

# Montracon setting the pace

**An ex-stock programme that continues to find growing favour among operators coupled with some of the most competitive lease terms in the industry have combined with a steady 'build to order' flow to ensure that Montracon factories remain at full tilt.**

Not only that, Montracon is even now putting the final touches to a range of detail changes to further enhance our competitiveness across the board into the fourth quarter, the changes to include an improved version of the rolling bogie skeletal that is poised for its market launch. Of special note to the specialist plant and equipment sector, Montracon has added machinery carriers to its ex-stock range.

So, if you are in the market for trailers, now is a good time to be looking at Montracon. If you have not run Montracon before, you should be aware that our customer support package starts on receipt of your first enquiry. It covers everything from technical advice on the right spec for the job through to a nationwide network of parts and service agents to make sure that your trailers run at

their best throughout a service life that typically runs for up to ten years and more. If replacement is on the cards, remember that Montracon also offers a part exchange package that's difficult to beat.

If you are in the market for curtainsiders, Montracon is definitely one you should consider. Our pillarless range is rapidly outstripping demand for the sliding pillar versions, with more and more operators, including those operating vans and/or fridges, also looking to step frame and double deck versions to exact the highest possible productivity in the face of increasing fuel prices, the constraints posed by compliance with the working time directive and the much talked about driver shortages.

In short, we at Montracon understand fully the pressures you are working under. That's why we are good at tailoring that 'just right' trailer spec to suit your exact and increasing needs.



Need to know more? Leave your contact details at our sales office (01302 732500 or email at sales@montracon.com) - our local regional sales executive will in touch to discuss how Montracon can meet your requirements.

*Paul Mead*  
**Paul Mead – Sales and Marketing Director**

## STOP PRESS



Part of an order for three, the first ever Montracon reefer to join the fleet of NFT.



One of 20 Montracon curtainsiders delivered to Jigsaw.

# Montracon's starter with five

**Cambridgeshire based Rocma Freight Services Ltd has this year kicked off a major fleet investment programme that will lead to the replacement of around a third of its existing curtainsider trailers. As part of the first phase, Montracon has already supplied five pillarless curtainsiders, the order marking a welcome return to this customer for Montracon after a break of 10 years or more.**

The five, tri-axle high (4.45m) roof units, join a 140-strong trailer fleet, predominantly curtainsiders. They also mark a continuation of the company's overall policy to migrate toward pillarless models. And that's where Montracon has scored.

According to company proprietor Simon Griggs, he liked what he heard about Montracon's pillarless models, particularly about the trailer's reputation for durability and longevity. In fact, such is his view, if the five measure up, further orders for Montracon can be expected in the second and third phases of the programme.

Rocma Freight Services is a dedicated mover for Mondi Packaging, the fleet distributing packaging and paper from plants at March (Cambs) and Mold (Flintshire) to customers throughout the UK and returning with raw materials plus some third party back loading.



**Rocma-satisfactory performance will lead to more orders.**

# SAM's weight watchers

The need to pull a full 30tonne load at 44tonnes gross was the driver behind the rapidly growing Hunslet based family run distribution and warehouse operator SAM Transport's approach to Montracon. And within the last few weeks, ten 'weight watcher' curtainsiders - the company's first Montracon trailers, have joined SAM's 30-strong artic fleet, all of them entering service on a major contract.

Purchase of the trailers follows the company's expansion into warehousing, the major part of a new 82500ft<sup>2</sup> complex at Hunslet being dedicated to one recently won contract.



Helping to pull a full 30tonne payload at 44tonnes.



WR Carter - new Montracon curtainsider for Typhoon contract.

## First Montracon for a new contract

**Market Rasen based family run haulier WR Carter pulled off a contract to distribute Typhoon innovative kitchen and homeware and gifts across the UK and promptly ordered its first ever Montracon curtainsider, a decision also influenced by the demise of the previous supplier.**

The trailer is an addition to the fleet of 11 trucks and 12 trailers that already distributes for a broad range of clients including parcels for Target Worldwide Express, biscuits for McVitie's, packaging for Box Design and for freight forwarder Schenker.

