

SecondsOut

The newsletter from secondhandtrucks.co.uk

*Unrivalled, quality used truck sales
from Maritime Transport*



Why us?

Buying anything used can be a stressful time and we all want to know we are getting the very best for our money. We've listed a few points below that we think will help you find your perfect truck...



Know Your History

Every vehicle we offer has been main dealer maintained from new and its fully documented history is passed onto you upon completion of the sale. This includes all service/inspection sheets/brake tests carried out over their short working lives, providing you with a full working knowledge of the truck you're buying.

How many owners has my truck had?

All of our trucks are purchased new with Maritime Transport as the owner. They're then operated on our fleet until they're sold. Upon completion of the sale, the V5 is transferred to your company name making you the very proud, second owner.

What work has the vehicle been on?

All of our vehicles have been owned and operated by us within our Container or Curtainsider fleet, covering predominantly motorway miles. No site work equals no heavy stress on engines or gearboxes. Couple this with us only running at a maximum weight for 60% of our journeys, you're getting a truck that has hardly started its working life! Just one more reason to choose Secondhand Trucks.

Does the Vehicle come with MOT and Warranty?

Every truck we sell will have a full 12 months MOT, a full final pre-delivery main dealer inspection and a three month warranty as standard. We also offer extended warranties, up to 36 months if required, giving you total peace of mind for the years ahead.

These are just some of the reasons why buying from us makes complete sense and reduces the risk when purchasing a used vehicle. There are of course additional reasons for buying from the best fleet in the UK. In addition to providing the very best vehicles in the very best condition, we are also able to offer:

FUNDING OPTIONS – We work closely with a team of independent brokers who have access to a range of main high street lenders ensuring you always achieve the very best possible rates.

PART EXCHANGE – With vehicles needing to be on the road every day, selling your truck can be both time consuming and expensive to your business. We're happy to take your vehicle in part exchange which, in most cases more than covers your deposit. Simply drop in your truck on the day of collection and drive away in your new one, no down time or loss of earnings. Perfect!

CUSTOMISATION – Whether you require PTO, cab/chassis painting, alloy wheels, light bars, livery fitment, additional or larger fuel tanks, we can arrange supply and fitment for you prior to collection. All bespoke to your exact specification and carried out to the highest of standards, your truck will be ready to go to work from the day you collect.

UNBEATABLE QUALITY – We pride ourselves on the level of detail we go to in preparing each truck. Whether it be a white/blue standard de-fleet or a fully customised vehicle, each truck goes through a meticulous level of preparation ensuring it leaves us in the best 'as new' condition possible.

We've worked hard to achieve this unrivalled level of reputation and it's just one of the reasons 85% of our business is from repeat customers. Don't just take our word for it, read what our customers say in their testimonials and take a look at what customisation options are available.





"I liked the fact I could buy the truck and benefit from the work all from one company. I looked at the Secondhand Trucks website which gave me a good selection of trucks. I then phoned Matt who was very helpful and guided me through the whole process. I was really impressed when I collected my Merc – it had low mileage and was in excellent condition. It was evident that the utmost attention to detail was used in the preparation. When I find another driver, I will definitely be back for another."

Hakim Wais Wais Transport

Don't just take our word for it, see what our customers say...

"I knew the quality of the trucks were good and so I decided to give them a call. I agreed a deal with Matt which included paint, light bars and alloys, as well taking my old Scania in as a part exchange. The truck is in mint condition and I will be back to Secondhand Trucks when I'm in the market for my next truck."

