

# Montracon

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## Lead times

**Some operators who have ordered trailers over the last six months or so will be well aware of the impact that the shortage of components, especially axles, is having on production lead times.**

Suffice to say this is an industry wide problem, with all trailer manufacturers seemingly being affected to the same if not a similar degree. And though Montracon does and will continue to do its best to 'flex' production to provide 'normal' delivery to as many customers as possible, the on going disruption to axle supplies means that this is not always possible.

Whatever the situation, you can be assured that Montracon will continue to make every effort not only to maintain 'normal' delivery times, but also to keep customers fully in the picture as to the status of their order. In the event of any unavoidable delays caused by unpredictable component shortfalls, when the situation warrants the company will do what it can by way of suggesting a temporary 'stop gap' solution.

All at Montracon value your business and appreciate your understanding and cooperation during this difficult period.

## BREAKING NEWS

Leading European leasing/contract hire specialists Axis Intermodal has ordered 355 Montracon trailers as part of its expansion plans for the UK. Valued at £6.5m, delivery of the order will start first quarter next year.

## Montracon for longevity

**When you are looking for a 15year service life from your trailers, quality of build and attention to detail come to the fore. And that's the reason why the UK operations of Nestlé, the world's biggest food and beverage company, are investing in Montracon trailers.**

In fact, over the last seven years, the company has sourced only from Montracon, the latest intake, 15 insulated boxvans, lifting the Montracon count in the company's trailer fleet to 80.

Nestlé LGV fleet manager Graham Lyon points to the inclusion of stainless steel bulkheads and rear frames as examples of the high spec Nestlé calls for and he also makes mention of the good aftersales back up from Montracon.

Montracon for a 15year life



## Based on experience

**'Credit where credit is due, Montracon builds a good trailer,' says David Bradbury, director of D&A Haulage (Ilkeston) Ltd, whose comments are based on experience of the marque that goes back to the early nineties.**

a used flat that was pressed into service delivering bricks, blocks and building materials. Suffice to say, the one time owner driver now runs a fleet of nine trucks and 11 trailers, with the latest addition, another Montracon dropside flat, joining the fleet, only recently.

At around that time the fledgling company bought its first Montracon,

Another Montracon dropside flat



## First to Gregory Distribution

**Key to Montracon winning its first ever order from the Devon based Gregory Distribution was its approach to discussing the spec required with the operator and in delivering a solution that matched the operating requirement.**

Montracon - met Gregory Distribution's specification

As a result, the first of 22 Montracon curtainsiders are now entering service with Gregory Distribution that specialises in logistics, customised warehousing and contract/distribution both across the UK and for traffic in and out of the south west. Gregory Distribution is also a member of the Palletline network.

The trailers will join around 400 other curtainsiders in service with the company, the feedback from the Montracon trailers to be used in the tender process for the company's 2008 intake.

# A second batch for Cockerill

**RS Cockerill (York) Ltd is one of the UK's largest suppliers of potatoes to the processing industry. It has recently taken delivery of its second batch of 10 Montracon insulated vans to handle the movement of potatoes from the field/grading sites to the processing plant to emerge at the end of the chain as crisps.**

Currently, the company operates a fleet of 50 such trailers, 20 of them Montracon. The new trailers are joining the strength to keep pace with expanding business and to help offset the number of trailers otherwise hired in to handle seasonal peak.

Among the factors backing the decision by Cockerill to reorder Montracon was the excellent back up available from the company, including that from the local Montracon factory at Market Weighton.



Moving potatoes



Montracon - ticking the right boxes

As Clive points out, the spec is spot on, the price is competitive, the lead time is acceptable and the existing Montracon trailers are running well. All eight from the order have now entered service with the family run firm, a member of the Palletline network and specialist provider of haulage, distribution and warehousing services.

# Third batch for Lambert Bros

**Clive Watkins, managing director of Eastleigh, Hants based Lambert Bros Haulage readily admits that he shops around when he's in the market for trailers. So the fact that his latest order - for eight curtainsiders - is the third to be placed with Montracon indicates that the Doncaster based manufacturer is ticking the right boxes.**

## Owner driver plus one

**Chris Birkbeck will readily admit that his choice of Montracon for a brick and block trailer with a rolling crane was driven by the fact that it was available immediately, ex-stock. Now that he has the trailer, he is more than**

**happy. In his view it will be a good trailer for 10 years and a useful addition to his growing business.**

Based in Kirkby Stephen in Cumbria, Chris Birkbeck Ltd is taking advantage of the growing

market for bricks and building blocks across the north of England and southern Scotland. His articulated vehicle joins the wagon and drag that he kick started the business with three years ago.

