

## Montracon - investing in quality and customers



**Investment is the life blood of any company and recognition of that fact by Montracon is clearly in evidence as the company moves toward the completion of a £5m redevelopment programme across its three UK plants. Work at Market Weighton and Mallusk (Northern Ireland) is complete, with the final phase, at Doncaster, now under way.**

Key to the investment was to steal a march over the competition, to keep ahead in the employment of front line design and manufacturing techniques to further improve our lead in build quality and build times. The benefits are already being felt, not least by the addition of more 'standard' models to our ex-stock programme that continues to find favour with a steadily growing number of operators, and in speeding the delivery of customised and bespoke trailers.

In parallel with this investment, Montracon is moving to sharpen its

customer focus. Already, the company has reshaped its sales map to include two additional regions – the South East and the North Wales, with Matt Grantham-Hill and Kenny Wyllie taking the respective tillers.

In addition, Steve Pollock has taken over from Malcolm James in the South West and South Wales. Malcolm retired from front line service late last year, but I am delighted that his experience remains available to us as he will continue as a consultant. Last but not least, we welcome back David Ashworth who assumes responsibility for sales in the North East and the Central Midlands. So, with all this

happening apace, and more to come, Montracon's decision to break a three year run by not participating at this year's CV Show is brought into a clearer perspective.

In fact, participation at a show will always be part of Montracon's marketing mix, but not at the expense of improving the pedigree, maintaining our leading edge in manufacturing or boosting the level of support we provide you, the customer.

And you can take that as a promise.

Paul Mead  
Sales and Marketing Director



**Kenny Wyllie, Matt Grantham-Hill and Steve Pollock join the Montracon team.**

## Montracon – plumb centre for Wolseley



**Montracon - providing Wolseley with added flexibility**

**Although it has only recently taken its first Montracon trailers, Wolseley plc, the world's largest specialist trade distributor of plumbing, heating and building products to professional contractors and large builders, anticipates that further orders are on the cards as it moves its purchasing emphasis from boxes to curtainsiders and from straight to step frame trailers.**

Certainly, Roy McCrudden, national fleet manager, has ample experience of the marque with his previous employer, where Montracon trailers 'stood the test

of time' operating in a somewhat harsh environment. And nothing that has happened since has prompted him to change his view. 'They are strong, their quality is good, and I have no quibbles about the back up,' he concludes.

Included in the latest intake of Montracon trailers have been double deckers with ratchet (adjustable height) decks aimed at boosting flexibility and thus efficiency in handling distribution of the full range of products to the company's 1800 branches across the country.

# Tuite – for beds and furniture

Old Castle, Co Meath based Tuite Garage might not operate commercial vehicles, but that has not stopped it building a fine reputation for among other things specifying and buying vehicles either on a customer's behalf or for its own leasing/rental operations. A case in point is the niche it has created in supplying step frame aluminium bodied trailers to handle the distribution across Ireland and Britain of beds and furniture by three local, major manufacturers – Respa Beds, Glen Eagle Woodcrafts and Briody Bedding.



Suffice to say that after 'testing' the market Tuite plumbed for Montracon, a point reinforced by the fact that the first six trailers are performing well and that more than

20 others have followed them in the last two years or so.

As managing director John Tuite says, the specification is 'just right',

**Tuite Garage – Montracon 'just right' for beds and furniture**

Montracon matches the brief every time and we can see no reason to go elsewhere. Enough said.

## Foulger's fifteen for thirty

The latest delivery of 15 brings the total number of Montracon trailers in the fleet of fast growing warehousing and transport operator Foulger Transport to 30. According to director Tom Baron, Foulger's in service experience with the marque puts further purchases from Montracon firmly in the frame. As he puts it, 'its good kit at a good price'.

The third order from the Snetterton (Norfolk) based operator has placed with Montracon within the last 12months, the 15 are a mix of vans and curtainsiders, all of the former and some of the latter with tail lifts. All have been acquired as replacements, and they have already entered service with the company's 60 strong mixed trailer fleet of flats, vans, bulk tippers and low loaders.

The company, also a member of Palletline, has doubled its fleet in the last ten years and looks bent on repeating the process over the next ten.