Carl Rigby Container Flow Ltd

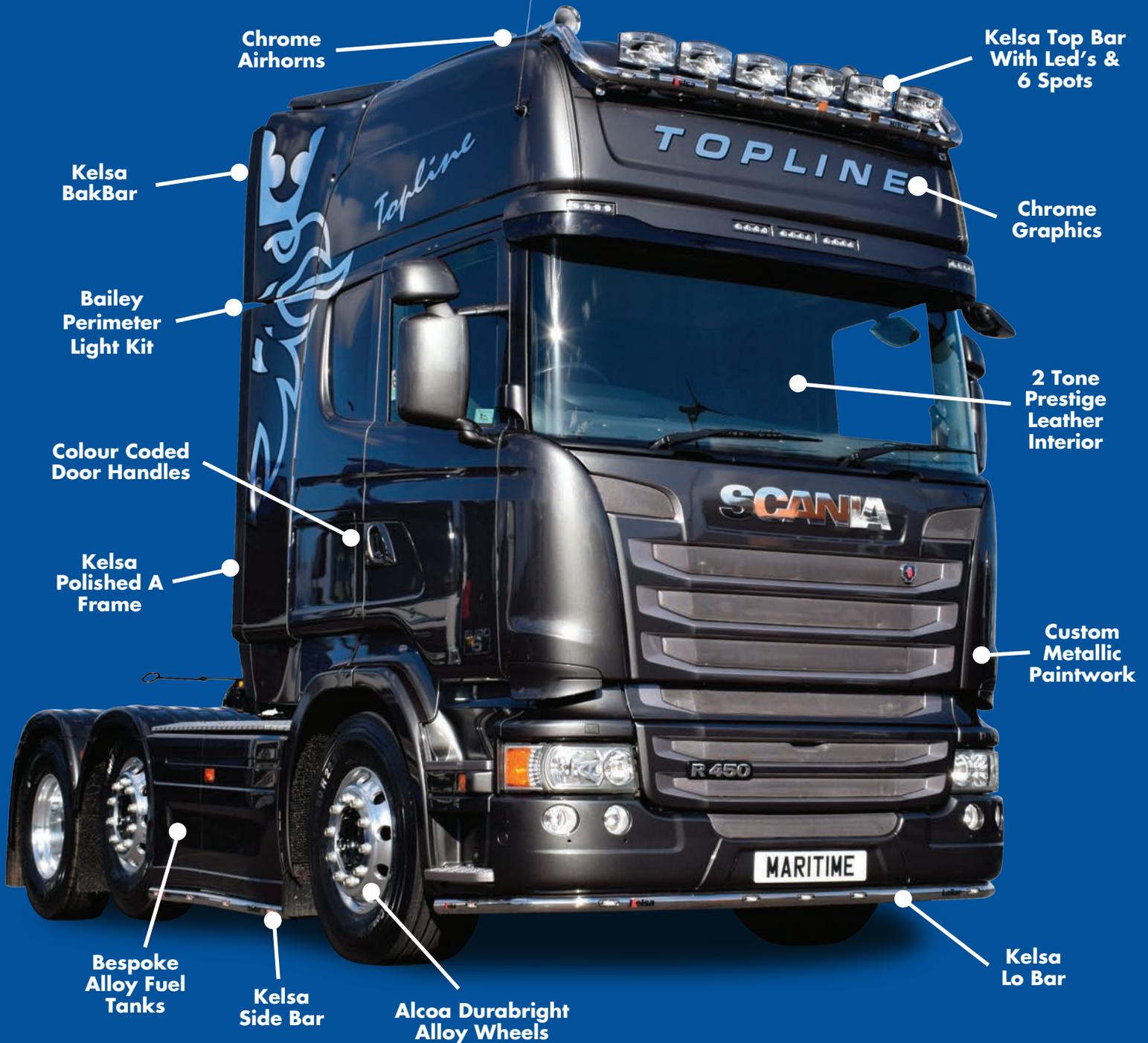


"Historically I have purchased from main dealers and had been thinking about a replacement truck for a while. It was whilst at Truckfest Peterborough I visited the Maritime stand and had a conversation with Matt. I found him to be very helpful and soon realised he could facilitate all of my requests for metallic paint, chassis paint, light bars, livery, additional tanks, painted rear wings, alloys and new tyres keeping it in line with my existing truck. We agreed on a deal there and then and the whole process from start to finish was smooth and hassle free. The truck is in excellent condition and the attention to detail shines through, along with all of the extras it really is a lovely truck. I intend to keep this for a while but when the time comes for me to buy again, I will definitely be going back to Secondhand Trucks."

Sean Tyrrell S W Tyrrell & Sons



AS SEEN AT TRUCKFEST



**CREATE THE TRUCK OF YOUR DREAMS
WITH SECONDHAND TRUCKS!**

Speak to us today to discuss the full
customisation options available

Finance tailored for you



We speak to our finance provider and ask your questions on financing your next vehicle...



Whilst Secondhand Trucks do not offer their own in-house funding facility, over the years we have strived to work closely with those that specialise in this field and who have the ability to offer our buyers the very best with both service and rates. Clements Finance, based in Essex, do just that and over the past six years have worked with us, and our buyers, to develop very close relationships ensuring every buyer gets a first class service, coupled with the very best rates, bespoke to their own business. Managing Director, Martin Clements, has worked in the finance industry since leaving school almost 40 years ago and for the past 30, he has specialised in the funding of heavy goods vehicles. We spoke to Martin Clements and got him to answer some of your most frequently asked questions...

