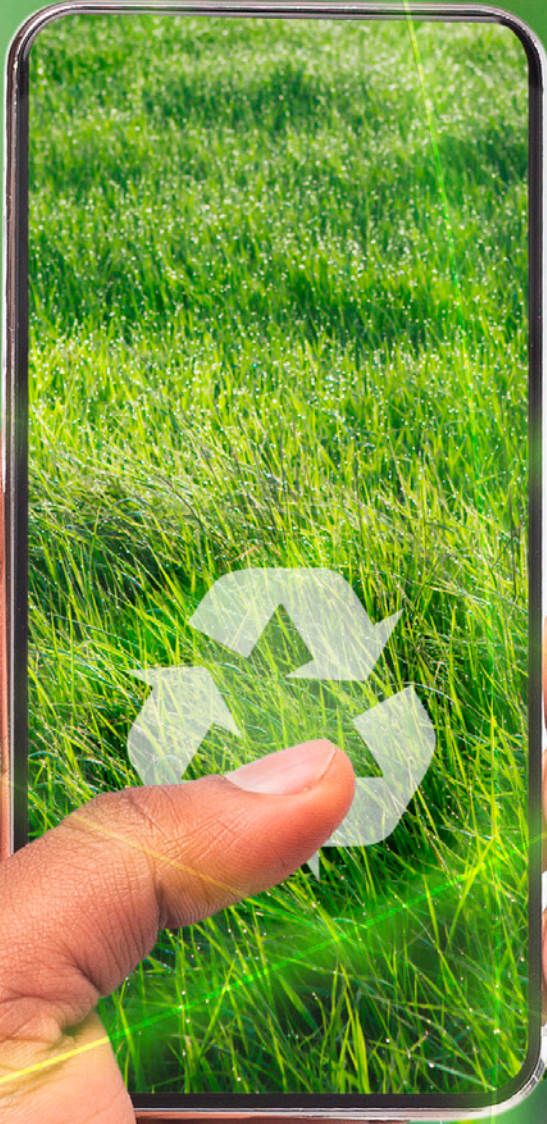
Enprova was set up by Fuels for Ireland (3) in 2014 to achieve the energy efficiency targets set by Government under the EEOS, a major contributor to Ireland's non-ETS emissions reductions to date. Our support for fleets continues to 2030. We aid and incentivise fleets to make energy and fuel efficiency gains, to contribute to their company's bottom line profit and carbon budgeting (4). Our funding and FTAI members' actions contribute to Ireland's Carbon Budget targets by rewarding improvements in energy performance over time.

Enprova is delighted to see this extremely useful survey published and look forward to seeing it progress in the coming years.

- 1) 10 Year Haulage strategy <https://www.gov.ie/en/publication/3d568-ten-year-strategy-for-the-haulage-sector/#>
- 2) Source DTTAS/IGEES Transport Trends 2019
- 3) See <https://www.fuelsforireland.ie/> formerly the Irish Petroleum Industry Association (IPIA)
- 4) In Ireland, the carbon budget is set by law. The Climate Action and Low Carbon Development (Amendment) Bill sets out how carbon budgets will be set in Ireland.

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Managing your Fleet

In this section of the Manager’s Guide to Distribution costs we explore how commercial vehicles are procured in Ireland, the use of, and demand for alternative fuelled vehicles, the reporting and monitoring of fuel consumption, approaches to transport management and the actions operators are taking to save fuel.

Vehicle Procurement

Just under one-half (44.7%) of commercial vehicle operators in Ireland pass responsibility for the acquisition of vehicles to a leasing company, whilst almost one-third (32.8%, up from 25.0% last year) issue RFQs, or tenders, based on price. Almost one-quarter of operators are issuing RFQs, or tenders, based on the anticipated life cycle costs of their vehicles.

Vehicle procurement decision making

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------------------------|-------|-------|-------|-------|-------|
| Liifecycle costs | | | | | |
| | 9.1% | 11.7% | 21.4% | 31.2% | 22.5% |
| Price | | | | | |
| | 27.3% | 47.1% | 21.4% | 25.0% | 32.8% |
| Leasing company responsibility | | | | | |
| | 63.6% | 41.2% | 57.2% | 43.8% | 44.7% |
| Total | | | | | |
| | 100% | 100% | 100% | 100% | 100% |

Alternative Fuels

Though in recent years, there has been a high level of uncertainty as to the likely technological pathway for decarbonising HGVs, this pathway is now becoming clearer, with electric trucks emerging as the preferred technology. However, the path and pace of this transition remains less clear, with ICE vehicles expected to make up a substantial majority of the on-road fleet in 2030 and beyond.

Transitional measures, such as the use of renewable transport fuels, will be needed to reduce emissions in existing vehicles while the widespread take up of electric trucks begins towards the end of this decade. Hydrogen as a fuel is not expected to play a significant role in the decarbonisation of the road freight sector before 2030. Our respondents this year indicate there are increased levels of interest in battery electric vehicles, whilst a ‘solid’ share is exploring the use of natural gas vehicles.

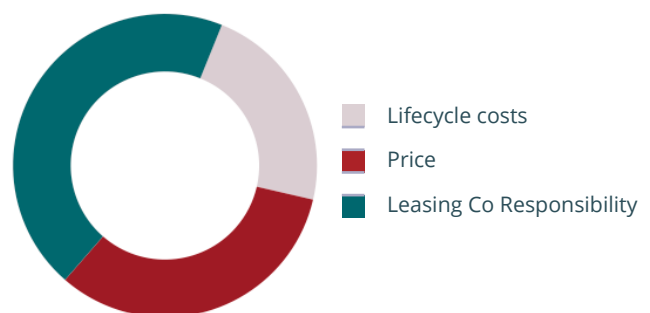
Companies actively exploring alternative fuels

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------------|-------|-------|-------|-------|-------|
| Battery / Electric | | | | | |
| | 0.0% | 29.4% | 55.6% | 33.0% | 35.7% |
| Hybrid Electric | | | | | |
| | 8.3% | 6.7% | 22.2% | 36.4% | 14.3% |
| Natural Gas | | | | | |
| | 41.6% | 55.3% | 55.5% | 36.4% | 35.6% |

Further data on the use of alternative fuelled vehicles in Ireland is provided in the market data appendix. For the second time in our series of reports, we asked respondents the extent to which they had embraced the use of alternatively fuelled vehicles in their commercial vehicle fleets. Over one third of our respondents (35.7%) claimed that they were operating alternatively fuelled vehicles in 2022, a figure that dropped to 16.7% this year. However, when re-calibrating the research base to account for changes in respondents from year to year, and compare ‘like with like’, we see that 36.4% are utilising alternatively fuelled vehicles in 2023, very much in line with our findings last year.

For the first time in our series of reports, we asked respondents that are not currently operating alternatively fuelled vehicles, when they expect to do so. One-third of respondents stated that they have no confirmed timescales to invest, whilst a similar share stated that it would be at least 2027 before any investment is made.

2023 Vehicle procurement decision making



Reporting and Monitoring Fuel Consumption

For the third time, we asked our fleet operator respondents to identify the cost savings that they are making from the use of alternative-fuelled vehicles. For those of our respondents using alternative energies, across all fuel types, the average cost saving was 4.2%, up from 2.9% last year and closer in line with our findings in 2021.

If respondents are not currently operating alternative fuel vehicles, when do they expect to?

| | 2023 |
|------------------------|-------------|
| 2023 | 8.3% |
| 2024 | 8.3% |
| 2025 | 16.7% |
| 2026 | 0.0% |
| 2027 | 8.3% |
| 2028 | 25.0% |
| No confirmed timescale | 33.3% |
| Total | 100% |

Alternative fuelled vehicles cost saving strategies

| | 2021 | 2022 | 2023 |
|--|------|-------|-------|
| Cost saving through the use of alternative fuels in CV fleet | 5.1% | 2.9% | 4.2% |
| Share of operators using diesel rebate schemes | - | 69.2% | 61.5% |
| Share of operators using fuel escalators | - | 38.5% | 57.1% |

In their attempts to save money on fuel, 61.5% of our respondents identified that their commercial vehicle fleets make use of DRS (Diesel Rebate Scheme), whilst a much higher share of companies (57.1%, up from 38.5% last year) have fuel escalators in place in customer contracts, a transparent method of dealing with fluctuating fuel prices, as a surcharge both increases and decreases in line with the actual fuel prices paid.

Over 70.0% of our research respondents indicate that fuel cards are used monitor fuel consumption for commercial vehicle fleets. Almost a quarter of companies (21.4%) use a combination of approaches to report fuel use, whilst just 7.2% use other, bespoke systems, largely defined as 'manual' reporting, based upon driver feedback and logging / data recording.

