

# Transport

MONTHLY

ISSUE 130

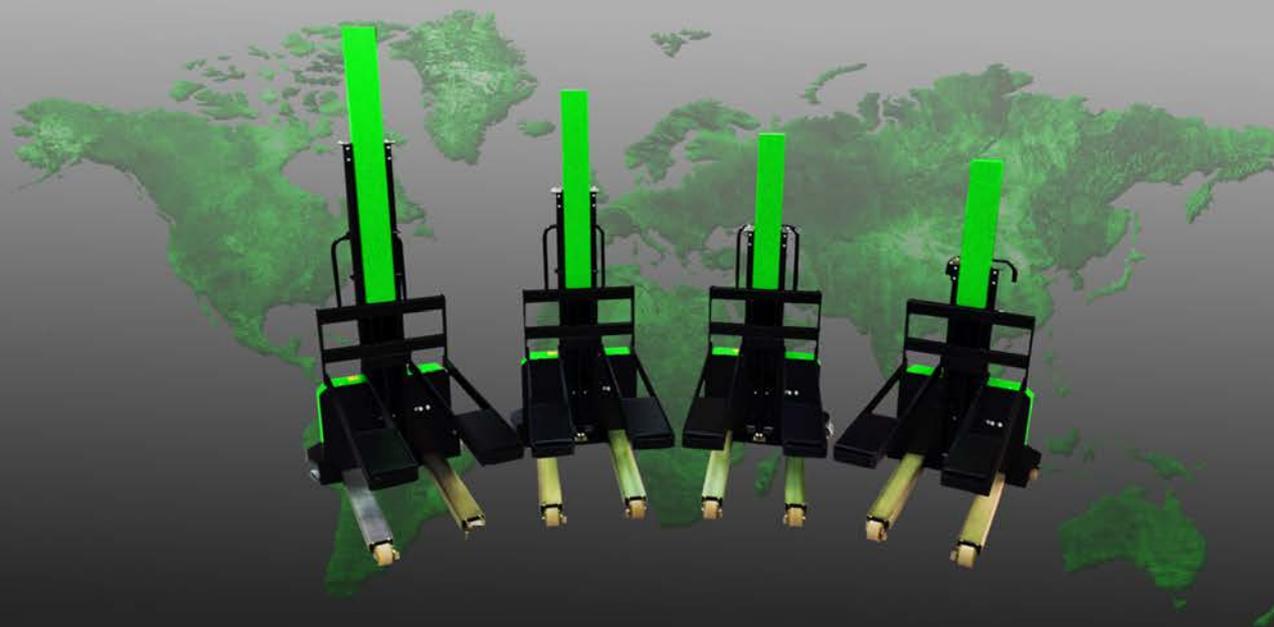


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# CONTENTS

## NEWS

08 LATEST NEWS

## ROAD HAULAGE

26 A W EXPRESS

28 BARNETT TRANSPORT

32 COOL SOLUTIONS

36 CUSTOM HAULAGE

38 E & C DISTRIBUTION

42 J & J WARD

44 JET PLANT

54 P.J. COLE

62 TRUCKWRIGHT

66 W J WOOSTER

## LOGISTICS

46 J M HOLLING

## ROAD SWEEPER

40 GO PLANT

## BUS AND COACH

50 M & H COACHES

52 OAKLEY'S COACHES



## RETAIL

56 POUNDWORLD

## REFRIGERATION

60 STONEGATE





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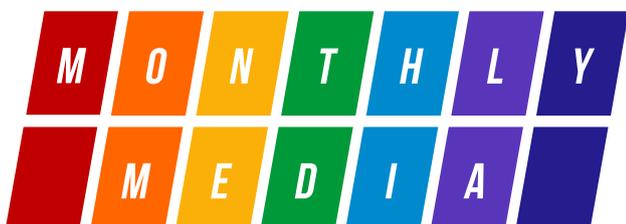
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## FROM THE EDITOR

Welcome to another issue of Transport Monthly,

This issue ushers in the New Year with an in-depth look into bespoke solution provider Custom Haulage. Also we will explore industry leading giant PoundWorld. This month also features Logistics provider J M Holling.

Furthermore this issue provides you with current transport industry news, ranging from fleet expansions and innovative technologies to site relocations and partnerships, featuring many industry leading companies such as Bibby Distribution, ATS Euromaster and Schmitz Cargobull.

We would like to thank all the companies who helped to make this month's issue another fantastic read. Additionally we would like to thank our staff members who work diligently to create this magazine each month.

Transport Monthly magazine is now available to download via our free app on all mobile devices. The first month of our apps going live was extremely lively and with this month's issue also including some really big companies; we are set to gain more and more readers as time goes on.

As we are now available on more and more devices we are therefore giving our advertisers and feature companies more and more exposure. We have been receiving a lot more testimonials as we are constantly improving and learning.

Yours sincerely,

Andy Feltrup  
Editor-in-Chief

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# RECORD BREAKING TRANSPORT FOR COLLETT



**T**he world's fastest car, Thrust SSC and its predecessor Thrust 2 took to the roads this weekend with the help of Collett. With Coventry Transport Museum currently undergoing a £8.5m redevelopment project, Collett were called upon to execute the daring relocation of the two record breaking cars.

Since 2001, four years after smashing the World Land Speed Record in the Black Rock Desert, Thrust SSC has been a centrepiece in Coventry Transport Museum's collection. Its predecessor Thrust 2, also part of the Museum's collection, held the Land Speed Record from 4th October 1983 with a speed of 633.468mph until 15th October 1997 when Thrust SSC broke the sound barrier achieving a speed of 763mph.

The project involved the relocation of the two vehicles from the Museum's

Spirit of Speed Gallery to their new Biffa Award Land Speed Record Gallery, set to open in early 2015.

MFH Construction Projects, project managed the relocation for the principal contractors J Tomlinson. Months in the planning the relocation required specialist slinging, lifting, transport and logistical solutions, all meticulously detailed by the Collett Heavy Lift Team long before the actual move. This was planned to perfection and with specialist insurance up to a value of £14m in place to cover all aspects of the move the Collett Heavy Lift Team arrived on site bright and early at 6:30am ready to get underway.

With all teams in place Thrust 2 was hoisted over the rear gates of the Museum to Collett's awaiting low loader. A delicate process, the valuable cargo was expertly guided into place by the

Collett Team and secured for its short journey.

The next Collett trailer was manoeuvred into position ready for Thrust SSC, this time a 7-axle wide trailer to support the extra wide wheel base of the vehicle. The 54ft long, 10 Tonne supersonic car followed in the footsteps of Thrust 2, and was lifted over the gates of the Museum and delicately secured into position.

