

Montracon Moving ahead on all fronts

Last year was Montracon's busiest ever and it seems that this year it is about to go one better.

The downstream benefits of the tri-plant redevelopment programme - now in its final phase - are close to being fully realised and fully felt. And thanks to the improved efficiency it has already brought to the shop floor the company has been able to increase throughput by some 15% compared to 2006 to meet still rising demand.

Montracon is also poised to launch a fuel saving, snoop fronted van semi-trailer. The first to come off the line have already been sold. And from March, it will join brick and block trailers that have also been added to a growing list of models now available off the parc, ex stock. Montracon has also been

appointed as authorised fitting agent for the Terex/Atlas vehicle mounted cranes fitted to brick and block carriers.

Taking stock overall, it occurs that Montracon now offers the broadest range of trailers from any manufacturer in the UK and that the company is just one small step away from completing a development programme that places its production facilities with the best of any.

So it is perhaps a happy coincidence that all should fall into place this year when Montracon celebrates its 30th anniversary in trailer manufacture. Events - involving employees and customers - are planned for the Doncaster plant in September, virtually to the day the first trailer rolled off the line.



Benefits of redevelopment close to being fully realised.

Montracon adds Olympic stocks

Anticipating steadily rising demand from the building and construction industries as preparations for the 2012 Olympics gather pace, Montracon has added brick and block trailers to its ex-stock 'construction' range that already includes tipping semi-trailers and machinery carriers.

Standard models, for immediate delivery, are already joining the trailer parc. For operators requiring quick

delivery of trailers tailored to suit more exacting requirements, Montracon has developed a range of modules that can be retrofitted to standard trailers that are either already in stock or on the production line.

The ex-stock programme runs in parallel with that for bespoke models, the latter involving close consultation with the customer to meet the needs of more specialist operations.



Brick and block trailers similar to this one operated by Barry Proctor Services have joined tippers and machinery carriers in Montracon's 'construction' range and are available ex-stock.

It's 101 for Sainsbury's

Supermarket giant Sainsbury's has taken delivery of 101 refrigerated trailers from Montracon. Acquired as replacements, the trailers have entered service distributing chilled produce and frozen products to Sainsbury's stores nationwide.

Montracon Sharpens Focus on Reefer Sales

Montracon has moved to strengthen its reefer sales operation with the appointment of Richard Anderson as sales manager, refrigerated product. He will be supported by two regional sales managers - to cover the north and south of Britain, respectively.

Richard joined Montracon on 1 March and brings more than 25 years in the truck and trailer industry with him, including 18 years in trailer sales, repairs and refurbs and seven years as regional

sales manager with a major heavy truck and van franchise.

Martin Gaines joins the company as regional sales manager, refrigerated product, for the south of Britain. He comes to Montracon following 35 years in truck and trailer leasing and refrigeration equipment and trailer sales.

The announcement of a regional sales manager for the north will follow shortly.

ASCO – for off shore rigs

'It's a product that's already proven itself within our operation. We know exactly what we are getting.' That's how ASCO UK Ltd transport manager Brian Pirie qualifies his repeat purchases of Montracon trailers and why he says its on the cards that they will become the fleet standard.

Within the last year or so Aberdeen based ASCO UK Ltd has taken delivery of 60 Montracon trailers. It is now on the verge of

taking another 40, this last batch bringing the mixed trailer fleet, predominantly 'oil spec' flats, to 160.

ASCO provides total logistics support for the offshore oil and gas industry within 30 miles of the granite city. And that means the provision of all from machinery, tools and equipment needed to keep the oil and gas flowing through to the food and other supplies needed to sustain the rig crews.



Montracon – heading toward a fleet standard for ASCO

More For Potatoes and Veg



A.B. - buys Montracon to keep pace with demand for veg

Measham based A.B. Produce PLC has acquired three Montracon refrigerated trailers to handle the on-going expansion of its operations to meet increasing demand for its washed potatoes and prepared vegetables from

retailers, caterers and food processors across the country.

The three, additions to the company's now eight-strong trailer fleet, are all standard tri-axle units supplied through Montracon's ex-stock programme.

Montracon - high on Hireco's list

Within the last 12 months, nationwide trailer rental, contract hire and leasing operation Hireco has taken delivery of 200 Montracon trailers, 100 of them a mix of curtainsiders, box vans and fridges to join the general rental fleet. The intake is part of Hireco's aim of ensuring that none of its stock is more than four years old and that the average age of its trailers hovers around the 18 month mark.

