

the newsletter for secondhandtrucks.co.uk Issue 11 - Spring 2017

Secondsoot

UNRIVALLED, QUALITY USED TRUCK SALES FROM MARITIME TRANSPORT

BUY OUR CUSTOM
SCANIA AT TRUCKFEST
PETERBOROUGH!



INSIDE:

WHY US? Why you should choose Secondhand Trucks

MEET THE TEAM Get to know the faces behind the scenes

CUSTOMISATION Find out what we can do for you



TOP MARQUES

The trucks you will be able to see up close at this year's Truckfest Peterborough...

After the success of the Maritime and Secondhand Trucks stand at last year's Truckfest Peterborough, we'll be returning once again and in 2017 we have lots to show off at the East of England Showground.

As well as the customised trucks we'll be showing off, you can also take a look at some of the trucks we offer for sale in our standard blue/white colour scheme. Daf, Scania and Volvo are all popular marques within our fleet, and the reasons are clear to see why. Read below to see just why we choose these marques to operate ourselves...



DAF

The XF105 has been around for some time and there's a reason for this. One of the largest cabs on the market for internal space, this is a popular choice amongst both drivers and buyers.

With the super luxury half leather seats that we specify, as well as a fridge and microwave, you have everything you need to live for a week. Oh yes, its got the best bunk too!

Whatever marque is your preferred choice, come and have a look over our trucks and have a chat with **Matt Heath** or **Mike Stokes**, who will both be on our stand to offer first hand advice on your next truck. You can also see what we've done to one of our Topline Scania's and gauge for yourself the quality of what we can achieve!

Tom Cole will also be available to discuss our Buy with Work scheme which is available with all our trucks and guarantees you sub-contract work with Maritime Transport.

Our finance broker, **Martin Clements**, will be available should you wish to find out exactly how much your next truck will cost per month. Read more about what Tom and Martin can offer on pages 9 and 10.

As well as taking a closer look at our trucks and chatting with our team, our stand also offers refreshments, a kids zone (leaving you free to look around our stand!) and our Maritime merchandise shop. You can even test your driving skills with our remote controlled truck game!

Enjoy the show!



VOLVO

Always a popular choice, the FH4 cab has continued in the same vein as its predecessor! Prestige leather, fridge, microwave, MPG and the improved cab space make this a popular choice regardless of the work you cover. 500bhp has recently been added to our fleet, as well as the XL cab, look out for these coming soon!



SCANIA

Whether it be the Highline or Topline that's your preferred choice, we have both within our fleet and on display at the show. Reliability, MPG and whole of life cost are just some of the reasons Scania remains a strong contender for us as an operator.

In addition to this, driver appeal, both our own and our buyers, make this a real all rounder. The fridge/freezer, microwave and coffee maker (Topline only) make it all the more appealing!

TRUCKFEST 2016: CUSTOM VOLVO

Our debut at Truckfest Peterborough in 2016 saw us create a much talked about Volvo...

Last year saw our maiden appearance at Truckfest Peterborough, and to mark the occasion we decided to customise a Volvo from our fleet. Colours, specification and even livery were all major choices we had to make and creating something that would appeal to all was quite a task!

We were very proud of the overall finish and were taken aback at just how popular it was. Word soon spread about the truck on the Maritime stand! It was a race to the finish in the end as to who would buy it but we're pleased to say EM Transport is now the proud owner.

This year, you can feast your eyes on another customised masterpiece on our stand, a Euro 6 Scania R450. But hurry, it won't be available for long!

Normally we buy new, but when we saw the quality and attention to detail Maritime had achieved with the Volvo on show at Truckfest 2016, it was a no brainer. As soon as we walked onto the Maritime stand we were immediately drawn to what was, simply put, a thing of beauty! The truck was already in our colour scheme and the quality of the paintwork, alloys, new tyres, light bars and fuel tanks made it hard to believe it wasn't a new truck! My wife then made the decision there and then, I had to buy it!

Matt Noon
Managing Director, EM Transport



What we did...