I want to buy a truck, how do I get finance?

Once you've decided on your truck from Secondhand Trucks, Matt Heath will forward me your details, along with the details and price of the truck you're looking to purchase. I will then call to introduce myself and arrange for you to send me your company details and copies of recent bank statements. Once received, I will identify the best funder based on the information supplied in order to secure you the best rate. Once this is approved, providing you're happy, documents would be raised for signing. This can be done either in person or by post.

What are the advantages of taking out finance with you rather than taking out a high street loan?

The main benefit of using our services is our relationships with a whole range of funders. Based on our industry knowledge and experience we are able to look at your information and know which funder to propose your deal to in order to secure the very best rates possible and in a time frame that meets your needs.

Are there any minimum requirements for finance?

Every proposal is considered on its own merits and there are no minimum requirements in order to get you into your next truck. Like any loan however, there are certain things that will help you achieve better rates. For example, the majority of lenders work on a 10% deposit, so the more you can put down, the better the rate you're likely to achieve.

What are the options available to me?

We will always discuss how you want to fund your truck to ensure we find the right solution for your business. This can be either HP or Finance Lease and we will always ensure this is explained prior to you signing on the dotted line. The last thing you, or we, want is for an unexpected balloon payment at the end of the term, or to find out you don't own the truck!

Is there a maximum length of time I can fund the truck for?

Due to the trucks Maritime offer being of a young age, lenders are happy to fund these over three, four or five year terms. This can of course be reduced, should you wish, to one or even two years.

Can I use my truck as a deposit?

Yes, Maritime will be happy to offer you a price for your current truck and providing the value meets the minimum 10% requirement, this can be used as whole, or part, deposit against the truck you're wishing to purchase.

I really want a truck, how quickly can I get a finance plan put together?

The basic rule to this question is, the sooner you can supply the information, the sooner a proposal can be approved. As a general guide, once all financial information is in, a decision can normally be reached within 24 hours.

I have specific questions, can I get in touch with you directly?

Yes of course. Once Maritime have passed on your details I then call you directly and you're more than welcome to call me whenever the need arises. I fund many buyers for Secondhand Trucks and I'm pleased to say the majority of these have gone on to become very loyal and long term customers of mine.

Three years at Truckfest Peterborough



Secondhand Trucks first made their mark at Truckfest Peterborough in 2016 and following two successful years, they are returning once again to the East of England Showground for a third year. Each year Secondhand Trucks have shown potential buyers what they are capable of doing by customising one of their vehicles and 2018 is no exception.



On the Secondhand Trucks stand this year we are showcasing three customised vehicles, including a fully customised Volvo FH4 Globetrotter, whilst also being joined by both Buy with Work and financing experts to help ensure all of our customers' needs are met.

"Each year we have been overwhelmed with how many visitors have come onto our stand," says **Matt Heath**, General Manager – Secondhand Trucks. "It's great to see everyone's reactions to our vehicles and having the opportunity to meet our customers, both existing and new is brilliant for us."

Following a fantastic response in 2016, a fully customised tractor unit taking centre stage has become something of a tradition. The statement vehicle in 2018 features full metallic cab and chassis paint, 1,000 Litre Bespoke Polished Alloy fuel tanks, Alcoa Polished Durabright Alloy Wheels, Kelsa light bars, Chrome Air-Horns, Livery and more!

As with previous years, we wanted to echo the family feel of the show and so the stand will this year feature a high speed reaction game as well as our popular kid's corner, letting children design their own livery and show it off on the wall of fame.

In keeping with previous years, our stand in 2018 will be both entertaining and informative to ensure our customers get the same experience they've come to expect, whether that be to discuss their financing options, find out more about our Buy with Work scheme in conjunction with Maritime Transport Ltd or to simply see for themselves what we can do to the famous blue and white beauties they see on the roads every day.

If you're interested in discussing any of these options, or if you want to find out what vehicles are currently available, you can find out more by visiting secondhandtrucks.co.uk or by calling Matt on **07980 100200**.

Meet Marketing

We meet the faces behind Seconds Out, Truckfest and the various emails and adverts Secondhand Trucks customers see on a regular basis.