A new experience for the two fastest cars in the world, they were then driven at walking pace around the outskirts of the building and reversed into position ready to be unloaded and carefully lifted into their new location. One at a time, the vehicles we're once again hoisted into the air and delicately delivered to their new location for Museum staff to manoeuvre into position.

Collett's Heavy Lift Team proved their

expertise and precision throughout the project gaining praise from MFH Construction Projects, the company responsible for appointing Collett to undertake the move, "we would like to thank Dave and his team for an outstanding job. We have undertaken various types of lifts as a company for over 40 years, and this one has to be high up in the list of our top 10, if not the best."

The expert planning by the Collett Heavy Lift Team resulted in a seamless execution of the project and positive feedback from all involved.

#### More About Collett & Sons Ltd:

Established in 1928, Collett & Sons is a successful family-owned company. Originally a Transport company, Collett has developed into a specialist multi-modal logistics operator with a defined focus in its four closely run divisions. With specialist teams dedicated to Transport, Heavy Lift & Projects, Marine and Consulting, Collett & Sons has evolved to reflect the diverse nature of the business and the clients it serves. These four integrated divisions allow Collett & Sons to offer a 'one stop shop' service, expertly managing any project from concept through to completion.

Specialists in the Oil & Gas, Power Generation, Heavy Engineering,



Renewables and Civil & Infrastructure markets, Collett & Sons have a wealth of experience transporting and moving difficult loads throughout the UK, Europe and worldwide.

Located in the United Kingdom, this company operates from its strategic bases in Halifax, Goole and Grangemouth.

#### More About Coventry Transport Museum Redevelopment Project:

The new Land Speed Record gallery at Coventry Transport Museum is part of

an £8.5m redevelopment of the whole museum, which is due to be completed in late Spring 2015. The project, which will see 12 of the museum's 14 galleries completely transformed, also includes bringing the Museum's neighbouring 12th Century Old Grammar School back into public use for the first time in decades.

The Transport Museum and Old Grammar School project is funded by ERDF, HLF and Garfield Weston, as well as Biffa Award.



# ROADS MINISTER CLAIRE PERRY TRUCKING ON DERBYSHIRE ROADS

**“You are absolutely vital to Britain’s long term economic plan,” said roads Minister Claire Perry to a full house of Derbyshire and Nottinghamshire truckers in the last days of December.**

The Minister was speaking at the D2N2 Local Enterprise Partnership event in Ripley to focus priority on the transport and logistics sector in the two counties. Bacon butties were served trucker style

Derbyshire and Nottinghamshire and in order to assist this rapidly expanding industry the LEP is making logistics a priority.

The Roads Minister Claire Perry, said she was delighted to attend and spoke about the importance of the sector. “You are absolutely vital to Britain’s long term economic plan.”

She highlighted investment in the roads

never do anything to compromise safety on British roads and it is inescapable logic bringing speed limits into the 21st century.”

The roads minister met truckers from Buxton to Bakewell, Beeston to Burton in a cross county Industry leaders Logistics Employer Forum that focused on a strategic logistics plan launched to maximise opportunities in the sector by the LEP D2N2 for the two counties.



before the issue of driver shortage headed the local agenda for the 100 truckers and haulage bosses from across the two counties.

The lack of understanding generally about what the industry offers in terms of opportunities and jobs is seen as one of the barriers to recruitment.

More than 28,000 people are employed in transport and logistics across

network and the new HS2 rail link and the need for input from the industry in the plan to maximise the benefits from the developments.

The Minister also spoke of her pride in the change to the speed limit for HGVs coming into force in April.

“Raising the speed limit for HGVs is something I am incredibly proud to do. As a cyclist and mother of three I would

The interactive event was hosted at the training warehouse of AIM Commercial Services Ltd in Ripley.

With thanks to a grant from Derby Enterprise Growth Fund, the firm is one of the organisations helping meet the growing demand in the sector and were host for the day to bring the Minister into a real employer environment.

Managing Director, Allison Kemp said:



"We were really chuffed to hold the logistics event here in the training warehouse where so many local hauliers have learnt the business of trucking."

LEP Transport Chairman for D2N2, Carl Lomas asked local hauliers to help with information on local roads, driving issues close to home, access and workforce.

He said: "HGV drivers in Derbyshire and Nottinghamshire are some of the most multi skilled drivers in the UK, they can be found at home in the twisting limestone walls of the Peak District collecting early morning milk or on the M1 with a lime tanker heading for the Crossrail project in London.

"D2N2 area drivers cover everything from heavy bulk loaders to the complex supply chains of Toyota, Rolls Royce or Bombardier, our drivers are better multi skilled than anywhere else in the UK. As they cross from B road to the arterial motorway of the M1 in everything from a heavy truck to a motorbike courier."

On display were a range of vehicles including an artic to home delivery van and courier motorbike, highlighting the diversity of the sector.

National organisations including the Driver and Vehicle Standard Agency were represented at the event together with major transport

and logistic firms from across the region.

The Minister who was joined by Amber Valley MP Nigel Mills and the Deputy Vice Chancellor of the University of Derby Rod Dubrow-Marshall, who outlined the University support from warehouse training at the Buxton Skill-base site all the way to a Master's degree in Supply chain at Derby.

The Master Carmen, Lt Col Paul Holder, Royal Logistics Corps had earlier opened the event to hauliers, and welcomed speakers that included the Department of Works and Pensions, national head for logistics Alex Farkas spoke about local jobs in Derbyshire and Nottinghamshire for the growing LEP sector of transport and logistics.

While Safety was the order of the day from David Higginbottom, from Driver First Assist, who outlined the potential to reduce RTC fatalities by up to 46%.

Minister responsible for roads and HGV, Claire Perry MP arrived in Derby where John Nelson chairman of Nelson Distribution, Belper, collected her in a giant silver Mercedes Actros truck tractor unit.

# CARRIER TRANSCICOLD SUPRA™ UNITS SELECTED FOR TESCO'S FIRST DRAWBAR REEFER

**T**esco, the largest retailer in the UK and one of the largest in the world, has introduced its first temperature-controlled drawbar vehicle, fitted with Carrier Transicold Supra™ truck refrigeration technology to help improve the efficiency of express store deliveries. Carrier Transicold, which operates in the UK as Carrier Transicold UK, helps improve global transport and shipping temperature control with a complete line of equipment for refrigerated trucks, trailers and containers, and is a part of UTC Building & Industrial Systems, a unit of United Technologies Corp. (NYSE: UTX).

