

# seconds out

the newsletter for [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk)

issue 6

## Brisk buying at secondhandtrucks

**Sales of top quality used trucks have picked up considerably this year and transport companies are responding to a new set of dynamics in the marketplace. With the Low Emission Zone (LEZ) coming into force in January 2012, affecting much of Greater London and the spectre of Euro 6 only 24 months later, there is now big pressure on the truck operator to buy as prices for all vehicles, new and used, are only going to go one way.**

Vehicle manufacturers may have had a torrid time of late with many haulage companies in the UK postponing their vehicle replacements as a result of the global economic crisis and impact of recession, but they now see some light at the end of the tunnel. For the first time in a long while, these new dynamics represent an opportunity for the manufacturers to raise prices and recoup some of the huge rises in raw material prices.

The upshot for many hauliers is that a 'brand new' vehicle replacement policy may now be too expensive and this is channelling hauliers in different directions to source trucks.

One alternative is to buy used and at [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) you can be assured we offer nothing less than the very best, lightly used affordable vehicles and service levels, our customers tell us, exceed buyer expectations.

Many of these same buyers have come back and bought again from us.

Today, 65% of our business is repeat with sales conducted over the phone. Trucks are prepared in customer livery or modified to

**“No other UK dealer today can offer the range and quality of trucks for sale all in one place”**

suit specific business needs and the first time the buyer sees the vehicle is when they collect the truck or it is delivered to their door.

We pride ourselves on the fact too that no other UK dealer can offer the range and quality of trucks for sale all in one place, from a single source.



Whatever your preferred marque: DAF, MAN, Mercedes, Scania or Volvo, we have the very best vehicles for you to view and purchase. And we can supply what you want when you want it to, so our service is better than new! No long lead times and we can synchronise with your business needs, so that you have trucks available, on demand, for new contracts and urgent replacements. Talk to us about forward planning too. We can help to schedule trucks with any modifications required, to match your fleet replacement policy.

There may be nothing better than the experience of buying new, but we challenge you to take a closer look at our trucks. We promise you won't be disappointed. We offer vehicles that are as near to new as you can buy and an experience that feels like you're buying new. With so much upward pressure on new vehicle prices and the demand for used trucks set to rise significantly, it's time to give us a call and see how we can help.

Find out more about LEZ and the latest on Euro VI in this issue. We talk to some of our customers who reveal why they chose [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) in preference to buying new, echoing the views of many operators in today's marketplace. We hope you enjoy our newsletter and look forward to hearing from you soon.



# LEZ get ready



its way to you before you even leave the LEZ. So unless, you can safely operate without going into London, you have to act now.

So what are your options? The first is to retrofit a carbon capture filter. These aren't cheap. A ring round the approved suppliers listed on the TFL website indicates that this would set you back somewhere between £4,500 and £5,000 per vehicle. Furthermore, the retrofit filter needs to be cleaned every 60,000 kms at a cost of £300. This could mean an additional £600 per annum on top of the capital cost of the filter. If your truck is an early Euro III then, in all likelihood, a retrofit is the wrong decision for you. The alternative is to buy a Euro IV or V compliant vehicle and at

secondhandtrucks.co.uk we can help.

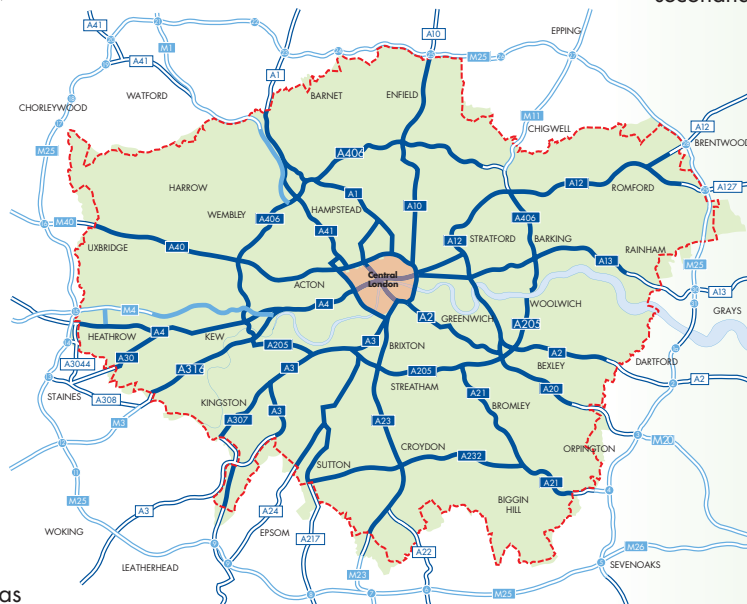
**You may have seen our advertising campaign in Commercial Motor about the imminent changes to the Low Emission Zone (LEZ). Transport for London (TFL) too, have been warming us all up to the changes for a couple of years now and clearly the message is starting to hit home. The bare facts are that any pre-Euro IV compliant truck will be charged £200 a day to travel within the LEZ.**

