

Montracon – ex-stock for urgent xmas orders

Yes, we still have one or two slots available for bespoke trailers through to the New Year.

And, even when the slots are all taken, we will always do our best to review our schedules to accommodate any last minute requests. However, remember also that our ex-stock programme is running in parallel with the bespoke. So, if you do have an urgent need for one or more of our more popularly specified trailers, the chances are we can either supply immediately from the parc or, for quick delivery, we can adapt stock trailers that are already on the line. The ex-stock programme covers up to 80% of all popularly specified models from across our complete trailer range including refrigerated, vans and curtainsiders. We reckon that our build programme for ex-stock models is about spot on. However, if you are

seeking last minute additions to the fleet in the run up to xmas, contact us sooner rather than later.

I can also tell you that the range of detail trailer changes mentioned in our last newsletter have now been introduced to production, the changes aimed at maintaining our competitive edge in the market place. Of particular note, we have shaved the best part of 150kg off the weight of the rolling bogie skeletal. From January we will also standardise on the 150mm neck for the curtainsider – in effect increasing internal height by some 50mm compared to our hitherto best selling model.

Of course, detail changes are precisely that, and by and large they are introduced to production as running changes without the fanfare and cost of participating

at a Show. That is why Montracon has taken the conscious decision not to participate at next year's CV Show.

We have no radically new models scheduled for introduction at that time and feel that the budget already identified could be better spent on other marketing events and activities and, not least, in support of new and better customer services. I reckon all truck operators will have sympathy with that. Finally, if you are looking for trailers in the run up to xmas, do leave your contact details at our sales office (01302 732500) or email: sales@montracon.com. We will be in touch to see how Montracon can help you.

Paul Mead
Sales and Marketing Director



Montracon 52 for Argos

Montracon has received orders for the supply of 52 vans to Argos, the trailers acquired as fleet replacements to handle distribution of merchandise to the retailer's 600 Argos stores across Britain and Ireland.

All single deckers, the trailers are a mix of 9.1m, 10m and 12.2m long units, the 9.1m versions being single axle, the remainder tandems, with 10 of the 10m versions featuring command steer to boost manoeuvrability when access to loading bays is tight.

Delivery started in October.



Argos – 52 joining other Montracon trailers in the fleet.

Marlaw takes its first Montracons

Quality is what clinched it for Marlaw Pallet Services' director Natalie Lawlor and as a result the Chapelhall (Glasgow) based company has ordered 10 Montracon curtainsiders, the first to join its fleet.

A company that manufactures and reconditions pallets and makes corrugated products and crates, the order is split between replacements and the need for additions to handle increasing demand for collections from sites across the country and delivery to customers nationwide.



Marlaw Pallet Services – first order for Montracon.

Its 14 for Nuttalls

Haulier and warehousing specialist James Nuttall (Transport) Ltd is in the process of receiving 14 Montracon vans, the order split between two major contracts. Four vans, each fitted with tail lifts, will enter service distributing household textiles to a growing number of Dunelm Mill retail outlets around the country and the remaining 10, all insulated, will join the fleet, predominantly to move confectionery for another customer.



The 14 join a 100 strong trailer fleet that already numbers 50 Montracons in its ranks, the result of an association that appears to stretch back many years.

As managing director Jim Nuttall (senior) will tell you, the team at Montracon is as easy to deal with as any and the company comes up with the trailers to match their spec.

James Nuttall (Transport) Ltd - Four for Dunelm and 10 insulated vans to move confectionery



Bell Trailer Rentals - buying again after a lapse of four years.

Bell - back after four years

Delivery of four double deck curtainsiders followed in short order by a repeat order for the same has marked a welcome return of Bell Trailer Rentals as a customer to Montracon after a break of four years. The latest batch are on schedule to join in early October the 1600 strong mixed trailer rental fleet of the Nelson, Lancashire based company that operates nationwide.

Group managing director Michael Bell said that the quality is good and the price competitive. He will be keeping an eye on how well the trailers perform in the rough and tumble of rental life, with a view to shaping future purchasing programmes.



Stuart Nicol Transport - three double deckers to meet Hazchem regs.

Double deck expansion for Stuart Nicol

From owner driver of a van running between Glasgow and Heathrow airports to having a fleet of seven trucks and ten trailers handling groupage, next day freight and overnight pallet services within the space of ten years is good going by any standards. When you can top that by the delivery of three double deck Montracon curtainsiders complying with Hazchem regs, it seems that expansion into specialist sectors (via the Hazchem network) is set to reap dividends.