Tesco's express stores typically are located in residential or built-up areas, making it difficult for tractor units with 13.6-metre trailers to deliver. The flexibility of an 18.75-metre drawbar combination vehicle means the truck can now reach express stores more easily and with a larger payload than a rigid truck operating alone – resulting in reduced road miles. The drawbar's manoeuvrable design also has the capacity to carry 48 standard roll cages – an additional three compared with a standard 13.6m trailer.

The drawbar vehicle, designed by Wheelbase Engineering, is fitted with Carrier Transicold's Supra 1150UMT (multi-temperature) undermount unit. It features two remote evaporators recessed into the trailer's ceiling to ensure a safe walk-through environment for operators. The forward compartment relies on a Supra 850 MT unit to maintain the set point inside its Solomon bodywork, selected for its robust design and proven reliability.

"Continually improving the efficiency of our fleet is a key focus for the

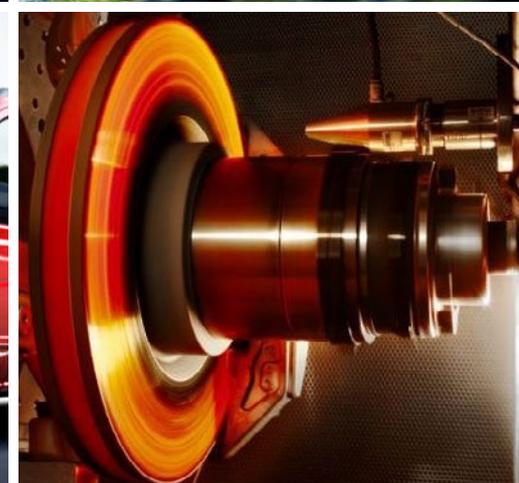


business, and with the help of Carrier Transicold UK we've been able to come up with a solution that really hits the mark," said a spokesperson for Tesco. "We have enjoyed a long and successful relationship with the team at Carrier. We specify their reefer units as they are so well suited to our operating needs."

Carrier Transicold's Supra range achieves rapid pull-down speeds and ensures accurate temperature control for all chilled and frozen cargoes, with a reputation in the industry for excellent product protection and low operating

costs. The units are covered by Carrier Transicold's new everCOLD™ service, repair and maintenance contract. This includes all maintenance recommended by Carrier Transicold and carried out by manufacturer-trained technicians using genuine replacement parts, plus access to 24-hour emergency assistance throughout the UK.

Carrier Transicold supported the delivery with a specific training programme for Tesco's team of driver trainers.



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# IVECO SECURES CONQUEST ORDER WITH MAIDEN'S OF TELFORD



**S**hropshire-based haulage and storage company, A J Maiden & Son – which trades as Maiden's of Telford – has taken delivery of three Stralis Hi-Way (AS440S46/TXP) tractor units, marking the first Ivecos to join its fleet for more than 15 years.

The family run company operates a fleet of 66 vehicles and 130 trailers, with the new Stralis' replacing older units. Maiden's of Telford had been seeking a vehicle that could provide it with increased reliability and performance as it grows its business.

Hefin Rees, Commercial Manager for Maiden's of Telford, says: "We were keen to see what a Euro VI vehicle could do for us and we wanted to explore what was available, so we jumped at the chance to take an Iveco demonstrator on competitive trial."

The company was so impressed with the performance of the demonstrator, supplied by Guest Truck & Van, that it soon placed an order for a trio of matching Iveco trucks.

Rees continues: "Our drivers were really positive about getting their hands on a Stralis and the feedback has been excellent since our new vehicles arrived. We've already seen the demonstrator show fuel savings compared with our

fleet average and we're confident that the new Stralis' will continue to give great service. Support from Guest Truck & Van has also been second-to-none."

The customer was particularly impressed with Iveco's solution to Euro VI, and the ability of Iveco's HI-SCR system to meet the latest emissions standard without exhaust gas recirculation (EGR). This helps to deliver weight reduction and optimised fuel performance, leading to a lower total cost of ownership.

Rees concludes: "Iveco secured the order for its unique approach to Euro VI. They've devised a technical solution which is not only innovative, but durable and focused on helping fleets like ours to keep running costs as low as possible."

Each of the Stralis' is powered by a Euro VI Iveco Cursor 11 engine which can produce up to 460 hp between 1,500 and 1,900 rev/min and 2,150 Nm of torque between 925 and 1,500 rev/min. The engine also features a new Super Engine Brake which uses an exhaust throttle valve to improve the performance of the engine further compared to the previous generation.

The tractor units will remain in the fleet for a minimum of five years and they are expected to clock-up an average of 100,000 miles a year.

The A J Maiden & Son fleet is notable for the custom registration plates fitted to the entire fleet, each carrying the suffix 'AJM'.

The business has been a member of the Palletforce network since November 2010, serving the SY postcode area.





# PIONEERING PROJECT DEVELOPS NEW PROCESS TO RECYCLE FUEL CELL COMPONENTS

**A** pioneering recycling process to recover high-value materials from waste fuel cells has been developed in a collaborative project between resource recovery specialist Axion Consulting, Johnson Matthey Fuel Cells Limited and Technical Fibre Products (TFP).

Funded by the UK's innovation agency, Innovate UK, the objective of the Recover project is to establish the technical and economic feasibility of recovery and re-use of high value materials from fuel cell membrane electrode assemblies and ultimately to establish the potential for a new UK-based global recycling business.

Having proven the initial process steps, further research is underway on evaluating the viability for commercial operation and developing a take-back system for end-of-life fuel cells - such as those from forklift trucks, mobile phone masts, electric vehicles and in small portable power packs for laptops and other products.

The project involves Axion leading on the development of the primary recycling routes; TFP leading on the recovery and re-use of the carbon fibres and Johnson Matthey Fuel Cells leading on the re-use of materials in fuel cells and the final recovery and recycling of the precious metals.

"It offers exciting potential using really elegant chemistry," commented Roger Morton, Axion Consulting Director. "The ability to recycle fuel cells is important

as they will be powering the vehicles and technology of the future, which needs to be cost-effective if they are to be acceptable to both consumers and manufacturers.

"To make fuel cells more cost-effective, we need to reduce their whole-life cost and maximise the value of the resources they contain, such as platinum, high-value polymers and carbon fibre. Recycling them would also improve resource-efficiency and security of supply for these expensive and critical materials."

An innovative feature of the project involves design for recycling so the products are easier to recycle in the first place. Key challenges involve the collection of widely-distributed fuel cells and the technical hurdles presented in material recovery. For example, a high yield is essential for platinum while carbon fibres need to be separated from other components.

Meanwhile, experimental trials are continuing at Axion's laboratories in its Salford recycling facility alongside on-going market investigation. Roger added: "The hydrogen economy will continue to develop and grow; it is the future. In 10 to 15 years' time, significant quantities of fuel cells will reach the end of their lives and having the technological capability to recover their valuable resources will be crucial."