**Montracon – 'good kit at a good price'**

## Tailored growth for Taygroup

**Taking trailer purchases as the measure of a transport company's growing success then national logistics, contract distribution and warehousing specialist Taygroup plc is moving up the curve in fine style. Following the acquisition of more than 30 Montracon curtainsiders last year, the company has just taken delivery, in March, of a further 22.**

If you are not easily impressed, then knowing that after the demise of a previous sole supplier the company now refuses to do other than

dual source its trailers intimates that the true intake is substantially more. Not only that, Taygroup has plans for further acquisitions later this year to reduce the rental content of its 370+ trailer fleet to around 10%.

Acquisition of the new trailers to operate from the company's depots in Cardiff, Skelmersdale, Manchester and Letchworth follows the winning of new distribution

**Taygroup plc – expanding its operations with Montracon**



contracts, notably with IKEA. Taygroup moves its HQ to a new purpose built 7.5acre 25000 pallet storage and distribution facility at Biggleswade in June.

## Montracon – delivering the Shopbox message

**Two from Archbold's latest intake, from an order for 14 Montracon curtainsiders, carry the Shopbox livery and more from the anticipated 18 to be ordered throughout the rest of this year can be expected to follow suit.**

What's Shopbox? Briefly, its a 'box' system developed and marketed by the Archbold haulage and logistics business to facilitate the home delivery of online shopping. It's a stylish and secure temperature controlled boxed that locks to the outside of a house to allow groceries to be delivered at any time - even when there's no-one at home.

This British invention is gradually being taken up by online shoppers, and is being promoted in a number of ways, including the press, the Ideal Home Show, websites

and now on the company's new Montracon trailers.

Soon Shopbox will be a household name. The order for 14 trailers follows delivery a year ago of

30 Montracon curtainsiders that joined Archbold Logistics' 300 strong trailer fleet on automotive and express haulage operations across the UK and Europe.



**Montracon – widening awareness of Archbold's Shopbox home delivery system**

# Montracon top of the list for MC

'They're good trailers and they do the business' is how Martin Salter, the managing director of Sutton Bridge based haulier M C Salter puts it. And to back up his statement, he will tell you that he switched to Montracon for new trailer purchases around five years ago, that 50% of his 40 strong trailer fleet now carry the Doncaster trailer manufacturer's mark and that Montracon is at the top of his 'buy from' list for all future trailer acquisitions.

The last two trailers from Montracon, both curtainsiders, joined the fleet at the tail end of last year, one of them at an overall length of 12.5m to permit coupling to a bonneted Scania within the maximum legal overall length for artics.

The company, formed 40 years ago by Martin and his Dad, runs a mixed fleet of curtainsiders, flats and low loaders, the core of the business being founded in the movement of potatoes from farmers to the packers for a well known national supermarket chain and the distribution of timber for an equally well known supplier to the building and construction industry.



'They're good trailers and they do the business,' says Martin Salter.

Montracon's good build quality and its reputation for reliability adds up to value for money as far as Dagenham based Online Roadways is concerned. And a recent order for eight Montracon curtainsiders adds weight to their words. All eight were additions to the fleet, four drawn from Montracon's ex-stock programme to handle a newly won contract and four built to order to meet general business growth, the latter including a step frame decker.

The company that also has a depot in Cologne, Germany, is a Palletforce member and otherwise focuses its services on the

# Online's eight

automotive industry through a 150 strong fleet that runs from panel vans through to max weight artics.

Delivery of the eight pushes the Montracon share of the Online trailer fleet to 33%.



A double decker, one of eight Montracon trailers for Online Roadways

## Montracon – worth its salt

Newry, Co Down based general haulier and oil distributor Ross Thompson Ltd has just taken delivery of its latest order from Montracon – three curtainsiders that join the company's otherwise mixed fleet of 40 trailers that also includes tippers and bulk liquid/powder tankers.

Acquired as additions to reflect a general growing level of business, the curtainsiders have been specified with Wisa-Trans phenolic based plywood floors, the material and the minimum number of joints its use calls for combining to stem corrosion caused by salt from bagged loads seeping through onto the chassis.

Why Montracon? Company director Ivan Mateer says that in service experience with the marque, including with curtainsiders and tippers, and the chassis beneath the bulk tanks, has been good, as has been the service back-up on the few occasions it has been called upon.



Ross Thompson - more Montracon curtainsiders to handle general business growth

## Montracon - a matter of chemistry for S&K

Family run S&K Haulage (Glamorgan) Ltd seems happy with its Montracon curtainsiders - two years ago they took 24 from the Doncaster based company; last year they took six; around now the last of an order for ten is about to be delivered; and a further order is on the cards. As David Kidby, S&K ops director, points out Montracon won its first order against stiff opposition. Since then the business relationship has steadily strengthened - 'the Montracon product is good, the price is good, and the service is equally so,' he says.