- Metallic Cab
- Metallic Grill
- Chrome Air Horns
- Kelsa Bars
- Kelsa Grill Lighting
- Metallic Rear Wheel Arches
- Metallic Under Bumper Spoiler
- Gloss 2 Pack Chassis
- Bespoke Twin Alloy Fuel Tanks
- Alcoa Durabright Alloy Wheels
- New Continental Tyres
- Chrome Volvo Decal Livery



MEET THE TEAM

We meet the faces behind Secondhand Trucks...



MATT HEATH General Manager

After a career in transport operations at Eddie Stobart and Maritime Transport, Matt transferred to truck sales to help set up Secondhand Trucks in 2005. Since then, he has been promoted to General Manager, Fleet Sales, with responsibility for all ex-Maritime vehicle sales. As a hands-on vehicle operator, Matt understands the requirements of truck buyers and giving customers the right solution for their business every time.

SARAH FROMANT Fleet Administrator

Sarah's spent 15 years in the transport and logistics industry in vehicle operations and administration at TNT, Eddie Stobart and Maritime Transport. She's well qualified to manage all of the administrative functions at Secondhand Trucks and provide sales support, delivering a first class service to our customers.



MIKE STOKES Fleet Sales

After a career in the British Army serving as a tank engineer, followed by a period as a mobile truck fitter, Mike is well qualified to handle day to day sales activity for Secondhand Trucks. Joining the team in February 2015 as part of the Fleet Sales Prep Team, Mike has since moved into a Sales role and is always ready to help and assist with your requirements.



THE FLEET PREPARATION TEAM

Each truck is given the same love and attention from our prep team before reaching its new owner...



SEAN GRENYER

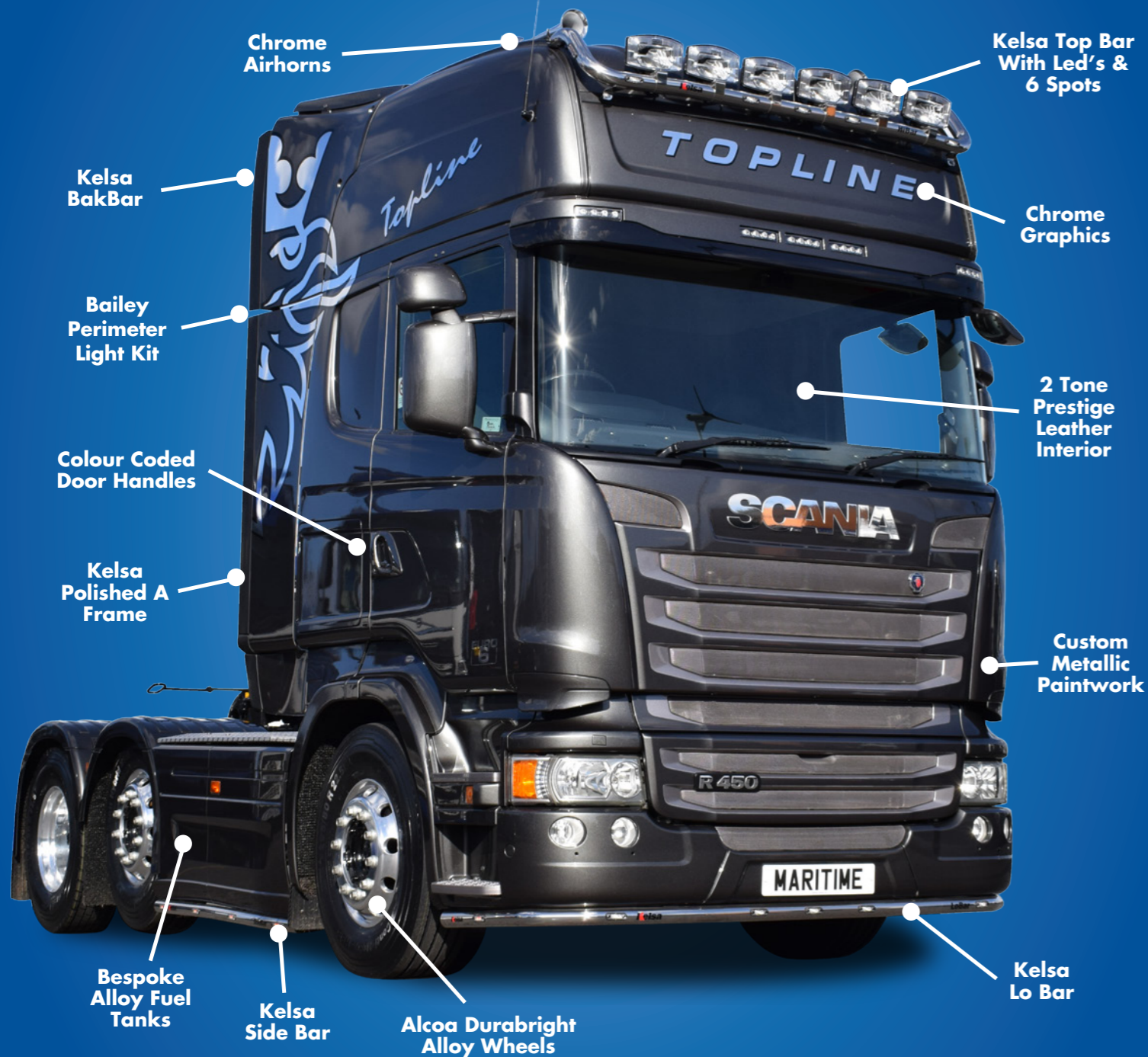
Having been a Class 1 driver for the past 13 years, Sean joined Secondhand Trucks in 2015 as part of the Fleet Sales Preparation Team. Sean's thorough approach in the preparation of each truck ensures nothing is missed and they are in as nearly new condition as possible when they leave us.