On 3 January 2012, when Euro IV comes into force, TFL will start to apply charges to vehicle owners for driving Euro III compliant and older vehicles in the LEZ.

If you haven't already seen how big the zone is, take a look at the map below. The LEZ covers virtually all of the Greater London area within the M25 and there is already talk of this being extended beyond the M25.

If you go into the LEZ at say 22.00 at night and then come out at 02.00 the next day (i.e. a total of just four hours), you will be charged twice, a bill of £400! And if you believe you won't get caught, think again. There are enough signs on the roads to give you advance warning you are about to enter the LEZ and as

soon as you do, your registration plate will be picked up on camera. The cameras are linked to the DVLA database, your V5 and your address and your bill will be winging



We've got a wide choice of readily available LEZ compliant trucks from '07 to '10 plates and we can help trade in your old truck too to provide a deposit for your upgrade.

The simple truth is that LEZ will make Euro III compliant trucks obsolete and of little resale value in the UK after January 2012, so don't compromise your business. Call Matt today and see how we can help to get you ready.



## Great trucks - Not just on paper!

Essex Reclamation Paper has been operating in the South East for nearly 40 years. Today, the Company specialises in paper and plastics processing. Although it is a leading UK waste processor, handling over 5,000 tonnes a month, the Company remains very much a family business and like secondhandtrucks.co.uk, its success is about delivering a high quality service to its customers.

According to Director, Chris Short, "We run a mixed fleet of vehicles, from 7.5 tonnes to artics and walking floor

trailers, to carry the waste products we handle. We recognised that with the

**"The Company was keen to purchase reliable, top quality used vehicles"**

new LEZ regulations fast approaching, we needed to replace our existing '02 and '03 plate Euro III Scania's to

allow us to continue to collect within the London area."

The Company was keen to purchase reliable, top quality used vehicles and Chris found out about secondhandtrucks through his drivers. They had heard great things about the trucks for sale from other drivers.

"We approached secondhandtrucks for two vehicles and bought a pair of Scania '56 plate Topline tractor units, in mint condition," said Chris. "From the very start the whole process was quick and effortless. Our drivers love the trucks and they are performing really well. Overall, it was a great service and we'll certainly be back to buy from Matt and his team again."

# Facelift **Mercs** for fuel efficiency

With diesel prices rising by almost 24% since the beginning of 2010 and everyone predicting even higher oil prices, more buyers are putting fuel economy at the top of their shopping list when sourcing new and used. So what is the best truck for fuel economy? One vehicle,

**“So what is the best truck for fuel economy?”**

often overlooked, which ticks this and a host of other boxes is the Mercedes Actros.

At [secondhandtrucks.co.uk](http://secondhandtrucks.co.uk) we have a stock of nearly new, Mercedes Actros tractor units for sale. Voted the truck of the decade by readers of Truck & Driver magazine, our '58 plate trucks are the facelift MegaSpace 2546 Actros and

come highly specced throughout. With Euro 5 SCR engine technology and Telligent gearbox these low-carbon, low-mileage tractor units are unbeatable fuel performers and are highly desirable driver's trucks too.

The MegaSpace Actros cab comes with air conditioning, generous stowage, double bunk and fridge and microwave and the spacious flat-floored interior provides great living for drivers away from home.

For fuel economy, stylish looks and practical living, our lightly used Mercedes Actros trucks are worth a second look. Talk to us today and see how we can help you get into a top fuel performer. It's time to discover how good this truck is for the owner operator and for the larger truck operator as the ideal fleet addition. We promise you won't be disappointed. Contact Matt today to find out more.



