

# secondsout

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

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## TRADING UP IN 2012

**So far this year, the demand for premium EURO V vehicles at [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) has been exceptional. As predicted, a cocktail of higher new EURO VI vehicle costs, limited stocks of EURO V units and a late reaction to the new LEZ regulations since the beginning of the year has encouraged buyers to move and upgrade their fleets.**

"We have enjoyed an excellent start to the year with sales up significantly on the same period in 2011," says Matt Heath, General Manager, Fleet Sales. "The feedback from buyers is that there are very few top-quality trucks available and that our trucks are the very best on the market."

Sales of premium vehicles at [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) were up 50% in the five months to the end of May and encouragingly there was a healthy mix of new and repeat buying. There was also strong demand for multiple-vehicle purchases with buyers wanting trucks delivered, in their livery and ready to use.

"We can cater for the single and fleet purchaser," said Matt. "If buyers want a number of identical trucks, we can provide them as easily as a single purchase. "Given the quality of our workshops, customers are

choosing us to paint and livery their vehicles, in addition to any bespoke modifications, such as PTO, large fuel tanks or lighting, and we are able to do this as part of our exacting service, extremely competitively. So you don't have to buy a truck with a blue chassis."

"All of our truck models are in demand," says Matt. "The Mercedes, with

exceptional fuel performance and spacious interior, is now one of the most sought-after makes."

The business has been trading since 2005 and [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) is now a tried and tested reseller of 'as new' articulated vehicles. "Having our stock on the road, enables us to showcase it every day of the week and unlike a dealer, we take trucks off the road to meet demand, so there are no hidden depreciation costs factored in or expensive forecourts to maintain," explains Matt. "If you haven't yet experienced a truck from [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk), you're missing out."

The clear message in this issue and for 2012 is that EURO V trucks are in demand and because of a shortage of premium stock in the market, buyers should be cautious about what they are offered for sale. Read more about the steps you can take to make the right purchase and talk to us before you buy.

**"If you haven't yet experienced a truck from [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk), you're missing out"**



### 'Like' us even more...

[Secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) has launched its own Facebook page. Visit our page on [www.facebook.com/secondhandtrucks](http://www.facebook.com/secondhandtrucks) and find out more about the business, trucks for sale and our latest promotions which we will post, from time to time. Become a fan and 'Like' our page and if you've bought from us, share your positive experiences, photos/video clips.



# FOREARMED ON THE FORECOURT

**You see a well-presented truck on a forecourt. You're told it's been fully maintained and it's only got 230,000kms on the clock. The price is reasonable, too. So is it really the bargain the salesman is trying to convince you it is?**

How good a judge are you when it comes to sourcing the right truck for your business? If you have doubts, you're not alone. When it comes to parting with hard-earned cash, you have to be certain you've done a good deal and the truck or dealer isn't going to let you down.

The first thing to establish

is the provenance of the truck – know the truck's past and you start to get to know the truck. Did a transport operator, rental company or a dealer providing rental trucks, own it? A lot of dealers are now renting out trucks as part of their service range.

If the truck was rented, you have little or no way of

establishing the history or the number of drivers that have passed through the cab. Do you really want to take a chance this one has been driven with care, even if it has a full service history?

"Many dealers now rent trucks as part of their service offering, says Matt. "I talk to a lot of companies that have been

caught out by buying a 'Rent a wreck'. You just don't know how

it's been driven and saving money up front can be very costly over the whole life of the truck."

While you don't want to experience any unplanned downtime with your new truck, find out what support and backup the salesman is prepared to offer. However long this may be, it still might

not be long enough for you, if the truck's been hammered. At [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) we only supply top-quality, lightly used vehicles with full history records with Maritime Transport, as the first owner, operating these trucks under the Company's 'one driver per truck' policy. So if you want to speak with the driver, we can arrange it for you, too. Instead of stocking out a forecourt, our vehicles stay on the road until you decide to buy. We also provide a minimum, three-month Driveline warranty and in many cases, any remaining vehicle warranty offered can be significantly longer.

Making the right decision is a lot easier when you know what you are buying. As a truck operator, first and foremost, we understand uptime, whole-of-life costs and the value of the reputation we have earned for selling premium vehicles.