VALENTIN CHITIGOI

Having served in the Air Force for seven years, Valentin joined Maritime Transport as a driver before transferring to Secondhand Trucks. Working alongside Sean, Valentin's standards and commitment serve both us, and our buyers, in a way that only helps us achieve and maintain our position as number one for used trucks.



ENDLESS POSSIBILITIES



**CREATE THE TRUCK OF YOUR DREAMS
WITH SECONDHAND TRUCKS!**

Speak to us today to discuss the full
customisation options available

WHY US?

Buying anything used can be a stressful time and we all want to know we are getting the very best for our money. We've listed a few points below that we think will help you find your perfect truck...

KNOW YOUR HISTORY

Every vehicle we offer has been main dealer maintained from new and its fully documented history is passed onto you upon completion of the sale. This includes all service/inspection sheets/brake tests carried out over their short working lives providing you with a full working knowledge of the truck you're buying.

HOW MANY OWNERS HAS MY TRUCK HAD?

All our trucks are purchased new with Maritime Transport as the owner, they're then operated on our fleet up until they're sold. Upon completion of the sale, the V5 is transferred to your company name making you the very proud, second owner.

WHAT WORK HAS THE VEHICLE BEEN ON?

All our trucks have been owned and operated by us within our Container or Curtainsider fleet covering predominantly motorway miles. No site work equals no heavy stress on engines or gearboxes. Couple this with us only running at maximum weight for 60% of our journeys means you're getting a truck that has hardly started its working life! Just one more reason to choose Secondhand Trucks.

DOES THE VEHICLE COME WITH AN MOT AND WARRANTY?

Every truck we sell will have a full 12 months MOT, a full final pre-delivery main dealer inspection and a three month warranty as standard. We also offer extended warranties, up to 36 months if required, giving you total peace of mind for the years ahead.

These are just some of the reasons why buying from us makes complete sense and reduces the risk when purchasing a used vehicle. There are of course additional reasons for buying from the best fleet in the UK. In addition to providing the very best vehicles in the very best condition, we are also able to offer:

- **Funding Options** – We work closely with a team of independent brokers who have access to a range of main high street lenders ensuring you always achieve the very best possible rates.
- **Part Exchange** – With vehicles needing to be on the road every day, selling your truck can be both time consuming and expensive to your business. We're happy to take your vehicle in part exchange which, in most cases more than covers your deposit. Simply drop in your truck on the day of collection and drive away in your new one, no down time, no loss of earnings. Perfect!
- **Customisation** – Whether you require PTO, cab/chassis



painting, alloy wheels, light bars, livery fitment, additional or larger fuel tanks, we can arrange supply and fitment for you prior to collection. All bespoke to your exact specification and carried out to the highest of standards, your truck will be ready to go to work from the day you collect.