## Knowles is pillarless about Montracon

**After what Tony Knowles, the managing director of Knowles Transport Ltd, called a very successful trial, the family run haulage, storage and distribution business has ordered 12 pillarless curtainsiders from Montracon. The order follows on from the 'trial' batch of six delivered in 2003.**

And while Montracon trailers account currently for less than 10%

of the Knowles Transport trailer fleet, Tony is the first to agree that continued good performance with the latest intake could well be a forerunner to that share increasing! As he says: 'Montracon is very competitive and the Montracon trailers we already have are certainly well up to the job.'

Acquired as additions to the fleet, all twelve will enter service with the company's UK-wide operations. They have been purchased outright and will be maintained in-house.



Montracon - 'well up to the job' for Knowles Transport.

## Loane takes Montracon flats

**Operating on both sides of the Irish Channel, Co Fermanagh based haulier Loane Transport has just taken delivery of 36 flat platform trailers from Montracon to handle the movement of timber and timber products.**

**The 36 join a fleet of around 300 trailers - a mix of flats, curtainsiders and fridges.**



Loane - 36 Montracon flats for moving timber.

## Montracon right for NBS Rental

**No prizes for guessing that strength and durability are key to success in the trailer rental business. So, when it comes to replacements and additions, its not surprising that Peterborough based family run NB Sanders Trailers Ltd have Montracon at the top of its shopping list. The company, a regular Montracon customer, has in 14years grown such that today it has a rental fleet of 200 plus, more than 100 of them curtainsiders and the**

**balance a mix of boxes and flats plus a few skellies.**

More recently, the company has taken delivery of seven Montracon pillarless curtainsiders to cover business growth.

As NB Sanders manager Sarah MacDonald says: 'Montracon trailers are keenly priced and we have an excellent business relationship with them. It follows that Montracon will continue to figure in our purchase programmes in the future.'

# Montracon – a safer bet for Mitchell's



Mitchells of Mansfield – top deck 'fall out' eliminated.

Becoming a founder member of Palletways has given Nottinghamshire based operator Mitchell's of Mansfield a new lease of life since the decline of the local coal fields. Business has doubled in the last year and continues to grow month by month. And evidence of still continuing growth is the acquisition of two Montracon curtainsiders, both in familiar Palletways livery.

Richard Montgomery, Mitchell's have tried others but the two Montracons already in the fleet have more than stood the test of time. In short, durability and longevity appear to have been the final clincher to securing the deal.

One of the new trailers is a double decker designed by Mitchell's of Mansfield, the design including a tough load restraint system across the top loading deck. 'The latter completely eliminates 'fall out' when the curtains are drawn back making it the safest double deck trailer Palletways has throughout its membership,' says Richard.

Why Montracon? According to operations director

## Nine more for Peppers

**'If it aint broke don't fix it' is exactly how Paul King, transport manager at third party warehousing and distribution specialists Peppers Warehousing, Storage and Distribution, puts it when qualifying a repeat order for Montracon trailers.**

curtainsiders plus a trombone flat. All are additions needed to handle business growth across the board, especially within the company's garment distribution operations and its store, pick and delivery services to and for the supermarket majors.

The Worksop based company already operates a fleet of 6 Montracon trailers - four curtainsiders and two box vans with tail lifts - and within the next few weeks it will start taking delivery of a further nine – eight

All the trailers have been acquired through an operating lease arranged through Montracon. Service/maintenance is being handled by a third party provider.



Peppers Warehousing – 'we liked them, we went back for more'.

## Eight for Border Traffic

**'Good trailers, competitive in all respects' is how Brian Thompson, managing director of Border Traffic Service describes Montracon trailers. So, its not surprising that he turned to Montracon when needing more as part of a fleet**

**expansion programme for the Berwick on Tweed based family run business.**

Delivery of eight Montracon sliding pillar curtainsiders is already under-way, the eight joining the already 20-strong trailer fleet on general haulage operations across the UK.



Eight Montracon curtainsiders joining Border Traffic Service.



Coach House - trial with rental led to purchase of 18.

## Rental leads to purchase by Coach House

**Following a chance to 'test the water' with a number of hired in trailers, Accrington (Lancashire) based Coach House, the biggest UK distributor of reproduction pine furniture and giftware, has ordered Montracon for the first time. Three step frame tandem axle aluminium vans were delivered at the end of June to be followed by a further 15 - at three a month. All will be fitted with tuck away tail lifts.**

As assistant transport manager George Bachelor pointed out: 'Not only did we have the opportunity to trial the marque, Montracon also came up with a very competitive overall package.'

