

seconds out

The newsletter for secondhandtrucks.co.uk

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SALES UP ON EURO 5S

At secondhandtrucks, we have enjoyed a strong start to 2013 with truck sales at the highest levels since the business started trading in 2005.

The demand for secondhandtrucks' stock is being driven by the immediate availability of top quality Euro 5 vehicles in a market where more and more operators are choosing used over new.

"Whether it is to improve operating costs or to meet business requirements, every transport business, large or small, has to add to or replace its fleet," said Matt Heath General Manager, secondhandtrucks. "Given the cost of new, we're seeing more buyers choose used because they can see the quality of our trucks are second to none, like Sheridan Ellis at Allan Greenwood Haulage."

Over the last eight years, we have built an unrivalled reputation based on a simple model of being able to offer the widest range of dealer maintained, top quality marques at affordable prices, without any lead time, when the buyer wants the truck. We call it 'stock on the road' and when we take a vehicle from our fleet for sale, we present it to the buyer in showroom condition, backed up by a great aftersales warranty. "We want our buyers to enjoy the best experience we can give when they buy from us," said Matt. "It starts with the confidence that we only sell from our own fleet of fully-maintained trucks and it continues when you return for your next truck and the one after that."

This year, we have got a great range of 2010-registered and newer trucks for sale and we continue to provide buyers with unbeatable offers. "We have exceptional deals on our '10 and '60 plate MANs and we've priced them to go," said Matt". See Tony Weller's MAN review on the back page.

In this issue, you can find out more about our 'Buy with work' scheme, which enables buyers to purchase from secondhandtrucks and get work from Maritime if they want it. Read the unusual approach that friends, Alan Shuttlewood and Stephen Carter, took in starting their own business with the support of the scheme.

We hope you enjoy this edition of Seconds Out!



AS YOU LIKE IT

At secondhandtrucks, we do much more than sell a top quality vehicle in customer livery. We can modify your new, lightly-used vehicle to meet the demands of your business or accessorise and personalise your truck, giving it a full makeover so that your vehicle really stands out on the road.

All of the customisation that we offer is carried out to the highest standards and attention to detail in our approved workshops and provided to you at cost. We can fit PTOs, large fuel tanks, vertical stacks, bodywork kits and we can add air horns, roof and grille bars, lighting, alloy wheels and a whole lot more.

Ask about our range of customisation services and have your next truck delivered exactly as you want it. **For more information talk to Matt on 07980 100200.**



Two in a bed... NOT QUITE!

Question – You and your mate want to start your own haulage business, how do you do it and once you've figured it all out, what do you call yourself? Alan Stephen Trucking, of course!

Dartford-based Alan Stephen Trucking is the brainchild of two friends, Alan Shuttlewood and Stephen Carter, who have worked together for over 25 years. The business was established in 2012 after obtaining their 'O' Licence.

"We always wanted to have our own business and we thought we could start by sharing a truck," said Stephen. "We don't really share a bunk, I do days and Alan does nights."

Both worked at Maritime for a short while, so they experienced the quality and high-spec of the trucks, first-hand, you could say it was a case of 'try before you buy'.

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Even so, we did have a look at the opposition, but in the end it was a very quick decision to buy from secondhandtrucks and one of the easiest we've had to make," said Alan. "Not only does secondhandtrucks stand out on

its own, for quality and value, their 'Buy with Work' scheme was the perfect way for us to start trading and meant we could be operating our new business

from day one."

After deciding on a Euro 5 '08 plate Volvo FH13 as their first vehicle, the two partners sat down with Matt to design their new livery.

"From the first day of working with Matt and the secondhandtrucks' team, everything ran smoothly.



The end result is a great looking truck that we are both really enjoying. The only obvious difference between our Volvo and buying new is that it came without the hefty price tag!" said Stephen.

"Doing business with secondhandtrucks has been great and 'Buy with Work' allowed us to get up and running from the moment our Volvo was ready, working on a day and night

operation with Maritime, which suits us perfectly. The master plan is to add more vehicles in the future and when the time comes, secondhandtrucks will be our only port of call," concluded Alan.

If you want to find out more about our 'Buy with Work' scheme, contact Matt on 07980 100200 and he will tell you how it works and how to get started.

NOBODY DOES IT BETTER

Buying a replacement or additional truck these days can be a challenging and frustrating experience. With new, there is a lead-time, as well as the uncomfortable price tag that goes with it. Finance can also be a big headache, with little choice in lenders and more hurdles to negotiate to qualify. If you're not sure what marques or models you require, you've got to take time out to do your research and visit different dealerships.