That's exactly the case with Shotts based Stuart Nicol Transport Ltd. The latest additions follow delivery of two double deckers earlier this year, trailers Stuart Nicol is pleased with and which prompted the latest order despite, in his words, 'them not being the cheapest'.

Stuart is already looking to add three straight frame curtainsiders to his fleet from Montracon - to expand local services and to reduce his dependence on subbies.

E H Lee warms to pillarless curtainsiders and quickly

As far as Peterborough based haulier and Palletways member EH Lee is concerned pillarless curtainsiders are the way forward, at least in its fleet. 'They are not only better for Health and Safety reasons, on certain jobs they can carry more than their pillared predecessors,' says operations manager Andrew Taylor. And he should know because he has experience of operating both types that have been supplied by Montracon either ex-stock or built to order.

In fact, in addition to being impressed with the trailers, including their good service returns, fast delivery via the ex-stock programme, especially to service newly won contracts, is one reason Andrew cites for placing repeat business with Montracon.

In recent times, Andrew has bought Montracon on four occasions, such that his Montracon fleet now numbers 20 - all curtainsiders, a mix of straight frame pillared and pillarless and one double decker. The latter is based at the company's Doncaster depot - there is



another, at the company's Lincoln base, predominantly to handle trunking operations for Palletways.

E H Lee - fast delivery from stock, a compelling reason to buy Montracon.

Six for RL Distribution

Elland, West Yorks based RL Distribution is spreading its wings and is taking delivery of new Montracon trailers to help it do so. Within the last six months the company has taken delivery of six curtainsiders, the repeat business based on previous operating experience and the fact that market research confirmed that quality and price remained more than competitive. That Montracon's local sales executive maintains a good working relationship

with the company is also a plus, says ops manager Terry Swift.

Working from the premises of its core customer for whom it distributes print and print products, RL Distribution and sister company RCL Express, are progressively expanding their general haulage and logistics operations, with further additions to the trailer fleet in prospect.



RL Distribution - expanding its general haulage operations with Montracon trailers.

Ex stock for Caffrey International

If you are looking for quick delivery on trailers needed to fulfil a new contract then Montracon's ex-stock programme is likely to fit the bill. That's exactly what Ashbourne (Co Meath) based Caffrey International found when it needed eight curtainsiders in a hurry. Montracon delivered the lot ready for the road within two weeks.

Caffrey's runs a fleet of 45 trucks and 100 trailers and carries all from computer parts to frozen foods, fruit and airfreight within Ireland and across to the European mainland.

Montracon - a steel for Rainham

Operating out of Scunthorpe and Barking, Rainham Steel, as its name implies, is a stockholder that distributes steel beams across the UK using a fleet that numbers 33 trucks, including 25 tractors that couple to 37 trailers, the bulk of them flats and extendables from Montracon. The last two Montracons, additions to the fleet, were acquired earlier this year.

Ask transport manager Graham Bull why such a high number of Montracon trailers, he readily volunteers that they have been tried and tested in the fleet over many years and have proved to be good products and equally as good value for money'. 'The sales staff are very helpful, too,' he adds.

Its not surprising then that Rainham Steel's shopping list has run to upward of 30 trailers from Montracon over the last two years or so.



Montracon - value for money for Rainham Steel.

Ulster Distribution - switch from used

Why Montracon? As far as Peter Hutchinson, the managing director of Ballymena, Co Antrim based Ulster Distribution is concerned its because their reputation goes before them. In addition, he says, their residual values hold up well and, to boot, they are made locally. Certainly, these factors combined mean that in the last three to four years he has switched his purchasing policy from buying used to acquiring new, all of them from Montracon.



Ulster Distribution - migrated from buy used to acquiring new from Montracon.

Over the period he has backed his decision to switch with a string of orders for new Montracon trailers, the latest for four curtainsiders. They have joined the company's fleet that now includes 35 trailers to handle increasing demands for the company's daily groupage/haulage services, mainly in the pharmaceutical sector, to and from England.

Set up by Peter's father in 1972, with third generation, Christopher, already involved in the business - university studies permitting, the company also provides support storage from its own 12000ft2 warehouse.