Operating from its headquarters at Barry, the company runs a fleet of 105 trucks and 200 trailers predominantly involved in the movement of chemicals across the UK and into Europe. And because its chemicals, S&K has applied a sharp focus to safety and load security. For example, all trailers feature LMC axles with the Elsa 225, six anchor lock brake chambers, omega flooring, chock rails and Structureflex three ply 'cut proof' curtains that are clamped by no less than 32 buckles apiece.

According to David Kidby the curtainsider spec beats that of a tilt when it comes to load security/containment on roll-over, for example. He has also confirmed that the latest intake are additions acquired to cover new business.



S&K Haulage - Montracon curtainsiders moving chemicals

# Trailer for an immaculate fleet

**Stoke-on-Trent based Barry Proctor Services is ordering new Montracon trailers at the rate of one every couple of months. So its not surprising that managing director Barry Proctor reckons 'the spec is good, the service is good and the trailers take the rough and tumble of the nationwide distribution of bricks, blocks and roof tiles comfortably in their stride'. In fact, he cannot fault them.**

Formed 20years ago, the BP Services' fleet now numbers 26 trailers - all Montracon and most dropside flats. Why drop-sides? Quite simply because in 'dirty' weather the product is as clean coming off the trailer as when it went on!



And, if you have seen his vehicles on the road, you will know that they are immaculate, the best ever advert he can have for his company or any he carries for. Trailers are finished either in the company's colours or in those of Baggeridge Brick with whom BP Services has a dedicated contract.

Flats either carry Moffett/Manitou forklifts piggyback style or have a centre mounted crane.

Trailers joining the fleet recently are a combined response to the WTD and the winning of new business, including Marley Roof Tiles. Introduction of the WTD prompted

Barry to up the trailer/truck ratio, the additional trailers providing the margin needed to make full use of 'driver' hours by having trailers pre-loaded and ready to couple and go.

Trailers are kept for around six years and undergo a refresh (shot

**Barry Proctor - 'cannot fault Montracon trailers'**

blasting and repaint) when they start to loose their shine - normally after 3/4years.

Not surprisingly, though already 100 strong, the BP Services customer list continues to grow.

## Durability for Trans-Bridge Freight

**Decades of utilization of third party Montracon Trailers is what gave Manchester based groupage specialist Trans-Bridge Freight Services confidence that Montracon was the only choice when replacing their own trailers.**



The two new trailers provide the quality and durability required to collect from their blue chip customer base in the health-care, chemical, manufacturing and retail sectors. Groupage is consolidated at their Middleton

depot for nightly departures to Northern Ireland and Eire. Trans-Bridge also operates daily services to the Isle of Man, Isle of Wight and Channel Islands. Operations Director Brian Anderton says these latest two

**Trans-Bridge Freight - experience prompted Montracon acquisitions**

acquisitions are part of an ongoing fleet replacement programme and that further trailers are in prospect as the business continues to expand.

## F1 - heading for 500

**If its growth you are looking for then Haydock based F1 Group seems to have hit the right formula with its F1 Hire division.**

Formed in 2002 and handling trailers only, the company has just taken delivery of 13 new units from Montracon, the mix of vans, curtainsiders and rolling bogie skeletal bringing the F1 fleet tally to 300. Delivery of the 13, all of which are additions to the fleet and already allocated to long term contracts, also marks yet another step toward realisation of the company's plan to have a 500 strong hire fleet within the next two years.

Qualities of the trailers apart, this is the second order for Montracon trailers from F1 Hire, director Phil Hunt reckons that the finance package put together by Montracon was a market beater. And to celebrate, he is also investing in a drive through vehicle wash - to make sure the trailers always look at their best!

## Montracon - the first for Kirk

**Robert Kirk, of Adlington (Macclesfield) based family run general haulier William Kirk Ltd, will readily tell you that there is no rubbish on the trailer market these days. He will also tell you that he has just taken delivery of his first Montracon, the decision to purchase prompted by recommendations from fellow members of the Palletline network and reinforced by his own research of the market.**

The Montracon trailer is the first double deck curtainsider to join the William Kirk fleet. Its a replacement for a rental unit and is finished in Palletline livery.



**Robert Kirk - saw Montracon and liked what he saw**