

seconds out



the newsletter for secondhandtrucks.co.uk

issue 2

Trade up at secondhandtrucks.co.uk

As secondhandtruck.co.uk, the used fleet sales arm of Maritime Transport, marks its second anniversary, the demand for quality second hand trucks has never been higher. Set up in 2005 to sell ex. Maritime Transport trucks, the business has enjoyed great success over the last 24 months.

"Although the market for used trucks was generally poor in our first year, we bucked the trend and now we are experiencing unprecedented demand for our second hand trucks," says Matt Heath, General Manager, Fleet Sales. "Lead times for new trucks have stretched to over a year and operators who traditionally bought new are turning to the second hand market to replace or purchase additional vehicles."

And secondhandtrucks.co.uk is in a unique position to assist buyers. As the sales arm of a major transport operator, it is able to draw on large quantities of both analogue and digital tachograph, Euro 3 trucks, as required. "Whether it's a DAF, Scania or Volvo, we are able to meet buyers' requirements almost immediately", comments Matt Heath.

Getting the right vehicles for sale is a long and time-consuming process and at secondhandtrucks.co.uk it comes down to the fine detail before the truck is even manufactured.

"Starting from the moment we specify new

vehicles, we have the buyer in mind and we are uncompromising in our standards to ensure that we always exceed customers' expectations", says John Williams, Managing Director of parent, Maritime Transport.

A second string to its bow is its highly competitive hire purchase (HP) finance, available to buyers. "Our HP finance package is second to none", says Finance Director, Alan McNicol. "We work extremely hard to maintain the lowest APR in the market, to make repayments easier for our customers".

The combination of unbeatable trucks and finance is encouraging existing customers to return and repeat business now accounts for almost 50% of new sales. "We are really delighted with the number of buyers that return to us for more vehicles", says Matt Heath. "It demonstrates that we are selling the right trucks at the right price and with the right service".

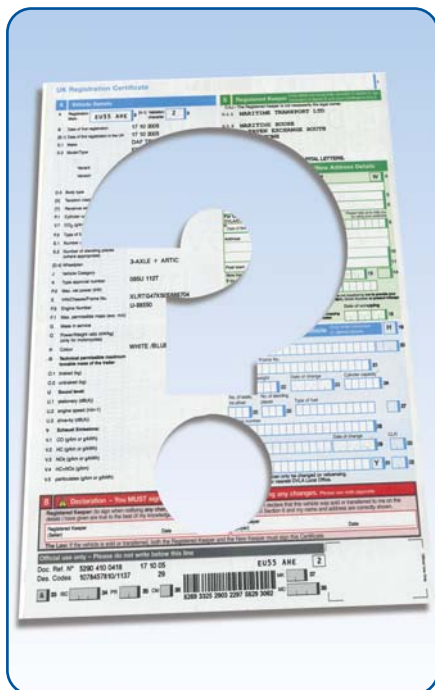
Secondhandtrucks.co.uk has one of the largest stocks of premium, late year analogue and digital tachograph, Euro 3 trucks for sale in the UK. If you are looking for a nearly new vehicle, visit our sales centre at Tilbury or logon to our website www.secondhandtrucks.co.uk for further details.



History shouldn't be a mystery

How well do you know the history of a vehicle when you go to give it the once over? In many cases, the dealer knows as much (or as little) about the truck as the potential purchaser – so not much reassurance for the buyer!

Although secondhandtrucks.co.uk is now one of the biggest resellers of nearly new, used trucks in the UK,



Heath heads up sales

Matt Heath has been promoted to the position of General Manager at secondhandtrucks.co.uk.

Matt has wide experience of the distribution and haulage sectors. He has been involved in transport operations and sales for over ten years and has been Fleet Sales Manager at secondhandtrucks.co.uk for the last two years.

The appointment strengthens the management team, to ensure a first class service to customers and reflects the spectacular growth at secondhandtrucks.co.uk since the start up in mid-2005.

"Matt's promotion is very well

deserved and recognises his achievement and contribution in the success of secondhandtrucks.co.uk over the last two years", says John Williams, Managing Director of parent, Maritime Transport.



unlike an independent or franchised dealer, as the used fleet sales arm of Maritime Transport, it only sells ex- 'Maritime' vehicles. This distinguishing feature gives the sales activity a unique advantage, because it has a complete history, available to the buyer, on every truck for sale.

"We only resell our own fleet," says Matt Heath. "So we're very different from a traditional dealer. When a customer purchases one of our trucks, they can buy with total confidence".

All vehicles are sold with fully documented main dealer service histories, have been serviced every six weeks and in most cases have only been assigned to one driver from new. A rigorous defecting system ensures that every truck has been maintained in top condition at all times.