Axion Consulting is part of the Axion Group that develops and operates

innovative resource recovery and processing solutions for recycling waste materials. The Group works with a wide range of clients, from Government agencies and local authorities to companies in diverse commercial sectors, on the practical development of new processing and collection methods to recover value from waste resources.

Johnson Matthey is a global speciality chemicals company and a leader in sustainable technologies that enhance the quality of life of millions through their beneficial impact on the environment, human health and wellbeing. Johnson Matthey Fuel Cells Limited designs and manufactures membrane electrode assemblies and their sub-components for use in both automotive and stationary fuel cell applications.

Technical Fibre Products (TFP) is a leading nonwoven manufacturer, offering a broad choice of high quality, technically advanced nonwovens. TFP's nonwovens find application in a wide variety of fields including surface engineering of composites, fire protection, thermal insulation and power storage & generation. TFP is part of James Cropper plc and continues the group's 169 year tradition of developing custom material solutions to meet unique performance, process and aesthetic requirements.

For more information, contact Axion Consulting on 0161 426 7731 or visit the website - [www.axionconsulting.co.uk](http://www.axionconsulting.co.uk).

# FASTER CUSTOMER DELIVERIES WITH VOLVO TRUCKS' CHASSIS UNIQUE 3D DRAWINGS



**T**hanks to chassis unique 3D drawings, the chassis and bodywork for several Volvo Trucks' truck models can now be designed in parallel. This means that the bodybuilding process - and thus the customer lead time in some cases - can be shortened by up to 14 days, whilst maintaining the high quality.

"We know that it is critical for our customers that the delivery does not drag on, as their own transport tasks can stand or fall according to the access they have to this particular truck. Therefore it feels especially good to contribute to the efficiency of this process," says Peter Hardin, Product Manager, Volvo FM and Volvo FMX.

The more complex the bodywork is, the longer the lead-time often is before the customer has access to the truck. One way to speed up the process is by building the bodywork in parallel to the production of the truck. Yet in order to determine the exact height and space

needed for certain components and thus get the application to match the chassis, the bodybuilder needs access to detailed information on chassis dimensions. With this in mind, Volvo Trucks has now developed advanced three-dimensional (3D) drawings, which are now available for bodybuilders via an internet-based database.



"The major advantage of 3D drawings is that they allow for a parallel workflow in which the chassis and the bodywork can be produced simultaneously, instead of consecutively. Put simply, the bodybuilder doesn't need to wait for the truck to be finished to find out crucial information about the chassis," says Tor Hesselgren, Body Builder Development at Volvo Trucks.

The availability of chassis unique 3D material allows the bodybuilder to see exactly how the finished chassis will look



Peter Hardin



before it is constructed, as everything - from the rear axle position to the height of the propeller shaft and wiring - is included in the drawings. It is possible to do everything from zooming in on specific details, to spinning the truck model around and looking at it from above, from below and from the side. The detailed advance information allows the lead-time for the customer to be shortened, while at the same time maintaining high quality.

In total, the bodybuilders' access to 3D drawings, together with Volvo Trucks' new and more flexible chassis platform (which means that the chassis to a greater extent can be prepared for bodybuilding during assembly at the Volvo Trucks factory), means that the customer lead time can be shortened by 7-14 days.

# TNT OFFERS REDUNDANT CITY LINK STAFF POTENTIAL NEW YEAR OPPORTUNITIES



**T**NT – The People Network – is pleased to offer former City Link employees a possible career lifeline by offering driving and warehouse jobs and a variety of other opportunities.

Even before administrators announced the 2,356 redundancies on New Year's Eve, TNT had received enquiries about vacancies throughout its network of more than 70 locations across the UK – many of which are depots in cities and towns where City Link previously operated.

Simon Harper, Director of Operations TNT UK, said: "While it is unfortunate that City Link – one of our competitors – has ceased to trade, TNT cannot ignore the opportunity to draw on some of the expertise within the City Link business. Across our operation at TNT's three domestic hubs and at various locations throughout the UK we are looking to further recruit in our warehouses, traffic offices and in all driver categories. There is also a wide range of other positions available at, for example, our Customer Service contact centres where we continue to look for the right people to join our team."

TNT is also mindful of independent contractors who had been working with City Link and has already engaged with a number of the suppliers and would welcome the opportunity to speak to any further subcontractors that are interested in working in Pick-up and Delivery or trunking.

[www.tntcareers.co.uk](http://www.tntcareers.co.uk)

# NEW DIRECTORS AT UPN



**U**nited Pallet Network has today announced a new **Network Development Strategy**, which will see further investments in people, technology and network infrastructure. The focus of these investments enables UPN to continue to deliver both quality and growth, in line with the increased demand for their services.

Today 5th January 2015, UPN welcomes two new key members to its team, both of whom have a wealth of experience in the pallet network sector. The two key appointments will provide UPN with the opportunity to strengthen the network in readiness for further growth.

Jayne Lowndes, joins as Regional Director after spending 12 years with UK Pallets. Jayne commented "I am very excited about joining the UPN network and look forward to working with a strategically focused, forward thinking and growing company. I have been competing against the UPN network for several years and feel extremely confident that I have made the right decision in joining them. My background within the industry has been multifaceted, involving positions in sales, network compliance and network development. Previous to joining UK Pallets, I spent 10 years in a parcel delivery network, so I am bringing on board over 22 years of experience from the overnight networks sector. I see that the future successes for UPN will be driven by its investment in the key areas of operations, management, marketing and market leading 'in house' IT."

Andrew Knowles, also joins as Regional Director after spending 8 years with Fortec Distribution Network.

Andrew commented "The key decision for me to join UPN as Regional Director was based on the fact that I would be working with an established board of Directors without large company constraints. The fact that UPN are a service driven network who listen to its members and work closely with its partners is crucial. The experience I bring with me is gained from having spent over 30 years in the transport sector with Fortec, TNT and

Target Express. Each of those roles encompassed operations, compliance and IT. The industry has seen many changes over recent years, service excellence is now taken as a given by customers and clients - as well as full consignment track and trace. Having an industry leading 'in house' IT department is a huge advantage for UPN, as we can react quickly to meet clients demands, whilst remaining transparent at all times giving the customers exactly what they want. I see UPN as a 'Premiership' business that consistently delivers the best service to its members."

David Brown, Director of UPN commented " UPN has experienced more than 30% growth over the last twelve months and bringing on new key team players to cope with the increased capacity is central to our development plans. We are delighted to welcome Jayne and Andrew to the UPN team. We have known Jayne and Andrew for many years and are confident they will be a valuable addition to the company. Both have a wealth of experience in developing pallet networks and we are delighted to count them as part of the UPN team.

