



Montracon

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## the trailer for road transport

IN THIS ISSUE

Page 1 Montracon at SED ..... Page 2 30% fuel savings

Page 3 Corner stone for successful business ..... Page 4 First for McGrath .....



## A trailer for SED

SED 2009- Look us up on Stand 566 Avenue E

**After a fantastic debut at last year's event, Montracon is heading off to this year's SED (Site Equipment Exhibition) that is being staged over three days from Tuesday 12 May at Rockingham Motor Speedway in Northampton.**

And Montracon will be there in full force. Trailers on display will be

drawn from its recently expanded range, with tippers, machinery carriers and flats, including brick and block, dropsides, extendables and dropframes, now being joined by moving floor units.

As the only UK 'demonstration' show for the industry, it comes at a time when already hard pushed contractors needing new

equipment will be looking for even greater value for money than hitherto. And that's where Montracon scores heavily, its trailers being highly competitive and having an excellent reputation for quality and longevity, a reputation forged over more than 30 years of manufacture and in service experience in the UK.

Thinking of going to SED? If, yes, to help speed your way through the entry formalities Montracon has included an entrance ticket in this newsletter. When you are there, take the opportunity to visit Montracon - Stand 566 Avenue E.

**We look forward to seeing you.**

## Its good to talk

**Looking for trailers, replacements or additions, to service a hard won contract or new business and you would welcome the opportunity to discuss your needs with a sympathetic supplier, why not give Montracon a ring.**

We won't promise to have the deal designed to send your accountant into ecstasy, but we will promise to work with you to see if we can come up with a sensible solution we can both live with. It might involve new or high quality used trailers; it might involve part exchange; and, if you require finance, we can provide details of all the options available so that you can choose the one best suited to your cash flow projections.

**Want to know more?**

**Why not ring Montracon the sales department on 01302 732500 or email: [sales@montracon.com](mailto:sales@montracon.com)**

## Norbert's intake

**Delivery of the 231 trailers ordered and built for Norbert Dentressangle are underway. The trailers, a mix of vans, fridges and curtainsiders, including 15 (ratchet) double deckers for the company's French operation, are being acquired as part of the company's on going fleet replacement programme.**

Apart from the 15 double deckers, the trailers will operate from Norbert Dentressangle's Northampton HQ and 45 hubs and satellite depots located strategically across the country.



Part of the UK intake

### STOP PRESS

**Mentioned elsewhere in this issue, DMC Trailers has just ordered 20 Montracon reefers and five transportable cold stores. The trailers are for a Hull based haulier, the coldstores for a company that prepares ready meals. More in next issue.**

# 30% fuel saving

Switching from flat top to cant roof double deck curtainsiders from Montracon has provided Fakenham based general haulier and Palletways member Jack Richards & Son an incredible 30% improvement in fuel economy. Each of the three cant roof deckers clocks up around 400miles a night on a daily trunk run to and from the Palletways national hub at Lichfield Park. You can apply your own fuel figures to get some idea of the annual savings the operator is reaping at the pump.

Only the second order to be placed on Montracon by this high profile operator, Jack Richards & Son numbers more than 180 tractors and 300 trailers in its fleet. The bulk are involved on full load haulage across the UK, with the Palletways arm growing in importance, the more so of late on the network's move into Europe, a move that Jack Richards & Son have embraced fully.



Saving 30% on fuel

## Lorry fleet driving East of England Co-op Brand

Lorries delivering to Co-op stores across the East of England have a smart new look after a complete rebrand of the fleet.

The 38-strong trailer fleet has been completely rebranded following the integration of the East Anglian Federal Co-op into the East of England Co-operative Society.

warehouse every year to more than 200 Co-op stores across the region including stores owned by the Co-operative Group, Anglia Regional, Chelmsford Star and the East of England Co-operative Society.



This followed a major replacement programme which bought the Montracon content of the fleet to 35, including a number of rigid, and Montracon refrigerated bodies.

More than 43,500 deliveries are made from the

Angela Knox, Transport Manager, for the East of England Co-operative Society said: 'We bought Montracon after a detailed survey of the market and after looking at Montracon trailers already in service with other operators. A deciding factor was that Montracon trailers looked good after 10 years in service, and that's what clinched it for us.'

