

seconds out

the newsletter for secondhandtrucks.co.uk

issue 3

Number one in four years

Now in its fourth year of trading, secondhandtrucks.co.uk has become the largest independent seller of premium used vehicles in the UK. Over the last 12 months, the used vehicle sector has experienced a huge increase in demand, fuelled by longer lead times on new HGVs. Demand for high quality, competitively priced vehicles remains high and secondhandtrucks.co.uk is becoming the first choice for buyers of nearly new trucks in the UK.



"2007 was an exceptional year for the used trucks sector and whilst 2008 is proving to be a lot tougher for some operators, the requirement for premium used vehicles is still strong", said Matt Heath, General Manager, Fleet Sales at secondhandtrucks.co.uk.

The rationale behind a nearly new vehicle from secondhandtrucks.co.uk is simple enough. The buyer is able to purchase a top of the range truck at an affordable price without suffering the immediate depreciation of a new vehicle, the initial reduced fuel return or, the recently seen increase in the price of a new vehicle bought on by the EGR/SCR technology as well as the digital tachograph.

But success is not simply about having the right product and selling it at the right price. Today, secondhandtrucks.co.uk offers a comprehensive package to support our buyers, from unbeatable HP finance to the provision of guaranteed work, as well as all of the other things a traditional dealer may offer.

As the fleet sales arm of Maritime Transport, buyers can take advantage of the Company's 'Buy with Work' scheme and benefit from guaranteed work and an incredible fuel recovery, paid above a base price of 72 pence a litre on top of competitive transport rates. (See 'Earn a whopping fuel recovery' inside). "Our 'Buy with

Work' scheme is not a requirement for buying a truck at secondhandtrucks.co.uk, but an additional benefit that purchasers can choose to take up", said Matt. "Sourcing the right vehicle that will meet the needs of your business is one thing, but more importantly is that you have work

every day of the week to ensure you are earning enough to make your business work. Buyers are able to source their vehicle safe in the knowledge that they can also take advantage of daily guaranteed work as well as the full support and back up of a large reputable company. This unique 'one stop shop' gives our buyers the confidence that their vehicle will always go to work," said Matt.

"For us, a sale is not simply a transaction, but the start of a long-term relationship with all our customers and we are continuously striving to find new ways to remain the truck buyers' first choice," concluded Matt.



Euro 3 fuel performers for sale

Secondhandtrucks.co.uk has a selection of top quality two-year old Euro 3, 6 x 2 Scania R470 Topline tractor units available for sale. These premium 2006 ('06) trucks are in exceptional condition, with an average of less than 230,000 kms on the clock and are returning consistently high MPGs.

According to Matt Heath, "Given the huge escalation in diesel costs, these trucks are extremely fuel-efficient." Matt added, "With full Scania dealer service and maintenance histories and a dedicated driver throughout their first life, these vehicles are in first class condition. On top of this, the vehicles are priced to sell, making them highly desirable for the owner driver or fleet buyer."

The vehicles are sold with a white cab and blue chassis. They come with many added features, including: microwave oven, coffee maker and fridge/freezer, as well as climate control, CD player, cruise control, double bunk, external sun visor, full



air management kit, immobiliser, remote central locking and sliding 5th. Wheel. The fuel tanks are all fitted with TISS 'Tanksave Inpregnable' anti-siphon locks to prevent fuel skimming. As with all vehicles supplied, these can also be modified, fitted with additional accessories or re-liveried by secondhandtrucks.co.uk to meet buyers' precise specifications, as required, so that they are ready to go to work from the day you take delivery.

Sarah strengthens the team

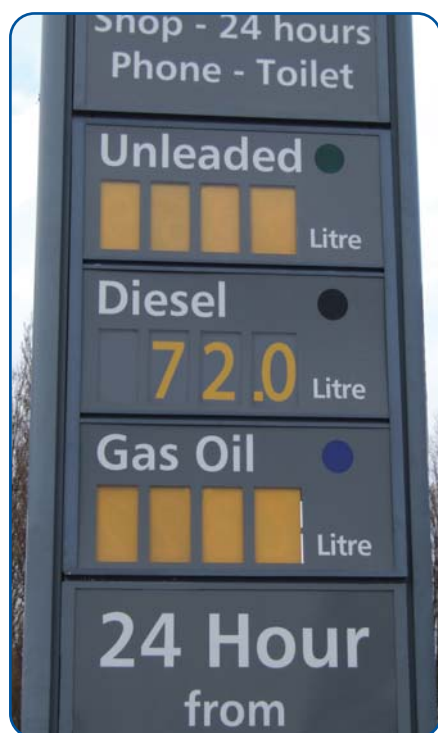
With the success of secondhandtrucks.co.uk, the latest member of staff to join the business, Sarah Fromant, has now been appointed a permanent member of the used vehicle sales team. Sarah has the responsibility of handling the growing administrative requirements, from customer correspondence through to vehicle documentation, to ensure that at secondhandtrucks.co.uk customers get the right information first time, when they need it.

Having spent the last 14 years in the transport and logistics industry in vehicle operations and admin, at TNT, Eddie Stobart and at Maritime Transport, Sarah is well qualified to manage all of the



administrative functions at secondhandtrucks.co.uk and deliver a first class service for customers every time.

Earn a **whopping** fuel recovery



With fuel prices at an all-time high, there is one truck sales package that stands out, offering top quality one and two year old vehicles, the lowest HP finance, guaranteed work and incredible fuel recovery, if required. It is another reason for making secondhandtrucks.co.uk your number one choice when looking for your next vehicle.