Ex-stock - way ahead for Heathcliff Haulage

Joining the Palletways network seems to have given Heathcliff Haulages's expansion plans a boost. And to help its fleet develop in concert with this and further growth in its general haulage operations the Wisbech based haulier has become a regular customer at Montracon's ex-stock counter. In fact, managing director Heath Noel-Storr has already dipped

into the stock on three occasions and is currently reckoning that a fourth foray is not far away.

What impressed him most is that even though a double deck curtainsider he needed was not immediately available from the parc, one was on the line and within two weeks it had joined three other Montracon curtainsiders, standard ones, in front line service.



Heathcliff Haulage - quick delivery of trailers for growth.

Montracon - its a good deal

'Stick to who you know and who you know will do you a good deal.' That's the maxim that Graham Whittaker, partner at family run R Whittaker & Sons Haulage and Storage sticks to and when it comes to trailers, it seems to have served him well.

He has just taken delivery of a further six curtainiders from Montracon to handle business growth resulting from recent success with tenders, the six bringing his tally of trailers from the Doncaster based company to around 50.



Graham Whittaker & Sons – another six curtainiders to accommodate increasing business.

Based near Warrington, with a satellite depot at Govan on the Clyde, the family run firm has been operating for more than 30 years with the major slice of its operations dedicated to moving food and paper products.

Courtenham steps up to Montracon

The demise of its long time supplier, left Braintree based haulier and warehousing/fulfilment company the Courtenham Group with little option but to look elsewhere for additions and replacements for its 40 strong trailer fleet. Based on the strength of recommendations from fellow members of the United Pallet Network the company plumbed for its first Montracon – a step frame double deck curtainsider for the pallet service.

Ops Director Tony Jones must have liked what he saw, because within short order he had struck a part ex deal to buy five straight frame sliding post curtainsiders from Montracon, the trailers being replacements for the same number being retired after approaching 12 years service within the company's general haulage operation.

'All being equal,' says Tony, 'this could be the start of a long term relationship with the Doncaster based manufacturer.'



Courtenham Group – six Montracon trailers, the start of a long term business relationship.



STL – another five Montracon trailers for new contracts

Five for STL

Ask what STL is involved in and the answer is the most comprehensive range of services any is likely to find grouped under a transport or logistics heading.

Based in Limerick with a depot in Dublin, the company operates a fleet of 100 trucks and around 190 trailers, with the Montracon content of the latter being boosted by a further five curtainsiders that have been delivered recently. Additions to the fleet, the five have been brought onto the strength to service recently won contracts.

Montracon – farming growth

'It does what it says on the tin' were the first words that came to Mays Farm Haulage's business development manager Graham Mower when he was jumped with the question 'Why Montracon?'

With apologies to Ronseal, but who can argue with the aptness of those words when the haulier is set to receive the last four of 10 Montracon curtainsiders ordered for this year - the first Montracons to join the company's trailer fleet, and reckons it will need more thereafter.

Clearly, this Sudbury (Suffolk) based company is bent on expansion as it diversifies from moving home grown produce toward filling the role of a general haulier, in

Four for eight for Symphony



Symphony – slashing trunking costs by using Montracon step frame double deck curtainsiders.

Symphony, the country's largest privately owned manufacturer of kitchens, bedrooms and bathrooms has slashed the cost of its inter factory Leeds/Rotherham trunking operations by replacing eight straight frame with four step frame double deck curtainsiders from Montracon.

Each double decker handles almost the equivalent of two straight frame trailers – the acquisition reducing the trailer fleet and boosting efficiency through the switching of prime movers and drivers to handle increasing demands for deliveries to customers.

The four deckers are employed on trunking operations solely, with drawbars and straight frame curtainsiders being used for nationwide distribution into the housebuilding, retail and social housing markets.

Eurobale making hay

Making hay while the sun shines has taken on a whole new meaning for what is now Eurobale Ltd, an arable farm that in 1992 saw a gap in the market to supply haylage to the country's leading stables. Suffice to say, the company is on target to produce and deliver 10,000 tonnes of haylage this year and it has returned to Montracon for a replacement for the trailer that has handled most of its distribution for the last seven years.



Eurobale – a replacement Montracon trailer to deliver haylage to the country's top stables.

The replacement is a standard sliding pillar curtainsider rigged to carry a Moffett Mouny and it has entered service with the Widmerpool (Notts.) based company within the last few weeks.



Mays Farm Haulage – Montracon trailers aiding diversification.