

montracon

July 2007

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One of the LARGEST EVER

Dawsonrentals truck and trailer limited has placed an order for 1000 Montracon dry freight trailers, one of the largest single orders ever to be taken by the Doncaster based manufacturer.

A combination of flats, curtainsiders and vans, the equipment is to be delivered over the next two years, with trailers being drawn down monthly. The first batch is scheduled to join the Dawsonrentals fleet during July.

Crucial to the contract is inbuilt flexibility, with the arrangements

being structured to offer both customer and manufacturer the opportunity to balance orders, trailer types/specifications and have a continuous supply of new trailers always available, based on Dawson's customer demand and Montracon's build capacity.

Dawsonrentals benefit from a deliv-

ery flow line that can be tuned to meet on-going commercial requirements while Montracon can offer greater production flexibility derived from its recent heavy investment in equipment and facilities to alter production mix and volumes based on customer demand.



Flexible - 1000 for Dawsonrentals

Martyn Completes The Fridge Team

With the appointment of Martyn Pickard as area manager, refrigerated product, for the West of England, Montracon has this month completed the reshaping of its refrigerated sales team.

Martyn joins fellow area (East of England) manager Martin Gaines, to complete the 'fridge' team headed by national sales manager Richard Anderson. Richard continues to oversee national accounts and to support refrigerated trailer sales in Scotland and Ireland via the Montracon team already established there.

Based from Leeds, Martyn Pickard brings more than forty years experience of sales in the commercial vehicle industry to Montracon, including in truck, fridge unit and vehicle heating and air conditioning equipment sales.

BREAKING NEWS

Hanbury Davies order

Hanbury Davies has placed an order for 50 Montracon rolling bogie skeletal, the trailers to feature reversing aids that limit rear wing and spray suppression damage and improve safety - full details in the next issue.

On The Fuel Economy Curve

Montracon has launched its 'drop nose' wind cheating double deck curtainsider, and the first to roll from the company's production lines have already entered service within the Fortec Pallet Distribution Network. One trailer, supplied through Trailer Resources, has joined Fortec's international operations. A second has been acquired by and has joined the fleet of Fortec licensee B Taylor & Sons Transport of Mansfield (Notts).

Both are high roof double deckers featuring a roofline that cants down at the front to provide the more aerodynamic profile sought by operators seeking the up to 15% fuel economy benefits that have been reported for trailers of this type.

According to Alan Taylor, director of B Taylor & Sons Transport, early fuel returns from the 'evaluation' vehicle are certainly pointing in the right direction and the trailer also looks more modern and stylish.



B Taylor & Sons Transport - early fuel returns look good

First 10 to ARR Craib Transport

Montracon has received its first ever order from one of the UK's leading warehousing and logistics specialists ARR Craib Transport Ltd. The Doncaster based manufacturer has supplied ARR Craib with ten pillarless curtainsiders, the trailers entering service within the last few weeks on a recently won international paper contract.

The 10 have joined the 410 strong mixed trailer fleet operating from company's headquarters in Aberdeen, and from depots at Cumbernauld and Middlesbrough.

Speaking of the order, managing director George Craib, said: 'If the trailers perform well then there is every reason to think that subsequent orders could follow.'



ARR Craib - its first Montracon trailers

First for Axis Intermodal

Montracon has received its first ever order from Axis Intermodal, a leading European leasing/contract hire company that specialises in trucks, trailers and intermodal swapbody systems and currently lists more than 4000 assets under management.

The company's UK arm has taken 17 refrigerated trailers from Montracon, the trailers drawn from the trailer maker's ex stock programme and joining an already 150 strong reefer fleet out on long term contracts with a broad range of operators.

Speaking of the order, Ernie Clemson, managing director of Axis Intermodal UK, said:

'Our engineer's report on the overall quality and suitability of the Montracon trailer coupled with a competitive price and immediate availability was enough to clinch the deal in Montracon's favour. Barring unforeseen problems, we will certainly be including Montracon in our future purchasing plans.'



One of the first 17 for Axis Intermodal

First For Baillie Brothers

Elgin based Baillie Brothers (Truck Services) Ltd has celebrated its launch into trailer leasing with the supply six Montracon trailers - a fridge unit and five curtainsiders - to local company Baxters Food Group. According to company director Kenny Baillie, Montracon were 'correct' when it came to spec and price.

All six trailers have entered service on the movement of Baxters' products between the various plants on the site and to the warehouse prior to distribution to customer RDCs nationwide.

The move to trailer leasing is seen as a natural progression for Baillie Brothers, a company that is today as well known as a truck and light commercials distributor and service agent as it for its activities as a sand and gravel haulier.