Both roles will focus on supporting the members at local level, encompassing many areas including operational, service, compliance and network development.

## About UPN

UPN is the fastest growing palletised freight delivery network in the UK. It was established in 2001 as a provider of high quality next-day delivery services for consignments of palletised freight. The company operates a national network of over 75 depots that provide coverage of the UK and 26 European countries. UPN operates a purpose built hub in the Midlands and has access to over 5,000 vehicles and two million square feet of flexible warehousing across its network. UPN is widely recognised as a technology leader, because of its advanced real time and web based IT infrastructure, designed to improve freight visibility and customer service.



# OUTSTANDING SERVICE SEALS THE DEAL FOR BERNARD MATTHEWS

**F**ood retailer Bernard Matthews has renewed its tyre service contract with ATS Euromaster for the tenth consecutive year, a decision it has based on quality and not cost.

The East Anglia-based company has revealed ATS Euromaster's quality of service and the outstanding customer care that it has demonstrated during the past decade meant Transport Manager, Jeff Helmore, wasn't prepared to make the decision based solely on cost.

He says: "Ultimately you get what you pay for and ATS Euromaster is the expert in its field. We've been delighted with the service we have received from them, which made it an easy decision to sign with the company again."

As part of its agreement with ATS Euromaster, Bernard Matthews runs a 100 per cent Michelin tyre policy, fitting the Michelin X MultiWay 3D tyres on its

fleet of 30 trucks and X Multi T tyres on its 60 trailers.

"Michelin tyres coupled with ATS' expertise has meant we've radically reduced our replacement tyre costs over the years. It's important to fit a premium brand of tyre, but you also need the technical back-up of a service provider such as ATS Euromaster to ensure they are kept running as long as possible and in the best condition."

Technicians from ATS Euromaster's Norwich centre visit Bernard Matthews' site up to three times a week – undertaking fleet inspections and completing any remedial work.

As part of the inspections, Helmore is given detailed reports on the condition of his fleet's tyres which enables him to plan which vehicles need servicing, helping eliminate unnecessary downtime.

The company also has access to ATS Euromaster's 24/7 year-round roadside rapid response service, which means if any vehicle suffers a tyre issue anywhere in the country, ATS Euromaster will be on hand to get the problem solved and the vehicle back on the road.

"ATS Euromaster's roadside service has been really valuable to us – getting your vehicles back on the road quickly, regardless of where or when a tyre issue happens is something any fleet manager will tell you is a top priority and they really help us achieve this," adds Helmore.

Bernard Matthews Limited is headquartered in Norfolk and employs around 2,000 people across East Anglia. It is a totally integrated food business, allowing for full traceability of all its products, and farms around seven million turkeys a year.

# BIBBY DISTRIBUTION LSTS AND FLEXIBLE LOGISTICS CUT COSTS FOR BOARD24



**L**onger semi-trailers (LSTs) deployed on trial by Bibby Distribution have been instrumental in delivering substantial cost savings for Board24.

The 3PL now has five 15.5m LSTs operating from Board24's Preston depot, which sends out dozens of trailer-loads of cardboard to manufacturers every day.

Because of the high-volume, low weight nature of the goods, the trailers have been built 4.7m tall to ensure optimal internal load space and operate alongside more than 30 Bibby Distribution trailers providing transport for Board24.

Bibby has managed the contract since April 2010, when it took over a significant part of the English operations of haulage company MRS Distribution from the receivers.

The LSTs represent a new phase in cost reduction for Board24 which, by working closely together with Bibby, had already made substantial improvements, such as increasing pallet heights and the use of high-cube trailers. This had already increased the trailer loadfill by 23 per cent, which was approaching the maximum potential efficiency for



the existing trailers, but reduced the combined production and delivery costs for Board24 by 19 per cent.

Bibby's introduction of the first LSTs to Board24 in May 2014 has increased loadfill by a further 5.3 per cent – leading to a further fall in Board24's costs of nearly 12 per cent. This number is expected to grow with the addition of the fifth LST, which has just entered service.

Lee Bullen, Services Manager, Board24, says: "Our partnership with Bibby Distribution really works because it is not your typical client-provider relationship. Bibby proactively finds ways to reduce costs, such as the introduction of LSTs, which is very refreshing. We share the same long-term goals."

The close working relationship means that the Bibby Distribution team is well-versed in anticipating and managing demand from Board24.

Output can vary by as much as 50 per cent within 24 hours according to market demand, requiring a very flexible logistics operation. Bibby Distribution

works closely with Board24 to predict demand and plans accordingly, minimising costs for its customer.

Bullen says: "Bibby Distribution has the flexibility to manage our output, which can be extremely variable because of the market. They are big enough to get the job done cost-effectively, but still have that personal touch which means they work around our needs, rather than making us fit in with theirs."



# 10,000 PALLETS OF SHARED USER SPACE ON THE M25

**B**iS spaceXchange, the warehouse brokerage service, has announced the availability of up to 10,000 pallet spaces at a fully serviced, state-of-the-art warehouse just north of the M25 in Hatfield. The secure and fully resourced facility lends itself to short or long-term agreements and is strategically placed for fast access to London and the South East via the M25, M1 and A1 (M) motorways. Central London is just 25 miles.

Owned and operated by IT infrastructure services company, Computacenter, the shared user facility offers a wide variety of logistics services, from archiving in the mini-load area to a full product cross-docking operation - all under the supervision of an experienced management team and supported by

the latest warehouse management information systems and cutting-edge automated materials handling equipment.

"This is a high-spec, versatile racked warehouse with some bulk pallet space and comprehensive automated handling systems available to facilitate fast and efficient storage, replenishment and order picking processes. As a shared facility, it offers all the benefits of a 3pl operation, and more, but at the competitive rates of an independently run, collaborative arrangement. It makes perfect sense for both parties - a rare opportunity on the northern edge of the M25," says Nigel Greenslade, director at BiS spaceXchange.

The site has handled a varied mix of clients over the years from Fashion to

DIY product and has an admirable track record of service performance.

The Hatfield warehouse has capability to handle both heavy and overheight pallets with over 200 pallet pickface locations, with an additional 1,000 pallets of reserve, 2,000 bin positions, and 200 bin pickface locations with an additional 400 bins of reserve.

The site is ISO9001, ISO14001 and ISO27001 compliant and fully secure - being manned 24 hrs a day and equipped with 200+ digital surveillance cameras.