- **Unbeatable Quality** – We pride ourselves on the level of detail we go to in preparing each truck. Whether it be a white/blue standard de-fleet or fully customised, each truck goes through a meticulous level of preparation ensuring it leaves us in the best 'as new' condition possible.

We've worked hard to achieve this unrivalled level of reputation and it's just one of the reasons 85% of our business is from repeat customers. Don't just take our word for it, read what our customers say in their testimonials, as well as how we 'De-Fleet' a truck on page 11.



LOOKING TO THE FUTURE

2016 saw the return of Mercedes Benz to the Maritime Transport fleet and these will become available for sale later this year. Featuring the big space cab, forward facing cameras, fridge and microwave as well as having excellent fuel economy, there has never been a better time to speak to Secondhand Trucks.



We first came across Maritime when one of our drivers noticed they ran the same colours as us and how clean their trucks always looked on the road. I put a call in to Matt and we have not looked back since. Our drivers rave about the trucks and how immaculate they are, just like a brand new truck!

Paul Power
Holchem Transport Manager

BUY WITH WORK WITH SECONDHAND TRUCKS & MARITIME

We speak to the man who looks after Maritime's Sub-Contractors...



Whether you're buying your first heavy goods vehicle and starting up on your own or you're adding several vehicles to your ever expanding business, buying with work can take the pressure off finding those jobs to fund your latest purchase. At Secondhand Trucks we're able to offer a Buy With Work scheme in conjunction with Maritime Transport Ltd, our parent Company. We'll have several members of the Buy With Work team on our stand at Truckfest Peterborough, so why not come along for a cuppa and a chat and find out more on how you can secure work with one of the largest transport companies in the UK? If you can't make the show, or you want to find out a little bit more before the big bank holiday weekend, we've asked **Tom Cole**, who manages all of Maritime's Sub-Contractors, some of the most popular Buy With Work questions.

I'm thinking of buying from Secondhand Trucks and I'm interested in the Buy With Work scheme, what can I expect from Maritime?

Secondhand Truck's Buy With Work scheme guarantee's you a minimum of 1,400 miles per week, with regular, quality work throughout the year enabling a consistent, high level of vehicle productivity.

Are there any other specific benefits included?

As well as offering competitive rates and a loyalty bonus scheme paid annually, we offer an excellent fuel recovery payment to protect you against rising fuel costs. All vehicles are allocated to a dedicated Operator who will be the prime contact point for the driver and as a dedicated Sub-Contractor, we will actively track your weekly productivity to ensure your vehicle earns to its full potential. There's also the option for trailer hire and a fuel card as well as breakdown assistance and support with overnight and weekend work, when available.

What is expected of me as a Sub-Contractor for Maritime Transport?

In order to work with Maritime you need a current Operators Licence, issued in the UK whilst holding the relevant driver licence and be authorised to work within the UK. It's also an advantage to hold a Waste Carriers Licence, as well as having

a secure, overnight parking facility. You'll also need a Bulldog Lock for laden containers and Good in Transit insurance cover. As our drivers are the face of our business, being well presented and well mannered, as well as communicating well in English and understanding safe working procedures, means you'll fit in really well with everyone within the business.

Am I guaranteed work with Maritime if I Buy With Work?

We'll guarantee you 1,400 miles per week, or a certain number of jobs in a week if local work is preferred.

What type of work is available?

Given the sheer size of Maritime we're able to offer container long distance and local work, depending on your location, as well as curtainsider tramping work.

I'm based at a few locations similar to Maritime's depots. Do they all offer Sub-Contractor work?

Our network of depots comprehensively covers England and Wales and we currently operate over 450 Sub-Contractor vehicles based anywhere between Tyne and Wear and Cornwall.

How will I be paid? How much and how often?

Funds for the first week worked will be paid 14 days after the end of the working week and when the administrative programme is followed, clear funds are available every Tuesday!

I'm really keen to start as soon as I've purchased my truck, is this possible?

As soon as we have the documentation we need then immediate work is available for those who choose our Buy With Work scheme.

If you're interested and want to find out more you can speak to Tom Cole and Ivan Smith at Truckfest Peterborough, as well as catching the Secondhand Trucks Team to find out more about the vehicles that are available to you.