**Call us today on 07980 100200 and put the certainty back into your next truck purchase.**

## LOVED

## UNLOVED



## THE DAY WALTER TOOK TO OUR DAFS

Lincolnshire-based livestock haulier, Walter Day and Sons has been trading for nearly 80 years and they know a thing or two about transport. At the helm is Andrew Day, the third generation to head up the Bourne-based company. Andrew was keen to replace part of their fleet and he decided to approach [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk).

"Having recently taken over the reins of the Company, I felt it was time for us to update two of our older Fodens. Although we're big fans of the Fodens, these trucks were quite dated and we were keen to replace with two, high-quality DAFs", said Andrew Day.

"We are always really thorough when it comes to sourcing the best vehicles, so when we met up with Matt Heath to check out one of [secondhandtrucks](http://secondhandtrucks.co.uk)' DAFs, it was reassuring to be allowed to inspect the trucks with a fine toothcomb. The vehicles are really well looked after. There was barely a mark on them, which is rare, especially for a four-year old truck."

"Our livery is well known in our trade and it was really important to me that we got it spot on," said Andrew. "Matt and his team did an excellent job and it was achieved from a single photograph."

"I really believe you would be hard-pushed to find vehicles of this quality anywhere in the UK. We couldn't fault the service we

received from Matt in any way. He's very true to his word and both vehicles were ready to collect, exactly as he described."



**Paul Asbury of Tilbury-based Assured Container Services has become a convert. According to Paul, "We already run a mixed fleet of 12 trucks. Initially, we were looking at a Volvo." However, having spoken to secondhandtrucks, Paul was persuaded to look at the Mercedes.**

"We have no experience of the Mercedes, so we made our own enquiries. In particular, we were concerned about running costs." Paul and his team checked out parts and maintenance charges and given the excellent fuel performance and comfort of the facelift Mercedes, in the end, they decided to buy a total of four '58 plates – replacing 25% of their fleet in one hit.

"Although it is still early days, the new Mercs are proving to be a fantastic decision for us and a knockout with our drivers. The Mercedes will definitely be part of our fleet going forward and with the faultless service we received, we'll have no hesitation in returning to secondhandtrucks for our next purchase. For us, Mercedes and secondhandtrucks have been a winning combination."

# WORDS OF ASSURANCE



## MERCEDES ACTROS EXPOSED

**The Mercedes-Benz Actros 2546 LS 460 bhp Mega Space Euro 5 facelift is now a mainstay of the Maritime vehicle fleet. It wasn't the same situation so many years ago. So what has changed and why have readers of Truck and Driver Magazine voted this vehicle 'Truck of the Decade'?**

According to Derek Daly, Fleet Director at Maritime Transport, "The Mercedes Actros has undergone a quiet revolution in performance and design over the last five years and in recent years the trucks have really been first class". As a vehicle operator, we buy the best for whole-of-life performance, cost and residual values and with the Mercedes, we have a truck that provides the best possible MPG with superior uptime and exceptional driver comfort and safety.

Let's take a closer look at this award-winning truck and two essential categories we believe this vehicle wins hands down. Yes, the Actros may have stylish lines and is one of the best-looking trucks on

the road today, but given spiralling diesel costs, the starting point for this review is fuel economy. After all, this is a truck that holds the Guinness World Record for fuel efficiency, using 6.88 gallons per 100 miles under test-drive conditions.

Our 2546 LS 460 bhp Actros comes with a high-torque, fuel-efficient engine. The automated Powershift transmission offers the driver a variety of operation enhancing modes, including Ecoroll Mode. This disconnects the driveline when the engine is started to optimise fuel saving. When no engine torque is requested via the accelerator or brake pedal, Powershift automatically selects the appropriate gear. There is also a Manoeuvring

Mode, which controls the engine revs in first gear, limiting engine speed to a maximum of 1,000 rpm.

"It is worth remembering too, that with the correct training, drivers will achieve the best fuel performance if they adopt the basic techniques for fuel economy into their driving style," says Derek. Altogether, this top-performing engine adds up to an impressive average performance of over 9 mpg under full-load conditions.