More information at [www.bis-spacexchange.com](http://www.bis-spacexchange.com)

## BRIAN YEARDLEY CONTINENTAL SEE MASSIVE GROWTH IN EUROPEAN ADR CHEMICAL TRAFFIC AGAIN IN 2014

**B**YC again for the second year running have seen a massive growth in ADR (dangerous Goods ) chemical movements to and from Europe in 2014 , MD Kevin Hopper said "For the second year running due to increased legislation & tightening up in controls of the movement of Chemicals by road across Europe BYC have seen a 25.87% increase in ADR (Hazardous Chemical ) Movements alone in 2014 , our audit figures show we

moved 6,067,604 kilos of ADR in 2014 an increase of 1,569,997 kilos more than in 2013.

We are finding less & less Hauliers who do European work want to handle ADR cargo due to the increase in controls and this has been of great benefit to us & we have expanded our fleet to cover this extra business ,all of our trucks & trailers are equipped with full ADR equipment and we now have two DGSA(Dangerous Goods Safety Advisors) available 24/7 to

ensure all documentation necessary is checked before the cargo is collected & starts its journey .



# UKWA ANNOUNCES PETER WARD AS NEW CEO



Peter Ward

**F**ollowing the recent announcement that Roger Williams, UKWA's longstanding CEO, is to hand over his current role in mid-January 2015, the name of his successor has been released. He is Peter Ward, until recently Commercial Director and Head of Cargo Supply Chain at London Gateway.

Ward has over 30 years' experience

in international transportation and logistics, and is recognised as a principal authority in global supply chain management, based on his achievements at director level with some of the world's leading global logistics providers.

A Graduate of the Institute of Export and Member of the Chartered Institute of Logistics and Transport, his career started in the export shipping department of Courtaulds plc. He then joined his family's freight forwarding company, DH Ward (Shipping) Ltd, where he became Managing Director. In 1994 he masterminded the company's merger with American-owned Fritz Companies, which under his leadership became a top-five forwarder in Europe prior to acquisition by UPS in 2001. More recently Ward was Director Europe of P&O Nedlloyd Logistics, and Managing Director of the International Supply Chain division at Wincanton Group.

Since April 2011 Peter joined DP World London Gateway where, as Commercial Director and Head of Cargo Supply

Chain, he has made a significant contribution to the commercial success and development of the UK's new deep water container terminal and Europe's largest logistics park.

Ward has significant practical experience of international process design and network optimisation throughout Europe, Asia and North America. This includes designing and implementing complex supply chain solutions in different logistics and client organisations worldwide. Ward also has an impressive history of delivering multiple client cost and service benefits across various industry sectors.

Tony Mohan, UKWA's Chairman, commented: "We are delighted to announce the arrival of Peter Ward as CEO designate of UKWA. He is a man of considerable logistics experience gained in a variety of disciplines, and will greatly enhance the UKWA team. He joins UKWA during a period of fundamental change, and we look forward to the benefit of his extensive capabilities."

## SCHMITZ CARGOBULL HELPS STARDES KEEP THE BAND ON THE RUN

**N**ew trailers from Schmitz Cargobull will ensure the show goes on for bands on tour with Stardes.

Stardes, the Sheffield-based specialist entertainment logistics provider, which transports equipment for concerts and touring artistes throughout Europe, has taken four Schmitz Cargobull FP25 dry freight box van trailers to provide more capacity for its operations.

Stardes Transport Manager Tim Stansbury says: "Our trailer needs are quite different from that of a typical haulier and require a lot of customisation, such as extra internal

lighting, load security equipment, and bespoke loading ramp carriers. Even with our extra demands, Schmitz Cargobull offered us a very short lead time, which is a critical factor for us."

He adds: "We plan to run our trailers for at least 15 years across Europe, and Schmitz Cargobull is probably the only manufacturer we know we can trust to have that kind of parts support and a reliable pan-European service network."

The trailers were delivered right on time for the start of a busy winter touring season. The FP25 trailer is well-suited to Stardes operations where volume capacity is critical, as it sits lower on a unique Mega full chassis design, offering



greater capacity while still remaining under the 4m height limit imposed for international European transport.

The trailers were manufactured as a bespoke build from the factory in Vreden, and further modifications were carried out in the UK at Schmitz Cargobull's Doncaster site.

# WINCANTON TRIALS INNOVATIVE SAFETY TECHNOLOGY TO PROTECT VULNERABLE ROAD USERS

**W**incanton is currently trialling innovative vehicle safety technology to protect vulnerable road users and prevent damage to their new shredding vehicle operated by Wincanton Records Management (WRM).

Brigade's Backeye®360 Select was fitted to the 18 tonne vehicle to allow the driver to see a 'bird's-eye' view, eliminating blind spots and reducing collisions. Backeye®360 Select is an intelligent camera monitor system designed to assist low speed manoeuvrability by providing a real-time surround view of a vehicle in a single image. Presenting all-round visibility in one image saves the driver having to process information from several mirrors or monitors in quick succession, making it easier to assess possible hazards.

Bob Chambers, National Transport Manager, WRM said: "The innovative system allows the driver of the vehicle

to literally see any obstructions or vulnerable road users anywhere around the vehicle. As we build up the shred mobile business in and around the City of London, this piece of safety hardware will prove invaluable in keeping a safe interface between our vehicle and vulnerable road users."

WRM's high value 18 tonne paper shredder vehicle operates in difficult urban conditions including congestion; vehicles in close proximity with pedestrians and cyclists all sharing road space. WRM's focus on road safety is why it has trialled this new technology.

The Backeye®360 Select system has a standard dual-view mode which shows a 360° bird's-eye view and an individual camera view (option of right/left/rear side) of the vehicle. The set up was well-received. WRM Driver, Rebecca Levy said: "I really like the system and really notice the difference when I drive other vehicles now."

Backeye®360 Select software has been updated with the option to provide a full screen 360° bird's-eye view on a single image. Contact Brigade for the new software.

Rebecca said: "I personally prefer having the side view as the monitor displays an image of the whole of the left or right side when turning, improving visibility and peace of mind that the manoeuvre is safe."

Brigade now offers two Backeye®360 systems providing customers with a greater choice in feature sets, price and suitability to individual vehicle type.



# ILLNESS APPEARED TO BE THE END OF THE ROAD FOR TRUCKER RIPLEY

BASED AIM PROVIDED TRAINING TO HELP SECURE A NEW CAREER SPORTS DIRECT EMPLOYEE SEES DETERMINATION TO SUCCEED REWARDED ROADS MINISTER CLARE PERRY AND NIGEL MILLS MP RECOGNISE ACHIEVEMENT OF D2N2 REGION TRUCKER



**W**hen illness forced 42-year-old trucker Jamie Potter from the road he feared for the future.

The South Normanton resident was anxious about his employment prospects when diabetes meant he could no longer drive.