Not surprisingly Montracon figures high on Hireco's shopping list. Quality of build ensures that the Montracon trailer (and temporary cold stores) is well suited to the rough and tumble of rental operations, with an excellent back up service being on call in the event of any problems says managing director James Smith.

Today, Hireco's national fleet numbers some 2500 trailers, the company's depots in Britain and Ireland being joined recently by new sites – in Birmingham and in the South East.



Montracon a standard for Fenwick

Fenwick Bros Ltd, has just taken delivery of six more Montracon curtainsiders. They were acquired through DMC Trailers Ltd as part of a fleet purchasing programme that started nearly six years ago. And today that programme looks set to see the company standardise on Montracon, at least for its curtainsiders if not for its bulkers as well, says transport manager Tony Grindley.

The Fenwick trailer fleet now numbers 21, 15 being curtainsiders, and all but three of these now from the Montracon stable.

For the most part, the Beelsby (Grimsby) based family run haulier moves bagged fertiliser, the latest trailers being around 200mm higher than hitherto to provide the additional head clearance to ease loading/unloading, especially of tonne bags.



Fenwick – set to go 100% Montracon

Montracon undercover transport for JCB cabs

JCB, the construction and agricultural equipment manufacturer, has taken delivery of its first Montracon trailers – 11 pillarless curtainsiders from the trailer maker's factory at Doncaster.

All 11 have just entered service moving cabs from the JCB plant at Rugeley for mounting onto machines on the assembly line at the company's main UK plant - in Rugeley, Staffordshire.



Montracon - moving JCB cabs under cover

Montracon - ticking the right boxes for Brett Martin

Within the last few weeks the British distribution arm of the Mallusk (N Ireland) based Brett Martin Group that makes PVC plumbing/drainage systems, and also plastic roofing & ventilation systems, has taken delivery of a further three curtainiders - to bring its all Montracon trailer fleet in Britain to 11. All have been acquired within the last two years. And there's the prospect of further orders to come.

Transport Manager Tim Blackwell, who is based from the company's British HQ at Staveley, Chesterfield and oversees procurement across five of the six Brett Martin Group depots in Britain, opted for Montracon following a three month

evaluation of potential suppliers. He says that his earlier research has proved sound - Montracon continues to tick the right boxes on build quality, delivery and in-service performance.

The trailers, tandem axle units on air, operate at 28tonnes gcw, qualifying for useful road fund licence reductions.

The introduction of articulated vehicles to the group's hitherto all rigid in-house fleet in Britain was prompted by steadily increasing product sales coupled with the need to improve distribution efficiency by both reducing reliance on sub contractors and exercising greater control over fleet movements.



Montracon - ticking the right boxes

More for the Fed

Within the last 12months, the East Anglian Federal Cooperative society has taken delivery of 10 Montracon refrigerated semi trailers and four rigid chassis fitted with Montracon refrigerated bodies.

Six of the trailers are additions to the Society's fleet - to handle increasing business generally and the demands created by the acquisition of a further 30 retail outlets. The balance, the recent intake of four trailers and three rigids, has been acquired as part of

the Society's on-going fleet replacement programme.

The trailers are tandem axle units for operation at 38tonnes gcw. The rigids are four wheel 18tonners needed to deliver to stores that cannot be accessed by a full length artic.

All the vehicles have joined a fleet that now includes 38 tandem axle trailers involved in continuous multi-drop deliveries of chilled and ambient produce from an Ipswich based RDC to stores throughout East Anglia.



The Fed takes 14, including four rigids

Montracon - the business for Home Bargains



Montracon - fits the bill at Home Bargain

'I surveyed the market, I inspected the factories, I checked trailer build quality, and I got competitor quotes. And Montracon won on value for money.' So says Alan Beech, transport manager at TJ Morris, a company that most in central and northern England will be more familiar with as the Home Bargain retail chain.

Alan's investigations led to the delivery in November last year of 13 Montracon grp vans - some as replacements for hitherto rented units and some additions.

'The now 34 strong in-house trailer fleet plus 16 leased units provide the broader operating platform required to improve operating efficiency as fleet movements increase in concert with sales thro' the company's 125 retail stores,' says Alan.

The tri-axle Montracon vans are plated for operation at 34tonnes gcw, allowing TJ Morris to take advantage of road fund licence concessions.