All six trailers are also covered by a maintenance contract serviced by Baillie Brothers who are currently in discussions that are expected to lead to its appointment as a Montracon service agent.



Baillie Brothers - six Montracon trailers for inter-site movements

First for Barclay Bros



Montracon - on Barclay Bros shopping list

Methill, Fife, based haulier Barclay Bros has taken delivery of its first Montracon trailer, a pillarless curtainsider for in service evaluation against other major marques in the company's mixed trailer fleet.

Although a general haulier for nearly 50 years, the company majors in moving pulp, timber and finished timber products, the pillarless curtainsider being chosen because of the unimpeded loading/unloading access provided to both sides of the trailer once the curtains are drawn back.

Company secretary Alistair Barclay says that the family run firm runs a 30 strong mixed trailer fleet and that subject to on-going satisfactory performance Montracon will remain on its shopping list for further additions and replacements as and when required.

Another Four for Bill Draper

Bill Draper Haulage has bought 12 Montracon curtainsiders over the last three years, with the last four entering service only recently with the Hull based company that moves timber from the docks and distributes sawn timber and finished timber products to customers throughout the UK.

Company managing director Bill Draper cites value for money and Montracon being a local (Yorkshire) supplier as reasons for his first acquisition, with good service returns and favourable driver comment backing up his decision to place repeat orders.

Today the company runs a fleet of 36 trailers, most of them curtainsiders, the recent additions being acquired to handle business growth.



Bill Draper Haulage – 12 Montracons in the last three years

Fergusons Orders Montracon Again

Within a year of taking delivery of 30 Montracon curtainsiders, Blyth (Northumberland) based Fergusons Transport has ordered a further 10, the first repeat order for trailers that the company has placed within the last two years.

Among others, factors behind Montracon winning the competitive tender were value for money and driver feedback. The Montracon trailers scored with the drivers on ease of loading/unloading, not least in using the ratchets and curtain tensioners and in opening/closing the rear barn doors.

All 10 trailers are in the process of delivery, joining Fergusons' already 320 strong trailer fleet operating out of four UK depots on general haulage duties including in the automotive sector – servicing the Nissan plant in Washington.



Fergusons – another 10 Montracon trailers

Montracon in Power

MEMS Power Generation's recent acquisition of 8 x 1250Kva rental generators brings the total fleet of their larger equipment, ranging from 800Kva - 1250Kva, to 19 sets. These bigger sets are housed in purpose built 20-40 ft ISO style containers which require mounting onto modified artic trailers. It was therefore inevitable that further investment into their support trailers was required.

The last 10 trailers to join MEMS current 16 strong fleet have come from Montracon. It was therefore unquestionable that the Doncaster based manufacturer... would be the supplier of a further 6 to boost MEMS total to 22.

These additional trailers are incremental to cover increasing demand for major power solutions. MEMS is also planning further additions from Montracon to meet forecasted continued growth.



MEMS – Montracon for power



Starlings Transport – switched to Montracon

It's a Matter of Service for Starlings

Arriving at a breakdown, fixing a faulty brake valve at roadside and getting the vehicle underway within a matter of hours puts Montracon at the top of Matt Starling's books and underlines one of the reasons behind his purchase of the Doncaster built trailers.

Matt, director of Norfolk based family run Starlings Transport switched to Montracon three years ago after his regular supplier ceased manufacture, and he hasn't looked back since. In that time, the company has acquired six Montracon trailers – two double deck curtainsiders joining those already working within the Pallet Network and four straight frame curtainsiders for the company's general haulage/storage operations.

Travis Perkins – Building with Montracon

Within the last 18 months, builders merchant Travis Perkins has switched to Montracon and has taken delivery of 10 trailers from the company. The trailers have joined a fleet of now 120 - a mix of flats and curtainsiders, including step frame double deckers - used to move timber and finished timber products to third party customers and to more than 1000 Travis Perkins and Wickes branches across the UK.

Fleet manager Andy Ray says that trailers were delivered on time; that their performance is up to scratch; and that more Montracon trailers are in prospect as part of the company's on going fleet replacement programme.

PAT DOWDS TAKES 10

Belfast based Pat Dowds Transport has taken delivery of a further 10 rolling bogie skeletal to bring his trailer fleet up to 60, all but a few being skeletal used to move containers across Ireland.

Delivery of the 10 brings the Montracon content of the Pat Dowds' trailer fleet to around 50%, with continuing good performance coupled with now proven in service durability tilting the balance toward Montracon when further additions are required.

