

# SECONDS



# OUT

The newsletter for  
**SECONDHANDTRUCKS**  
the fleet sales arm of  
**MARITIME**

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**secondhandtrucks.co.uk**

**PHONE TO OWN 07980 100200**

# BUY, BUY EURO 5

»» The used truck market is growing at its fastest pace since 2007. It's an incredible recovery, fuelled by two forces – a rapidly improving economy and a demand for Euro 5 vehicles. The changing marketplace has not gone unnoticed at Secondhandtrucks either. Interest and sales are at near record levels and the market for used trucks is expected to tighten much more.

"At Secondhandtrucks, we have had an exceptional first quarter with high interest levels in our premium quality Euro 5 trucks since the start of the year," said General Manager, Matt Heath. "A feel good factor is finally returning and operators are investing in their businesses again."

These buoyant conditions are supported by a strong underlying growth in the economy which is increasing demand for transport resources and it is not expected to ease off any time soon. Operators have struggled to react after such a prolonged period of lower business activity up till now and with so little quality stock available, prices will firm up even further as the year progresses.

The switch to Euro 6 production by the vehicle manufacturers has focused the used vehicle market onto Euro 5 and onto suppliers, like Secondhandtrucks, that are able to provide a wide range of truck marques and in sufficient quantities to meet the needs of buyers. Read our Euro 5/Euro 6 report, 'Head-to-Head' in this issue.

"Good, clean, affordable, low mileage Euro 5 trucks are extremely difficult to source," said Matt. "Having purchased Euro 5 up until production ceased at the end of 2013, we are now in a unique position of being able to continue to offer buyers, the widest choice of late registered Euro 5 trucks in the UK



and for the foreseeable future too. With one driver and full, main dealer service histories from new means you know exactly what you are buying so you can continue to operate your truck of choice with confidence."

Getting hold of the right truck is one thing, but as business activity increases, buyers are also finding that they have less time to manage the process of putting a new truck on the road. At Secondhandtrucks we can help every step of the way, from part exchange right through to complex modifications, livery and delivery, so all that the buyer needs to do is to put the truck to work.

"Our service and reputation is built around taking the hassle away from the buyer," explains Matt. "We can look after everything, from the moment an order is placed to the handover of a ready-to-work truck and we promise you will not be disappointed." Read what a few of our buyers are saying about us in this issue.

*Planning to buy a quality two or three year old used truck this year? Don't delay, call Matt today on 07980 100200*



# HEAD TO HEAD

Production of Euro 5 trucks stopped at the end of last year and now Euro 6 emissions standards are in force for all new vehicles. This means that when you next replace or add a truck to your fleet, your options are to buy new or to choose a nearly new.

When you weigh up the pros and cons of buying Euro 6 or a used Euro 5, which comes out on top? We've had a look at it and these are our thoughts.

So what's the big benefit of Euro 6? The new standard demands significant reductions in hydrocarbon, nitrous oxide and particulate emissions from all newly built HGVs. This means that these vehicles are the greenest on the road and practically pollution-free. Aside from the positive impact on carbon footprint, we think it's still hard to make a compelling business case for buying a Euro 6 compliant vehicle.

The first thing that will hit you is the significant increase in purchase price. On average, you will be paying between 10-12% more than a comparable new Euro 5 truck. These price hikes come as a result of a steep increase in R&D and manufacturing costs, to help develop the engines to meet the new regulations. If you compare that price to purchasing a two or three year old truck, it can be more than double, depending on which vehicle you are looking to buy.

There is still some debate on the impact on fuel consumption, but the general view is that fuel returns are no better or worse in the first generation Euro 6 trucks than their Euro 5 counterparts. However, according to the RHA, to achieve the higher standard in Euro 6, engines will use more fuel simply because they are running hotter. You can also expect an increase in AdBlue consumption, between 2% and 5% compared to a Euro 5 with SCR, depending on the manufacturer.

