



Montracon

# Montracon

the trailer for road transport

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## Sainsbury's ready for Yuletide

Supermarket giant Sainsbury's has ordered 52 refrigerated trailers and 66 curtainsiders from Montracon.

All 118 trailers have been entering service progressively since November, with deliveries ramping toward the Christmas peak. Sainsbury's also took delivery of 100 Montracon refrigerated trailers at the end of 2008.



Another 118 for Sainsbury's



Second in prospect

## Praise to the skellie

When praise is deserved Chris Milner-Moore the chairman of Anglian Timber Ltd is prepared to hand it out. He is delighted with the performance of his Montracon timber skellie and, in particular, with James Stronach from supplying agent Outreach. James worked closely with Anglian Timber to develop the spec, the Montracon unit fitted with mid mounted Epsilon crane ticking all the right boxes.

Anglian Timber, timber engineers and merchants with outlets in the South East, turned to Outreach following a decision to acquire its first artic combination to help improve the flow of timber to its saw mill at Chirnside in the Borders - to top up the services otherwise provided within a radius of 60 miles by local hauliers.

There is a possibility that a second trailer might be required in the future.

## Customer care counts

As far as Roger McDowell, managing director of Keighley based McDowell Distribution Ltd, is concerned, a trailer is a trailer. That's arguable. What is not is the customer care that comes with it.

The prompt (next day) resolution of two niggling warranty problems 'better than our other trailer suppliers' impressed and could well be the trigger that has him returning

to Montracon next time around. McDowell took delivery of 20 curtainsiders, his first, earlier this year. More recently, a further two Montracons, both additions, both vans, have also joined the company's now 65 strong trailer fleet.

A general haulier, McDowell Distribution is a member of the TPN pallet network. In addition, it is developing its value added services. They already include both the delivery + installation of furniture

to and in commercial premises and contract supply chain services, the latter by handling all, including staffing and warehousing, from the end of the customer's 'production line' through to final delivery.

The company operates from depots in West Yorkshire and Scotland and works closely with haulier 'partners' in Bristol and London.



Impressed with prompt service

## Your bit by email

Want to help reduce society's impact on the environment? Then why not have your next newsletter delivered electronically, via your email? If you're up for it, email your name, title, name of company, company address and email address to [sales@montracon.com](mailto:sales@montracon.com) today, and leave the rest to us.

If you have a colleague who also wishes to receive regular copies of the newsletter, please feel free to add their details, as above, to your notification.

If you still want your newsletter through the post, that's fine. However, we'd like to think that in time you too would be joining the ranks of those wishing to read the newsletter 'on screen'.

# Curtainsiders for added flexibility

Family run HD Ricketts, the Erdington based haulier and aggregate specialists, has just taken delivery of its first Montracon curtainsiders, primarily to handle the distribution of bagged aggregates. And its on the cards that the two that have just entered service could soon be joined by a further two, the latter to replace time served dropside flats.

As Tony Ricketts says, in addition to looking the part, the curtainsiders provide added operational flexibility over dropsides in that they can also be used on the general haulage side of the business.

Why Montracon? Tony says that the company's experience with Montracon has been good. For example, the company's four Montracon tippers have operated without problem since we got them five years ago.



Look the part



v53 for C Butt Ltd

## Servicing Netto contract

Northampton based C Butt Ltd has taken delivery of 53 Montracon refrigerated trailers to support a recently won five year distribution contract from Netto Foodstores, the UK's leading discount chain.

All trailers have a sliding bulkhead with a second evaporator to the rear. They will deliver to 193 stores from Netto distribution centres at South Elmsall, West Yorkshire, and Daventry, Northants, returning product to each DC.

## 15 years before recycling

**'We searched the market for trailers that would be robust and would provide a trouble free service life of up to 15 years,' says Joe Bisland, commercial director of Eurokey Recycling Ltd. Suffice to say the company, a leading recycling specialist, has plumped for its first Montracons.**

Ten curtainsiders have just joined Eurokey's already 15 strong UK trailer fleet. They will facilitate the collection and delivery to its

processing plant in Leicester of waste packaging and steel cans from premises, including major supermarkets and warehouses, located throughout the country. And, says Eurokey, more orders on Montracon are likely to follow to help it keep pace with fast growing demand.