## It's almost 5 to 6

**Time for another change? It does feel like we've just started getting used to Euro V and now we're talking about Euro VI! It seems that the bureaucrats in Brussels can't leave the transport industry alone.**

**“Across Europe, Euro VI will come into force at the end of 2013”**

However Euro VI has been on the drawing board for some time. As far back as December 2008 Euro VI emission limits, to apply to heavy-duty engines, were agreed by the Council of Europe. The new standard will reduce emissions of nitrogen oxides by 80% and particulate matter by 66% compared to the Euro V limits. These are the most stringent reductions in emissions to date.

Across Europe, Euro VI will come into force at the end of 2013 for all new vehicles. In fact, most vehicle manufacturers have already launched a version of a Euro VI compliant engine, but it is unlikely that volume sales will happen any time soon.

The significance of the new Directive is that the cost of new vehicle production has increased substantially to achieve this technical 'quantum leap' in emissions reduction. The higher production costs will have to be passed on to buyers in the form of higher prices for new vehicles. Inevitably there will be a rush by fleet operators, big and small, to buy the cheaper Euro V compliant models and it won't be long before



they are increasing in price too.

If you want to secure your next Euro IV or V now or want assistance in deciding which way to go, talk to us today. We're here to help.

## 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](http://secondhandtrucks.co.uk).





# secondhandtrucks for superbikes

Gloucester-based, 'We Move Bikes', has created a successful niche market, transporting top brand motorbikes across the UK and around Europe. The Company works for a string of world-leading manufacturers, including Harley-Davidson, Ducati and BMW. Like many great beginnings, We Move Bikes was born from a chance phone call to transport a motorbike back in 1994.

**“We needed to increase the size of our fleet to handle additional UK work”**

“I had a small light van haulage business and was approached to move a bike for one of my customers,” said founding Director, Paul Lusty. Having spent all his working life in transport and logistics, Paul recognised a gap in the market and quickly capitalised on this niche opportunity. A little while later, he was joined by fellow Director and friend, Tony Davis, who had a similar background in transport and like Paul, shared a passion for motorbikes.

The Company may have started life in a van, but today, headquartered in brand new premises, the business is international, reaching all parts of Europe, using long-haul HGVs, specialist trailers and expert drivers. A team of 12 staff and drivers, including trained technicians run the current business, allowing Paul and Tony time out from driving to develop the business.

“Today we store, PDI and transport bikes on behalf of the leading motorcycle manufacturers to launches, trade shows and rallies and for individuals who want their bikes positioned around Europe for bike rallies and for use without the time, cost and hassle of travelling to their final destination,” said Paul. “We deal with all of the requirements, including the documentation, so that our clients can enjoy total peace of mind.”

Given the clients and high value of the motorbikes involved, it's a business whose success is based on customer service, recommendation and providing

a highly personalised service. And when it comes to buying trucks, their approach is no different either.

“We needed to increase the size of our fleet to handle additional UK work and this time we decided to look at used in preference to new,” said Tony. “We talked to a number of dealers in the South East, including secondhandtrucks.co.uk and we were impressed with the range of ex-Maritime vehicles they had for sale. The team were really professional, straight-talking and they made the whole process very easy for us.”

With experience of a Volvo fleet, the

Company opted for a 2007 ('57 plate) Volvo FH13 Globetrotter XL in prestige trim. “The vehicle was specced with everything we required and when it was delivered, it was in perfect condition,” said Tony.

“Dealing with secondhandtrucks was a great experience and like the origins of our own business, it all happened from a chance conversation with Matt Heath. We will be back for more vehicles from secondhandtrucks in the future to keep our customers happy and their bikes on the road,” said Tony.



## The last word

Truck purchasing has tended to reflect consumer confidence in the wider economy, as operators try to synchronise with demand as much as possible. LEZ and the introduction of Euro VI are changing this rationale because operators will be faced with significantly higher operating costs if they don't react soon. We've seen a noticeable uplift in sales as our customers respond to the changes in compliance requirements and we're really pleased that companies are choosing secondhandtrucks.co.uk to source their fleet upgrades. Our advice is to act now and our promise to all our customers, large or small from a single truck to fleet buyer, is that we will give you the best choice, the best quality, the best service and the best deal.

**Call us today to see how we can help.**