**A good trailer for 10 years**



# A repeat from Chester

**Business is on the up for Edwin C Farrall Transport Ltd. And although they have been in transport long enough to know there is never room for complacency, such is the growth the Chester based company has ordered and is in the process of taking delivery of 17 Montracon curtainsiders. A mix of replacements and additions the intake will bring the trailer fleet strength up to 60.**

Phased through to the new year, delivery of the 17 follows in service experience with five others from Montracon's Doncaster plant, a point director of the family run firm Mike Farrall says contributed to the repeat order. 'We have no issues with the five we already have, the trailers look good and the price is right,' he says.

Edwin C Farrall Transport offers a broad range of services from haulage to warehousing. It is also one of members of the LINQ alliance, a regional consortium of 26 operators, and of the Palletforce network.



No issues with Montracon trailers

# Grampian MacLennans takes 12

**A recognised quality brand is what prompted Aberdeen based Grampian MacLennans Distribution Services to place its first ever order for Montracon trailers. The company has taken delivery of 12 curtainsiders from Montracon's ex-stock programme.**

The 12 have joined an already 90 strong trailer fleet. Operating from the company's headquarters in

Fordoun, and from depots at East Kilbride and Aberchirder, the company specialises in the movement of food products for blue chip customers throughout Scotland and England.

Adrian Hunter, operations director of the family run haulier, says that the trailers are additions to the fleet to handle increasing business both from existing and new customers.



First for Grampian MacLennans

# Forty for Sissons & Son

Not everyone relishes an unsolicited knock on the door from a salesman. But for Sherburn-in-Elmet, Leeds based transport and warehousing specialists GW Sissons & Son such a visit some five years ago coincided with the demise of its regular trailer supplier and kicked off a business relationship with a new one – this time with Montracon.

A factory visit confirmed managing director Bryan Sissons' view that the trailers were well up to the job, a point more than illustrated not only by the fact that 12 trailers were ordered then and there but that all trailers in the company's 40 strong fleet now carry the Montracon badge.

Delivery of the company's latest batch of Montracon trailers – eight curtainsiders – has just been completed, all of them joining a dedicated contract with the Ideal Stelrad Group Ltd and to be finished in that customer's new corporate livery.



All carry the Montracon badge



Hired two, ordered eight

## Flats for timber

Before switching to Montracon trailers, R&F Campbell (Inverness) Ltd took the precaution of hiring two and putting them into front line service for six months.

The company was obviously pleased with the result as it has already taken four flats from the Doncaster based manufacturer's ex-stock programme and has placed a follow-up order for

a further four - to be delivered from build in Feb 2008.

Suffice to say, John Campbell, who, along with brother Murray, runs the family run company, says that the deal was right and that they are very happy with the trailers. They are additions to the fleet and used to lift timber from sawmills throughout the highlands, and deliver sawn timber and timber products, mainly pallets and fencing, to major retailers across the UK.



Back after 10 years

## International Movers, Shippers & Storers

International removals specialist White & Company plc has marked its return to Montracon after a break of nearly 10 years with an order for two step frame GRP box trailers.

They entered service with the company a few weeks ago.

Fitted to a 'removal' specification, including double doors to both sides, the trailers will be involved primarily in International operations handling domestic and commercial contracts to Spain and Northern Europe from two of the company's 18 branches – namely, from Bournemouth and Forres in Scotland.

Roger Brown, Group Fleet Manager, says that availability, competitive pricing and the ability to paint & complete the required livery prior to delivery were contributory factors that helped clinch the deal.

## BS Trailers Services – 10 and still growing

If your trailers score on price, quality and backup, its not surprising that they would form the backbone of any fleet. And that's exactly the case at Leighton Buzzard based BS Trailer Services that is this year celebrating 10 years in the truck and trailer rental business.

In that ten years, the company's trailer rental fleet has grown to 750 units, with Montracon ranking as the main supplier, predominantly of vans and curtainsiders, including double deckers, the latter destined to enter service with pallet service providers.

However, the company is keen to emphasise that its customer base stretches from the owner operator to the major blue chip fleets and recognises that 'small is beautiful'. 'By maintaining a small, dedicated team,' says operations manager Stuart Wallace, 'we have been able to grow our business by providing a friendly, personal and efficient service.'

That the formula continues to work is evident in that the company has ordered a further 50 trailers from Montracon as part of its on going fleet expansion programme.



BS Trailer Services – growing with Montracon

## More Montracon tandems for NFT

NFT, the leading provider of time critical distribution services for the food retail and manufacturing sectors, estimates that there's a one in three chance that any fresh chilled food item you buy from your supermarket will have travelled in one of their trucks at some stage in its journey to the retailer's shelf. And if that's the case there's an increasing chance that one of those vehicles would have been a Montracon reefer.