"At secondhandtrucks, we try to make the process of selection, buying and timing of delivery as easy as possible," said Matt Heath. "Because our stock can come off the road at any time, we can provide a lightly used truck in a matter of days and in many

cases at half the cost of new and from the widest choice of marques of any dealer."

The range of trucks for sale includes DAF, MAN, Mercedes, Scania and Volvo from 2010 and newer. The vehicles are carefully prepared for sale and if no modification or livery is required, can be available for work in less than a week, compared with a minimum three-month plus lead-time for new.

"We want you to be able to buy exactly what you want from us, at your convenience, without any lead time," said Matt. "We can also help you to plan future orders, with certainty, well in advance, so that you can build your business with confidence at all times."

At secondhandtrucks, you get much more for your money when you buy too. As well as the widest selection of nearly new vehicles to choose from, you get the assurance of the best quality trucks available in the UK today and in the unlikely event that any problems do arise, you get a three-month, no quibble, after sales warranty and an unbeatable service from start to finish.

If you haven't experienced the secondhandtrucks' experience, isn't it time you did. For more

information on any of the marques we sell and how we give you the best experience, **contact Matt on 07980 100200.**

DP WILLIS HAULAGE EXPERIENCED A BETTER EXPERIENCE ISN'T IT TIME YOU DID TOO?

MAN TGS 2015 Mercedes Actros 2540
Volvo FH13 Globetrotter XL Scania R440 Topline

DAF XF105 Superspace

Phone to own. Call Matt Heath on 07980 100200
see slide to see our current stock of 'as new' vehicles

ASHLEY TRANSPORT EXPERIENCED A BETTER EXPERIENCE ISN'T IT TIME YOU DID TOO?

Volvo FH13 Globetrotter XL DAF XF105 Superspace
Scania R440 Topline Mercedes Actros 2540

SEE OUR OTHER AD FOR OUR SUPER DEALS

Phone to own. Call Matt Heath on 07980 100200
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www.secondhandtrucks.co.uk

GREENWOOD GETS A MERC FOR WORK

Mercedes fleet operator Allan Greenwood Haulage is a recent secondhandtrucks buyer.

We spoke with Sheridan Ellis, the founder's daughter now at the helm of this long-established Yorkshire-based general haulier to find out more about the business and the decision to buy from secondhandtrucks.

Parked up in a layby 'for a three o'clock Burnley', Sheridan revealed that she has spent most of her life in and around trucks, going out 'in the wagon' with her father, Allan, during school holidays. Having qualified as a nursery nurse, she decided to join her dad in the business at the tender age of 17. As she says herself, 'Must have had a bang on head!'

At 73, Allan has now taken a back seat in the business he started when going self-employed in 1967. He still drives when needed, albeit, it doesn't happen too often. Sheridan insists of any of her drivers that if they haven't got a death certificate, they've got to turn in for work.

Over the last 46 years Allan has managed to make the business something of a family

affair. All bar one employee is related and they work closely together to provide great service to their customer base. "We're a Merc operator. Everything in our fleet has a Mercedes badge on it. We used to operate a 6x2 in our fleet, but sold it as we didn't have the work for it at the time. With heavier loads and more work in London, we started looking for another," said Sheridan. "I was on a Driver CPC course and the instructor mentioned that Maritime sold really good used trucks, so I rang Matt Heath and he persuaded me to commit on a '10 plate Mercedes Actros over the phone.

As Sheridan said herself, secondhandtrucks had come highly recommended and that was good enough. She'd seen pictures of the truck and "we won't come down for now!" As it happened they had a load the very next day down south and they called in to view the truck. As part of the deal, the vehicle was painted in their distinctive red and green and it looked

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a picture when Sheridan's husband Pete and son, Gavin, came down to pick it up.

"Gavin drives the truck and is delighted as he really wanted a new one and thinks that's exactly what he's got," said Sheridan. "The quality is fantastic and

Gavin is over the moon with the truck. Matt delivered even more than he promised."

The truck is attracting a lot of attention and compliments wherever Gavin goes. Aside from the quality, the Mercedes is packed with everything Gavin needs for three or more nights away from home each week. The flat floors and comfortable layout is home from home and perhaps just as well, as Gavin spends more time in his truck than with his wife and family of equally enthusiastic 'junior' truckers.

Sheridan was delighted to endorse secondhandtrucks and to recommend Matt and his team to any potential buyer. "The Merc is just like a brand new one and the service and back up support we got was first class," said Sheridan. "We've got a fantastic truck, we've had a great experience and to the team at secondhandtrucks, you've done us proud!"



