

## Glossary

Articulated vehicle	A road haulage vehicle which can be separated into two portions, typically a tractor and trailer.
Box van	See dry freight van.
Cabotage	The transporting, by an operator, of a load between two points in a country other than the operator's domestic country.
Carnet de passage	The carnet de passage (or ATA carnet) is an international customs clearance document allowing (among other things) trailers to be temporarily imported into a country without payment of duty, deposit or bond. (This applies in a number of countries, not just within the EC. It is no longer needed in the EC if the trailer has a Department of Transport ID plate.)
Coil carrier	A trailer which is specially adapted to hold securely large and heavy steel coils.
Contract distribution	A longer-term contract for the movement, and possibly warehousing, of a user's transport requirement. Contract distribution is popular with manufacturers and retailers who do not wish to run their own transport operations.
Contract hire	Another name for an operating lease.
Contract maintenance	Users may not wish to undertake hire arrangements but can enter into a fixed price contract maintenance agreement to have maintenance undertaken by an outside contractor (see fleet management).
Contract rental	Alternatively referred to as contract hire or fixed cost lease, is where the term of hire is for a longer fixed term (in this report mostly for one year or more). The contract hire period is typically less than the life of an asset; typical periods for trailers would be one to seven years. Contract rental is a term specific to the transport industry. Outside the transport industry such arrangements are referred to as operating leases.
Curtainsider	A curtainsidered trailer is a rigid-framed trailer with curtains along each side designed for carrying dry goods. It can be loaded at the sides or the back. Insulated curtainsiders with a refrigerated unit are available from some firms.
Draw-bar trailer	A totally self-standing trailer which is towed either behind a lorry or another trailer. Draw-bar trailers are more common in continental Europe.
Dry freight van	(Alternatively box van) A trailer with a rigid body with a rear door.
Extendable	A trailer specially designed to be extended to fit oversized loads. Available as a low loader or as a platform trailer, it is often extensively strengthened to carry heavy loads.

Finance lease	A contract of hire in which the lessor calculates the rental charges so as to cover the capital cost of the asset, finance costs and his profit during the primary period of the lease. In SSAP 21 a finance lease is defined as one where 'all or substantially all the risks and rewards of ownership of the asset have been transferred to the lessee under the terms of the lease'. Such finance leases have to be capitalised in the accounts of the lessee.
Fleet management	The provision of management and maintenance services (and possibly labour) for an operator's own fleet where that operator does not provide such functions.
Hire-and-reward operation	Hauliers who offer their services to a succession of clients on an individual load basis. This may be compared with own-account operation.
Hire purchase	A fixed cost, fixed period loan of money to support the purchase of an asset. The user is effectively the owner of the asset but in law the title to the vehicle will not pass until the loan is fully repaid. Repayments cover the capital plus interest and do not carry VAT.
Inter-modal	Inter-modal road/rail systems employ carriage by both road and rail means. Tiphook has developed a version of the 'piggyback' system by which a specially designed articulated trailer can be easily transferred to a purpose-built rail wagon without special sidings or lifting equipment.
Leaseback	Where the user has previously owned his own trailers and decides on some form of leasing policy he may sell his existing trailers to the leasing company at their market value, and subsequently lease them back for continued use. This may be a useful way of raising capital for the user.
Lessee	The user of the trailer, the hirer.
Lessor	The owner of the trailer, the leasing company.
Lease purchase	The same as hire purchase but used when the hirer/purchaser is a business rather than a consumer. Lease purchase is not in fact a form of leasing, since title to the asset passes to the hirer (ie the user). Also known as contract purchase.
Low loader	A form of trailer that is designed so that the load requires little lifting to mount the trailer platform. Often used for moving heavy off-road vehicles such as earth-moving equipment.
Off-balance sheet	An asset is carried off-balance sheet if it is funded in such a way that it does not give rise to long-term liabilities which would require it to be shown on the user's balance sheet. See SSAP 21.
Operating lease	A contract of hire which is not treated as a finance lease under SSAP 21, ie where part of the risks and rewards of ownership remain with the lessor. The rental charges in an operating lease reflect the fact that a lessor intends to recover part of his costs from the residual value of the assets at the end of the contract of hire and not just from the periodic charges. Contract rentals are a form of operating lease. Operating leases are 'off-balance sheet' as far as the lessee is concerned and the rentals only appear as operating costs in the user's profit and loss accounts.

Own-account operation	The use of own transport to move the user's own goods. This may be compared with hire-and-reward operation where the transport is subcontracted to a haulier.
Parc	See trailer parc.
Platform skeletal trailer	A skeletal trailer that additionally has a platform which allows it to carry either containers or goods held down by ropes under tarpaulin.
Primary period	The initial (primary) period of a lease, commonly less than the normal working life of the asset, during which the lessor expects to cover the costs of depreciation of the asset, his monthly costs and his profit.
Refrigerated trailer	A refrigerated trailer, or reefer, is similar to a dry freight van but is insulated and has an integral refrigerator. It is used for temperature-controlled transport such as frozen and chilled foods.
Reefer	The colloquial trade name for a refrigerated trailer.
Semi-trailer	Most of the trailers considered in this report are used on articulated vehicles. Indeed most large trailers in the United Kingdom are semi-trailers, that is, in use their front is supported by a tractor unit. This contrasts with the draw-bar trailer which is self-standing and towed behind the preceding vehicle.
Skeletal trailer	Has a bare chassis with twist blocks and is designed for carrying containers. A platform skeletal trailer has in addition a flat platform which allows it to either carry containers or goods held down by ropes under tarpaulin.
Spot rental	An alternative name for transient rental.
SSAP 21	Statements of standard accounting practice (SSAPs) are laid down by the Accounting Standards Committee, which represents the United Kingdom accountancy profession. SSAP 21 governs accounting for leasing and hire purchase transactions. Its principal requirement is for lessees to capitalise a finance lease, giving rise to a balance sheet entry and depreciation and interest charged to the profit and loss account in place of the actual rental payments paid (with resulting accruals adjustments). For SSAP 21 purposes, a finance lease is defined as one where 'all or substantially all the risks and rewards of ownership' of an asset have been transferred to the lessee through the terms of the lease.
Tail lift	An attachment to the back of a trailer which allows a platform to be raised or lowered from the floor to the trailer platform level.
Tilts	Trailers which are fully covered, normally by a shaped tarpaulin, and supported by a superstructure, but which can be dismantled to allow side, rear or top loading. They are used extensively in continental Europe and in the United Kingdom their principal use is mainly for importing and exporting.
TIR	The TIR (Transport International Routier) carnet is an internationally accepted customs document which certifies that a trailer can be suitably sealed for international movement.

Trailer parc	A term to describe the total population of trailers available. In 1988/89 there were approximately 220,000 trailers in the United Kingdom trailer parc.
Transfrigoroute	A trade association of temperature-controlled distribution operators and their associated suppliers. Affiliated to Transfrigoroute International which was set up in 1956 by the United Nations under the auspices of IRU.
Transient rental	Alternatively known as spot rental or spot hire, is where the term of hire is either open-ended or for a short period (in this report transient rental mostly refers to rental periods of up to one year).
TRO	Trailer rental operator.