NFT bought its first Montracon reefers, tandems, in 2005. This first order for three was followed last year by an order for 25 and this year by an order for 36 more - all supplied through Manchester based Salford Van Hire.

Not surprising then that NFT fleet engineer David Seaton reckons that the Montracon reefer is the 'best all round package for price and quality on the market today'.



'Best all round package for price and quality'

# Benton Brothers adds Montracon skellies

**Following its first trailers from Montracon just 18 months ago, Boston, Lincs based transport and warehousing specialist Benton Brothers (Transport) Ltd has topped delivery of a further 10 curtainsiders with an order for 12 rolling bogie skeletal.**

The 12 will join Benton Brothers' 250 strong trailer fleet. It includes virtually all trailer types - including sliding roof curtainsiders, trombone flats and tippers, and provides Benton Brothers with a truly versatile 'one stop shop' approach to moving all types of freight both nationally and across Europe.

Benton Brothers (Transport) operates from Sibsey and Immingham.

# Six more for Shepherd

**Following the delivery of its first Montracon trailers last year, Shepherd Distribution Services has returned for a second batch of six, the latest arrivals being fleet additions to handle steadily growing business.**

The first new trailers to join the fleet of the Sheffield based haulier and warehousing/storage firm, all 12 are 12.2m (40ft) flat platforms, shy of the legal maximum length to ensure easy vehicle access the company's loading bays.

Shepherd Distribution Services managing director Paul Tilley says the latest intake brings the trailer fleet to 40, a mix of curtainsiders and flats to handle groupage services that split equally between the heavy (steel and engineering) and fmcg industries, the latter primarily through the company's membership of the Palletline shared user network.

# Six for expanding business

**Family run haulier R Whittaker & Son is taking delivery of a further six Montracon curtainsiders, additions needed to handle incremental business.**

Delivery of the trailers brings the Whittaker all curtainsider trailer fleet to 60, and the Montracon count within the fleet to 55.

The six are the most recent of a string of repeat orders from the Newton-Le-Willows based firm that was founded in 1973 and is now run by brothers Keith and Graham Whittaker.



Montracon count now 55

# Used set the pattern for Harris

**'We bought eight refurbished Montracon trailers 10 years ago and they have not let us down,' says George Harris, joint managing director of Southampton based Harris Transport Ltd. 'It's a good trailer.' Not surprisingly then, the company continues to add Montracon trailers to its fleet. Twelve new curtainsiders, the latest intake, have entered service over the last few weeks, bringing the company's trailer fleet to 60 and the Montracon content to 45.**

A mix of additions and replacements, the latter also including four rented units, the trailers have been acquired to handle a steadily increasing workload that covers all from general haulage and distribution through to moving containers and warehousing. Harris Transport is also a member shareholder of the Palletforce network.

The trailers are operating out of the company's depots at Southampton and Rotherham.



Adding more Montracons to its fleet

# Clinical purchase

**The acquisition of five Montracon double deck, step frame vans, four being additions to the fleet, gives some idea of the step up new business has brought to Mediclean Hygiene Services in Ireland.**

As its name implies, the company handles the movement of clinical waste from hospitals across Ireland to points of safe disposal. The recent delivery brings the company's trailer fleet to seven - all Montracon. It also provides the opportunity to boost efficiency by phasing out previously used six wheel rigid.

# Avonline - five plus five to come

**Specialist bulk and container haulier, the Gloucester based Avonline Transport Ltd, has bought 15 Montracon trailers in the last two years, with five rolling bogie skeletal about to be delivered and a further five on order. The former are replacements, the latter additions to handle on going business growth.**

'Price and build quality,' says Avonline managing director Richard Dennis, 'are the compelling reasons behind our decision to buy Montracon trailers that now account for more than 60% of our fleet.'

All skeletal are fitted with a self steer rear axle, roll stability and 'fit and forget' LED light units for improved performance and service life.

# Montracon trailers - worth the wait



Montracon - build quality is good

**Such is Montracon's track record with Lincoln based haulier and warehousing specialist Cartwright Bros (Haulage), the company is prepared to weather any manufacturing delays created by axle shortages to get the trailers they want.**

As company director Jamie Cartwright says, the Montracon build quality is good and the drivers like them.

By the time the company's latest trailer order is delivered, Montracon will comfortably account for more than half of Cartwright's currently 70 strong trailer fleet, a mix of curtainsiders and reefers, the new trailers being additions to the fleet to cover recently won contracts.

Operating throughout the UK and Europe, Cartwright Bros (Haulage) offers a complete temperature controlled distribution service moving all from fresh produce to confectionery, dairy and short shelf life goods for the major supermarket chains. The company is also a member of the Pall-Ex network.