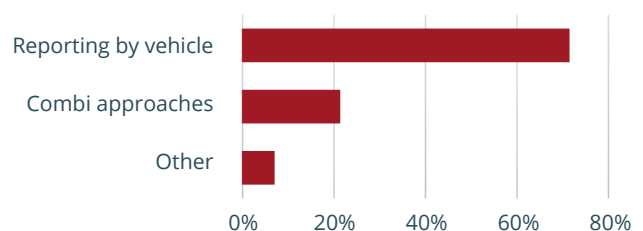
The challenges that research respondents see in collecting, reporting and analysing fuel data are numerous, and remain consistent with feedback received in previous years. They include managing the complexity of multiple sources of data, difficulties with tracking the performance of hired, or replacement vehicles alongside a company's core fleet, and being able to allocate enough time and resource to do justice to the data that is generated, especially during periods of high growth and 'peak' season.

Reporting and monitoring fuel consumption

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|
| Fuel Card / Reporting by vehicle | 72.7% | 53.3% | 50.0% | 61.5% | 71.4% |
| Combination of approaches | 9.1% | 40.0% | 40.0% | 23.1% | 21.4% |
| Other | 18.2% | 6.7% | 10.0% | 15.4% | 7.2% |
| Total | 100% | 100% | 100% | 100% | 100% |

NOTE: 'Combination' frequently refers to use of fuel cards and telematics systems. 'Other' is defined as manual reporting or in-house systems based upon driver feedback and logging

2023 Monitoring fuel consumption



How is This Fuel Data Used?

Our research identifies that fuel data is put to very good use by fleet operators across Ireland. More than nine-of-ten companies use fleet data to report performance to senior management on a regular (weekly/monthly basis), whilst three-quarters of respondents also use the data to assist in the training of staff and drivers and over 80.0% use it in the procurement of new vehicles.

Over one-half of companies use fuel data to enhance their communications with customers and almost three-quarters use such data to promote their company's 'green' credentials and sustainability efforts.

Respondent share stating that fuel data is used to:

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|------|-------|-------|-------|-------|
| Report to senior management on a weekly / monthly basis | - | 82.4% | 83.3% | 86.7% | 94.4% |
| Assist in training of staff and drivers | - | 70.6% | 75.0% | 86.7% | 77.8% |
| Support procurement of new vehicles | - | 88.2% | 91.7% | 85.7% | 83.3% |
| Allocate specific work to vehicles | - | 52.9% | 58.3% | 64.3% | 50.0% |
| Enhance communication with customers | - | 37.5% | 58.3% | 50.0% | 55.6% |
| Promote company's sustainability efforts | - | 76.5% | 66.7% | 80.0% | 72.2% |

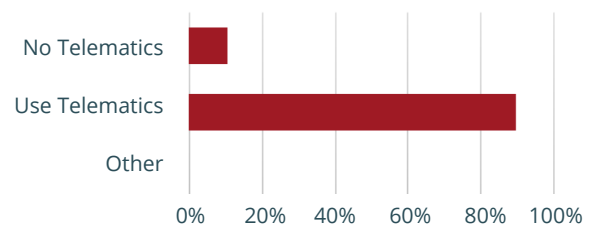
Transport Management and Planning

How do fleet operators plan and control vehicle use in commercial vehicle fleets in Ireland? Almost nine-out-of-ten (89.4%) use vehicle telematics or tracking, whilst just one-in-ten operators do not use any system of telematics or tracking.

Methods used to plan and control vehicle usage

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------------|-------------|-------------|-------------|-------------|
| No Telematics or Tracking currently used | 15.4% | 5.6% | 8.3% | 6.7% | 10.6% |
| Currently use Telematics or Tracking | 61.5% | 77.8% | 83.4% | 86.6% | 89.4% |
| Other | 23.1% | 16.6% | 8.3% | 6.7% | 0.0% |
| Total | 100% | 100% | 100% | 100% | 100% |

2023 Transport planning methods



Driver Ecodrive Training

| | 2021 | 2022 | 2023 |
|--|-------|-------|-------|
| Average share of drivers that have been Ecodrive trained or similar training with the aim to save fuel | 62.1% | 57.4% | 69.5% |

Company Transport Management and Planning

Amongst our respondents, for the fifth year in a row, average annual costs related to transport management were once again in excess of €30,000. Transport management and planning costs are defined as the total financial cost for tools used by operators to plan, control and monitor their commercial vehicle fleet. This includes costs of initial system purchase and / or ongoing fees. If an in-house developed system is used, we identified the financial costs allocated to the system’s upkeep, maintenance and development.

Transport management and planning costs

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---------|---------|---------|---------|---------|
| Average annual cost of transport management and planning | €32,520 | €34,274 | €33,515 | €31,855 | €31,789 |
| Average annual cost of transport management and planning (Cost per vehicle) | €845 | €923 | €1,035 | €844 | €1,007 |

Action and Incentives to Save Fuel

Amongst the companies taking part in our research this year, on average, 69.5% of drivers, up from 57.4% last year, have received ‘ecodrive’ training.

One-half of commercial vehicle fleet operators (52.9%) do not offer their staff incentives to save fuel. Amongst those operators that do offer fuel saving incentives, there remains no general consensus on how best to achieve this, and a mix of approaches, across both non-monetary and purely financial-based incentives are used. Amongst those operators offering financial incentives, on average €416 is spent per year, per driver, to encourage more efficient use of fuel, double the amount recorded in our first edition of the report in 2019.

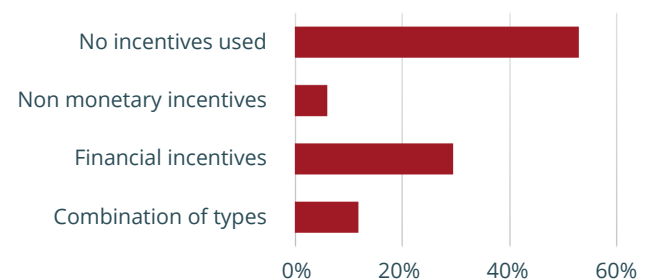
Actions and incentives to save fuel

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|
| No incentives used | 61.5% | 35.3% | 38.4% | 35.7% | 52.9% |
| Non monetary incentives used | 15.4% | 29.4% | 7.7% | 21.4% | 5.9% |
| Financial incentives used | 7.7% | 23.5% | 46.2% | 35.7% | 29.4% |
| Combination of incentives used | 15.4% | 11.8% | 7.7% | 7.2% | 11.8% |
| Total | 100% | 100% | 100% | 100% | 100% |

Incentive levels to save fuel

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---------|---------|---------|---------|---------|
| Average annual incentive costs incurred to save fuel (By company) | €12,273 | €13,182 | €18,874 | €16,953 | €17,691 |
| Average annual incentive costs incurred to save fuel (By driver) | €207 | €190 | €321 | €403 | €416 |

2023 Actions / incentives to save fuel



ARE YOU STRUGGLING FOR TIME TO HIT YOUR FUEL SAVING TARGETS?

MAKE SURE YOU GET YOUR ENERGY CREDITS FOR HELP TOWARDS:

- FUEL PERFORMANCE
- FLEET MANAGEMENT
- ALTERNATIVE FUELS AND VEHICLES
- ECODRIVE TRAINING
- ENERGY AUDITS
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Decarbonisation Challenges

For the Freight Distribution and Logistics sector

In Ireland almost 99.0% of freight is moved by land transport due to the significantly lower contribution of other modes of transport (In Europe it is approx. 75.0%). Transport accounts for approximately 18.0% of Ireland's greenhouse gas (GHG) emissions and diesel-powered Heavy Goods Vehicles (HGVs) and buses produce 38.0% of our road transport emissions, but only account for 4.0% of vehicles on our roads. The road to transition to alternative fuels that produce zero emissions is a difficult one for the Heavy Goods Vehicle Operator fleets due to the limited supply of affordable and available alternatively fuelled vehicles, the significant cost differential between new fuel and traditional diesel vehicles, and the main issue, which is the availability of infrastructure to support a sustained transition.

In line with meeting EU ambition, the Irish Government has committed to achieving a 50.0% reduction in Ireland's overall Green House Gas emissions from 2021 to 2030, and to achieving net-zero emissions no later than 2050. These legally binding objectives are set out in the Climate Action and Low Carbon Development (Amendment) Act 2021. The recently published Climate Action Plan 23 for the first time has a special focus on the Haulage and Heavy Goods Road Freight Sector. The report highlights the overall abatement required of the heavy goods sector will be to deliver a circa 10.0% reduction in emissions relative to 2018 levels by 2030. This is no mean feat, the demand for freight will increase where volumes are projected to grow by 91.0% (Tonne/Km to 2050 and must still reduce its GHG/CO2 to net zero by 2050) and during the same period Ireland's population is projected to increase by one million to approximately 6.0 million people.

Meeting the 2030 transport abatement targets as detailed in the Climate Action Plan '23 will require transformational change and accelerated action across all key decarbonisation channels. Some of the key considerations contained in the climate action plan:

- Biofuels have played a significant role in reducing transport emissions and will remain a core transitional measure for the medium-term reduction of GHG emissions.
- The renewable transport fuel obligation scheme will see the renewable fuel blend in diesel increase to 20.0% by 2030
- Lack of immediate alternatives means a majority of HGV operators will be subject to a continued reliance on diesel fuel.