Now thanks to the support of his employers Sports Direct and the team at Ripley-based AIM Commercial Services he is looking forward to 2015 and continuing in the industry – as a transport manager based at the firm's massive Shirebrook distribution centre.

Transport minister Claire Perry, Nigel Mills MP and Lindsay Allen for D2N2, Derbyshire and Nottinghamshire LEP with University of Derby deputy Vice Chancellor Rod Dubrow-Marshall and the Master Carmen, Lt Col Paul Holder RLC were all on hand for a special presentation to Jamie at the AIM training centre where he did his successfully completed his course.

"I am proof it is not the end of the world, but it was at the time," said Jamie. "Luckily for me Sports Direct gave me a chance to change direction."

It has not been easy swapping life

behind the wheel to life behind a desk and effectively going back to school to earn his Transport Manager CPC.

Through the training provided by AIM he obtained the necessary professional qualification and has been honoured with an Outstanding Achievement Award for his efforts.

"It's a big change for me I had always been out on the road to go into an office environment was totally different."

Jamie said he is very grateful that Ian Baldwin, Sports Direct's Global Warehouse Manager and Allison Kemp

at AIM have shown such faith in him and his ability to take on a new challenge.

"I am really grateful to Allison and her team who have been so patient and it is thanks to their efforts and support that I have achieved this success."

Ian said: "He had always been reliable, keen and willing to learn so we did not want to lose him."

Allison, Managing Director of AIM, said: "We were determined to do all we could to help Jamie. It has not been easy but through hard work and determination he has achieved a great result."

The 10-day intensive course delivered by AIM, a leading training provider offering support and expertise to the transport and logistics industry, saw Jamie pass first time.

The award to recognise his achievement was presented to Jamie by Roads Minister Claire Perry MP during an event to launch of D2N2's strategic plan for the sector, attended by over 100 haulage companies and industry leaders.



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# EXPRESS DELIVERY

## HAVEN'T LOST A SINGLE LOAD SINCE ITS INCEPTION

**L**eading UK light haulage company A W Express was established by its Director Paul Wasson in 1998. The company prides itself on its ability to provide specialised cargo carrier services and excellent same day delivery courier services fast for its national and international customers.

A W Express is based in Rugby, Warwickshire, and cover areas in Coventry, the Midlands, throughout the UK and Ireland. The company employs experienced staff members that are reliable, friendly, and are available for deliveries 24 hours a day, 7 days a week, including bank holidays.

The company began with a single van to carry out its services which has since grown into an dependable fleet of vehicles that is composed of 4 class 2 vehicles- 3 18 tonne Lorries and a 26 tonne Lorry, 3 7.5 tonne Lorries and 2 LWB Vans. All of AW Express' vehicles have SatNav and recording cameras installed to aid the driver in his/her job.

Additional technology that the drivers use is a mobile phone that is always on their person, thus giving both the customer and the office the opportunity to contact the driver/courier.

Recently the company has invested in 2 additional 18 tonne Lorries for its fleet of vehicles to accommodate the growing interest in the company's overnight and economy services available nationwide.

The company boasts a range of collection and delivery services with a same day or a pre-booked arrangement. This service is extended to International freight deliveries, giving a full customs clearance import and export service. In addition to this warehousing facilities are also available if required.

AW Express is equipped to carry a variety of commodities in the light haulage industry. In addition to this the business

is ISO9001:2000 accredited, enabling it to transport ADR hazardous waste and chemicals. All of its drivers are licensed to carry hazardous waste chemicals and all of the vehicles are insured to do so. Personal protective equipment (PPE) provided includes fire extinguishers, first aid kit, respirator, suit, gloves and boots. To further secure the safety of its drivers A W Express has a dangerous goods advisor, as required by law.

In general haulage pallet movements are seen as a cost effective way to move

client is different and has particular needs.

Thanks to the combination of hard work, a conscientious working mindset of its workers and years of experience in the industry, A W Express has never lost a load since its inception 16 years ago.

Despite the strong impact that the downturn in the UK economy has on the haulage industry A W Express managed to sustain itself during the recession and has now expanded into a larger



small consignments of chemicals. As the Birmingham members of the Hazchem network A W Express offer great experience in general and Haz specific movements as well as cost effective solutions for deliveries across the UK using its 53 well positioned depots. With an on time in full successful deliveries at 99.7 %

AW Express has full HERS coverage (Hazchem emergency response service) 24/7 for every load giving its customers peace of mind every time the business takes a consignment.

As well as network pallet movement AW Express also offers sameday and dedicated vehicles and drivers for contracts. Kyle Wasson finds the family business offers a friendly and familiar service as the customers know who they will be talking to and dealing with. The company tries to tailor make a service for each of its clients' needs as the business recognise that every



company and can manage to run its operations more smoothly.

Director Kyle Wasson intends for AW Expression to keep growing as a successful business with a great quality service for its loyal customers, and to also to widen its customer base.

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# DEDICATED FAMILY SERVICE



## HIGH LEVEL OF SERVICE AND CUSTOMER CARE SINCE 1983

**D**irectors Ian and Trevor Barnett explain Barnett Transport's establishment in 1983. The Ellesmere Port situated company was begun by their father, Barry Barnett who started operating with a single truck. After being made redundant, Barry embarked on his own operation of transporting a variety of commodities on a flatbed trailer, supported by wife Kathleen.

After a few years of consistent work, sons Ian and Trevor joined their father on the road which transitioned the company to being a family-run transport business. Barry met with P&O Roadtanks in 1991 and started pulling



P&O's trailers, transporting various bulk liquids, including oils, acids, food and chemicals by tanker.

After several years and the end of P&O Roadtanks, numerous new customers emerged, spot hire work increased considerably and Barnett Transport bought their first tanker trailer. From there, the fleet steadily grew.

As Barnett Transport became increasingly more successful the need for a larger site increased, which led to the company's purchase of its current site at Ellesmere Port. Initially home to one portakabin, the site is now fully proficient including on-site garage facilities to maintain its fleet.

Barnett Transport's natural growth was due to its commitment to providing a high quality service for a competitive rate, this being substantiated in June 2013 when they were awarded a major long-term contract with Electrical Oil Services (a subsidiary of BP and Carless). Rapid expansion quickly followed.

Now with wide-ranging customers, 40% of business transportation is fuels such as gas oil and fuel oil to the shipping industry, 30% is transformer oil to the electrical industry, 20% is Bitumen to the Asphalt industry and the remaining 10% is any other bulk liquids as required on demand.

