

seconds out

the newsletter for secondhandtrucks.co.uk

issue 4

Supporting customers in more challenging times

Since the last issue of *Seconds Out*, the UK transport industry has been hit by the full force of the global economic crisis and for many it has been a struggle to keep wheels turning, let alone contemplate investing in new trucks.

"According to Matt Heath, General Manager, Sales, "We are starting to emerge from a very challenging period for the industry. Because of the quality of our trucks, we have continued to sell vehicles, but like everyone in business today, we've had to work even harder

for our customers to maintain our position as the preferred choice for low mileage, premium

used vehicles." For the vehicle manufacturers, the situation has been particularly difficult. They have seen a collapse in their order books which has been offset by a reductions in production capacity and the effects of a much

stronger Euro. Ultimately this means one thing, that prices for new vehicles will have to rise and increases could be significant.

"There's never been a better time to buy a quality used vehicle and at secondhandtrucks.co.uk we have an

unbeatable range of vehicles and deals to choose from. Why buy new when you can enjoy all

of the benefits from a nearly new truck at a fraction of the cost," said Matt.

At secondhandtrucks.co.uk, buyers can choose from a wide selection of one to three year old DAF, Scania, Volvo Man and Mercedes.

As the fleet sales arm of Maritime Transport, the activity enjoys a continuous pipeline of top quality used vehicles, in first class condition with complete histories for every truck for sale. "We currently

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have '56 to '08 plated vehicles for sale and with access to such a large stock, we can provide buyers with one or a fleet of vehicles to their required specification," commented Matt.

Login to secondhandtrucks.co.uk to view the current vehicles for sale. The website has just been re-launched after a major facelift. The new look website makes it easier for buyers to navigate and search for the vehicle they require. Why not see for yourself.

In this issue, we focus on ways to help our existing customers and truck buyers new to secondhandtrucks.co.uk. With great truck deals, including a full livery offer, to a range of ancillary services for better fuel performance and tyre wear, as well as our guaranteed 'Buy with work' scheme, there are now more reasons than ever to purchase from secondhandtrucks.co.uk



Website re-launched

Secondhandtrucks.co.uk has a brand new website. The new site enables customers to quickly find the truck they want, in one click and provides comprehensive details on vehicle specifications and a pictorial overview of the vehicle, from every angle.

"We've made the website much easier for customers to navigate and to get a complete profile of each truck for sale," said Andrew McNab, Marketing Director. "In many cases, the website is our first point of contact with buyers and it has to be easy to use and provide customers with all of the information they may need."

The website is packed with the latest deals, news and customer testimonials to help the time-strapped buyer find the right truck online and in one click.



Buy with work

One way to beat the effects of the recession is to take advantage of secondhandtrucks.co.uk 'Buy with Work' scheme. Whether you are starting out on a new venture as an owner driver or you are a seasoned transport operator, 'Buy with Work' may be the perfect solution for your business. The deal is simple – buy one of the trucks for sale and enjoy regular container work provided by secondhandtrucks' parent, Maritime Transport. You can take up this offer on purchase and have the confidence of guaranteed work at a time of such uncertainty. If you decide at some point to work elsewhere, there is no

“This is a great way to work as your own boss and have the comfort of guaranteed work”

problem. All we ask is for a week's notice. This scheme is unique to secondhandtrucks.co.uk and has proven very successful since it was introduced over three years ago, with buyers benefiting from weekly payments and a fuel recovery formula to protect against rising fuel costs. According to Tom Cole, Sub-Contractor Resource Manager at Maritime Transport, "This is a great way to work as your own boss and have the comfort of guaranteed work."

For further details or to discuss our 'Buy with Work' scheme, call Matt Heath today on 07980 100200.

Paint your wagon

There are great deals on nearly new vehicles at secondhandtrucks.co.uk and now you have the opportunity to have your livery on your truck included, when you buy – at no extra cost.

The deal is applicable to any '56 plate Scania 480 Topline purchased and the offer remains while stocks last. The deal includes a full paint respray in any non-metallic colour, complete with your sign writing. Talk to us if you would prefer a metallic finish and you can upgrade for a few pounds more.



These Euro 4, manual gearbox Scania's with sliding fifth wheel are already highly specced and come complete with 12 months MOT, a fully documented Scania service history, warranty and feature a coffee maker, fridge freezer and microwave, as well as a heated driver seat and mirrors and cruise and climate control too.

According to Matt Heath, "This is an exceptional deal and customers have been delighted with the quality of the workmanship. We'll happily help with design ideas too if you haven't got a livery scheme in place."

Take advantage of this great offer today and make an impression on the road from the moment you pick up your new truck at secondhandtrucks.co.uk!

For more details, contact Matt on 07980 100200.



Frank knows his onions

Seventy six isn't the typical age of the secondhandtrucks.co.uk vehicle buyer, so it was something of a surprise when Nottingham based haulier, Frank Rushby, called to find out about the trucks we had for sale.

Frank is a veteran Class 1 driver, truck owner and operator, having worked in the transport industry for over 40 years. Throughout his career with trucks, Frank has specialised in

“The vehicle I viewed was in exceptional condition. It was just like looking round a new truck”

agricultural haulage in the East Midlands.