- As the majority of emissions abatement by 2030 will be carried by decarbonisation of the private car fleet and shift to sustainable transport, the overall abatement required of the heavy goods sector will be to deliver a circa 10.0% reduction in emissions relative to 2018 levels.
- A net-zero decarbonisation pathway for transport must seek to reduce demand, through mechanisms that lessen or avoid the need for unnecessary travel by unsustainable means.
- Separate considerations for Freight Distribution is highlighted and is clear recognition that it will require different solutions for heavy goods vehicles.
- In recognition of the sector's exposure to the rising fuel cost trajectory envisioned under carbon tax increases that will be required to reduce the 'competitive advantage' held by fossil fuelled vehicles over sustainable alternatives, the Department of Transport is engaged in further research regarding taxation and renewable fuels used in the sector.

Whilst it is acknowledged that decarbonisation is a particularly difficult challenge for the freight distribution and logistics sector, progress is being made and there are many examples of leaders in the industry who have moved to alternative fuelled commercial freight distribution such as CNG fuelled (non 100.0% Biomethane) and the first fully electric articulated trucks have been introduced in Ireland in 2023.

Industry ambition must be matched by the State's support and investment in infrastructure. The Alternatively Fuelled Heavy-Duty Vehicle grant scheme will continue to be supported through ZEV1, and this is important in bridging the significant price differential between conventional diesel-powered commercial vehicles and alternatively fuelled equivalents. There are other changes necessary to support more ambitious investment in Light Commercial Vehicles including an overhaul of the vehicle registration tax (VRT). Currently electric vehicles are inviting higher tax burdens due to the weight of the battery and incurring significantly higher VRT charges than the diesel equivalent due to the pricing differential of the vehicles, which acts as a deterrent to invest in environmentally friendly low emission vehicles.

The Freight Transport Associations' alternative fuel working group is providing evidence that there is strong ambition to decarbonise, however the challenges remain.

Consideration must be given to understanding the cost associated with transitioning to newer fuelling technologies, the availability of the technologies, the lifespan of the new technologies and most importantly, the infrastructure available to support the effective transition to newer fuelling technologies. It is reasonable to assume that for new technologies to be introduced they must make business sense, be sustainable (in the sense that they are not short-term solutions) and most importantly affordable.

With regard to Environmental, Social and Governance (ESG) obligations on organisations, more information and guidance is required that is sector specific, highlighting actions for organisation to consider now. Reporting and recording what your organisation does to reduce emissions might seem like a lot of hard work that your limited resources cannot afford to spend time on, however, the counter argument is that the routine of documenting changes and the impact the implemented changes are having will not only help your organisation be a leader in environmental management practices, but will also deliver to your bottom line with reduced spend on fuel and maintenance costs, for example. Whilst Environmental, Social and Governance (ESG) concerns are new to many, FTA Ireland was founded on the accreditation programme now known as TruckSafe in 2010. 'ESG' is our DNA.

As part of your documented plan to meet environmental obligations consideration of the methodology of Avoid, Shift and Improve, will help and some examples of this in a transport context are detailed here:

AVOID

- Vehicle Kilometres - reduction in 20.0% of KM driver
- Fuel Usage- 50.0% reduction in fuel consumed.
- Empty Running
- Longer Trailers = Less journey (Policy initiative)

SHIFT

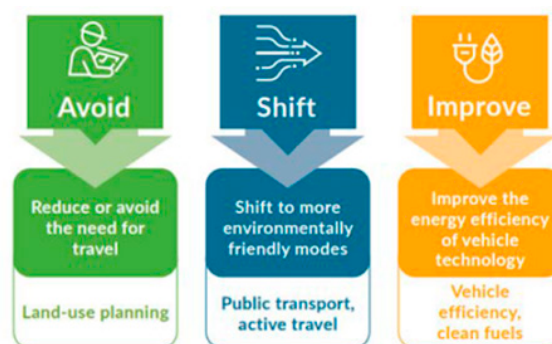
- Sustainable Transport Trips - Roll-out of sustainable demand management measures informed by National Demand Strategy
- Consolidate Loads and review average distances travelled with partial or empty loads.
- For consignors, buy services from recognised TruckSafe Green Standard operators.

IMPROVE

- Alternative fuelled vehicles
- Eco Driver Training reduces fuel burn, document it!
- Route Optimisation
- Fuel Management Plan
- Organisation environmental policy with clear goals and objectives

The Government and other State stakeholders including local authorities must develop stronger collaborative engagement with industry to develop a road map to transition to alternative fuelled vehicles. Setting ambitious targets for decarbonisation must take account of the unique challenges posed by the cost of infrastructure investment to support a nationwide alternative fuelled fleet. Other significant challenges include the cost of alternatively fuelled vehicles and the increased cost of the energy to supply those vehicles, which is at this moment in time unaffordable for most organisations.

Green procurement should focus on fuel management plans and evidence of those plans, age of the fleet and the documented ESG plans of organisations. Clear guidance and information on (Transport Service) green procurement requirements should be published by government to help all understand, plan and evaluate the requirements. For FTA Ireland members, engaged in the TruckSafe Standard, you are already documenting your fuel management and journey to net-zero. So, the message is clear to those looking to procure goods and services from audited organisations that meet Environmental, Social and Governance practices, use the services of certified FTA Ireland TruckSafe Standard members!



Diploma

Cer

QUALIFICATION

Experience

E

Training

Studies

Employment, Wages and Training

Drivers' Employment Status, Conditions and Nationality

Across commercial vehicle fleet operators in Ireland, more than seven-out-of-ten drivers (71.5%) are employed on a full-time basis. 4.6% are sub-contractors and 7.6% are classified as 'agency' staff.

Drivers' employment status

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------|-------------|-------------|-------------|-------------|-------------|
| Full time | 62.6% | 76.4% | 71.7% | 72.7% | 71.5% |
| Part time | 4.2% | 2.2% | 3.4% | 6.4% | 3.0% |
| Subcontractors | 27.0% | 9.1% | 15.0% | 8.6% | 4.6% |
| Agency | 3.6% | 4.1% | 7.1% | 6.5% | 7.6% |
| Seasonal | 2.6% | 8.0% | 2.8% | 5.8% | 13.3% |
| Total | 100% | 100% | 100% | 100% | 100% |

Drivers gender

| | 2022 | 2023 |
|---------------------------------|------|------|
| Share of drivers that are women | 2.2% | 2.6% |

Following our initial research last year, we once again asked respondents to segment their drivers by gender, and age, highlighting that just 2.6% of drivers are female.

Just 7.3% of drivers are aged 30, or younger, with 18.9% aged between 31 and 40, meaning that only around one-quarter (26.2%) of drivers are aged 40 or younger. Over one-third of drivers (38.3%) are aged between 41 and 50, whilst 35.5% are 51 and above, with 9.8% being 60 or older.

Drivers' age

| | 2022 | 2023 |
|---------------|-------------|-------------|
| 30 or younger | 6.6% | 7.3% |
| 31 - 40 | 14.4% | 18.9% |
| 41 - 50 | 37.9% | 38.3% |
| 51 - 60 | 28.9% | 25.7% |
| 60 or older | 12.2% | 9.8% |
| Total | 100% | 100% |

The salary figure identified below is calculated as an average across all vehicle types. Note that the average salary does not include any amounts allocated for subsistence or overtime. Across our respondents, average drivers' basic salaries increased by 5.6% in 2019, by 4.2% in 2020, by 3.5% in 2021, jumping 11.6% in 2022 and rising 6.0% in 2023.

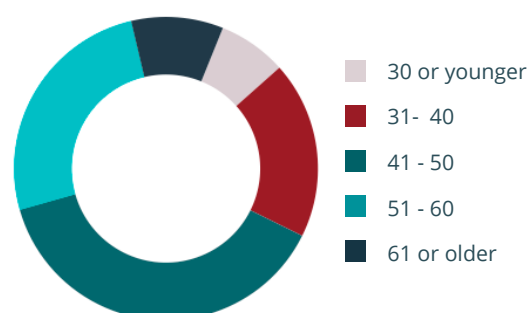
Our research highlights that over three-quarters of fleet operators (77.8%) have increased driver salaries in the last 12 months.

A more detailed analysis, illustrating higher growth rates for specific vehicle types, is provided on the following pages.

Drivers' salaries (per annum)

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---------|---------|---------|---------|---------|
| Average drivers' basic salary | €34,394 | €35,839 | €37,090 | €41,395 | €43,863 |
| Average annual change in drivers' basic salary | 5.6% | 4.2% | 3.5% | 11.6% | 6.0% |
| 77.8% of companies have increased drivers' salaries last year | | | | | |
| 5.6% is the average increase across respondents | | | | | |

2023 Drivers by age group



Green Standard Training (GST)

Climate action training for fleet operators



Ireland



FTA Ireland provide a range of membership driven safety and environmental standards; **TruckSafe**, **VanSafe** and the recently launched **PassengerSafe**. TruckSafe has bronze, silver and gold levels of increasing scrutiny and performance requirements.

