



Montracon

IN THIS ISSUE

Ready for longer! ••• FST saves fuel ••• More for Fowler Welch

••• First curtainsider ••• Trailer take away ••• Contact the sales team

# Ready for longer!

The DfT's announcement that it is to allow trials of a limited number of longer trailers in the UK has sparked a rush of enquiries from operators looking to snap up their share of the 1800 units - 900 each at 14.6m and 15.65m - up for grabs.

Montracon sales and marketing director Paul Mead, says: 'With a view to minimising delivery lead times, we have already lined up our suppliers and geared up our production schedules in anticipation of a flurry of order confirmations for longer trailers on and from early January 2012.'

To date, the focus of the enquiries falls on three specifications:

- 14.6m overall trailer length with a self/passive rear steer axle.
- 15.65 overall trailer length with a self/passive rear steer axle (capacity limited by weight distribution characteristics).
- 15.65m overall trailer length with a two axle active/command steer system.

Current trailer height limits read across to longer trailers that can also be supplied to full FST (fuel saving trailer) specification or with a range of aerodynamic options.

Expressions of Interest (Eoi) needed to be lodged with the DfT by 2 December, with the department's decisions on who can operate and how many they can operate expected in early January 2012.

For further details ring your local area sales manager (see back page).

Montracon - suppliers and production ready

## Excellent servants

Having proved to be 'excellent servants' throughout their seven/eight years in front line service, Currie European Transport Ltd was minded to return to Montracon for their replacement trailers.

The result was an order for 50 Montracon curtainsiders, the manufacturer's willingness to spend time structuring a financial package that suited the Dumfries based operator being a significant factor in clinching the deal.

As managing director Stephen Turner will tell you, Montracon offers a good all around package. 'We wouldn't rule out acquiring more Montracons as replacements for/additions to our 450 strong trailer fleet are needed.'

The haulier, who specialises in the supply of logistics and transport services - part/full load and groupage - across the UK and Europe, has already taken delivery of the trailers, with the curtains on two of them being sold as advertising space to publicise/support a local charity. The proceeds, £20000.00, were donated by Currie European to 'Cash for Kids'.

## Cold Down Under

If Australian trucks do it for you then feast your eyes on this beauty. It features a Montracon trailer and its the star on a parts poster issued by Southern Cross, Montracon's partner down under, who has recently added the Montracon marque to its reefer line up.



£20,000 to 'Cash for Kids'

# Montracon's FST fuel saver

**Following the launch of its curtainsider FST (fuel saving trailer), Montracon has now lifted the wraps on an aerodynamically efficient semi trailer van that tests indicate will return fuel consumption savings of up to 8%. This has been achieved without any change to overall height (4.2m), capacity or load placing flexibility.**

The first FST van has already entered service with a UK based operator, with series production now getting underway.

Key to the design is a curved roof, trailer sides that taper 40mm at the back plus the application of a line of vortex generators at the rear edges of the roof and sides. This combination serves to divert the attached air flow from the trailer roof/sides into the immediate trailer wake, so reducing the partial vacuum or base

pressure drag (suction) that develops progressively there with vehicle speed, to the benefit of fuel economy.

Matched to the curved roof is a gently sloping trailer bed (front to rear), the two features coming together to provide the optimum 'attached flow' roof profile that appears flat at the front before curving gently down to the rear from about the mid point.

An aerodynamic bulkhead faring at the front promotes attached air flow onto the roof, the faring being profiled to provide some tolerance to cater for incorrectly set cab roof deflectors and to minimise turbulence in the cab/trailer gap, especially if it is incorrectly set.

Aerodynamic side skirts that channel air flow along the trailer sides - away from the underside - complete the aerodynamic envelope.

Some or all of the design features and operating benefits of the new trailer also read across to other models in the Montracon range, notably the reefer. They also apply to both standard height and high roof versions and longer 14.6/15.65m trailers.

Speaking of the FST van, Montracon's sales and marketing director Paul Mead said: 'We have been looking at various designs but plumped for this one as it provides all the fuel economy benefits without any operational drawbacks in terms of load capacity or positioning of pallets.'

'Equally, when applied to high roof versions, we would expect savings approaching 10%,' he closed.



