

secnds out

the newsletter for secondhandtrucks.co.uk

issue 1

1st anniversary for **secondhandtrucks.co.uk**

Secondhandtrucks.co.uk was launched by Maritime Transport in June 2005 (read more on Maritime in this issue). It was set up to resell Maritime's fleet of premium owned one, two and three-year old trucks. A year on and the business has been a great success.

According to Fleet Sales Manager, Matt Heath, "We've exceeded all our expectations in our first 12 months of trading. Although market conditions were generally poor in 2005, our reputation as a reseller of exceptional quality used trucks is spreading. Sales have been boosted by the uncertainty surrounding the introduction of the digital tachograph and Euro 4, making late registered, low mileage Euro 3 vehicles highly sought after".

Secondhandtrucks.co.uk sells a range of large horsepower, highly appointed DAF, Scania and Volvo tractor units, as well as draw-bar units and trailers. The trucks are sold with a full service history and one year's MOT. Most importantly, buyers are assured that they have been exceptionally well maintained by a reputable transport company and driven by a dedicated Maritime driver throughout their working lives.

"We are selling the right product at very competitive finance rates", says

John Williams, Maritime Transport's Managing Director. "We now have a range of finance packages which can be tailored to suit the particular requirements of customers to make secondhandtrucks.co.uk the first choice for every used truck buyer."

Secondhandtrucks.co.uk offers a comprehensive, competitively priced vehicle customisation service too. According to Matt Heath, "We can prepare the tractor unit in customer livery prior to delivery. We can also retrofit a wide range of items, for example: mobile phone kits, light bars, spotlights, microwave ovens, satellite navigation systems, tipping equipment and CB radios, as part of our service".

Furthermore, Matt Heath points out, "As part of a large transport organisation, secondhandtrucks.co.uk can also provide potential buyers with work and guaranteed earnings throughout the year, as a sub-contractor for Maritime and this is also proving to be very attractive".

Buyers can now view a full range of used vehicles at secondhandtrucks.co.uk sales centre on Fortress Distribution Park in Tilbury, Essex, conveniently located just minutes from the A13/M25.



The team (from left to right): Andrew McNab (Business Development), Matt Heath (Fleet Sales), Alan McNicol (Finance), Nicola Brunt (Marketing), Derek Daly (Fleet Management) and Ron Holmes (Fleet Support).

House Proud

Kevin Vaughan is the driver of EU54ESG, a DAF XF95 480 bhp Superspace cab (pictured). He's based at Southampton. Kevin has had his truck, from new, when it first went on the road in September 2004. His truck goes in for a service every six weeks. Apart from this routine maintenance, which has been carried out overnight, the vehicle hasn't been off the road at any other time over the last two years.

Kevin has been the only driver of EU54ESG since it went on the road. As Kevin explains, "One of the best decisions the Company made was to ban agency drivers. We used to get a lot of damage, but we haven't had an agency driver on the Company since early 2003 and we solved the problem overnight".

The tractor unit, like the other trucks for sale, is in immaculate condition throughout. "The Company makes sure that the vehicles

are in first class working order and we keep the unit smart and tidy. I spend more time in the cab than I do in doors with the wife, so in many ways, this is my home. Its important to me that I have a nice environment to live in when I'm up the road. Its been a really great motor and I will be sad to see it go", says Kevin.

With every ex. Maritime vehicle, you are assured of its history and that it has been well looked after throughout its brief working life. Kevin is typical of the drivers that work for Maritime – hard working, keen to do a good job and proud of their 'motor' homes.



A trailer for used sliders



Not only does secondhandtrucks.co.uk sell quality used tractor units and draw-bar equipment, the business now has a range of competitively priced, quality, used sliding trailers for container work, in stock, as well. The trailers were all manufactured in Ireland by Dennison and have been highly specified for low maintenance and even lower running costs. The trailers are fitted with reverse sensor technology for easy manoeuvring in tight conditions and come with LED lights throughout. The trailers have been serviced every 8 weeks, in accordance with statutory requirements and are sold with a minimum of 7mm premium uncut tyres. Contact Matt Heath for details on how we can reduce your weekly trailer costs.

480's on the forecourt

Secondhandtrucks.co.uk has a new stock of DAF 480's. The DAFs are all the large XF95 Superspace cab and are only two years old. A total of 23 trucks are now available for immediate sale.

These spacious sleepers are renowned for their comfort and economy. The average mileage is as low as 120,000 kms per annum. Each tractor unit is well specified and comes with one

year's MOT, full service history, half leather trim, walnut dash, a fridge and is competitively priced for its age and condition. All of the trucks have been on a full, main dealer, repair and maintenance contracts throughout their short working lives. Call now to avoid disappointment.