Since 2021 the Green Standard level has been available to silver and gold standard members, the safety standard is recognised by the Health and Safety Authority and Road Safety Authority, the Green Standard certification is backed by an Enprova funded fuel performance bonus paid annually for continuous improvement in L/100km (regulated under the EEOS by SEAI). The scheme now wants to move on to a more formal training programme for those fleets applying for Green Standard accreditation.

This training course will equip Transport Managers with the skills and tools to review the efficiency of their truck fleet, and to introduce a fuel management program that can potentially save 5% of fuel use

in year 1. The course covers the five pillars of truck fleet efficiency: fuel management, driver and staff skills, vehicles and maintenance, performance monitoring and information technology.

This two-day training explains the challenges, how to set science-based targets in line with Ireland's carbon budgets and most importantly **how to reduce fuel use, cost and emissions with the vehicles you have now.**

- 1 **Climate context and the business case**
- 2 **Significant users and activity data**
- 3 **Targets and opportunities**
- 4 **Get going: action plan**
- 5 **Pitch [draft] action plan and policy**

Delivered as **2 full days in person** leading to a signed action plan.

Price on application

Visit ftai.ie/public-courses, call **01 8447516*** or email info@ftai.ie to book your place!

On average, across all vehicle types, commercial vehicle drivers are entitled to around 20 days' holiday per year. Three-quarters (76.5%) of commercial vehicle fleet operators offer drivers 20 days' holiday per year. Just over half (52.9%) of commercial vehicle fleet operators in Ireland increase the amount of holiday entitlement awarded to employees based upon length of service.

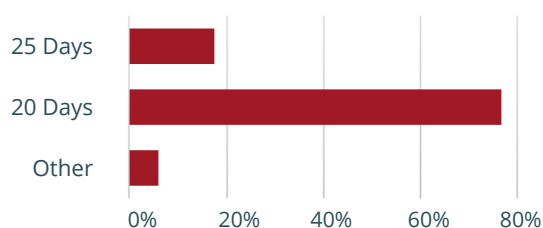
Drivers' holiday entitlement

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------|-------|-------|-------|-------|
| Average drivers' holiday entitlement: days per year | 21.2 | 22.0 | 21.0 | 20.6 | 20.3 |
| Share of companies with holiday policies changing by length of service | 38.5% | 56.3% | 58.3% | 54.5% | 52.9% |

Drivers' holiday entitlement

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|-------------|
| 25 Days | 15.4% | 18.8% | 15.4% | 21.3% | 17.6% |
| 20 Days | 53.8% | 56.2% | 69.2% | 71.4% | 76.5% |
| Other | 30.8% | 25.0% | 15.4% | 7.3% | 5.9% |
| Total | 100% | 100% | 100% | 100% | 100% |

2023 Drivers holiday entitlement



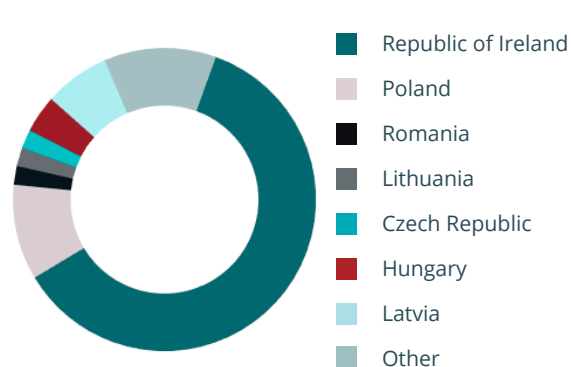
Almost two-thirds of drivers of commercial vehicles in Ireland (60.6%) are born in the country. For the third successive year, our research indicates that a significant number of drivers hail from Poland. In addition to Poland, a wide range of Eastern European countries (including Romania, Lithuania, Czech Republic, Hungary, Latvia, Bulgaria, Estonia, Slovakia) providing drivers to Ireland's fleet operators.

Drivers' nationality

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|-------------|-------------|-------------|-------------|-------------|
| Republic of Ireland | 70.6% | 65.6% | 62.4% | 65.6% | 60.6% |
| Poland | 14.5% | 14.7% | 15.2% | 15.5% | 11.6% |
| Romania | - | - | - | - | 6.8% |
| Lithuania | 2.6% | 6.4% | 5.0% | 5.8% | 3.9% |
| Czech Republic | - | - | - | 2.7% | 2.3% |
| Hungary | - | - | - | - | 2.3% |
| Latvia | - | - | - | 2.1% | 2.3% |
| Other | 5.4% | 10.8% | 14.2% | 8.3% | 10.2% |
| Total | 100% | 100% | 100% | 100% | 100% |
| N Ireland / UK | 6.9% | 2.5% | 3.2% | 0.3% | 1.2% |

NOTE: 'Other' includes: Bulgaria, Estonia, Slovakia, UK (inc NI), Portugal, Germany, non-EU (incl. South Africa) and more...

2023 Drivers by nationality



Drivers' Employment Conditions by Vehicle

After two successive years of high growth rates, average basic weekly wages for drivers of rigid commercial vehicles increased marginally in 2023. For drivers of articulated vehicles, basic weekly wages increased 10.5% this year, as gross wages amongst our respondent base grew by 4.7%.

Drivers: 3.5 Tonnes vans GWV

| | 2023 |
|-------------------------------------|--------|
| Basic weekly wage | €525 |
| Gross weekly wage | €573 |
| Basic weekly hours | 37.2 |
| Average weekly hours (inc overtime) | 37.7 |
| Gross hourly wage | €15.19 |

Drivers: Rigid vehicles

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|--------|--------|--------|--------|--------|
| Basic weekly wage | €577 | €590 | €659 | €808 | €810 |
| Gross weekly wage | €628 | €645 | €730 | €888 | €889 |
| Basic weekly hours | 38.3 | 41.1 | 41.1 | 43.8 | 44.8 |
| Avg weekly hours | 42.7 | 42.4 | 41.6 | 47.4 | 46.7 |
| Gross hourly wage | €14.81 | €15.11 | €17.55 | €18.73 | €19.04 |

Drivers: Articulated vehicles

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|--------|--------|--------|--------|--------|
| Basic weekly wage | €679 | €682 | €731 | €790 | €873 |
| Gross weekly wage | €788 | €782 | €884 | €915 | €958 |
| Basic weekly hours | 44.2 | 44.4 | 45.1 | 45.7 | 41.8 |
| Avg weekly hours | 47.3 | 46.9 | 50.6 | 48.3 | 44.9 |
| Gross hourly wage | €16.66 | €16.82 | €17.47 | €18.95 | €21.34 |

2023 Gross weekly wage by vehicle type



Transport Staff

95.3% of transport staff at commercial vehicle fleet operators, defined as transport managers and transport planners, are employed on a full-time basis

Transport staff employment status

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|-------------|
| Full time | 97.7% | 97.5% | 97.6% | 96.1% | 95.3% |
| Part time | 2.3% | 2.5% | 2.4% | 3.9% | 4.7% |
| Total | 100% | 100% | 100% | 100% | 100% |

For the second time in our research series, we asked respondents to segment their transport planning and management staff by gender, highlighting that almost one-third (31.8%) of such employees are female.

Transport management staff by gender

| | 2022 | 2023 |
|--|-------|-------|
| Share of Transport Management that are women | 36.0% | 31.8% |

The salary figure identified below is calculated as an average across all vehicle types. Average transport staff basic salaries increased by 3.8% this year. Almost three-quarters of our research respondents (72.7% said they had increased transport staff salaries in the last year.

Transport staff salaries

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---------|---------|---------|---------|---------|
| Transport staff average basic salary | €59,400 | €61,657 | €63,628 | €64,333 | €66,750 |
| Average annual change in transport staff basic salary | 2.9% | 3.8% | 3.2% | 1.1% | 3.8% |
| Co's increasing transport staff salaries in past year | | | | | 72.7% |
| Percentage average increase | | | | | 4.4% |

On average, across all vehicle types, transport staff are entitled to just under 21 days' holiday per year. 71.4% of commercial vehicle fleet operators offer transport staff 20 days' holiday per year and four-out-of-ten operators increase the amount of holiday entitlement awarded to employees based upon length of service.

Transport staff holiday entitlement

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------|-------|-------|-------|-------|
| Average days holiday entitlement per year | 21.5 | 21.8 | 21.3 | 21.1 | 20.8 |
| Share of companies with holiday policy changing by length of service | 40.0% | 38.5% | 36.4% | 41.7% | 40.0% |

Transport staff holiday entitlement

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|-------------|-------------|-------------|-------------|-------------|
| 25 Days | 10.0% | 23.1% | 21.4% | 28.6% | 21.4% |
| 20 Days | 50.0% | 69.2% | 64.3% | 64.3% | 71.4% |
| Other | 40.0% | 7.7% | 14.3% | 7.1% | 7.2% |
| Total | 100% | 100% | 100% | 100% | 100% |

Over 80.0% of transport staff at commercial vehicle operators in Ireland were born in the country. Our research indicates that a further 5.6% originate from Poland.