FINANCE TAILORED FOR YOU

We speak to our finance provider to find out how you can get your next truck...

Whilst Secondhand Trucks do not offer their own in-house funding facility, we have, over the years, strived to work closely with those that specialise in this field and who have the ability to offer our buyers the very best in terms of both service and rates. Clements Finance, based in Essex, do just that and have over the past five years worked with us and our buyers to develop very close relationships ensuring every buyer gets a first class service coupled with the very best rates, bespoke to their own business. Managing Director, **Martin Clements**, has worked in the finance industry since leaving school almost 40 years ago and for the past 30, he has specialised in the funding of heavy goods vehicles. Martin will be on our stand at Truckfest Peterborough to discuss your requirements, so feel free to call in for a coffee and a chat to get an idea on indicative costings for your next vehicle. In the mean time, we've asked Martin a few common questions about financing a truck...

I want to buy a truck, how do I get finance?

Once you've decided on your truck from Secondhand Trucks, Matt Heath or Mike Stokes will forward me your details along with the details and price of the truck you're looking to purchase. I will then call to introduce myself and arrange for you to send me your company details and copies of recent bank statements. Once received, I will identify the best funder based on the information supplied in order to secure you the best rate. Once this is approved I will call and providing you're happy, documents would be raised for signing. This can be done either in person or by post.

What are the advantages of taking out finance with you rather than taking out a high street loan?

The main benefit of using our services is our relationships with a whole range of funders. Based on our industry knowledge and experience we are able to look at your information and know which funder to propose your deal to in order to secure the very best rates possible and in a time frame that meets your needs.

Are there any minimum requirements for finance?

Every proposal is considered on its own merits and there are no minimum requirements in order to get you into your next



truck. Like any loan however, there are certain things that will help you achieve better rates. For example, the majority of lenders work on a 10% deposit, so the more you can put down the better the rate you're likely to achieve.

What are the options available to me?

We will always discuss how you want to fund your truck to ensure we find the right solution for your business. This can be both HP or Finance Lease, and we will always ensure this is explained prior to you signing on the dotted line. The last thing you, or we want, is for an unexpected balloon payment at the end of the term or to find you don't own the truck!

Is there a maximum length of time I can fund the truck for?

Due to the trucks Maritime offer being of a young age, lenders are happy to fund these over three, four or five year terms. This can of course be reduced, should you wish, to one or even two years.

Can I use my truck as a deposit?

Yes, Maritime will be happy to offer you a price for your current truck and providing the value meets the minimum 10% requirement, this can be used as whole, or part deposit, against the truck you're wishing to purchase.

I really want a truck, how quickly can I get a finance plan put together?

The basic rule to this question is, the sooner you can supply the information, the sooner a proposal can be approved. As a general guide, once all financial information is in, a decision can normally be reached within 24 hours.

I have specific questions, can I get in touch with you directly?

Yes of course. Once Maritime have passed on your details I then call you directly and you're more than welcome to call me whenever the need arises. I fund many buyers for Secondhand Trucks and I'm pleased to say the majority of these have gone on to become very loyal and long term customers of mine.

THE DE-FLEET PROCESS

We often get asked "What condition will my truck come in?" Well, to give you an idea of the level of detail we go to in ensuring each truck is as close to as new condition as possible, we've given you a run through of our de-fleet process...



INCOMING:

Once a vehicle is due 'off-fleet' to us in Tilbury, either as a sold truck or to be a stock demonstrator, we start the de-fleet process a few days before it arrives. Various bookings are made, including phone and Maritime 'Microlise' screen removal, tyres checked to ensure 7mm+ premium brands all round, and all service records and other documents obtained from our Fleet Department which form the complete history of the vehicle.