Vortex generators are sited at the rear edges of the roof and sides.

## EEF success for FST

**Montracon's work on fuel saving trailers has been recognised by the EEF (Engineering Employers Federation). Against stiff opposition, Montracon took second place in the Climate Change Opportunity category in the North East region heat of the federation's Future Manufacturing Awards.**

Beaten into second place by a company that designs and manufactures hydrogen energy systems for energy storage and clean fuel production, the citation said that submissions from both companies proved to be equally compelling and that Montracon's entry conveyed a good understanding of how it developed a practical trailer solution saving users up to 15% in fuel consumption.

Speaking of the award, Montracon sales and marketing director Paul Mead said: 'It was particularly pleasing to receive this award, the more so as the competition was of such high quality and focused on an equally high level of advanced technology plainly inappropriate to be applied to streamlining the humble trailer!'

'The award reflects the high level of commitment of all at Montracon - from manufacturing through to design and development.'



# 68 for Fowler Welch

**Fowler Welch, one of the UK's leading fast moving consumer goods supply chain organisations for both ambient and temperature controlled products, is progressively taking delivery of 68 Montracon refrigerated trailers ready for the Christmas peak.**

The order for the 68, all replacements, followed good in service experience with the 2005 intake of Montracon reefers plus the manufacturer's preparedness to work with Fowler Welch in developing a specification that includes a number of undisclosed features called for by the operator to lift fuel economy and improve fleet efficiency.

All 68 have sliding bulkhead/twin evaporators and are entering service in the company's 620 strong reefer fleet – to help handle distribution to and from supermarkets, food manufacturers, growers and importers across the UK and northern Europe.



## Suite dreams

**Specialist furniture distributor, the Netherlands based Gering Furniture Transport, is taking delivery of 25 Montracon single axle van trailers to handle specifically the movement of three piece suites and mattresses from factory to retail outlets throughout the UK and Europe.**

Continuing a long association with the Yorkshire based manufacturer that goes back almost 30 years and covers the delivery of 180 trailers, the 25 are replacements and join a 120 strong trailer fleet, mostly single axle, all Montracon.

Not surprisingly, Gering Furniture Transport says that the trailers have stood the test of time 'looking good even after 25 years in service'.



Continuing a long association

## Research pays

**A study of the market aimed at identifying the best business opportunities coupled with an on going programme designed to maximise its competitiveness is paying dividends for Blackburn based McMurrays Haulage. The company has won new contracts that have led to the recent delivery of five additional trailers, all curtainsiders and the first new Montracons to join the company's now 60 strong trailer fleet.**

Ordered off the back of the good service performance of used Montracon trailers in the fleet, two are fitted with tail lifts to provide the additional flexibility needed both in meeting customer requirements and in handling return loads. In addition, the availability of tail lifts widens the attraction when vying for new business.

McMurrays is a general haulier moving all from part and full loads to plant and machinery. It is also has a growing contract distribution arm and is a member of The Pallet Network (TPN).



Off the back of used trailer performance

## Plus 20 for Owens

**Owens (Road Services) Ltd is currently taking delivery of its third batch of Montracon curtainsiders within two years, the latest, an order for 20, bringing the total number of deliveries over the period to 50.**

The latest intake is part of the company's on going plan to modernise its trailer fleet.

South Wales based Owens operates from six strategically located depots and specialises in haulage, warehousing and distribution, with the majority of its trailers being involved in the company's operations within the fast moving consumer goods (FMCG) sector.



Third batch from Montracon

## Trailer for TV

**Watch any major national/international sports or live programme on television in the UK and the chances are SIS LIVE are providing equipment and crew to cover live events across all genres not just sport but live music, entertainment and corporate events also.**

Not surprisingly, OB trucks and trailers form the backbone of the production and support fleet that is shortly to be joined by five new Montracon tandem axle vans. The vans will be especially equipped/fitted by JS Fraser, and will be ready to commence their work from early in the New Year 2012.

SIS LIVE OB Fleet Manager Kelvin Gryckiewicz, says: 'Montracon is an easy company to work with and they are also part of the same group as the company that supplies our tractor units.'