Transport staff nationality

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|-------------|-------------|-------------|-------------|-------------|
| Republic of Ireland | 82.6% | 84.4% | 81.4% | 81.5% | 85.4% |
| Poland | 4.3% | 7.8% | 9.3% | 12.3% | 5.6% |
| Other | 13.1% | 7.8% | 9.3% | 6.2% | 9.0% |
| Total | 100% | 100% | 100% | 100% | 100% |

Transport Staff Employment Conditions by Role

Respondents were asked to provide employment details of people allocated to the roles of Transport Managers and Transport Planners. They were asked to exclude any agency employees and avoid the double-counting of staff that may perform more than one role.

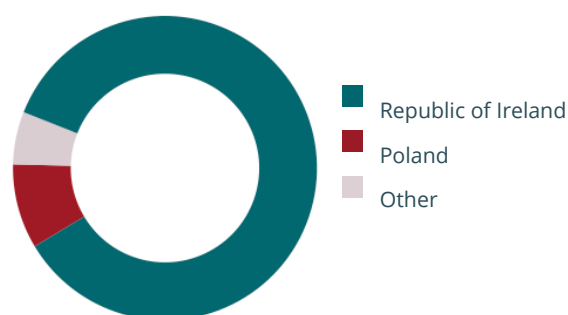
Transport Manager salary

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|---------|---------|---------|---------|---------|
| Basic weekly wage | € 1,007 | € 1,007 | € 1,059 | € 1,065 | € 1,126 |
| Gross weekly wage | € 1,064 | € 1,113 | € 1,141 | € 1,248 | € 1,267 |
| Basic weekly hours | 40.5 | 42.0 | 43.9 | 42.3 | 41.0 |
| Avg weekly hours | 44.4 | 47.4 | 46.7 | 47.8 | 45.4 |
| Gross hourly | € 23.96 | € 24.90 | € 24.43 | € 26.11 | € 27.91 |

Transport Planner salary

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------|--------|--------|--------|--------|--------|
| Basic weekly wage | €758 | €750 | €734 | €744 | €767 |
| Gross weekly wage | €699 | €760 | €777 | €759 | €785 |
| Basic weekly hours | 40.2 | 41.4 | 42.3 | 41.5 | 40.2 |
| Avg weekly hours | 42.3 | 43.8 | 45.2 | 42.1 | 41.5 |
| Gross hourly | €16.52 | €17.35 | €17.19 | €18.03 | €18.93 |

2023 Transport staff by nationality



Transport Operations & Commercial Driving Apprenticeship

The Transport Operations & Commercial Driver Apprenticeship was officially launched in May 2022, with the first intake of apprentices starting in September 2022.

The programme was established by the lead proposer the Freight Transport Association and co-ordinating provider Atlantic University Sligo. The Transport Operations & Commercial Driving Apprenticeship is designed to deliver upon the industry need to attract more entrants to the profession of commercial driving, sow the seed for lifelong learning and support career progression opportunities for the apprentice through the attainment of a Level 6 Higher Certificate in Transport Services and Commercial Driving. It is the first qualification on the national framework of qualifications (NFQ) linked to the profession of commercial driving. The programme is suitable for those who want to pursue a career in commercial driving and want to learn about the wider aspects of the role of the commercial driver. It is suitable for school leavers and career changers.

Details of the programme including overview of the journey to attaining driving licence

The academic programme is delivered over two years (September – May inclusive). During the academic term, the apprentice will spend one day per week attending online classes and four days in the workplace. There is one intake each year in September. The online classes mean that an apprentice can be based anywhere in the country. Some of the modules included are;

Year 1

- Personal Effectiveness and ICT Skills
- Introduction to Supply Chain Management
- Principles of Professional Driving
- Introduction to HGV Technology and CVRT
- Customer Care
- Warehousing and Distribution
- Introduction to Finance

Year 2

- Road Freight operations and Route Planning
- Customs and International Trade
- Legal Studies for the Transport Industry
- Health and Safety at Work - Vehicle Safety
- Management & Organisational Behaviour
- Enterprise and Market Development

The apprentice begins their journey to attaining their C Licence from the moment they start the course by working to attain their learner permit (involving completing the theory test MCQ and the fit to drive medical). In the January of year 1, the apprentice will begin their on-road driving training with their approved allocated driving centre.

The on-road training will be provided by an approved panel of private driver training providers, all of which will be registered with the Road Safety Authority (RSA) and certified to provide this training to a high standard. Funding from the HEA has been agreed to cover the costs of the training.

C Licence driving tests will be scheduled for March/ April of Year 1 of the programme. The CE Licence on-road driving lessons are scheduled to begin in August, at the end of year 1 of the programme.

Following on from these, the CE Licence test will be scheduled for October of year 2 of the programme.

Importance of recruitment in advance of start date and role of mentor

When it comes to successfully recruiting and placing apprentices onto the programme, the advice is to start recruitment early to ensure you find and select the right candidate. The Transport Operations & Commercial Driver Apprentice has one intake per year, taking place each September.

Employers are invited to begin recruitment as early as April. The apprentice coordinator will support with advertising open apprenticeship vacancies by sharing across social media channels (Instagram, LinkedIn, and 'X' / Twitter), alongside posting on the website www.cdap.ie, sharing with CareersPortal.ie on their social media, mailing list and newsletter and distributing the job advertisement with across mailing lists.

It is the responsibility of the employer to accept applications, screen and select the candidate.

The role of the mentor is vitally important to support the success of the candidate throughout the programme. Mentoring is a positive developmental partnership which is driven primarily by the mentee. It offers a reflective space where the mentee can take responsibility for and discuss their development and challenges.

The Mentor empowers the Mentee to take responsibility for their own learning and career development.



Application and registration process

1. Express an interest by contacting the Apprentice Coordinator or by submitting an express of interest form on <https://www.apprenticeshiponline.ie/#/employer/register>
2. Meet with the apprentice coordinator (online or in person), to complete the employer preparation presentation to be fully informed of the commitment required for the programme.
3. Arrange for the SOLAS authorising officer to visit from the local Education Training Board (ETB) [Please note, this step can only be complete when the apprentice coordinator has approved the employer to the SOLAS authorising officer when the employer preparation presentation has been complete].
4. Nominate the mentor and training advisor for the programme.
5. Recruit, screen and select your apprentice candidate(s)
6. Register your selected apprentice with SOLAS.

During all stages of the application and registration process you will be supported and guided through by the apprentice coordinator. Employer registration only needs to be completed once per employer.

For more information on this apprenticeship, visit www.cdap.ie or email info@cdap.ie



Ollscoil
Technolaíochta
an Atlantaigh
Atlantic
Technological
University

The Transport Operations & Commercial Driving Apprenticeship provides the academic qualification and practical training and work experience that supports a vibrant and exciting career in the freight distribution and logistics sector. Apprentices will also receive expert driving lessons and training in advance of completing their C/CE driving test and attaining the Driver CPC qualification.

The academic award for this apprenticeship is a Higher Certificate (NFQ level 6) in Business in Transport Services and is the first qualification on the national framework of qualifications (NFQ) linked to the profession of commercial driving!

Benefits for Apprentices

- ✓ QQI Level 6 Award 'Higher Certificate in Transport Operations & Commercial Driving'.
- ✓ Internationally recognised qualification.
- ✓ Earn as you Learn.
- ✓ Two year employment contract leading to permanent position.
- ✓ Gaining valuable on the job experience and workplace skills.
- ✓ Excellent Career Opportunities in the vibrant sector.

Benefits of recruiting apprentices for Employers

- ✓ Attracts new entrants into the business.
- ✓ Increases pool of qualified people within the business.
- ✓ Help with succession planning.
- ✓ The programme is built around work related experience and work specific projects.
- ✓ Apprenticeship State Grant for employers of apprentices €4,000 funding.

Minimum Entry Requirements

- Hold a Full 'B' Driver Licence.
- Be at least 18 years of age.
- Meet medical requirements for driving.
- Minimum entry requirements are a grade H7/O6 or above in five Leaving Certificate (or equivalent) subjects.
 - A minimum of grade O6 must be obtained in English.
 - A minimum of grade O6 or a B2 or above in Foundation level must be obtained in Mathematics.
- Holders of a QQI Level 5 or Level 6 (or equivalent) in cognate areas (eg business, logistics and distribution, supply chain management, etc.) can apply for entry onto year 1 of the programme.
- A mature candidate, over the age of 23, who does not hold qualifications as set out above, but who:
 - Has a minimum of two years' experience working as a commercial driver.
 - Is recommended by their employer.
 - Demonstrates the correct attitudes, behaviours and literacy skills.