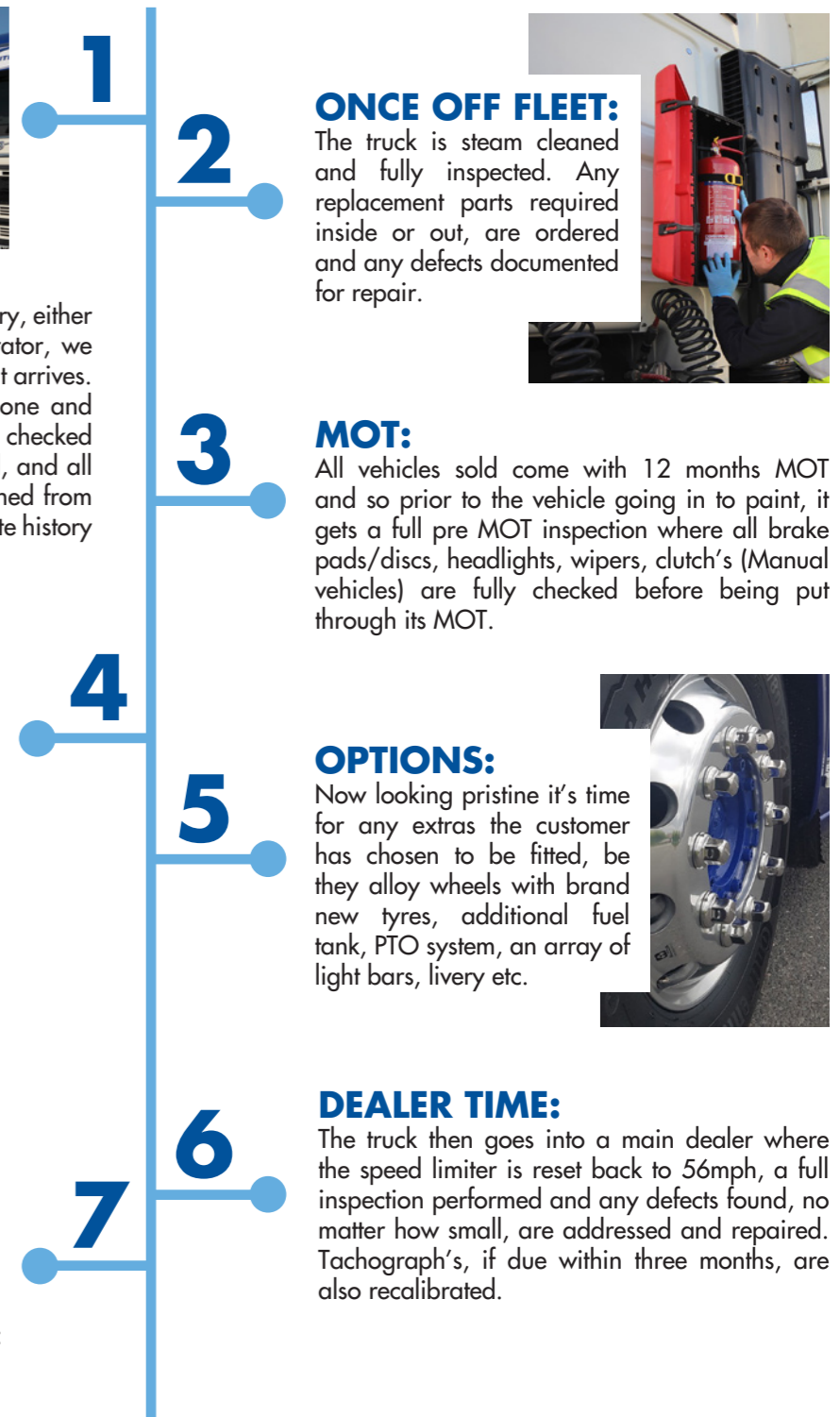


OFF TO PAINT:

The vehicle is then taken to one of our commercial vehicle paint-shops where the existing 'Maritime' logos are removed and all panels, chassis and wheels are brought back to an as-new condition, either in the original colours or to any customer specific colour scheme. Once completed and back at Tilbury, the windscreen is replaced (if required) and our upholsterer addresses any seats, bunks and cab trim that may require attention.

BYE, BYE:

Finally, before collection or delivery to the customer, the truck has an all-over professional valet, a last-minute check including at least a quarter tank of diesel, plus our special box of goodies is put together for the new owner, and then it's farewell. Bring on the next one!



CONTAINER &
DISTRIBUTION WORK
AVAILABLE



BUY WITH WORK

Buy one of our top quality, nearly new trucks and you can enjoy guaranteed work throughout the year as a sub-contractor with one of the largest, privately owned transport companies in the UK.

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