Formed in Leicester in 1995, Eurokey has grown such that today it is established in Australia, India and South Africa and has an increasing presence in Eastern Europe.



Reliable working trailer



More orders in prospect

## Recycling a bigger fleet

**Within the last few months, Cherry Drainage Pipes, Ireland's leading plastic drainage manufacturer and Cherry Polymers, one of Ireland's leading plastic recycling companies, has taken delivery of nine Montracon trailers – eight curtainsiders and one platform skeletal.**

The decision to plump for Montracon was based on previous experience of the marque, the company describing it as a, 'valuable asset to the company, giving great reliability and service to our transport department and have been an excellent advertisement to the company'.

The nine have joined a now 28 strong in house trailer fleet to help the Cherry Plastics Group keep pace with increasing demands not only for its pipes and drainage systems, but more particularly for its plastics recycling services.

# Warren switches to Montracon

**When Ipswich based Warren Haulage (incorporating Greenway Landscapes) was let down on the delivery of a bulk semi trailer, Wilcox stepped into the breach. Within just four weeks they built and delivered a tailor made solution based on a Montracon frame.**

This was the trigger for Warren Haulage to switch its allegiance to Wilcox/Montracon for all its bulkers, with a second already in service and to be joined by four more as part of a development plan to bring the fleet to ten progressively over the next few years.

In addition, the company, which specialises in the movement of farm and forestry products and mulch/compost, has just taken delivery of its first machinery carrier. Supplied by Montracon from its ex stock programme, the trailer moves farm equipment and machinery. On high days and holidays, its commandeered for show duties - taking a selection from Warren's collection of agricultural tractors, including vintage units, to country shows and fairs across East Anglia.



Commandeered on high days and holidays



Value for money

## More to come

**'Value for money' is how Philip Stead, managing director of Arnold (Nottingham) based haulier Steads Haulage puts it. And he has just backed up his words by adding seven Montracons - six flats and an extendable - to his 50 strong trailer fleet, all delivered ex stock.**

If the Montracons maintain a clean sheet then it's a fair assumption that Steads will be adding more to its mixed fleet that also includes vans, curtainsiders and stepframes, says Philip.

The family run firm is ADR accredited and uses the flexibility implicit in a mixed trailer fleet to move a wide range of cargoes across the UK and Europe.

## Montracon is the standard

**'We've dealt with different trailer manufacturers over the years, but Montracon has proved the best overall,' says Scott Hobman, operations director of haulage and warehousing specialist George Walker Transport. Not surprisingly then George Walker has recently opted to standardise on Montracon trailers.**

To make the point, the company has just taken delivery of a further four Montracon curtainsiders for its UK and European services - operating from depots at Leeds and Manchester. Additions to the 90 strong trailer fleet - now 50% Montracon - they are the company's first to have tail lifts.

Operations director Scott Hobman says: 'By expanding our existing fleet

of trailers to include tail lifts we can further enhance the current services offered to our customers.'

Four Montracon double deck curtainsiders are also scheduled for delivery shortly, the trailers to join the company's Palletways operation.

## Time served

**'Montracon trailers have stood the test of time' is how Clarke Smith director of Fred Smith Truck Rental puts it. And with approaching 15 years in the business, he should know.**

Based in West Bromwich, the company has 140 trailers under management, 120 of them bearing the Montracon name. In fact, the company has taken delivery of more than 20 Montracon trailers already this year, including four vans that have recently entered service on a four year contract (including maintenance and roadside assistance cover) with PDS Direct.

## Six more for McGrath

**Following the delivery of its first ever new Montracon trailer earlier this year, a step frame double deck curtainsider, McGrath Freight Team has added six standard Montracon curtainsiders to its fleet. All six have joined the company's groupage arm - running services to and from Ireland.**

Apart from being a member of Pallet-Track, the Bradford based haulier, distribution and warehousing specialist runs regular services to Ireland and Europe plus a container service to Mediterranean countries.



Joined the groupage fleet

## Bread role

**When all bar 12 in your 130 strong van trailer fleet are Montracon and you are just in the throes of taking a further 10 from the same stable, the chances are you are happy with the product. And that's just the case at Warrens.**

Working out of depots at Bolton, Hull, London, Rugby and Sheffield, Warren's operations are two fold: primary distribution across the UK of bread and cake for leading supermarkets plus collections from their suppliers in Northern Europe.