Looked good after 10 years in service

## Cheers to curtainsiders

Adnams plc, the Southwold based brewer and wine merchant, has just taken delivery of two Montracon curtainsiders, a straight and a stepframe double decker. Both have joined the company's wholesale distribution fleet, the straight frame delivering to customers as far apart as Alloa and St Austell, the decker trucking between Southwold and the Adnams depot at Barking.

The two trailers form part of a modest trailer expansion programme designed to increase the fleet's trailer/tractor ratio to improve the flexibility and efficiency of the company's wholesale operations thro' the double shifting of tractors and the pre-loading of trailers, the latter to speed turnaround at depots.

One of a number of Montracon deliveries over recent years, the brewer's supply chain manager Kevin Wells, says that Montracon offers the right spec at the right price and that in-service experience of the trailers is good. In fact, he says that as further additions and replacements become due, Montracon is the likely choice.



To improve flexibility and efficiency



Another 25 for B Taylor & Sons Ltd

## More for Taylor

B Taylor & Sons Transport Ltd has recently taken delivery of 25 Montracon curtainsiders. They are additions to the now 100-strong 100% Montracon trailer fleet based from the company's smart new headquarters/depot.

Based in Mansfield, the haulier distributes across the UK and Europe, is a member of the Fortec pallet network and offers extensive warehousing services.

# Up and coming

**Up and coming AA & T Rentals has just added three Montracon curtainsiders to its 'under management' trailer fleet, the three bringing to 20 the number of trailers ordered from Montracon within the last 12 months.**

Formed around 10 years ago in Manchester and based there, around a third of AA & T's national trailer rental fleet now carries the Montracon badge. 'And providing the manufacturer does not blot its copy book, it will get the first crack on all future requirements,' says managing director Ricky O'Regan.

Suffice to say, Ricky thinks the Montracon product is excellent and the level of support from Montracon regional sales manager Rod Pearson equally so.



Twenty in the last 12 months

# Speaks volumes

**Good product and good service back up are two cornerstones for any successful business. When that business is trailer rental and more than 50% of the rental fleet is Montracon that speaks volumes.**

Within the last few months, Hull based DMC Trailers Ltd has taken delivery of a number of Montracon curtainsiders - for operation in the

colours of Cleartech, Britannia Foods and Fenwick Bros. More recently, it has supplied six Montracon skeletal to a company hauling containers in and out of Southampton.

As Kevin Cook, the managing director of DMC Trailers will tell you, Montracon is a nice company to deal with; one that he has built a good

working relationship with; one that is also local. Apart from the latter, these are the same values Kevin applies to his dealings with customers.

Not surprisingly, within just eight years of being formed, the company has more than 200 trailers under management and a blue chip customer list.



More than 50% Montracon

## No quibble with Montracon

**'We already operate Montracon trailers and have had no problems or quibbles with them. They last well.' So says Gordon Clark managing director of D W Clark & Sons Ltd of Malden, Essex.**

And his experience of Montracon has prompted the recent delivery of yet another step frame double deck curtainsider to the family run haulier and general storage specialist. It has already entered service with the company's Palletex operation - to handle the increased capacity called for in taking on extra postcodes.

The addition brings the Montracon count in the family run firm's trailer fleet to five.



Decker for increased capacity

## Value for money, locally

**That Montracon is in Doncaster based suits the managing director of Sheffield based Price Express Transport Ltd, just fine. Why? Because, David Price likes to buy from local suppliers.**

That David has just added two further Montracon curtainsiders to his fleet indicates that he is also happy with the value for money that Montracon provides.

Price Express Transport specialises in the distribution of commercial refrigeration and kitchen equipment, the trailers being used both for the inward movement of equipment to the depot and its subsequent delivery to dealers and agents or end users across the country.

The company is also a member of the Pallet Force network.