When it comes to repair and maintenance, there are three additional areas that Euro 6 truck servicing will need to include: The extra sensors in the after-treatment box, the regeneration system to actively regenerate the Diesel Particulate Filter (DPF) and the 7th injector in the after treatment system, also known as the After treatment Hydrocarbon Injector (AHI) or Fuel Doser. Servicing and maintenance will require more diagnostics for the new exhaust-gas management system and additional costs for cleaning particulate filter elements, which will need to take place between

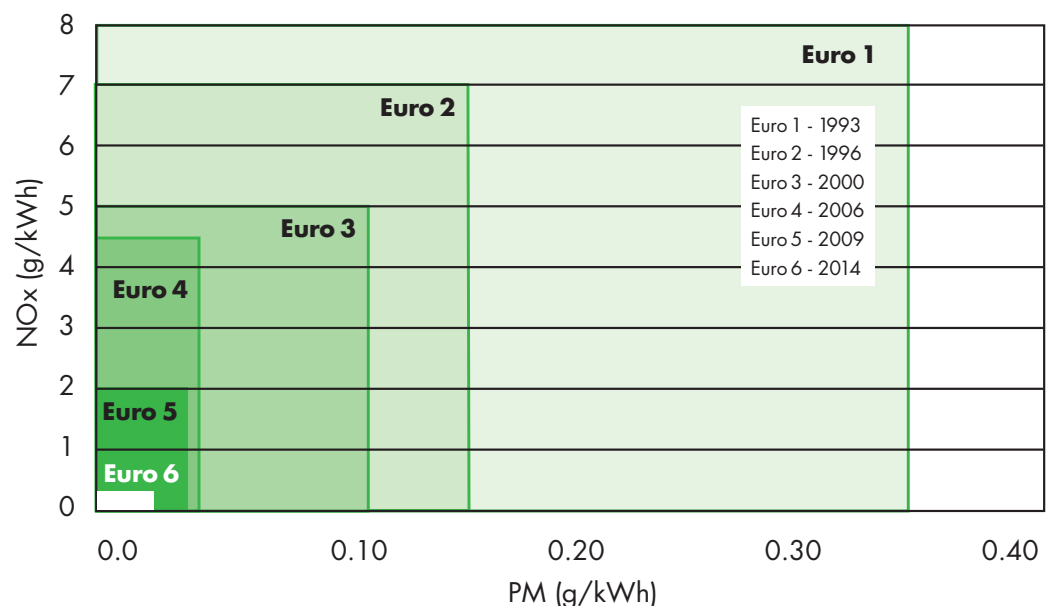
250,000 - 500,000 kms, depending on the vehicle.

The latest Euro 6 technology also brings with it a small weight penalty. On average, a Euro 6 truck will be able to carry less because the latest emission-saving exhaust-gas system that can add up to an extra 200kg weight burden.

*When you weigh up the pros and cons of Euro 5 and 6, a used Euro 5 truck is the perfect alternative to buying new!*

## EURO 6 EMISSIONS LEGISLATION

*Euro 6 is now mandatory for new registrations. Since 1993, successive Euro standards have reduced the limit for NOx by 95% and for particulates by 97% to the Euro 6 levels.*





# ALL-ROUND PACKAGE FOR 360 LOGISTICS



The decision to set up on your own isn't an easy one and not for the faint-hearted, but Glyn Hayway was already an experienced HGV driver when he decided to establish his own transport company. Employed as a driver for a number of transport operators during his career, Glyn took the plunge to go it alone and set up 360 Logistics earlier this year. He hadn't banked on one company being able to provide both a truck and work from day one, but that is exactly what happened.

"When I decided to set up 360 Logistics, the only thing I had to start with was a recommendation from a previous buyer of a used truck from Secondhandtrucks to buy and work with Maritime Transport," said Glyn.

Serious about his business, a recommendation wasn't good enough and Glyn wanted to find out for himself what his options were for sourcing a lightly used vehicle and for future work, before parting with his hard-earned funds.

"I looked around the market to work out the best way to go forward," explained

Glyn. "There are many dealers up and down the country selling trucks of different qualities, but I wanted something more for my money and I needed to be able to get work for my truck."

After an extensive search, Glyn still ended up choosing Secondhandtrucks and its 'Buy with Work' scheme through parent, Maritime.

"Secondhandtrucks stood out for several reasons," said Glyn. "No other company could offer anything like the complete package that Matt Heath and his team provided. The assistance and information I received from the staff was exceptional. From my very first discussions, I came away knowing I could start 360 Logistics with a top quality truck that was really excellent value for money and could get going straight away with Maritime."

With a wide choice of trucks available at Secondhandtrucks, Glyn was torn between buying a Merc and a Volvo. "Having discussed the differences in detail with Matt, I opted for a Volvo FH13 Globetrotter and I'm really chuffed with the outcome."