On this occasion Frank was looking for a truck for his son, Barry, who has started to take over the reins from his father and to look after the farm contracts that Frank has built up over many years. Typically the company carry grain seeds, sugar beet, potatoes and onions, at different times throughout the year.

According to Frank, “I haven't quite hung up my boots yet. I've kept up my Class 1 licence and I do the odd day's driving to keep my hand in. I still enjoy picking up a trailer load of sugar beet for the factory in Newark or taking a



load of onions off the fields for the markets, but I'm happy that my son is now in the driving seat and taking care of the business I've worked to build up.”

After viewing the range of trucks we had for sale, Frank was keen to buy a 2006 ('06) Scania R470 Topline to replace his current Scania and the vehicle was modified by secondhandtrucks.co.uk with a PTO to handle the agricultural work planned for the truck.

“We opted for the Scania because we know the truck and the vehicle I viewed was in exceptional condition. It was just like looking round a new truck,” said Frank.

As well as fitting new tipping gear to the vehicle, the truck was resprayed

in the red and green colours of the 'Frank Rushby Limited' livery, prior to collection. “Secondhandtrucks.co.uk was recommended to me by a local haulier who has bought a number of trucks from them over the years. Given my experience of secondhandtrucks.co.uk, firsthand, I am more than happy to recommend them to anyone considering buying a top quality, nearly new truck and although I may not be purchasing another vehicle again, my son Barry will certainly be back to buy from secondhandtrucks.co.uk in the future,” said Frank.

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More tread from your tyres

Secondhandtrucks.co.uk is now able to offer customers a new cost effective tyre management service. The service is provided by tyre management specialists Commercial Contract Tyres. Buyers can take advantage of preferential rates and make sure that they get the maximum use out of their tyres.

According to Derek Daly, Fleet Director, “Tyre management is an essential part of truck maintenance. Correct inflation, damage repairs and re-cutting at the right time will generate more fuel MPG and can save an operator hundreds of pounds a year.”

If this is of interest, talk to Matt Heath when you make your next purchase and see how much you could save with a professional tyre management company.

How to find us

Visit our sales centre on Fortress Distribution Park in Tilbury, conveniently located just minutes from the A13/M25 and less than an hour away from Gatwick, London City and Stansted airports, to view your next used truck purchase at secondhandtrucks.co.uk.



Count on quality

In such challenging market conditions, lower consumer demand means less transport moves and inevitably less trucks are required. As a result of the recent squeeze on haulage, some operators have reduced their fleets, increasing the availability of trucks for sale around the country.

At first glance, these bargains look attractive, but if you're buying a truck, it's a long term investment and the most important thing to consider is whole of life costs. A truck with a reduced price tag may clock up a lot of additional costs over its lifetime, if it has not been properly maintained in its early years. A major component failure could easily wipe out the profit earned on a vehicle for many months.

Matt Heath commented, "Just because two vehicles are the same age,

you're not necessarily comparing apples with apples. When you spot a bargain truck, ask yourself a few simple questions – What work has the vehicle been doing? How has the vehicle been driven and has it been properly maintained? Many 'bargain' trucks tend to have high mileages too."

"We pride ourselves on the quality of our vehicles and the peace of mind this means for our customers"

At secondhandtrucks.co.uk, buyers can select from the widest range of low mileage vehicles that have been working on lightweight container transport and have the opportunity to inspect the full history of each vehicle, as well as the truck itself.

"Typically, the vehicles we sell have done 1,200 – 1,400 miles a week, hauling lightweight containers and are all main dealer maintained, on a strict six to eight week cycle," said Matt. "We pride ourselves on the quality of our vehicles and the peace of mind this means for our customers."



Remember, sometimes when a truck price is too good to be true, it invariably is!

Getting the right **£** finance deal

With the current global financial crisis and bank bailouts still casting a long shadow over the economy, there have been many stories in recent months of companies putting their plans on stop because of a lack of funding.

Much has been made of the failure of the big four banks to lend to small businesses and there is little doubt that there has been a general tightening of funds for new lends across our sector. However, this does not mean that funds are not available for those looking to finance their next truck purchase and at secondhandtrucks.co.uk, we're here to help.

We have a number of finance options available, that ultimately have one thing in common, to get the deal that is right for our customers.

"It has been difficult at times, particularly in the earlier part of the year and we have seen customers with long established credit lines in place having to resubmit information in order to get funding agreed" said Matt Heath. "This said, the situation is improving and we are seeing more funders come back in to the sector with cash to lend, which of course is good news for those looking to

replace or source additional vehicles". With a wide range of funding options available to buyers at extremely competitive rates, make sure you talk to secondhandtrucks.co.uk before you arrange your finance to get the very best deal.

"The situation is now much better for everyone with a choice of good deals"



The final word

Although the transport industry is not out of the woods yet and the recovery is at best fragile, business is picking up, as is the interest in quality used trucks and that has got to be good news for everyone.

We are extremely grateful at secondhandtrucks.co.uk to all those companies who have bought trucks from us over the last 12 months and we very much look forward to helping you with your next purchase. We continue to work even harder to make sure that you always drive away in one of our nearly new vehicles a totally satisfied customer. Call us today to see how we can help you.

A handwritten signature in white ink on a blue background.