The Maritime Transport Ltd marketing team are responsible for generating a lot of marketing content for Secondhand Trucks, including Seconds Out as well as organising Truckfest Peterborough each year. A lot of work goes on behind the scenes in order to ensure any marketing efforts are seamless and effective and one of the big tasks for the team is coordinating a host of monthly adverts for various trade magazines. In addition to the adverts, the team are responsible for sending monthly email updates to Secondhand Trucks customers to help ensure they are up to date with the latest deals and information from the secondhand fleet sales team.



Lucy Gregory – Marketing Supervisor

Joining the business back in 2015, Lucy now oversees the marketing activity for Maritime Transport Ltd and Secondhand Trucks.

“The strategy for our Secondhand Trucks marketing has always been about information,” said **Lucy Gregory**, Marketing Supervisor. *“We want our current, and future, customers to fully understand everything Secondhand Trucks is able to offer them, whether that be customisation, Buy with Work or even financing solutions.”*

Working with the Secondhand Trucks team, Lucy contributes to the content for Seconds Out which closely follows the wider marketing guidelines, aiming to provide customers with information and updates to help ensure their next vehicle purchase fulfills all of their needs.



Sophie Sharpe – Marketing Assistant

Sophie started her career with Maritime Transport Ltd and Secondhand Trucks as an apprentice. Following a year and a half training, she was promoted to Marketing Assistant and is now responsible for creating adverts and artwork for a number of Secondhand Trucks projects, including Truckfest Peterborough.



John Gray – Marketing Intern

Following two years at University and a successful three months' work experience with Maritime, John joined the marketing team on a year's placement in 2017. John has been involved in a number of research projects for the business and assists with the production of email and print marketing.

Meet the Truckfest team

We meet the other faces that appear on our stand at Truckfest Peterborough 2018.



Matt Heath – General Manager

After a career in transport operations at Eddie Stobart and Maritime Transport Ltd, Matt transferred to truck sales to help launch Secondhand Trucks in 2005. Since then he has been promoted to General Manager – Fleet

Sales, with responsibility for all ex-Maritime vehicle sales. As a hands-on vehicle operator, Matt understands the requirements of truck buyers and is therefore able to give customers the right solution for their business, every time.



Sean Grenyer – Fleet Sales Preparation

Having been a Class1 driver for 13 years, Sean joined Secondhand Trucks in 2015 as part of their Fleet Sales Preparation team. Sean's thorough approach in the preparation of each vehicle ensures nothing is missed and

he makes sure they are in as nearly new condition as possible when they leave the Secondhand Trucks yard in Tilbury.



Valentin Chitigoi – Fleet Sales Preparation

Following seven years in the Air Force, Valentin joined Maritime Transport Ltd as a driver before transferring to Secondhand Trucks. Working alongside Sean, Valentin's high standards and attention to detail serve both us, and our customers, in a way that helps us to achieve and maintain our position as number one for used trucks.



Ivan Smith – Sub-Contractor Resources

Ivan joined Maritime Transport Ltd during the DHL acquisition and spent a number of years working within operations for the business before transferring to our Sub-Contractor team. Ivan now works on Sub-Contractor resource which involves working closely with our Secondhand Trucks team and their Buy with Work scheme to help new buyer's secure guaranteed Sub-Contractor work with Maritime Transport Ltd.



Martin Clements – Director, Clements Finance

Martin joins us on our stand at Truckfest Peterborough each year to help any prospective buyers understand their financing options. You can read more about his business, as well as reading some of his most frequently asked questions, by heading to page five.

Buy with Work

with Secondhand Trucks and Maritime

We speak to the man who looks after Maritime's Sub-Contractors



Whether you're buying your first heavy goods vehicle and starting up on your own or you're adding several vehicles to your ever expanding business, buying with work can take the pressure off finding those jobs to fund your latest purchase. At Secondhand Trucks we're able to offer a Buy with Work scheme in conjunction with Maritime Transport Ltd, our parent Company. To help answer some of those questions that we know you'll have, we've spoken to **Tom Cole**, who manages Maritime's Sub-Contractors, and he answers some of your most frequently asked questions.

I'm thinking of buying from Secondhand Trucks and I'm interested in the Buy with Work scheme, what can I expect from Maritime?

Secondhand Truck's Buy with Work scheme guarantee's you a minimum of 1,400 miles per week with regular, quality work throughout the year enabling a consistent, high level of vehicle productivity.

Are there any other specific benefits included?