## Taylor-made Timber

**Sherburn Hill, Co Durham, based Taylor-made Timber specialises in the making and distribution of fencing, pallets and packaging timber, including the collection of the raw material from forests either side of the England/Scotland border.**

And to help speed turnaround times at all locations, it has taken delivery of its first flat platform trailer to be fitted a crane. It's a Montracon, the first from the Market Weighton based manufacturer to enter service in the Taylor-made fleet that also includes three standard flats plus two walking floor trailers and a chip liner.

Why Montracon? 'It looked good value for money,' says the firm's Keith Haywood.

'On arrival at site, we can now start loading/unloading the Montracon trailer straight away. There's no unnecessary waiting and we literally save hours every week,' he closes.

# First curtainsider

JF Gillespie Transport has taken delivery of its first new curtainsider, a Montracon. The trailer has joined the company's Newtoncunningham, Co Donegal, based fleet that handles the movement of all from trucks, boats and heavy plant and machinery

to fertiliser and straw across Britain and Ireland and to ports for export to Europe.

Speaking of the acquisition, Joseph Gillespie said: 'I needed a strong, high quality, durable trailer. Montracon ticked all the boxes at a competitive price.'



# Listening wins

Robert Tweddle sums up his dealings with Montracon in just two words - 'they listen'. And that's why Montracon has supplied its first ever trailers, two timber skellies, to Carlisle based R Tweddle (Timber Merchants and Haulage Contractors) Ltd.

Robert makes the point that Montracon did all that was asked of them in developing the spec of the skellies - one fitted with a front, the other a centre mounted crane. Robert also provides a ready 'yes' to Montracon being atop of his shopping list when further replacements/additions become due.

The company handles the collection of sawn logs from the forest plus their distribution, including of associated products, both to/from their own mills and to other customers across the country.

# Used to new

Having been pleased with the in service performance of a batch of used Montracon curtainsiders acquired some years ago, Davenport Transport turned to Montracon when new trailers were called for. The Burscough, Lancashire based haulier that specialises in ambient distribution within the food sector across the north west and middle England has just taken delivery of five Montracon curtainsiders.

Replacements, all five join the company's 35 strong trailer fleet handling the movement of food products between manufacturers and supermarket RDCs.



# Family business

If you are in haulage, you need a new trailer and you have a cousin in the trailer business, it makes sense to use family connections to achieve your objective. That's one reason why Co Antrim based owner operator Lavery Transport has taken delivery of a new Montracon curtainsider.

# Eight for Hanlon

Peter Hanlon of Greenore, Co Louth, based family run haulier Hanlon Transport will tell you that keeping your fleet fresh is the best mobile advert you can have to attract business - be it in hard times or good. And Hanlon Transport does exactly that.

As part of its on going policy, Hanlon has recently taken delivery of eight curtainsiders that bring the Montracon count in the company's 100 strong trailer fleet to more than 40%.



# Trailer take away

**Leading Oriental grocer Wing Yip has just taken delivery of a new Montracon reefer trailer with nearside door to facilitate kerbside un/loading. The new trailer will add to the company's impressive fleet of vehicles, delivering and supplying to its customers across the UK and between its four superstores in Manchester, Cricklewood, Croydon and Birmingham.**

"To support our growing distribution network, we needed a durable and flexible trailer that would allow us to meet our operational volumes.

In our experience, the unsurpassed reliability of the Montracon trailer meant that we did not have to compromise on quality and was the first choice for Wing Yip," said Ranjit Sahota, transport manager for Wing Yip.

Wing Yip is currently undergoing expansion to substantially increase the size of its flagship Birmingham superstore, warehousing and cash and carry whilst improving customer facilities. The redevelopment will result in almost 180,000 sq ft of selling and warehousing space on the site which now totals almost 10 acres.



No problems whatsoever



On the same wave length

## Racing cert

**High enough to house four historic racing saloon cars on two decks; low enough both to enter the team's 'garage' and to clear tunnels to and from the pits at any race track; and room at the front for team accommodation featuring all the 'comforts of home'!**

Thank goodness Montracon spoke the same language as Bruce Stevens, manager of the Huntingdon based Plan B Motorsport team when he opted for a trailer as the answer to his transport problems. In fact, according to Bruce, of all the trailer manufacturers he spoke to, Montracon was the only one that seemed on his wave length!