Likes to shop local

## On Highfield's agenda

**Pip Burkitt, the transport manager of Cottam based general haulier J S Highfield Ltd, will tell you that his company has only relatively recently added Montracon to its list of trailer suppliers. He will also tell you that his experience of the trailers to date is such that further Montracon purchases are certainly on the agenda. His drivers have given them the thumbs up, too.**

Within the last year, four Montracon curtainsiders have joined two others plus a number of Montracon skeletal already in the company's 25 strong mixed trailer fleet. The mix also includes bulkers, tippers and powder tankers, for the most part reflecting the company's core activities - in the agricultural and plastic recycling sectors.



Drivers like them, too

# First new ones

To meet increasing demand for replacement tyres, Micheldever Tyre Services has acquired its first new trailers. Two step frame curtainsiders built by Montracon, will be additions to a now 30 strong trailer fleet, around 60% of them curtainsiders with the balance skellies.

Malcolm Turnbull, group fleet manager at Micheldever Tyre Services, commented "the excellent in service experience with used Montracon trailers coupled with the fact that Montracon is happy to build units to meet our exact requirements puts the Doncaster based manufacturer at the top of Micheldever's shopping list".



Built to Micheldever spec

Micheldever Tyre Services currently supplies and fits over six million tyres a year through its 34 strong nationwide network of Protyre retail centres and 9 wholesale warehouses.

The curtainsiders handle collection of tyres from manufacturers plus 'stock' deliveries to the retail centres. Skellies are used for the collection of imported tyres from the docks for delivery to main distribution hubs at Halifax and Winchester.



## Developing a taste

Anglia Freight Ltd appears to be developing a taste for Montracon trailers.

The recent delivery of a step frame curtainsider follows the intake last year of an order for one of the same plus 14 straight frame versions – bringing the Montracon count in the 22 strong trailer fleet to 18.

The latest addition, a double decker, has entered service with the company's Palletline fleet.

Eye (Suffolk) based Anglia Freight is Hazchem accredited and specialises in haulage, distribution and warehousing.

## Ticking the right boxes

Ciaran Tracey the managing director of Finglas (Dublin) based TS Transport buys his trailers on price, specification and performance.

That he already runs seven Montracon grp vans and has recently taken delivery of a further two, it follows that Montracon continues to tick the right boxes to meet TS Transport's fleet needs.

Located at Dublin airport, the company not surprisingly specialises in air freight and general haulage throughout the UK and Europe. It also operates 14 trailers on a national distribution contract with

Nightline, the trailers painted in the latter's colours.



Buys on price, specification and performance

## First one

McGrath Freight Team has acquired its first Montracon trailer, a step frame double deck curtainsider. Its the company's response to a step up in demand for its Pallet - Track services, the fastest growing part of its business.

Bought at the suggestion of sales director Dennis Sharp, the trailer has already entered service with the Bradford based haulier, distribution and warehousing specialist that also runs regular services to Ireland and Europe plus a container service to Mediterranean countries.

An addition to the company's Pallet-Track operations, the new double decker has joined a 30 strong trailer fleet, offering the potential for further orders as part of McGrath's fleet replacement/addition programme.



Response to rising demand

## Right measure

Bottles for the whisky industry and toys are the mainstream activities of general haulier Logic Trading Ltd that has just taken delivery of two standard curtainsiders from Montracon, the trailers joining what is bar one a 100% Montracon fleet.



Spec fits the requirement

With 19 vans and curtainsiders in the fleet, including 4.4m high Euroliners for maximum bottle carrying capacity, managing director Ray Fairoull says that the Montracon spec matches the requirement and that price and availability are also on the mark.

Established ten years ago, the company provides UK and

European haulage services and has warehousing at its Oldham headquarters and in Glasgow, the latter to hold bottle stocks to be drawn off, as required, by the distillers.

## First port of call

As far as Mike Hartshorne, the managing director of G&M Hartshorne Ltd, is concerned Montracon trailers tick all the right boxes. 'They are well made and Montracon is happy to work with us toward the exact spec that we want.' So when Mike needs a trailer, Montracon is his first port of call - seemingly, his only port of call.

Hartshorne has just taken delivery of a stepframe flat, a replacement for a trailer that, unfortunately, along with its load, was stolen and never found. The order for it was the most recent of four to be placed by Hartshorne, orders that have seen 12 Montracon trailers join the Matlock based haulier's 35 strong trailer fleet, a mix of flats, curtainsiders, extendables and reefers.



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