

# seconds out

the newsletter for [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk)

issue 5

## The alternative to new

**The market for used trucks is now more buoyant than at any time in the last 18 months. The rise in sales activity is due to a combination of operators needing to replace and the high cost of buying new.**

"We've seen a significant increase in enquiries and sales since Easter," said Matt Heath, General Manager Fleet Sales. "As virtually no one bought trucks in 2009, operators are in a position where they now have to replace vehicles and the cost of new tractor units has risen by over 20% in the last two years."

The sudden and substantial increase in new truck prices has meant that buyers are looking at used with a fresh pair of eyes and have begun to appreciate the value of a 'nearly' new purchase.

According to Matt, "At a fraction of the cost, nearly new is increasingly recognised as the affordable alternative to

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new. The gap between the cost of new and a lightly used one or two year old vehicle from [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) is huge and with ours, the buyer doesn't suffer the initial poor fuel return or huge depreciation hit when the truck leaves the forecourt."

As the fleet sales arm of Maritime Transport, [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) can supply the widest range of premium used vehicles from one to three years old. In addition, we can offer buyers one or a fleet of trucks of the same age, make and model and even with sequential number plates, if required. The current range of makes includes: DAF, MAN, Mercedes, Scania and Volvo. It's a choice



of vehicles that no other dealership in the UK can provide and all under one roof.

The opportunity for buyers to purchase used vehicles at [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) has never been so great with more choice, great prices and unbeatable service. See what our customers are saying in this issue and find out how we can look after your truck or fleet requirements today.



# Price of provenance

**You may be contemplating buying a used vehicle and perhaps for the first time too. Whilst the whole process and outcome can be as satisfying as buying new, there are a few things worth considering before you start your search.**

Not all used trucks are the same. It is important to understand exactly what you are buying and the more information you can get about a truck, the chances are, at the end, you will have made a really good purchase.

Most dealers will claim their vehicles are as good as or better than alternatives on the market. Yes, you may be looking at a truck that is the same make, model and age as others you have seen, but the simple fact is, in almost all cases, the dealer doesn't really know any more about the truck he is selling than you do.

Sometimes, the vehicle may have been serviced and maintained by the dealer, but not always and in many cases the salesman will have limited knowledge of some key factors that should be considered when viewing a vehicle. These factors include the work the vehicle has undertaken, the number of drivers the vehicle has seen, the way it has been driven and MPG performance. Most used trucks end up at a dealership, bought in, specifically to sell on as part of the stock of used vehicles for sale.

Remember, some dealers have put

trucks out on Contract Hire simply to keep forecourts fresh. These vehicles should be viewed with caution. It is always worth asking if the vehicle is ex. Contract Rental.

As a buyer, you can afford to be choosy. It's important to know the history

***“We know the full history of all of our vehicles, from the moment they come off the production line to the moment we sell them on”***

of the vehicle and there's a lot more to it than simply thumbing through the service records.

That's why [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) makes so much sense as your vehicle provider. Because the vehicles are purchased from new, driven by the same, full time Maritime driver and properly maintained throughout their brief working



lives, you get the comfort and confidence you are buying trucks that are, quite simply, the very best on the market.

“We know the full history of all of our vehicles, from the moment they come off the production line to the moment we sell them on, said Matt Heath. “We monitor the fleet on a daily basis, carry out weekly inspections and meet all servicing requirements to make sure our trucks are in perfect condition at all times. This way we ensure we always have the very best trucks to offer our customers.”

The provenance of your next truck purchase is important and it's worth knowing that what you get for your hard earned money is more than just the badge on the front of the vehicle. Buy from [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) today for total peace of mind.

## Toys for the boys

Whether you want anything from light bars or larger fuel tanks, [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) can provide a cost effective solution for any kind of modification or accessory for your nearly new truck and have it fitted and ready to use on collection.

Whether you want your vehicle to stand out or adapted to meet the requirements for your business, [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) has years of experience and has developed a network of partner suppliers to modify or personalise your



truck to the very highest standards.

“As a business, we offer so much more than simply selling a range of affordable, premium trucks,” said Matt

Heath. “Increasingly, we are adding value to equip buyers with the right tools to do their job, from PTOs to personalisation, such as cab and chassis re-spray and sign writing to create the right impression from day one.”

If you want more than just the basic truck,

[secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) is ready to assist.

## Nothing Less than perfect

Les Vandenbosch has joined [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) to strengthen the team at Tilbury. Les has been involved in all aspects of the commercial vehicle industry for more than 35 years and has also worked at the 'front end', as a driver, too. His unique experience enables him to provide the vital backbone support to the sales operation, making sure trucks are presented to the buyer, on time and in tip top condition, at all times.



# Confidence of continuity

One of the big issues for any transport company is the confidence of being able to buy the right truck for their business when it is required. In the past this was easy to manage but in more recent times it has become a major challenge, as many more



buyers have postponed purchases because of uncertain market conditions and vehicles now manufactured to order.

When normal vehicle replacement cycles go out the window, dealers find it much harder to anticipate demand and so buyers need a guaranteed, flexible source with stock to supply, sometimes at a moments notice.

At [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk), we can provide the widest range of makes and models to fit in with your business requirements and we can help to manage your changing fleet requirements too. Whatever you require for your business, from a single truck to a small fleet, from one to three years old, we can help.

**“We can provide the widest range of makes and models to fit in with your business”**

“We are able to look after all your requirements and provide a continuous supply of trucks as vehicles need replacing or to expand your business when you want to,” said Matt Heath. “The advantage of being the fleet sales arm of one of the UK’s largest truck operators is that we can take vehicles off the road to fit around our

customers and handle almost any enquiry as far ahead as 12 months. This is something no other dealer is able to offer.”