According to Matt Heath, "With fuel prices at record levels, we can now offer buyers the guarantee of work and a unique fuel recovery deal. Combine this with our low APR HP finance package and altogether, it's an unbeatable deal".

The scheme is geared to protecting one of the biggest components of cost for truck operators. Set at an incredible 72 pence per litre starting point, excluding other costs, such as handling and VAT, operators who work as a

sub-contractor are paid a fuel recovery over 72 pence per litre, to offset the rise in costs.

"Operators that have already taken up the deal are benefiting from a substantial fuel recovery every week. As fuel prices rise, the recovery is even greater," explained Matt. "We could have sat back and ignored the rising fuel bills that our sub-contractors have had to endure. This would, however, have been very short-sighted on our part. By helping our sub-contractors to recover increases in their fuel shows how much we value them and how committed we are to building and maintaining long-term relationships, said Matt. "It is a great deal. You can enjoy continuous work, recover your fuel costs and safeguard your future profits," said Matt. "Why settle for less."

Buy as you go!

As the fleet sales arm of Maritime Transport, secondhandtrucks.co.uk has immediate access to the widest range of premium vehicle marques for sale in the UK. Many trucks can be taken off the road at any time and prepared for sale and the vehicles that are being purchased by Maritime today, a total of 170 this year, will become available to buy in one to two years time.

Given this level of flexibility, buyers can confidently purchase when they need to, literally synchronising opportunities that arise in their business with the purchase of additional trucks. For the hard-pressed buyer, this means no crystal gazing to try and second-guess their requirements and ordering many months in advance. With the help of secondhandtrucks.co.uk,

you can concentrate on developing your business and buy the vehicles you require, as you go!

Alternatively, if you know what your needs will be in the coming months, no matter how far in advance, why not give us a call to see if we are able to help you find your next vehicle.



Delivering a **specialist service** at secondhandtrucks

Abnormal loads specialist, David Moulard Haulage transports anything from modular homes and trains to military tanks, anywhere in Europe. With such a versatile range of trailers, the business regularly moves new plant equipment on behalf of the manufacturers and undertakes HIAB work throughout the UK and Ireland too.

Established in 1995, the Company was founded by David Moulard who remains the driving force behind the

organisation today. From small beginnings, working for other transport companies, David Moulard Haulage, quickly established a reputation for handling complex loads on long-term contracts and the business now runs 12 tractor units from its base in Fordingbridge.

Four of these trucks were purchased from secondhandtrucks.co.uk in a recent major re-fleeting programme. The trucks purchased were one year old DAF XF105 Superspace tractor units.

As part of the deal, the chassis were sprayed red with chevron red and white bumpers to match the existing livery. Top light bars and beacons were also fitted to each truck.

"In our business, vehicle reliability is particularly important so that we deliver for our customers every time," said David Moulard, Managing Director of David Moulard Haulage.

Sourcing from a large stock of vehicles with known histories was another key consideration for the Company.

According to David, "We chose secondhandtrucks.co.uk because, unlike a truck dealership, they were able to offer us a much wider choice of vehicles and because we could get full histories on each vehicle and the confidence that the trucks had been meticulously looked after and in first class condition".

"Matt Heath and his team were able to provide an irresistible package and faultless customer service. They are a thoroughly professional organisation and I have no hesitation in recommending secondhandtrucks.co.uk to anyone considering buying a nearly new truck or planning a re-fleet", said David.



Falling down on **finance?**

Are you sure you will get the best finance deal when making your next vehicle purchase? At secondhandtrucks.co.uk, as part of our commitment to providing customers with the very best deal, we also offer the lowest HP finance around.

If you already have finance in place, check the finance term, your monthly repayments and that there are no hidden, balloon penalties at the end of the finance period, effectively preventing you from owning your asset until this has been made.

Many dealers offer 'lease-based' finance packages and whilst these will suit some buyers, our experiences show that buyers prefer to own their assets

outright, if possible. By choosing to fund your vehicle using our low HP and VAT deferral scheme, you reduce the amount your borrowing which means more each month in your pocket.

At secondhandtrucks.co.uk, we give you all of the information you

require up front. So you know exactly how much you have to pay each month and at the end of the finance term, you own the truck. There are no hidden surprises. See how we measure up. Compare your deal with ours before you sign the finance agreement.

If you are having difficulty getting finance, we may be able to help here too. It's no secret that in the current climate finance houses are tightening their own belts and becoming more cautious about the type of asset they will lend against.

In many cases secondhandtrucks.co.uk may be able to offer a solution. Give us a call today to see how we can get you moving.

Getting into the **Digital Age**

Since 1st. May 2006, every new HGV on the road has to be fitted with a digital tachograph. This means that drivers of trucks fitted with a digital tacho have had to apply for a Driver Smart Card to use their vehicle and receive some basic training to begin to use them.

The prospect for many hauliers in 2006 and in 2007 was daunting and drove up the demand for analogue trucks in the used vehicle market. Now more and more operators

are embracing the concept of the digital tachograph. It seems the mystery surrounding the digital tacho is finally receding as more and more companies have started to use them. In fact, those companies that have bought digital have found the technology far more user-friendly than their analogue counterparts.

At secondhandtrucks.co.uk, when you buy a used vehicle with a digital



tacho, we will provide user training to help you get started. It's part of our commitment to you, to make life a little easier. If you need a helping hand, make sure you ask about our training when you buy one of our digital tacho trucks.

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.

Your valued custom

"Whilst we work very hard to give our customers first class vehicles and service every time, we really appreciate the support that our customers have given us over the past year and we are delighted to see so many return to source additional vehicles. We look forward to helping you over the next 12 months and beyond. Please feel free to call us at any time and we will do everything we can to exceed your requirements and expectations."