The result, a 13.6m tandem axle van tailored to meet the team's precise needs. It includes a ferry pack (adjustable air suspension) - to negotiate tricky approach and departure angles - plus a stepped roof at the front end to keep the satellite dish beneath the 3.8m overall height restriction.

Montracon delivered the trailer to spec, the Plan B team did the rest, including fitting the second deck, belly lockers and accommodation, to cater for the team's (and cars') every need on the European circuit.

Suffice to say, the trailer has just completed its first season on the road and Bruce is pretty chuffed

## Brianplant's machinery carrier

**Having added its first artic tractor to an otherwise all rigid fleet earlier this year - to haul a tipping trailer, Brianplant (Humberside) Ltd has moved to bring its plant hire transport in house by taking delivery of a Montracon machinery carrier.**

Speaking of the acquisition, company director Simon Beveridge said: 'We opted for Montracon because of its simple, robust construction and the price was competitive. In addition, it was available from a local manufacturer, ex stock.'

Based in Grimsby, Brianplant specialises in the hire of heavy plant and the supply of groundwork, muckaway and commercial waste disposal/recycling services.



Plant hire transport now in house

## Twenty years on

**'Montracon trailers are neither the cheapest nor the dearest on the market, but they are very well built and they are good value for money,' says Paul Smith, proprietor of Malton (York) based general haulier GE Smith Ltd.**

It will not surprise any, therefore, that GE Smith has been buying Montracon for 20 or so years, with a recently delivered van about to be followed by a second. And, subject to price, there's the prospect of two further vans coming on strength next year. The latter will join the company's already 34 strong ambient trailer fleet handling UK wide distribution, primarily for the food industry.



Value for money

## Montracon Sales Contacts

Find your local salesman by your postcode

**mobile: 07971 613936**

KW - IV - AB - PA - PH - DD - FK - G  
KY - EH - ML - TD - KA - DG - ZE - HS

**mobile: 07960 410989**

NE - SR - DH - DL - TS - HG - YO - LS  
WF - DN - HU - LN - NG

**mobile: 07774 624845**

CA - LA - BD - BB - PR - HX - OL - BL  
WN - L - HD - M - WA - FY

**mobile: 07774 624845**

S - SK - CW - ST - TF - CH - SY - LL

**mobile: 07971 613933**

PE - NR - CB - IP - CO - CM - EN  
WD - TW - SS - RM - IG - WC - EC  
HA - UB - E - N - IM - JE - W - NW  
LE - DE

**mobile: 07971 613928**

WV - WS - DY - CV - WR - OX - RG  
MK - NN - SL - LU - AL - SG - HP  
SN - B

**mobile: 07778 928412**

SP - SO - PO - GU - RH - BN - TN  
CT - ME - DA - BR - SE - CR  
SM - SW - KT

**mobile: 07971 613998**

GL - BS - NP - CF - HR - LD - SA  
BS - TA - TR - PL - TQ - EX - BH  
BA - DT

**mobile: 07802 899149**

Ireland and IoM

## Find your local Refrigerated Specialist by your postcode

**mobile: 07960 411344**

NE - SR - DH - DL - TS - HG - YO  
LS - WF - DN - HU - LN - NG - S

**mobile: 07971 613993**

CA - LA - BD - BB - PR - HX - OL - BL  
WN - L - HD - M - WA - FY - SK - CW  
ST - TF - CH - SY - LL - DE

**mobile: 07971 613946**

PE - NR - CB - IP - CO - CM - EN - WD  
TW - SS - RM - IG - WC - EC - HA  
UB - E - N - IM - JE - W - NW - LE  
OX - RG - MK - NN - SL - LU - AL - SG  
HP - SO - PO - GU - RH - BN - TN - CT  
ME - DA - BR - SE - CR - SM - SW - KT

**mobile: 07971 613926**

WV - WS - DY - CV - WR - SN - B - SP  
GL - BS - NP - CF - HR - LD - SA - BS  
TA - TR - PL - TQ - EX - BH - BA - DT

**mobile: 07971 613936**

KW - IV - AB - PA - PH - DD - FK - G  
KY - EH - ML - TD - KA - DG - ZE - HS

**mobile: 07802 899149**

Ireland and IoM