Transport manager Dave Cooper reckons its the good working relationship between them that tips the balance in Montracon's favour.

For example, Montracon works closely with him on the on-going spec development needed to maintain continuous improvements in fleet efficiency while always meeting customer needs.

The latest intake, a mix of additions and replacements, are the first in the trailer fleet to feature lifting third axles - to reduce tyre wear when running empty or part laden.

## Recommended and tested

Recommendations from fellow hauliers coupled with in service experience with two used trailers and a rental unit was enough to tip the balance in favour of **Montracon when Currans of Glossop opted to replace rented units with trailers purchased from Montracon.**

**Ten straightframe Montracon curtainsiders have recently entered nationwide service with the Glossop, Derbyshire, based haulier and warehousing specialists, including five 4.5m high trailers that provide the increased volume needed for a specific contract.**

**Company managing director Jason Curran says that compared to renting, buying the trailers new and replacing them after five years will save money.**

## VFM for Homebargains

Things are moving apace at TJ Morris Ltd. Trading as Homebargains, with more than 180 food to homeware and furniture stores across Britain, the company has just taken delivery of 21 standard Montracon trailers, with an additional eight double deck trailers scheduled for delivery from the same stable around now. Also, 5 rigid box vans have been delivered as part of the total order.

The TJ Morris trailer fleet is nearly 90 strong, all vans, and within the last four years the Montracon content has grown to around 60%. Not surprisingly then, transport manager Alan Beech says that Montracon is the best value for money on the market today.

The deckers form part of a £35m investment being made by TJ Morris to upgrade its distribution - to keep ahead of still rising demand. Developments at its Liverpool based distribution centre include facilities to handle 'two deck' loading, the double deck trailers accommodating close to twice the number of wheeled cages than the standard vans.

'More sales growth is forecast and the fleet will need to develop in line with that growth,' says Alan. 'More double decks will form part of that development,' he closes.



Montracon 60% of the fleet

## Meeting customer needs

'It's what the customer wanted,' says Simon Jackson, sales director of Lichfield based Allports Truck Centre, 'and we were happy to oblige.' 'That they met our strict criteria for low overall cost of operation,' he adds, 'was added incentive to sealing the deal.'

He refers to five Montracon refrigerated trailers delivered along with five Renault tractors as part of a three year contract package to salads supplier Soleco-Florette. The artic combinations operate from Soleco-Florette's main distribution centre in Lichfield - handling nationwide deliveries to high street stores and supermarkets.

They are the first Montracon trailers to join the 150 trailers under management with Allports Truck Centre and sister company CV Rental. 'If they continue to perform as now, further orders on Montracon will follow,' says Simon.



Maintaining stock at regional depots

## Holding pattern

**To ensure that it keeps ahead of customer requirements, family owned haulier E H Nicholls Jnr Limited maintains a top line, modern fleet. And according to its purchasing pattern, it appears that Montracon is helping them to do just that.**

Operating across England, Wales and Northern Europe, E H Nicholls Jnr Ltd runs around 120 curtainsiders, including high and sliding roof versions, with around 50% of them coming from the Montracon stable. All have entered service with the

Sittingbourne based company over the last three years or so.

'The trailers are strong' 'The back up is good' 'The Montracon team is helpful' 'They enhance our company profile' are just four from the flow of positive comments volunteered by the company. 'A good customer relationship is built on service and reliability and Montracon help us to achieve that,' they say.

It will come as no surprise then that the company sees no reason to break its purchasing pattern - at least not for its trailers!



Operating a modern fleet.

## Word of mouth

**A recommendation from a good friend confirmed by good experience with a rental unit was enough to persuade OTR Tyres Ltd to opt for a Montracon flat to handle the movement of its earthmover tyres - to maintain stocks at its seven regional depots throughout the UK.**

From its depots and service centres located throughout the country, OTR Tyres provides a full range of services - supply and retreading through to service and full tyre management - to earthmover contractors operating anywhere in the UK.

Formed in Alfreton, Derbyshire, in the mid seventies, the company has grown such that apart from its home market, it now has operations in Scandinavia, Africa and Australia from which it supplies tyres worldwide.



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