Another issue that will soon emerge in the used truck market is that in the last couple of years, as a result of the recession and higher prices for new trucks, sales of new vehicles have plummeted and this will inevitably mean less available for resale in one, two or three years time. Whilst this is not good news for operators who buy prefer to buy used, [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) may be the ideal solution.

“We are interested in long term relationships with our clients,” said Matt. “We want to work with customers to help them manage their fleet requirements and supply quality vehicles and service, year after year, acting as their vehicle pipeline.”

It is a strategy that can only work if it is backed up by ongoing investment in new trucks to provide a continuous supply of sale stock in future years.

“Maritime is now one of the biggest buyers of new trucks in Europe and this year alone we have ordered nearly 400 new vehicles”, said Matt. These trucks will become available for sale in the next one and two years, guaranteeing a continued supply of stock for customers at all times.”

## First time ‘Nearly’ new buyer

David Cornwell, partner at Cornwell & Son is typical of an increasing number of long established hauliers choosing to buy used vehicles for the first time in many years.

Cornwell & Son is a family business based near Huntingdon with its origins dating back to 1952. David and his son, Stuart specialise in farming and general haulage. They operate a fleet of five trucks and carry out a mix of bulk tipping, tautliner and flat bed trailer work throughout the year, travelling all over the UK.

“With the current economic climate, the high price, depreciation and longer lead times on new trucks, we decided to opt for a used vehicle,” said David Cornwell.

For the last ten years Cornwell & Son had been buying new trucks and David and Stuart and their drivers all had high expectations. “It was important that we

found the right supplier and the right truck for our business,” said David.

After viewing the stock, Cornwell & Son chose a Scania 480 Topline 2007 plated truck because of the quality and condition of the vehicle.

**“From start to finish this vehicle purchase was a fantastic experience”**

[Secondhandtrucks.co.uk](http://Secondhandtrucks.co.uk) modified the vehicle, fitting an A Frame, visor spots and phone kit. The vehicle was sprayed in the distinctive colours of the Cornwell & Son livery too.

According to David Cornwell, “From start to

finish this vehicle purchase was a fantastic experience. The staff at [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) made me feel really welcome. I can’t speak highly enough of Matt and his team and our drivers really like the vehicle too.” He added, “We’ve got a great truck at the right price without the high cost exposure of new and we’ll be back for more in the future.”



# Great way to get to work

**Steve Bickers always had a hankering to drive trucks and be his own boss, but he started his working life as an industrial butcher. After an accident at work he was given the opportunity he always wanted and started up his own low-loader business.**

Several years ago, when the construction industry was hit by recession and the work dried up, Steve sold his unit and trailer and went driving for other companies. However, having been an owner driver for so long, Steve found it difficult to adjust and really wanted to get back into the driving seat again.

**“Having searched around the country, I couldn't find another company that could come close to the spec and quality”**

When the opportunity arose to take on a new contract, Steve approached [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) for a vehicle to start up again and ended up working on the 'Buy with Work' scheme.

"I was interested in a Volvo this time around as I'd had a Scania before," said Steve. "Having searched around the country, I couldn't find another company that could come close to the spec and quality of the Volvo FH13 480bhp that I was being offered by [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk).

However, having bought the truck, Steve's contract didn't come off so Matt Heath suggested that Steve tried the [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) 'buy with Work' scheme with parent company, Maritime Transport.

"I had other irons in the fire but I decided to give the scheme a go," said Steve. "When the truck was ready for collection, I went to pick it up from Tilbury. My vehicle and a loaded trailer were waiting for me and I did my first delivery on my way home. Now that's what I call a service!"

## Fit for purpose

Bulk Solutions specialise in bulk tipper work for farm and quarry collections. Based in the West Country, the company's client list include some of the biggest names in the food and aggregate industries. Even though the company is only a few years old, Bulk Solutions already have 21 trucks on the road and in a highly competitive sector, value for money and the right spec are top of the list when buying new trucks.



According to Richard Paterson, "We heard about [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) by word of mouth. We've always bought new in the past but we can no longer justify the price. In the end we went for a '56 plate Scania R480 480bhp because it was a great truck and sensibly priced too."

The drivers at the Company are away most of the week and the Scania was really well specced, with a fridge and microwave oven. Bulk Solutions

**“We've always bought new in the past but we can no longer justify the price”**

also needed bulk tipping equipment, large fuel tanks, spot light and beacons for quarry work and [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) carried out all of the work and the truck was ready to go to work on collection.

"Matt and his team did a fantastic job and I've no hesitation in recommending [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk)," said Richard Paterson. "If you're looking for a one to three year old truck, fit for purpose and nothing short of perfect service, there's only one place to go!"

## The final word

2010 is proving to be a much better year for everyone in the industry and the interest in premium, lightly used vehicles at [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) has never been higher. We've worked hard to deliver an unbeatable service to our customers not only up to collection but well beyond, as part of our commitment to our buyers. With Les Vandenbosch joining our team, we're improving our high standards all of the time. If you have bought from us over the last year, we are very grateful for your custom and support. If you haven't, why not call us today and see how we can help.



Steve had never worked in the container industry before, but with all the help and support given by Maritime, he got to grips with the job pretty quickly and three months on, he's really enjoying the job and his Volvo and has no regrets about his decision.

"I absolutely love the truck and the

service I got from Matt and his team was simply brilliant. I now work with Maritime out of their Leeds Depot and I really like what I'm doing. I've got guaranteed work but I'm also my own boss. I got everything that was promised and more – [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) is definitely 'What it says on the tin!'"