Although the basic colour scheme was maintained, Secondhandtrucks liveried Glyn's Volvo and topped it out with front spray guards to really finish off the truck.

"From the day I accepted delivery, the truck looked and felt like it was brand new," said Glyn. "I've been running it for a while now and I'm delighted with it. The 'Buy with Work'

deal has worked well for me too. I've been taking on both container and tautliner work out of Maritime's Immingham Depot. I'm more than happy with the whole experience."

"To anyone looking for a truck and work, I'd definitely recommend what I've done. Matt has looked after my truck needs and Tom Cole, Maritime's Sub-contractor Manager, has helped to get the best work for my truck and nothing has been too much trouble," added Glyn. "I plan to add two further vehicles in the future and Secondhandtrucks will be my first choice."

"Having had the initial recommendation to approach Secondhandtrucks and Maritime, you could say I did a 360 after discovering they were head and shoulders above anyone else," concluded Glyn.

*There are many dealers up and down the country selling trucks of different qualities, but I wanted something more for my money and I needed to be able to get work for my truck*



# NEW LIVERY FOR SECONDHANDTRUCKS

>> At Secondhandtrucks, it's not just trucks that we can livery. We've given ourselves a makeover too. After nine years we thought it was time to create a new logo to reflect Secondhandtrucks today. And that's exactly we've done – clean, fresh and modern! For the best, nearly new Euro 5 trucks and for uncompromising service, choose Secondhandtrucks – you'll find us a breath of fresh air!



## A FAB EXPERIENCE – NO KIDDING!

>> Macclesfield-based livestock transport specialist, Paul Kidd Livestock Transport Ltd is a company rich in history. Current Director, Paul Kidd, is the third generation to work in the 60-year old operation, having taken the reins of the business five years ago. Looking for a Scania to service their local customer base, Paul chose Secondhandtrucks for the complete package to create his eye-catching masterpiece.

"We've always bought Scania, simply because of their reliability and build quality. With our Highline coming up for replacement, we visited a number of used Scania Dealers, however, it was Secondhandtrucks' stock in Tilbury that impressed me the most," explained Paul. "The Scania's we saw were in top quality condition, by far the tidiest trucks we'd seen for sale. The fact that the trucks had a dedicated driver at Maritime and hadn't been driven by agency drivers was a real bonus for me you can really tell they've been taken care of!"



"We also had quite a list of demands when it came to customising our truck, which was no problem for Matt Heath and his team," said Paul. "We've had the same set-up for 60 years now, so we told Matt what we wanted and he put together a complete package for our Scania Topline, including full custom paint job, livery fitment, a Kelsa 6 spot top bar, visor spots, a one second tacho, fifth wheel changeover to fixed and removal of the

run up ramps. Happy with the deal, we let Matt work his magic."

"I'm delighted with our new truck, it is a lovely drive. Matt has been exceptional, very knowledgeable and delivered exactly what he promised. I'd highly recommend Secondhandtrucks. In fact, I've already recommended them to people who complimented my truck and asked where I had bought it from. What a fabulous experience!"

# SECONDHANDTRUCKS GETS TOP MARKS

Established in 1987 by current owners, Wayne Johnston and Martin Webb, road markings specialists, WJ Road Markings, has grown substantially over the last 27 years and is the largest independent road marking company in the UK today. With a fleet of 165 LGV trucks, Transport Manager, Scott Logan, went to the market to add a specific unit to help service their expanding business.

"With the pickup in the UK economy and recent Government road improvement schemes, there are a large number of major road repair projects going on throughout the country," said Scott. "So we've got new work coming in which meant we needed an additional vehicle to service the business. We don't usually buy second-hand, but since Euro 5 production stopped it's become impossible to get hold of a new one, so we started to look at second hand as an alternative. We didn't want to opt for Euro 6. I went to the market looking for a specific truck to service an operation which requires specialist equipment and found exactly what I was after at Secondhandtrucks.

It was a DAF XF 105 with a manual gearbox and Superspace cab, something I really struggled to find elsewhere."