The Coordinating training and education provider for this apprenticeship programme is Atlantic Technological University Sligo (ATU Sligo)
The lead proposer is the Freight Transport Association Ireland (FTAI)

Twitter: @commdriver1 www.cdap.ie

Tel: 01 8447516

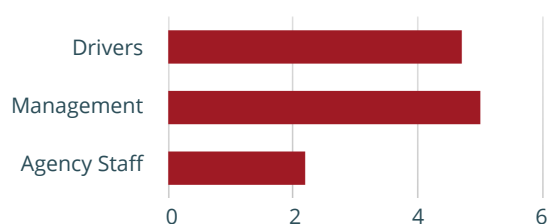
Training

Operators of commercial vehicle fleets in Ireland provide their drivers with, on average, just under five days training per year. Management staff, defined as Transport Managers, Transport Planners, Transport Supervisors and Other Administration staff, on average, receive five day's training per year.

Average days of training provided by role

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|------|------|------|------|------|
| Drivers | 5.4 | 5.4 | 5.1 | 4.9 | 4.7 |
| Management | 5.1 | 5.3 | 5.4 | 5.7 | 5.0 |
| Agency Staff | 4.7 | 1.7 | 1.3 | 1.8 | 2.2 |

2023 Training days by role



Training and HR Expenditure

Across our research respondents, the composition of which changes from year to year, the average spend per company on staff training per year is €20,158 and €276 per company employee (excluding agency workers)

Expenditure on HR is approaching €50,000 per year, on average. This includes allocating costs to the salaries of HR department staff (or costs of another staff member undertaking relevant activity as part of their role), external recruitment costs and training costs etc.

Training & HR costs

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---------|---------|---------|---------|---------|
| Training per year for all company employees | €17,371 | €17,838 | €12,853 | €13,423 | €20,158 |
| Training per year per company employee | €223 | €271 | €312 | €316 | €276 |
| HR Function (1) | €37,786 | €43,922 | €43,657 | €39,356 | €48,550 |

NOTE: HR function is defined as the total costs to the company for all HR (human resources) activity, inclusive of costs (salaries) of HR department staff, recruitment costs, regular training costs (excl Brexit associated costs) etc

Vacancies

Our respondents were asked to estimate costs to their company incurred in the last 12 months as a direct consequence of any skills shortages within their business. On average, it is costing companies over €18,000 per year to try and overcome, or find alternative, more costly solutions, to their skills shortages.

It takes commercial vehicle feel operators over 22 days to fill driver vacancies within their business, noting that turnover rates for drivers increased once again this year.

Skills shortages

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|---------|---------|---------|---------|---------|
| Costs as a consequence of skills shortage | €14,857 | €20,500 | €20,000 | €15,833 | €18,322 |
| Time taken to recruit staff (Days to fill vacancy) | 20.9 | 29.7 | 17.9 | 15.1 | 21.9 |
| Time taken to recruit drivers (Days to fill vacancy) | 22.2 | 24.2 | 20.4 | 19.1 | 22.3 |

Staff turnover rates

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------|------|------|------|------|------|
| Drivers | 7.9% | 5.2% | 3.8% | 5.6% | 7.6% |
| All staff | 4.7% | 5.2% | 2.0% | 2.8% | 5.2% |

Defensive and Eco Driver Training – Module 1: Driver Theory



This training is designed towards safety awareness training and risk management in addition to providing you with the tools drive with fuel efficiency in mind.

- Fuel efficient drivers result in lower running costs, improved profit margins and reduced emissions.
- Safer drivers mean less injuries and fatalities on our roads, less accidental damage to vehicles, less unproductive downtime for vehicle repair, and the potential for reduced insurance premiums.
- Fuel Efficient Drivers = Safer Drivers = Good Risk Management.

Course objectives/aims

The training will raise driver awareness, concentration and observation skills:

- Understand ECO driving and defensive driving methods.
- Utilise driving techniques that will save fuel.
- Decrease your fuel consumption by planning and managing your travel.
- Learn about new vehicle technologies.
- Take action to improve your vehicles performance and save money on repairs.

Course content

- Explain the theory of eco and defensive driving.
- Understanding your vehicle and how it affects performance.
- Eco driving techniques.
- Fuel saving measures.
- Use of technology.
- Defensive driving techniques.
- Driver attitude.
- Concentration.
- Observation and anticipation – space, time, other road users.
- Effects of fatigue.
- Pre-use vehicle checks and defect identification..

Duration

2 hour per session (1 hour 45 minutes training and 15 minutes for Q&A).

Delivery

Trainer led presentation online via Microsoft Teams/ Zoom or classroom based.

Participants

Maximum 20 per session.

Certification

On successful completion a certificate of attendance will be issued to all participants.



Book today

Tel: 01 8447516 or Email: info@ftai.ie

Domestic service areas

For the third time in our report series, we asked respondents about their use and satisfaction with domestic service areas and overnight accommodation for drivers of commercial vehicles in Ireland.

Almost three-quarters of our respondents (73.7%) make use of such services, and of those, around one-half (46.7%) are using them on a daily basis. 35.7% of companies that make use of domestic facilities utilise overnight accommodation services.

Once again, for the third year, our research indicates demands from fleet operators for improvements in quality. Satisfaction levels with domestic service areas and overnight accommodation rated only 5.5 out of ten in 2023, consistent with the scores registered last year.

Use of domestic service areas / overnight stops

| | 2021 | 2022 | 2023 |
|---|-------------|-------------|-------------|
| Both service areas and overnight accommodation services | 6.7% | 6.3% | 21.1% |
| Domestic overnight accommodation services only | 13.3% | 18.6% | 5.3% |
| Domestic service areas only | 26.7% | 31.3% | 47.3% |
| We do not use any domestic service or accommodation service areas | 53.3% | 43.8% | 26.3% |
| Total | 100% | 100% | 100% |

Use of domestic service areas / overnight stops

| | 2021 | 2022 | 2023 |
|---|-------|-------|-------|
| Frequency of use: share using facilities daily | 71.4% | 55.6% | 46.7% |
| Satisfaction score (out of ten) with facilities | 6.2 | 5.3 | 5.5 |



STATISTICS

Data



Analysis

Market Data Appendix

To provide context to our research findings, across the following pages are key data points relevant the operation of commercial vehicle fleets in Ireland. This includes...

- **Fleet Population**
- **Fleet Ages**
- **Fleet Fuel Types**
- **Fleet Licences**
- **Motor Tax Rates**
- **Inflation**
- **Fuel Costs**
- **Road Freight Activity**

Fleet Population

The following table illustrates the number, weight, age and fuel types of mechanically propelled goods vehicles as at 31 December across selected time periods.

Number of Goods Vehicles, 2000-2022

| Year | Goods Vehicles | Growth (%) |
|------|----------------|------------|
| 2000 | 205,575 | 8.9% |
| 2001 | 219,510 | 6.8% |
| 2002 | 233,069 | 6.2% |
| 2003 | 251,130 | 7.7% |
| 2004 | 268,082 | 6.8% |
| 2005 | 286,548 | 6.9% |
| 2006 | 318,064 | 11.0% |
| 2007 | 345,874 | 8.7% |
| 2008 | 351,307 | 1.6% |
| 2009 | 343,940 | -2.1% |
| 2010 | 327,096 | -4.9% |
| 2011 | 320,966 | -1.9% |
| 2012 | 309,219 | -3.7% |
| 2013 | 317,849 | 2.8% |
| 2014 | 317,378 | -0.1% |
| 2015 | 330,541 | 4.1% |
| 2016 | 342,259 | 3.5% |
| 2017 | 349,143 | 2.0% |
| 2018 | 355,273 | 1.8% |
| 2019 | 366,760 | 3.2% |
| 2020 | 377,890 | 3.0% |
| 2021 | 385,099 | 1.9% |
| 2022 | 389,184 | 1.1% |