The second area where this truck scores is in driver comfort. The Megaspaces cab provides superior internal space, storage and overall comfort. With its flat-floor, the cab immediately feels roomy and our drivers have appreciated the freedom to move around without restriction. Luxury slatted double bunk beds make overnighing a totally relaxing experience. Our standard specification trucks come with a fridge and microwave, as well as all of the mod cons of a highly-specced vehicle.

On top of all this, when you buy from us, as with all our vehicles, we also provide the full Mercedes service history from new and an after-sales warranty, for total peace of mind.

At secondhandtrucks, we like the Mercedes Actros a lot. It's hard to fault this truck for build quality, reliability, fuel economy and comfort. But don't take our word for it. Read the testimonials of recent customers, like Assured Container Services, who has started to buy Mercedes.

See our website [www.secondhandtrucks.com](http://www.secondhandtrucks.com) for more endorsements.

**"This is a truck that holds the Guinness World Record for fuel-efficiency"**



# THE X FACTOR

What factors do you take into account when choosing your commercial vehicle supplier and what is the glue that holds this relationship together?



We have been talking with a number of our customers to understand their reasons for choosing secondhandtrucks over other used vehicle suppliers and the answers were virtually all the same.

Buyers tell us we have the widest range to choose from, the ability to supply a fleet of trucks if required and immediate availability, which opting for new simply cannot match.

If you are a fleet operator, prepared to purchase used, then secondhandtrucks is geared to handle your requirements. We can provide you with premium, lightly used trucks when you need them, with lightning fast turnarounds on modifications and we can synchronise with your development every step of the way.

"No other dealer can give you details of stock availability in one, two or three years. At secondhandtrucks we can. And with such long-range information, you can plan your fleet replacements with certainty," advises Matt.

Whatever marque you are interested in and however many trucks you need, your resource solution is only a phone call away. Compare our range, stock and responsiveness today. We know we won't be beaten and once you've tried our service, you won't want to go elsewhere.

**Call 07980 100200 to find out more. It's time you experienced a better experience.**

## ARE WE HEADING FOR A CRISIS?

There was a time when transport operators routinely upgraded older vehicles for new or newer trucks. It was a cycle that ensured there were plenty of vehicles being manufactured and there was a healthy supply of new and used trucks for sale.

However, the financial crisis in 2009, coupled with a UK recession, broke the cycle, perhaps for the first time, leading to a virtual collapse in new vehicle sales, which forced manufacturers to scale down production and it dried up the country's stock of used trucks for sale.

New vehicle sales in 2010 were not much better (see graph)

and the consequences of this downturn are unprecedented and almost certainly, industry-threatening. Anecdotal evidence of the impact of the drop in sales activity is visible out on our roads every day of the week. "Trucks traversing the UK are growing older and older", said Matt. At the same time,



dealers are regularly complaining of a lack of stock for sale.

Because operators didn't buy or lease new vehicles in 2009 or 2010, there is now only a limited pipeline of stock available in the market for two- and three-year-old units. Buyers are starting to experience a shortage and a noticeable lack of quality stock for sale.

So do we have a truck crisis? The answer is a definite 'yes'. Clearly, it depends on the age of vehicle a buyer is looking to purchase. However, most buyers are not looking for EURO IV or older vehicles. The vast majority want EURO V (to comply with LEZ regulations and best residual values) and there is almost

certainly insufficient stock to satisfy everyone's requirements.

"If a buyer needs to change a vehicle today, there will certainly be limited availability and a lack of choice of quality stock," says Matt. "As with anything, higher demand ultimately translates into higher costs. If you need a EURO V, act fast and make your move now." The good news is that there is no stock shortage at secondhandtrucks. We can supply what you want, when you want it and you can plan your future requirements with confidence.

**For more information and choice, contact secondhandtrucks on 07980 100200 and see how we can help.**

## The last word

Despite the challenges thrown at the haulage industry as we try to steer a course through a double-dip recession, we have experienced a significant upturn in trade so far this year. What is clear is that a company can only postpone their fleet renewal for so long and my team and I are really pleased that so many operators have chosen secondhandtrucks to source their replacements.

We can also report that, in many cases, our customers are

expanding their fleets too. For such a beleaguered industry, this is really encouraging news.

**Thank you to all those customers who have bought from us in 2012 and we look forward to helping you in the coming months, too.**