The company that distributes to trade and retail outlets and to interior designers across Britain and Ireland currently operates 45 trailers, most of the new intake being additions acquired to handle incremental business.

The new trailers have been purchased outright and will be serviced and maintained in-house.

# TWT – back after six years

**Mid Glamorgan based TWT Logistics has plumbed for Montracon trailers after a break of six years. It has placed an order for eight pillarless curtainsiders, three with tail lifts, with delivery of the trailers, additions to the fleet, already underway if not completed as this newsletter went to press.**

As far as managing director Trevor Taylor is concerned, Montracon's pillarless curtainsider is the 'best on the market', an observation that gels nicely with his intent to migrate his curtainsider fleet toward pillarless as the fleet purchasing/replacement programme unfolds.

TWT is a fast developing company that in the space of 17 years has grown from humble beginnings. Trevor Taylor started the business as an owner driver and has led from the front. The fleet now runs to 60 trucks and more than 100 trailers and the company handles a broad range of services including full load general haulage, overnight palletised loads under the auspices of Pallex and the distribution of brown and white goods country wide. Apart from the fleet, the company is also investing heavily in IT and satellite technology to extract the best efficiencies across the operation. In addition, the company is poised to begin a national expansion programme.



TWT – fast growing with Montracon

## Its 1+8 for Welch's Transport

**The first thing Tony Welch of Cambridge based general haulier Welch's Transport Ltd will tell you is that the family run firm doesn't readily change its supplier allegiances. So a move, albeit a tentative one, to a new trailer supplier, to Montracon, has to be seen as a major step.**

Not that the move has been a wholesale one. In fact after good returns from its first Montracon curtainsider acquired for trial a couple of years ago, the company is now in the process of taking a further eight pillarless versions from the same stable. And, subject, to good operating experience with these, says Tony, further Montracon additions cannot be ruled out.

Acquired as additions to the fleet primarily to cover increasing business that came to light following the opening of a new depot, the company, a member of Palletways since the early days, handles the full spectrum of operations including general haulage and contract distribution plus storage and warehousing, mostly in and across the UK.

## A good package secures the pitch

**Check out the verdant green pitches at any premier or champions league ground as well as a few gracing the stadia for other top sports and the chances are the Hewitt Sports Turf arm of W E Hewitt & Son has built it – and, yes, built is the right word. And to make sure that the playing surface remains just right, the company has enlisted the help of its first Montracon trailer, a curtainsider that is also likely to get involved in installing pitches at two new stadia in London. The trailer is also used to deliver peat and peat free compost for sister operation Petersford Growing Mediums.**

According to Ryan Hewitt, the competitive package from Montracon ticked all the right boxes for the trailer that comes with a Moffett Mounity clipped to its back. It joins a fleet of nine trailers, including a tipper supplied alongside it by Montracon.



Welch's Transport – tried one and now taking delivery of a further eight.

## G&M's home service for Montracon

**That G&M Distribution is expanding is amply illustrated by the addition of 15 Montracon trailers to its fleet within the last 12 months.**

In fact, since being acquired in 2003 by T&N, what was once a small family run firm has developed rapidly into a fast growing national carrier for 2man home delivery for the home shopping business. Not surprisingly then the fleet has grown, its profile reflecting both ends of the spectrum - trunking from major clients to hub depots and delivery to private addresses.

At the heavy end, Montracon's tally in the company's now 50-strong trailer fleet numbers 25, including ten supplied at short notice from the ex-stock programme. And based on comments such as

'they are good value for money' 'Montracon has proved to be a good business partner' and 'we look forward to developing this relationship further' from G&M managing director Joe McKelvey, its reasonable to assume that Montracon will be invited to pitch for further orders as they might arise.

Whatever, the G&M headquarters at Airdrie has already been complemented by hub depots at Warrington and Inverness, with more additions undoubtedly in the pipeline as the company continues its inroads into what it sees as a 'major opportunity'.

## def goes double deck for growing groupage operation

**Donegal based Duffy Express Freight (def) has taken delivery of a double deck curtainsider from Montracon, the trailer joining the company's strength to handle increasing requirements for its groupage services ex Dublin.**

The unit joins four others delivered in January, all entering service with the company's now 20-strong Montracon dry freight trailer fleet involved on a diverse range of work including the movement of groceries and consumer goods between Dublin and Donegal, pallet services – def is a member of Palltrans – and home delivery of parcels.



def – Montracon double decker maximises payload potential for groupage.