Source: <https://www.gov.ie/>

Number of Goods Vehicles by Weight, 2022

| Unladen Weight (Kilograms) | Number used for carriage of licencee's goods only | Share (%) | Number used for carriage of goods for hire or reward | Share (%) | Total | Share (%) |
|----------------------------|---|---------------|--|---------------|----------------|---------------|
| Not Exceeding 600 | 36 | 0.2% | 1,055 | 0.3% | 1,091 | 0.3% |
| 601 to/go dtf 800 | 1 | 0.0% | 38 | 0.0% | 39 | 0.0% |
| 801 to/go dtf 1000 | 16 | 0.1% | 434 | 0.1% | 450 | 0.1% |
| 1,001 to/go dtf 1,250 | 464 | 2.4% | 13,870 | 3.8% | 14,334 | 3.7% |
| 1,251 to/go dtf 1,500 | 2,592 | 13.4% | 74,701 | 20.2% | 77,293 | 19.9% |
| 1,501 to/go dtf 1,750 | 1,544 | 8.0% | 40,762 | 11.0% | 42,306 | 10.9% |
| 1,751 to/go dtf 2,000 | 2,647 | 13.7% | 81,426 | 22.0% | 84,073 | 21.6% |
| 2,001 to/go dtf 2,250 | 2,282 | 11.8% | 69,611 | 18.8% | 71,893 | 18.5% |
| 2,251 to/go dtf 2,500 | 998 | 5.2% | 32,446 | 8.8% | 33,444 | 8.6% |
| 2,501 to/go dtf 2,750 | 547 | 2.8% | 12,826 | 3.5% | 13,373 | 3.4% |
| 2,751 to/go dtf 3,000 | 233 | 1.2% | 4,827 | 1.3% | 5,060 | 1.3% |
| 3,001 to/go dtf 3,250 | 45 | 0.2% | 1,035 | 0.3% | 1,080 | 0.3% |
| 3,251 to/go dtf 3,500 | 48 | 0.2% | 835 | 0.2% | 883 | 0.2% |
| 3,501 to/go dtf 3,750 | 71 | 0.4% | 741 | 0.2% | 812 | 0.2% |
| 3,751 to/go dtf 4,000 | 79 | 0.4% | 914 | 0.2% | 993 | 0.3% |
| 4,001 to/go dtf 5,000 | 327 | 1.7% | 2,335 | 0.6% | 2,662 | 0.7% |
| 5,001 to/go dtf 6,000 | 308 | 1.6% | 1,825 | 0.5% | 2,133 | 0.5% |
| 6,001 to/go dtf 7,000 | 222 | 1.1% | 1,301 | 0.4% | 1,523 | 0.4% |
| 7,001 to/go dtf 8,000 | 320 | 1.7% | 1,621 | 0.4% | 1,941 | 0.5% |
| 8,001 to/go dtf 9,000 | 521 | 2.7% | 2,735 | 0.7% | 3,256 | 0.8% |
| 9,001 to/go dtf 10,000 | 441 | 2.3% | 1,869 | 0.5% | 2,310 | 0.6% |
| 10,001 to/go dtf 11,000 | 547 | 2.8% | 2,350 | 0.6% | 2,897 | 0.7% |
| 11,001 to/go dtf 12,000 | 1,046 | 5.4% | 4,079 | 1.1% | 5,125 | 1.3% |
| 12,001 to/go dtf 13,000 | 574 | 3.0% | 2,261 | 0.6% | 2,835 | 0.7% |
| 13,001 to/go dtf 14,000 | 758 | 3.9% | 2,707 | 0.7% | 3,465 | 0.9% |
| 14,001 to/go dtf 15,000 | 762 | 3.9% | 2,580 | 0.7% | 3,342 | 0.9% |
| Exceeding 15,001 | 1,779 | 9.2% | 6,657 | 1.8% | 8,436 | 2.2% |
| Sub Total | 19,208 | 99.2% | 367,841 | 99.5% | 387,049 | 99.5% |
| Electric <=1,250 | 1 | 0.0% | 32 | 0.0% | 33 | 0.0% |
| Electric >1,250 | 156 | 0.8% | 1,946 | 0.5% | 2,102 | 0.5% |
| Sub Total | 157 | 0.8% | 1,978 | 0.5% | 2,135 | 0.5% |
| Total | 19,365 | 100.0% | 369,819 | 100.0% | 389,184 | 100.0% |

Source: <https://www.gov.ie/>

Fleet Ages

Age of Goods Vehicles, 2018-2022

| Age of Vehicles (at 31st December, 2018) | Goods Vehicles | Share (%) |
|---|----------------|-----------|
| 4 Years old and over | 250,493 | 70.5% |
| 6 Years old and over | 213,393 | 60.1% |

| Age of Vehicles (at 31st December, 2019) | Goods Vehicles | Share (%) |
|---|----------------|-----------|
| 4 Years old and over | 260,512 | 71.0% |
| 6 Years old and over | 211,155 | 57.6% |

| Age of Vehicles (at 31st December, 2020) | Goods Vehicles | Share (%) |
|---|----------------|-----------|
| 4 Years old and over | 279,013 | 73.8% |
| 6 Years old and over | 218,188 | 57.7% |

| Age of Vehicles (at 31st December, 2021) | Goods Vehicles | Share (%) |
|---|----------------|-----------|
| 4 Years old and over | 284,797 | 74.0% |
| 6 Years old and over | 226,647 | 58.9% |

| Age of Vehicles (at 31st December, 2022) | Goods Vehicles | Share (%) |
|---|----------------|-----------|
| 4 Years old and over | 292,634 | 75.2% |
| 6 Years old and over | 240,202 | 61.7% |

| Year First Licensed | Goods Vehicles | Share (%) |
|---------------------|----------------|---------------|
| 2022 | 22,130 | 5.7% |
| 2021 | 27,980 | 7.2% |
| 2020 | 21,509 | 5.5% |
| 2019 | 24,931 | 6.4% |
| 2018 | 26,304 | 6.8% |
| 2017 | 26,128 | 6.7% |
| 2016 | 31,563 | 8.1% |
| 2015 | 27,847 | 7.2% |
| 2014 | 21,577 | 5.5% |
| 2013 | 16,697 | 4.3% |
| 2012 | 13,709 | 3.5% |
| 2011 | 12,659 | 3.3% |
| 2010 | 10,070 | 2.6% |
| 2009 | 7,442 | 1.9% |
| 2008 | 17,767 | 4.6% |
| 2007 | 21,213 | 5.5% |
| 2006 | 17,892 | 4.6% |
| 2005 and earlier | 41,766 | 10.7% |
| Total | 389,184 | 100.0% |

Fleet Fuel Types

| Goods Vehicles | 2019 | 2020 | 2021 | 2022 |
|----------------------------------|----------------|----------------|----------------|----------------|
| Petrol | 611 | 648 | 698 | 799 |
| Diesel | 365,516 | 376,102 | 382,062 | 385,364 |
| Petrol and Electrical | 65 | 67 | 86 | 106 |
| Diesel and Electrical | 5 | 26 | 38 | 279 |
| Petrol and Ethanol | 0 | 0 | 0 | 0 |
| Electric | 454 | 878 | 1,770 | 2,135 |
| Petrol Plug-in Hybrid Electrical | 57 | 96 | 170 | 294 |
| Diesel Plug-in Hybrid Electrical | 0 | 7 | 187 | 85 |
| Other | 52 | 66 | 88 | 122 |
| Total | 366,760 | 377,890 | 385,099 | 389,184 |

| Share (%) | 2019 | 2020 | 2021 | 2022 |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|
| Petrol | 0.167% | 0.172% | 0.181% | 0.205% |
| Diesel | 99.661% | 99.527% | 99.211% | 99.018% |
| Petrol and Electrical | 0.018% | 0.018% | 0.022% | 0.027% |
| Diesel and Electrical | 0.001% | 0.007% | 0.009% | 0.072% |
| Petrol and Ethanol | 0.000% | 0.000% | 0.000% | 0.000% |
| Electric | 0.124% | 0.232% | 0.460% | 0.549% |
| Petrol Plug-in Hybrid Electrical | 0.016% | 0.025% | 0.044% | 0.076% |
| Diesel Plug-in Hybrid Electrical | 0.000% | 0.002% | 0.049% | 0.022% |
| Other | 0.014% | 0.017% | 0.024% | 0.031% |
| Total | 100.000% | 100.000% | 100.000% | 100.000% |

New Vehicles Licensed by Fuel Type

| Goods Vehicles | 2022 | Share (%) |
|--|---------------|-----------------|
| Petrol | 121 | 0.512% |
| Diesel | 22,974 | 97.121% |
| Petrol and Electric | 15 | 0.063% |
| Diesel and Electric | 99 | 0.419% |
| Electric | 411 | 1.737% |
| Petrol or Diesel Plug-in Hybrid Electric | 10 | 0.042% |
| Other | 25 | 0.106% |
| Total | 23,655 | 100.000% |

Fleet Licences and Sizes

The following tables analyse licence numbers by fleet size for the haulage sector in Ireland. Data, analysed by fleet size, for own account operators is not readily available.

| Year | Total no. of licences (National and International) | Licences with 0-1 vehicles (and category share of overall numbers) | Licences with 2-3 vehicles |
|------|---|---|----------------------------|
| 2015 | 3,814 | 1,791 (47.0%) | 936 (24.5%) |
| 2016 | 3,767 | 1,677 (44.5%) | 936 (24.8%) |
| 2017 | 3,845 | 1,642 (42.7%) | 937 (24.3%) |
| 2018 | 3,876 | 1,742 (44.9%) | 945 (24.4%) |
| 2019 | 3,873 | 1,727 (44.6%) | 926 (24.0%) |
| 2020 | 3,782 | 1,643 (43.4%) | 916 (24.2%) |
| 2021 | 3,818 | 1,541 (40.4%) | 872 (22.8%) |
| 2022 | 3,816 | 1,490 (39.0%) | 893 (23.4%) |
| Year | Licences with 4-5 vehicles | Licences with 6-10 vehicles | |
| 2015 | 367 (9.6%) | 376 (9.9%) | |
| 2016 | 365 (9.7%) | 399 (10.6%) | |
| 2017 | 421 (11%) | 414 (10.8%) | |
| 2018 | 375 (9.7%) | 396 (10.2%) | |
| 2019 | 380 (9.8%) | 416 (10.7%) | |
| 2020 | 381 (10.1%) | 411 (10.9%) | |
| 2021 | 426 (11.2%) | 453 (11.9%) | |
| 2022 | 419 (11.0%) | 467 (12.2%) | |
| Year | Licences with 11-20 vehicles | Licences with >20 vehicles | |
| 2015 | 215 (5.6%) | 129 (3.4%) | |
| 2016 | 244 (6.5%) | 146 (3.9%) | |
| 2017 | 268(7.0%) | 163 (4.2%) | |
| 2018 | 270 (7.0%) | 148 (3.8%) | |
| 2019 | 269 (6.9%) | 155 (4.0%) | |
| 2020 | 270 (7.1%) | 161 (4.3%) | |
| 2021 | 330 (8.6%) | 196 (5.1%) | |
| 2022 | 338 (8.9%) | 209 (5.5%) | |

Source: www.dttas.gov.ie

The number and share of companies operating in the licensed haulage sector with a fleet size of ten or more vehicles has increased from 10.5% of licences in 2015, to 16.1% in 2022. At the same time, the number and share of companies operating with one, two or three vehicles continues to fall (to 62.4%).