As well as offering competitive rates and a loyalty bonus scheme paid annually, we offer an excellent fuel recovery payment to protect you against rising fuel costs. All vehicles are allocated to a dedicated Operator who will be the prime contact point for the driver and as a dedicated Sub-Contractor, we will actively track your weekly productivity to ensure your vehicle earns to its full potential. There's also the option for trailer hire and a fuel card as well as breakdown assistance and support with overnight and weekend work, when available.

What is expected of me as a Sub-Contractor for Maritime Transport?

In order to work with Maritime you need a current Operators Licence (issued in the UK) whilst holding the relevant driving licence and be authorised to work within the UK. It's also an advantage to hold a Waste Carriers Licence, as well as having a secure, overnight parking facility. You'll also need a Bulldog Lock for laden containers and Goods in Transit insurance cover. As our drivers are the face of our business, being well presented and well mannered, as well as communicating well in English and understanding safe working procedures, means you'll fit in really well with everyone within the business.

Am I guaranteed work with Maritime if I Buy with Work?

We'll guarantee you 1,400 miles per week, or a certain number of jobs in a week if local work is preferred.

What type of work is available?

Given the sheer size of Maritime we're able to offer container long distance and local work, depending on your location, as well as curtainsider tramping work.

I'm based at a few locations similar to Maritime's depots. Do they all offer Sub-Contractor work?

Our network of depots comprehensively covers England and Wales and we currently operate almost 500 Sub-Contractor vehicles based anywhere between Tyne and Wear and Cornwall.

How will I be paid? How much and how often?

Funds for the first week worked will be paid 14 days after the end of the working week and when the administrative programme is followed, cleared funds are available every Tuesday!

I'm really keen to start as soon as I've purchased my truck, is this possible?

As soon as we have the documentation we need then immediate work is available for those who choose our Buy with Work scheme.

If you're interested and want to find out more you can speak to Tom Cole and Ivan Smith by calling **01394 617300**.

QUALITY TRUCKS TAILORED TO YOUR NEEDS



WHAT CAN WE DO?

- Alloy wheels
- Cab/Chassis Painting (Including Metallic)
- Chrome Air Horns
- Flat Screen TV
- Forward/Rear Facing Camera Systems
- Hands Free Phone System
- Kelsa Light Bars
- Larger Fuel Tanks
- Livery Design and Fitment
- New Tyres
- PTO for Bulk Tipping Walking Floor
- And more...

CREATE THE TRUCK OF YOUR DREAMS WITH SECONDHAND TRUCKS TODAY!

SPEAK TO US TODAY TO DISCUSS THE FULL CUSTOMISATION OPTIONS AVAILABLE. CALL MATT ON 07980 100200



"Everything on the truck from the metallic paint, alloys, bespoke catwalks and fuel tanks through to the light bars has been done to an exceptionally high standard and my driver is getting plenty of attention wherever he goes."

Kevin Bemrose KB Haulage

Don't just take our word for it,

"Normally we buy new but as soon as we walked onto the Maritime stand at Truckfest we were immediately drawn to what was, simply put, a thing of beauty. The truck was already in our colour scheme and the quality of the paintwork, alloys, new tyres, light bars and fuel tanks made it hard to believe it wasn't a new truck!"

Matt Noon EM Transport



"Being an owner driver for the past eight years it's always been a bit of a minefield when the time comes to replace your truck. I saw the Maritime ad in Commercial Motor and gave Matt a call. He dealt with my request for cab paint, alloys, new tyres, roof mounted beacon bar, grill strobes, livery and private number plate without any issues. I'm very happy with my new truck and will be recommending them to others."

Matt MG Transport





“Following seven months of extensive research, Maritime came up as the best option for me in terms of spec, price, mileage, MPG etc. plus with Maritime you know you’re getting a very clean truck. The finished product looks great and is getting plenty of attention wherever I go. I’ve even had a Scania dealer tell me how good she looks!”

Tony Tony Barker Transport Ltd

see what our customers say...

“Matt was spot on and literally sorted the whole lot for me. He kept me up to date every step of the way, sending photos of each stage of the process, double checking everything with me and on completion he arranged to have the truck delivered.”

Colin CWT



“Dealing with Matt is so easy! He has a great understanding of matching the needs of the customers and their business to finding the right truck. The truck was painted in our colours, had new tyres, top light bar with spot lamps and LED beacons and looks fantastic. We knew the quality of the truck would be good from going on our past experiences.”

Kay Short Essex Reclamation Ltd





Sign up

Sign up to receive our latest deals and information by contacting marketing@maritimetransport.com

 /secondhandtrucks  @2ndhandtrucks