"Buying was very simple. I ran through the vehicle spec with Matt Heath, supplied all of the colour references for the paintwork and placed the order over the phone. With our new fleet addition working on our road marking removal operations, 80% of which is done at night, we needed a few extras fitted, none of which was a problem for Matt. He arranged for a top HiBar, MultiBar and beacons to be mounted, something that is essential to improve visibility for our team on the roads."

"We're very happy with the finished product. The quality of the paintwork is spot on. Considering the deal was done over the phone, it's absolutely perfect, better than we'd expected. You could say, 'Top Marks'. We've got a long-term plan to add further vehicles as the company expands and we'll be sure to choose Secondhandtrucks when the time comes."



Buying was very simple. I ran through the vehicle spec with Matt Heath, supplied all of the colour references for the paintwork and placed the order over the phone







# GETTING THE RIGHT FIT

➤➤ Every reseller of trucks will tell you that their vehicle is the one for you. Picking the best make and model to fit your business needs and driver expectations can be a challenge no matter how well you know your trucks.

Unlike a truck dealer, at Secondhandtrucks, you will never get a hard sell, only unbiased, expert knowledge to help you make an informed decision on the best truck for you, and here's why.

Not only do we have the UK's widest stock of used trucks, selling five top marques, we are first and foremost, truck operators and have many years' experience as an owner and large fleet

operator and understanding vehicle performance and whole of life costs.

So what can we tell you that you don't already know? With over 1,000 trucks on fleet at Maritime, we run dozens of each marque and model, so we really get to know them inside out. For example, we encourage regular driver feedback on how the truck is performing to establish what work each marque is best suited to and

pull daily efficiency and performance information feeds from vehicle telematics to analyse fuel performance and wear and tear.

We can also offer advice on optimum driving styles for each model, as no two trucks are the same. Our expert driver trainers are available to customers, to make sure they get the very best results from their purchase.

**So, if you are debating which truck would be the perfect match for your business, here's a flavour of some of the key features of each marque we sell:**

### **DAF XF105 Superspace**

- Amazing driver comfort
- Unbeatable value-for-money
- Enormous amount of interior space

### **MAN TGX XXL**

- Great driver comfort
- Like driving an armchair
- The perfect all-rounder

### **Mercedes Actros 2546**

- Best for fuel
- Fantastic storage space
- Ergonomic design with a true flat floor

### **Scania R440 Topline**

- Outstanding build quality
- Exceptional performance, reliability and safety
- Great residual value

### **Volvo FH13 Globetrotter XL**

- Effortless, smooth drive with loads of power
- Superior safety features
- Exceptional build quality

**Call Matt on  
07980 100200  
today or visit  
secondhandtrucks.co.uk**



# DRIVE AWAY A GREAT DEAL AT SECOND HAND TRUCKS



**LEZ COMPLIANT**

'60 '11 '61

## DAF XF105 Superspace

- 6 x 2 Midlift steer axle • **EURO 5**, 460 bhp
- Manual gearbox • Digital tachograph • Fridge, Microwave, Leather trim seats • Full service history from new
- 12 months MOT • Warranty



**LEZ COMPLIANT**

**COMING SOON**

'62

## Scania R440 Topline

- 6 x 2 Midlift steer axle • Sliding 5th. wheel
- **EURO 5**, 440 bhp • Opticruise gearbox • Digital tachograph
- Coffee maker, Fridge, Freezer, Microwave • Full service history from new • 12 months MOT • Warranty • SCR



**LEZ COMPLIANT**

**BEST FOR FUEL**

'11

## Mercedes Actros 2546

- 6 x 2 Midlift axle • Sliding 5th. wheel • **EURO 5**, 460 bhp SCR
- Power shift gearbox • Digital tachograph • CD Player, Fridge, Microwave • Full service history from new
- 12 months MOT • Warranty



**LEZ COMPLIANT**

'11 '61

## MAN TGX XXL

- 6 x 2 Midlift axle • Sliding 5th. wheel
- **EURO 5**, 440 bhp • Tipmatic • Digital tachograph
- CD Player, Fridge, Microwave
- Full service history from new • 12 months MOT • Warranty



**LEZ COMPLIANT**

**BUY WITH WORK**

'60 '11 '61

## Volvo FH13 Globetrotter XL

- 6 x 2 Midlift axle • **EURO 5**, 460 bhp • Digital tachograph
- I-Shift • Prestige leather trim, Coffee maker, Fridge, Microwave • Full service history from new
- 12 months MOT • Warranty