Of those companies in the licensed haulage sector with ten or more vehicle licences, following a number of years that saw an increasing share undertaking international activities, the proportion of those with international licences dropped significantly in 2021, but regained share in 2022.

| Year | Licences with 10+ vehicles (and category share of overall numbers) | National licences with 10+ vehicles (and category share of 10+ numbers) | International licences with 10+ vehicles (and category share of 10+ numbers) |
|------|---|--|---|
| 2015 | 400 (10.5%) | 111 (27.8%) | 289 (72.2%) |
| 2016 | 438 (11.6%) | 115 (26.2%) | 323 (73.8%) |
| 2017 | 487 (12.7%) | 131 (26.9%) | 356 (73.1%) |
| 2018 | 466 (12.0%) | 121 (26.0%) | 345 (74.0%) |
| 2019 | 476 (12.2%) | 120 (25.0%) | 356 (75.0%) |
| 2020 | 482 (12.7%) | 118 (24.5%) | 364 (75.5%) |
| 2021 | 583 (15.3%) | 193 (33.1%) | 390 (66.9%) |
| 2022 | 614 (16.1%) | 167 (27.2) | 447 (72.8%) |

Motor Tax Rates

The basis of assessment is the vehicle detail which facilitates the calculation of the appropriate motor tax fee, e.g. weight for goods vehicles. The basis of assessment for the vehicles below is unladen weight, in kilos.

Electrical Goods Vehicle

| Tax Band | Annual Cost (€) |
|-------------|-----------------|
| 0 - 1500 | 92 |
| 1501 - 3000 | 333 |
| 3001 - 4000 | 420 |
| 4001 - 5000 | 500 |
| 5001 - 6000 | 500 |
| 6001 - 7000 | 500 |
| 7001 - 8000 | 500 |

Standard Goods Vehicle

| Tax Band | Annual Cost (€) |
|--------------|-----------------|
| 0 - 3000 | 333 |
| 3001 - 4000 | 420 |
| 4001 - 12000 | 500 |
| 12001 plus | 900 |

General Haulage Tractor

| Tax Band | Annual Cost (€) |
|----------|-----------------|
| | 333 |

Inflation

The Consumer Price Index is designed to measure the change in the average level of prices (inclusive of all indirect taxes) paid for consumer goods and services by all private and institutional households in the country and by foreign tourists holidaying in Ireland. It is the official figure for inflation in Ireland.

Consumer Price Index: Annual Average % Change

| Year | % Change |
|------|----------|
| 2000 | 5.6 |
| 2001 | 4.9 |
| 2002 | 4.6 |
| 2003 | 3.5 |
| 2004 | 2.2 |
| 2005 | 2.5 |
| 2006 | 4.0 |
| 2007 | 4.9 |
| 2008 | 4.1 |
| 2009 | -4.5 |
| 2010 | -1.0 |
| 2011 | 2.6 |
| 2012 | 1.7 |
| 2013 | 0.5 |
| 2014 | 0.2 |
| 2015 | -0.3 |
| 2016 | 0.0 |
| 2017 | 0.4 |
| 2018 | 0.5 |
| 2019 | 0.9 |
| 2020 | -0.3 |
| 2021 | 2.4 |
| 2022 | 7.8 |

| Month | % Change |
|----------------|----------|
| 2022 January | 5.0 |
| 2022 February | 5.6 |
| 2022 March | 6.7 |
| 2022 April | 7.0 |
| 2022 May | 7.8 |
| 2022 June | 9.1 |
| 2022 July | 9.1 |
| 2022 August | 8.7 |
| 2022 September | 8.2 |
| 2022 October | 9.2 |
| 2022 November | 8.9 |
| 2022 December | 8.2 |
| 2023 January | 7.8 |
| 2023 February | 8.5 |
| 2023 March | 7.7 |
| 2023 April | 7.2 |
| 2023 May | 6.6 |
| 2023 June | 6.1 |
| 2023 July | 5.8 |
| 2023 August | 6.3 |

Source: <https://www.cso.ie/>

Fuel Costs

The table below illustrates the National Average Price (€) for diesel per litre at quarterly intervals over a ten-year period.

| Month | Diesel Price (€) per Litre |
|----------------|----------------------------|
| 2012 March | 1.58 |
| 2012 June | 1.53 |
| 2012 September | 1.61 |
| 2012 December | 1.54 |
| 2013 March | 1.55 |
| 2013 June | 1.48 |
| 2013 September | 1.52 |
| 2013 December | 1.48 |
| 2014 March | 1.47 |
| 2014 June | 1.47 |
| 2014 September | 1.45 |
| 2014 December | 1.34 |
| 2015 March | 1.30 |
| 2015 June | 1.34 |
| 2015 September | 1.22 |
| 2015 December | 1.19 |
| 2016 March | 1.07 |
| 2016 June | 1.17 |
| 2016 September | 1.16 |
| 2016 December | 1.23 |
| 2017 March | 1.27 |
| 2017 June | 1.22 |
| 2017 September | 1.22 |

| Month | Diesel Price (€) per Litre |
|----------------|----------------------------|
| 2017 December | 1.27 |
| 2018 March | 1.26 |
| 2018 June | 1.37 |
| 2018 September | 1.37 |
| 2018 December | 1.37 |
| 2019 March | 1.33 |
| 2019 June | 1.38 |
| 2019 September | 1.33 |
| 2019 December | 1.35 |
| 2020 March | 1.32 |
| 2020 June | 1.24 |
| 2020 September | 1.25 |
| 2020 December | 1.18 |
| 2021 March | 1.33 |
| 2021 June | 1.39 |
| 2021 September | 1.45 |
| 2021 December | 1.60 |
| 2022 March | 1.95 |
| 2022 June | 2.09 |
| 2022 September | 1.92 |
| 2022 December | 1.73 |
| 2023 March | 1.64 |
| 2023 June | 1.52 |

Road Freight Activity

In 2022, a total of 164.3 million tonnes of goods was transported by road, which represents an increase of 6.0% on the 2021 total, and a rise of 3.0% when compared with 2019 (pre-Covid-19).

Road freight activity, Road freight activity, 2019-2022

| | 2019 | 2020 | 2021 | 2022 | % change 2021-2022 |
|------------------------------|---------|---------|---------|---------|--------------------|
| Tonne-km (million) | 12,403 | 11,383 | 12,485 | 12,384 | -0.8% |
| Tonnes carried (thousand) | 159,414 | 140,998 | 154,900 | 164,258 | 6.0% |
| Vehicle kilometres (million) | 1,734 | 1,488 | 1,685 | 1,788 | 6.1% |
| Laden journeys (thousand) | 14,480 | 11,775 | 13,092 | 13,814 | 5.5% |

In Q1, 2023, a total of 41.8 million tonnes of goods were transported by road, which represents an increase of 2.5% on the Q1, 2022 total, and an increase of 14.2% when compared with 2019.

Road freight activity, Q1, 2019 - Q1, 2023

| | Q1, 2019 | Q1, 2020 | Q1, 2021 | Q1, 2022 | Q1, 2023 | % change |
|------------------------------|----------|----------|----------|----------|----------|----------|
| Tonne-km (million) | 2,890 | 2,873 | 2,852 | 3,048 | 3,082 | 1.1% |
| Tonnes carried (thousand) | 36,579 | 36,596 | 34,343 | 40,764 | 41,766 | 2.5% |
| Vehicle kilometres (million) | 418 | 405 | 417 | 468 | 441 | -5.8% |
| Laden journeys (thousand) | 3,488 | 3,254 | 3,242 | 3,539 | 3,612 | 2.1% |

Note: Q1, 2023 data published 23 August 2023



Further Information and Feedback

Your feedback is welcome, as we look to expand, improve and enhance this report in the years to come. To provide feedback or to register your interest in taking part in forthcoming research updates, please contact FTA Ireland or Analytiqa:

Freight Transport Association Ireland

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FTA Ireland covers all aspects of private and public freight transport, passenger transport and logistics supply chain, including road, rail, sea and air. Our work enhances the influence and image of the freight industry in Ireland by promoting the highest standards of safety and compliance.

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FTA Ireland

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Ireland