More on Maritime

Maritime Transport is one of the largest privately owned transport companies in the UK today. The Company specialises in container transport and handles 1,200 container moves a day with a fleet of over 600 vehicles to and from all of the major ports. Log on to www.maritimetransport.com for further details.

When **Irish eyes** are smiling

Irish Haulier, Declan McGinn, was one of the first to buy from secondhandtrucks.co.uk in 2005.

Declan was undecided whether to buy a brand new tractor unit or to purchase one second hand. After seeing the advert for secondhandtrucks.co.uk in Commercial Motor, Declan decided to travel to the UK and see our range of trucks for himself. He flew to Stansted Airport where he was met by Matt Heath, Fleet Sales Manager and taken to the sales office at Tilbury. The story is told in Declan's own words.

"I'll travel quite a distance for the right truck and I had been looking for some time for a new vehicle. I was after a DAF XF95 480bhp Superspace cab. Matt convinced me that I should come and see his stock of one-year old vehicles before I made any decisions", said Declan. "I took a fitter friend of mine across with me. He couldn't find anything wrong with any of the vehicles and told me to buy one".

So having travelled all the way from Ireland, was it worth it?

"I was very impressed with all of the trucks in stock. The vehicles were really well specified with lots of additional extras. The unit I purchased has leather seats and air conditioning. The most important thing for me was to know the full history of the vehicle and Matt was totally up front with me about everything. From beginning to end I couldn't fault the level of service. It was exceptional.

Secondhandtrucks.co.uk made the whole process so easy for me".

And the story 12 months on

"A year on and my tractor unit is as good as the day I bought it. It hasn't let me down once. I can recommend secondhandtrucks.co.uk to anyone, without hesitation – you won't be disappointed!"



LOADS OF WORK



We urgently require reliable owner-drivers and hauliers for quality container work. We offer support and an excellent package including:

**HIGH WEEKLY EARNINGS • WEEKLY PAYMENTS
NO DISCOUNTS • AA MILES PAID • TRAILER HIRE • FUEL
PARKING FACILITIES • COMPETITIVE G.I.T. INSURANCE
CONTINUOUS WORK THROUGHOUT THE UK**

Call Tom Cole on **07966 310210**
anytime, for an immediate start
or register on-line at:



www.maritimetransport.com

DEPOTS AT: BRISTOL • FELIXSTOWE • HAMS HALL • LEEDS • LIVERPOOL
MANCHESTER • SOUTHAMPTON • THAMESPORT • TILBURY

Putting **the flex** into finance

Secondhandtrucks.co.uk has a range of hot new finance deals available to buyers. The new packages have been carefully constructed to provide a much wider range of finance options. "Up until now, the only finance deal we offered customers was a Hire Purchase (HP) agreement where VAT was deferred to avoid additional strain on cashflow", said Matt Heath,

Fleet Sales Manager. However, one size doesn't fit all and customers have different needs. For example, not all hauliers or owner-drivers want to buy their vehicles. "Now we have something for everyone", said Matt Heath.

For buyers who want to purchase their trucks, they can now opt for 'Cashback', where they can fund the VAT over the HP repayment term and receive a cash lump sum at the end of their VAT period. Alternatively, buyers can opt for 'VAT Deferral' where the VAT payment on the truck is deferred to coincide with the end of their VAT period to be able to offset against VAT reclaimed.

For owner-drivers or hauliers

who want to lease their vehicle and enjoy lower monthly payments, secondhandtrucks.co.uk can provide lease agreements with flexible arrangements tailored to meet customer requirements. Leasing is a popular option, but many owner-drivers and hauliers are unaware that they are taking a lease and will not own the truck at the end of the finance term.

"At secondhandtrucks.co.uk we give potential customers full details of the finance options available and clear information on what these options mean", said Matt Heath. "We don't want customers having any surprises at the end of their finance deals".

Speak to Matt today to find out how we can assist in providing the right truck and finance deal for your business and your pocket!



Stock of **Scania**

Secondhandtrucks.co.uk has a fleet of hpi Scania Toplines for sale. The R124 series 420 bhp Topline proved a popular truck with buyers over the last year and we now have a stock of low mileage, '03 2003, which have just come off the road from our container fleet. All the tractor units are well appointed and sold with a year's MOT, complete main dealer service history and air conditioning.

Scania is a truck operator's favourite for performance, reliability and residual value. If you're looking for a vehicle for maximum performance and one that measures up to the demands of your business, then view our premium, used Scania R124 series tractor units at Fortress Distribution Park, Tilbury, today.

How to find us

Visit our sales centre on Fortress Distribution Park in Tilbury, conveniently located just minutes from the A13/M25, to view your next used truck purchase at secondhandtrucks.co.uk.



A **BIG** thank you!

Very many thanks to everyone who bought a used truck from secondhandtrucks.co.uk during the last 12 months. We sincerely hope that it has been an extremely positive and satisfying experience and we look forward to helping with your next vehicle purchase.