TISS PROTECTING YOUR BUSINESS



The Chancellor of the Exchequer may have frozen fuel duty again in the latest budget, but the price of diesel remains high and accounts for more than 30% of an operator's costs. With diesel at a premium, owner drivers and transport companies are now more vulnerable than ever to fuel theft. Aside from the hassle of having your tank emptied, a typical tank of diesel at the pump will set you back over £700 and the loss, in financial terms, could be significant.

At secondhandtrucks, every Maritime vehicle that we sell from stock is fitted with TISS TankSafe 'Impregnable' anti-

syphon fuel system, making it impossible for thieves to steal fuel. The fuel security and safety device is the only system to prevent any fuel loss due to a unique float-valve that allows fuel to flow into the tank, but locks off once filling is stopped. It's environmentally friendly too, preventing harmful diesel spills when filling up.

Where large tank modifications are carried out as part of a buyer's requirements, we can fit the TISS system at cost.

Call Matt on 07980 100200, to find out more about our range of fuel-protected trucks.

A (MAN) FOR ALL SEASONS



We have great price deals on our 2010-registered MAN TGX XXL trucks and to explain more about the trucks we have for sale, we asked expert Maritime Driver Trainer, Tony Weller, who trains Maritime drivers on the road every day to review the truck and give us his feedback.

This is what Tony has to say about the MAN TGX XXL: "The MAN TGX XXL has got to be one of the most spacious and comfortable trucks on the road today. It's my vehicle of choice – being 6' 2", I'd want a spacious cab with a flat floor and high roof. In the

everything around you.

The sleeping area has been thoughtfully designed with the driver in mind. The bed is like sleeping at home, but you have climate control and all of the dials within easy reach. In fact, there are two bunks, both of generous sizes.

compartments outside for all of your greasy stuff. MAN has even built in internal access to the external compartment, so you don't need to keep climbing in and out of your cab.

The gearbox is an automatic, the TipMatic 12 speed, but you don't have to keep it set in fully automatic all the time. You can switch between automatic and semi-automatic, depending on driving circumstances, which is a real help when it comes to saving fuel. The fuel consumption is pretty good. You can comfortably get 8.5 MPG out of it on most runs when you use the gear systems in the correct manner.

It's got plenty of power when it comes to pulling those heavy loads too. The 440 bhp engine really packs a punch and you

sometimes find yourself wondering whether MAN has got the badge on the side of the cab wrong and that there is actually a 480bhp engine powering it.

Overall, the MAN TGX XXL offers a really good balance between price and performance. It's got an extremely spacious and comfortable cab with an equally efficient engine. It's a well-built truck with a good reliability record and for my money, a great truck in anyone's fleet." **Go to secondhandtrucks.co.uk for more details and for the full MAN TGX XXL spec or call Matt for a viewing on 07980 100200.**



MAN TGX XXL, you don't feel enclosed at all.

In my opinion, the driving seat and position is second to none and this is pretty important when you can spend up to nine hours in the same seat every day. The steering wheel is nice and large which helps when manoeuvring. I'm a big fan of the layout around the driver's seat too. It has been really well thought out. Everything is at your fingertips, which is important when you're driving. The on-board computer is really useful, helping you keep an eye on MPG and performance, as well as driving hours' to avoid infringements.

When it comes to visibility, there isn't a windscreen in any other truck that betters the MAN TGX XXL. It's incredibly large with plenty of vision, so you can be sure of seeing

If you want, you can pull the top bunk down and use it for storage, which doesn't get in the way.

It's got all the mod cons you need, including a fridge, which you tuck away under your bunk and vital for nights out. The MAN TGX XXL is full of nice touches which make things that much easier for you. The heated seats are a godsend on those chilly winter and spring days. You've got a large drinks holder in the fridge so you can easily keep hydrated on hot days too... (not that we've seen many of those recently)! And the icing on the cake – there is a great stereo system complete with a subwoofer to really produce some great sounds.

There's more than enough storage space inside the cab and there are external

Vote of thanks

We are really delighted with sales of our used trucks since the beginning of the year.

Operating a transport business in the current climate isn't easy and it is really encouraging to have so many buyers wanting our trucks. We know our vehicles speak for themselves, but we continue to work very hard to improve the buying experience that we offer. Our reward is happy buyers who are prepared to tell others about



their great experience and for us to play our part in supplying trucks when they are required in your business.

Many thanks again from all the team at secondhandtrucks.co.uk and we look forward to catching up with you during the year.



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