So the next time you need a second hand truck, don't settle for second best. Chose secondhandtrucks.co.uk and buy with peace of mind.

Buy with work

As the used fleet sales arm of Maritime Transport, the leading UK-based container transport operator, secondhandtrucks.co.uk offers work to buyers, if required. The customers can enjoy guaranteed work throughout the year transporting containers to and from the main ports, railheads and the major UK conurbations.

"Customers are able to benefit from continuous work when they buy from secondhandtrucks.co.uk, although

it is not a condition of sale," says Matt Heath. "We sell our trucks to anyone who would like to buy them and buyers can have work, if they want it".

Operators who are looking to purchase a vehicle with work will benefit from first class support and a generous sub-contractor package aimed at producing high weekly earnings.

Call Tom Cole on 07966 310210 to find out more about our sub-contractor package.



Warm welcomes from Ireland

Secondhandtrucks.co.uk reputation is growing and its appeal now extends beyond the UK mainland. The ex. Maritime fleet sales outlet is selling increasing numbers of nearly new trucks to Ireland.

Interest from buyers in both the North and South of Ireland has risen over the last twelve months, as the word spreads about the quality of the trucks for sale.

"We're getting a lot of enquiries by word of mouth", according to Matt Heath, General Manager, Fleet Sales at secondhandtrucks.co.uk. "Irish buyers are happy to source trucks in the UK. It's only a short trip to view

and collect, but the vehicles must be in top condition and meet all of their requirements".

With large stocks of premium analogue and digital, Euro 3 trucks with very low mileages in top class condition, secondhandtrucks.co.uk is able to meet the requirements of Irish buyers. "We have the ideal kit for the Irish market and buyers are now aware of our reputation for only selling

the very best trucks", says Matt Heath.

Although many operators are now prepared to buy on trust, without actually viewing the truck, secondhandtrucks.co.uk runs a shuttle service to and from Stansted Airport to transport potential buyers from Ireland.

"If Irish buyers want to view the trucks before they purchase, we offer a travel incentive, by contributing £100 towards their costs, if it leads to a sale", says Matt Heath. "It's all part of our service to make the process as easy as possible for our customers".

The best trucks in Ireland are only a stone's throw away, so call us today to find out more.

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You're a reliable and professional owner-driver or haulage company. You're looking for guaranteed work throughout the year. And you want a great deal in return for your hard work.

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Capability to **convert**

Secondhandtrucks.co.uk is now able to offer a comprehensive conversion service to buyers of its nearly new vehicles. The service includes vertical stack exhausts, additional or larger replacement fuel tanks and PTO to name a few, as well as a range of exterior and interior accessory installations.

"There is a lot of interest in conversion work," says Matt Heath. "We can now provide almost any vehicle reengineering, customisation or accessorising that a customer may require".



However, it is larger fuel tank conversions that are currently in most demand. "Every week we're seeing more and more requests for vehicles with fuel tank modifications, as buyers look to increase their diesel carrying capacity for longer trips", says Matt Heath.

Key to any conversion work is quality of materials, component compatibility and certification of modifications carried out. At secondhandtrucks.co.uk, buyers are assured of a first class service and craftsmanship at all times.

Whatever your own requirements, call Matt Heath and see how we can assist.

How to find us

Visit our sales centre on Fortress Distribution Park in Tilbury, conveniently located just minutes from the A13/M25 and less than an hour away from Gatwick, London City and Stansted airports, to view your next used truck purchase at secondhandtrucks.co.uk.



Just the job for **specialist applications**

Secondhandtrucks.co.uk has a range of high quality draw-bar vehicles and tri-axle trailers for sale. The prime movers are all 6 x 2, Euro 3, analogue tachograph DAF XF95 Superspace and fitted with rear-lift axles. The vehicles are all highly specified with air conditioning, cruise control, super luxury seats, walnut dash, fridges and remote central locking. Buyers can choose from a range of 2003 ('03), 2005 ('54) and 2005 ('05) registrations. These combinations, built for container work,

curtain-sided haulage, brick and block work or for hay deliveries. Call us today to find out how we can help you find a cost-effective route to your next draw-bar.



The final word...

At secondhandtrucks.co.uk, we've had another great year and we are extremely grateful to all of our customers, many of whom have come back to purchase more vehicles from us. We strive to ensure that buyers enjoy a totally positive experience, every time, as ultimately, satisfied customers are our best advertisement. Over 300 companies have now bought from secondhandtrucks.co.uk, so why not call us today and see how we can help with your next fleet purchase.