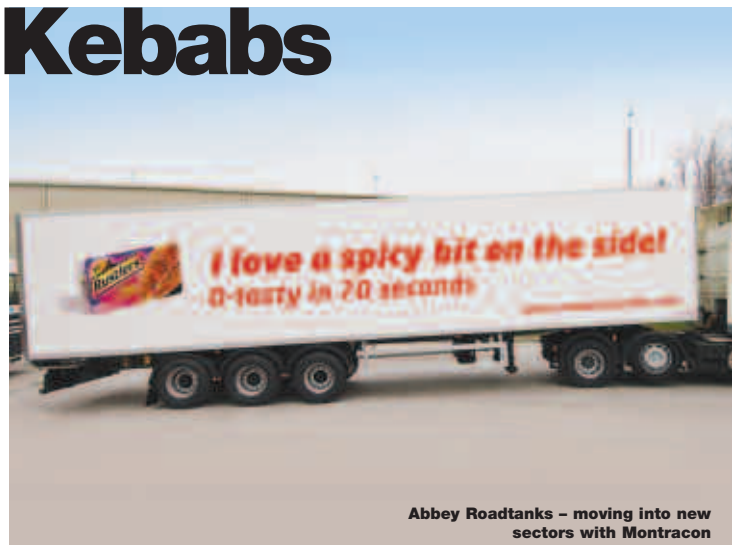
For Burgers and Kebabs

Abbey Roadtanks has taken delivery of its first reefers. The four Montracon trailers have entered service on a dedicated contract to move 'Rustler' burgers and kebabs from where they are made in Kirkham, Lancs, to a cold store in Trafford Park, Manchester, prior to distribution to high street retailers throughout the country.

Abbey Road director David Coulson says that Montracon trailers were selected on the basis of being 'best for purpose' and he forecasts that further orders will come as the company's expansion plans come to fruition.

Delivery of the trailers marks another step in the company's on-going expansion by playing to its strengths in the food industry. It is using its successful tanker operations as the foundation to expansion into new sectors, including the movement of frozen and chilled goods and dry freight.

The trailers have been purchased outright and all servicing is handled in house.



Abbey Roadtanks - moving into new sectors with Montracon



Fred Smith - Montracon good for rental

Fred Smith - Growing Steadily with Montracon

Since branching out into truck and trailer rentals in the mid nineties, West Bromwich based Fred Smith & Sons (Motor Bodies) Ltd has steadily built up a book of more than 300 assets under management, including 120 trailers, the bulk of them from the Montracon stable.

So, when company director Clarke Smith says he can have 'no complaints' about the Montracon trailers in the fleet, his words reflect a confidence borne from experience of the marque in front line service.

This confidence is further reflected in the fact that negotiations are currently on going for four trailers, with an order for a further eight also in the offering.

A Roundabout way of Pumping Water

King's Lynn based haulage and storage specialist Lynn Star Distribution, a member of Pallet-Track, has joined the race to provide drinking water to the estimated 1m people throughout the world who do not have access to it.

The company's latest Montracon trailer, a curtain-sider, carries the colours of 'One' water, part of a

campaign by UK based Global Ethics to switch more retailers and consumers to stocking and buying bottled 'One' mineral water.

All profits go directly to the not for profit NGO Roundabout International and pay for children's roundabouts that are installed above village boreholes. Water is drawn up into surface tanks by a pump linked to the roundabout and, therefore, powered by the children as they play on it!



Montracon - a trailer for drinking water

More Vans for Steel Storage

Supplying steel storage for the office environment is definitely the business to be in as demand ramps and looks set to continue doing so.

To keep pace, Mildenhall, Suffolk, company Silverline Office Equipment, has more than doubled the size of its trailer fleet. Six grp vans, the first Montracon trailers to be acquired by Silverline, have entered service in the company's colours within the last few weeks... and more are forecast to join to them as the business grows.

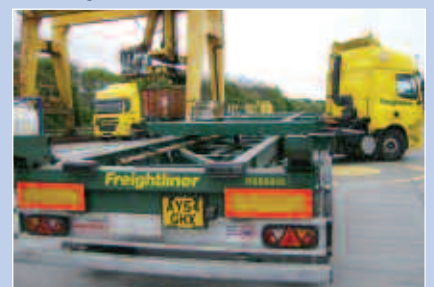
All six have joined the Silverline fleet moving equipment from Mildenhall to office equipment distributors and wholesalers, nationwide.



Six Montracon vans for steel storage

FREIGHTLINER INVESTS IN MONTRACON

Freightliner Road Services (FRS) is taking delivery of 100 Montracon rolling bogie skeletal. Acquired on a package arranged through Hill Hire the trailers handle all up to 45ft long containers.



FRS - 100 Montracon skeletal