Montracon - trailer enough for Dawson Rentals

Montracon has continued to deliver a variety of trailers to Milton Keynes based Dawsonrentals truck and trailer limited, the most recent delivery being 100 grp vans - split between the company's contract hire and general rental fleet.

Dawsonrentals looks for quality and value for money from its suppliers and by virtue of keeping many of its trailers for up to 7/8 years or more, standard of build and the ability to withstand the rigours of a rental operation are prerequisites.

The trailers in Dawsonrentals care are well maintained - a central repair and maintenance management facility is open 24/7 throughout the year - and most trailers will undergo a thorough refurb at least once in their seven or so years. Nevertheless, Dawsonrentals would agree that its ability to continue to increase share in an ever more competitive market place stands testament, in part at least, to the build quality and durability of Montracon trailers. After all, that's why Dawsonrentals has continued to buy them for the past 20 years.



Montracon - helping Dawsonrental to increase share

Montracon – mobile flyers for Jet2.com

What better way of helping a sister operation get its message across to the public at large than to use the side of your trailers as mobile adverts.

Forty of the 80 Montracon curtainsiders supplied on long term rental through Manchester based Salford Van Hire to Fowler Welch Coolchain Ltd and operating out of the Fowler Welch Ambient site in the North West, feature eye catching Jet2.com livery. (Jet 2.com is a fast growing low cost airline operating services to a lengthening list of popular holiday destinations throughout Europe from airports in Northern Ireland, Scotland and Northern England).

Back on the ground, Montracon has also completed delivery of 25 tandem axle refrigerated trailers to NFT. The trailers were acquired on contract hire arranged by Salford Van Hire who also supplied them.

Salford Van Hire currently has 8000 'assets under management', including 1500 trailers.



Fowler Welch - a mobile advert for sister operation Jet2.com



Twenty five tandem fridges to NFT



Archbold - Montracon intake averaging two a month

Montracon – on the button for Archbold Logistics

'The salesman might sell the first, but it's the in service performance plus the level of support that leads to repeat business'. If that's true, that nearly two years after taking delivery of its first, Archbold Logistics is averaging an intake of two Montracon curtainsiders a month would indicate that the Doncaster built trailer is hitting the right buttons. At the outset, Archbold was certainly insistent on

a trailer able to meet its demanding purchase criteria including quality, whole life cost and delivery.

The trailers, part of an ongoing replacement program, are joining the company's 250 strong trailer fleet - on automotive and logistic services within the UK and Europe.

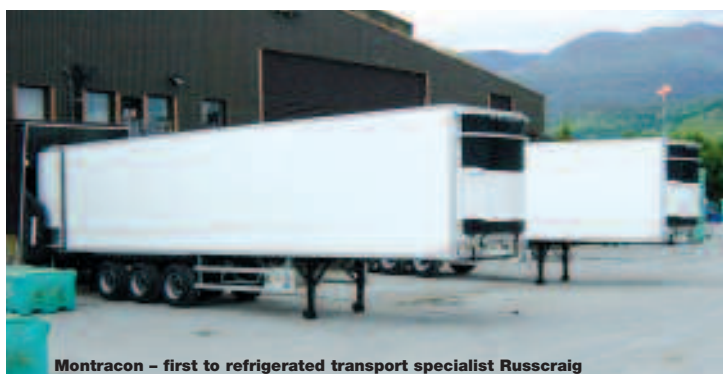
Montracon – the first for David Hathaway

Award winning David Hathaway Transport has taken delivery of its first Montracon trailers. Both are 13.6m triaxle curtainsiders for operation at up to 44tonnes gcw and both are already in service with the Bristol based distribution, transport and warehousing specialist – joining a 60-strong trailer fleet.

Fleet director James Hathaway said that the company had hitherto single sourced its trailers and that a periodic review of its requirements prompted a fresh look at competitor products offering at least the same levels of quality, durability and performance. Suffice to say, Montracon looks forward to the opportunity of becoming a regular supplier to the company.



First Montracons for award winning company



Montracon – first to refrigerated transport specialist Russcraig

Montracon chills in Scotland

Scottish refrigerated transport specialist, the Fort William based Russcraig Haulage, has taken delivery of its first Montracon trailers, with the prospect of more to follow.

The six refrigerated units are fitted with recessed cargo locking bars to eliminate fretting damage to

polystyrene cargo boxes while in transit. Other options fitted include rear compression 'bumper' bar and added protection from overhanging branches for the refrigeration unit.

All are replacements to be used on a dedicated contract moving chilled produce across Scotland.