Currently Barnett Transport runs a fleet of 22 DAF, MAN, Scania and Volvo tractor units and 49 trailers. Each vehicle is fitted with NAVMAN and Haultech technology which provides a tracking system for the company to track each truck and monitor driving skills. By monitoring driving skills, Ian and Trevor have been able to devise monthly targets for the drivers in terms of fuel efficiency and overall driving ability. The tracking systems are also a benefit in case of an accident as it is able to record and identify the driver's technique at any moment (Contract customers have access to driving performance and current location/history reports).

Excited about the future, Barnett Transport has recently ordered 2 Euro 6 standard trucks, 1 Volvo FH and 1 DAF XF, that are due to join the fleet in March. The performance of both of



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**Barnetts Transport are a valued customer of North West Trucks and Daf.  
We wish Trevor, Ian, Barry and Kath all the best for the future.**

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## ROAD HAULAGE:

these vehicles will be closely monitored by both Ian and Trevor, the outcome of which could determine future purchases.

Thanks to its aforementioned on-site garage Barnett Transport is able to carry out maintenance on its own fleet thus reducing the need for an external repairman- presently 3 fitters and an apprentice who are all employed by Barnett Transport. The garage is now attracting attention from surrounding companies who would like to benefit from its impressive services.

Barnett Transport provides its drivers with a variety of safety, fuel and driving efficiency courses to improve in the efficiency of their driving. In addition to this all of the drivers are fully trained in CPC and ADR and work diligently with several years experience in the industry.

Having a large customer base can create a logistical nightmare; multiple systems and thorough organisation are integral factors for the company. By operating a computer system that records the paper work and vehicle locations Barnett Transport maintains a simple solution for any problem that may arise.

Committed to continuous improvement and already awarded both ISO9001 and ISO14001, Barnett Transport will continue providing the same 24/7 high level of service and customer care that has allowed them to grow since its inception in 1983.

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# COOL SOLUTIONS





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**C**ool Solutions (UK) Ltd was formed in 1999 by four colleagues with a wealth of knowledge in the European road transport sector. Cool Solutions (UK) Ltd is a leading, professional transport and distribution company, operating throughout the UK and Europe. Since its inception in 1991, the company has continued to expand and today, Cool Solutions (UK) Ltd trailers can be seen every day on both UK and European road networks.

Backed by the combination of a wealth of knowledge and experience in the European Road transport sector, Cool Solutions (UK) Ltd's services is primarily between Europe and the UK. Whilst its main markets include Benelux, Germany, Switzerland and Northern France, its



excellent links with all major North Sea and channel routes enables the business to operate anywhere within the UK, Europe and beyond.

The main UK site is based in Hull with all transport related activities centred here whilst Cool Solutions (UK) Ltd's Birtley office in Tyne & Wear plays a key supporting role in day to day operations. The company has made major investment in its European division based in Oostende, which has extensive offices, warehousing as well as trailer repair facilities.

The company is ideally placed to offer a comprehensive transport solution to suit your individual requirements. At Cool Solutions (UK) Ltd we also offer a groupage and part-load service in



addition to the full load service. Hazardous consignments of whatever nature can also be carried, safe in the knowledge that only professionally trained personnel are used.

From humble beginnings the company has continued to expand and now has an extensive fleet consisting of 250 trailers and 40 trucks. Cool Solutions (UK) Ltd's fleet includes 20 temperature controlled trailers with a temperature range of +25 to -20 degrees c. with the facility for temperatures to be monitored remotely.

In line with Company policy of operating an up to date and modern fleet, the latest additions have Euro V engines. All of the company's trucks are fitted with a satellite navigation system allowing each driver to optimise directions to customers' premises, thus reducing journey times and increasing efficiency.

Throughout its sites, Cool Solutions (UK) Ltd is committed to providing a safe working environment for all its employees and recognises its responsibilities to Health and Safety. External and in-house training together with development courses are provided.

At Cool Solutions (UK) Ltd, the company and its employees are committed to providing consistently high levels of service and providing industry leading transport and distribution services. The range of services that are provided by Cool Solutions (UK) Ltd are: temperature controlled distribution, which is a delivery in a range of temperatures between -25°C and +25°C are available, this is possible via the use of state of the art equipment provides information on journey temperature giving customers peace of mind.

Hazardous and industrial handling is another service offered by Cool Solutions (UK) Ltd. This covers the consignments of hazardous or industrial materials. All of the company's drivers are fully qualified to carry out each service to a high standard.

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# CUSTOM FIT

**THE LAST 5 YEARS HAS RESULTED IN A 2200% INCREASE IN ITS FLEET OF VEHICLES**

**S**outh Yorkshire based haulage company Custom Haulage Ltd was founded in 2009 to accommodate the increasing interest in light haulage that its sister company Custom Brakes & Hydraulics Ltd (est. 29 years ago) received. Custom Haulage Ltd began operating in Sheffield carrying out local jobs via its HGV and flatbed trailer vehicles.

In the company's 5 year span it has grown exponentially, most notably being its 2200% increase in its fleet of vehicles- Custom Haulage Ltd now runs 11 HGVs and a 30 strong mixture of flatbed and curtain trailers. All of the company's vehicles have NAVMAN tracking systems installed as a security method- the system enables the company to have the cargos location at all time. The NAVMAN also establishes an effective line of communication between the customers, the drivers and with Custom Haulage Ltd.

In addition to this the business has expanded its area of operations, and now can provide its high quality service throughout the UK (mainland).

Custom Haulage Ltd is cited as one of the UK's leading competitive general haulage company due to the combination of its wide customer base and its vast networking capabilities- which enable the company to operate throughout the UK. Both of these factors

demonstrate the efficient process in which Custom Haulage Ltd runs and also the extent of the company's growth.

Located near the major motorway networks, Custom Haulage Ltd's geographical position is a natural and serendipitous benefit for the company by allowing it to provide a quick and highly efficient service through the optimisation of its surroundings.



By offering bespoke packages the company has gained loyal customers whom benefit on a daily basis from the dedicated drivers. Custom Haulage Ltd can transport an extensive range of loads, with general haulage commodities forming the bulk of its workload, and additional services including the transportation of specialised or abnormal loads.

Custom Haulage Ltd's abnormal load service is thoroughly well-handled and cohesive faction of the business. The company carefully plan the delivery journey to suit each customer's requirements in adherence and co-operation with the police and highway and bridge authorities.

Despite the decline in the UK economy in the last 5 years, Custom Haulage Ltd has not only survived the recession but grew as a business, an impressive and seemingly impossible feat that has been accredited by their reliability and solid reputation.

Expansion is a recurring theme in the business, the most recent being Custom



Haulage Ltd's addition of an on-site garage. The new investment allows the company to be able to service all haulage related vehicles and trailers easily from their own site- thus efficiently saving costs and expanded their services.

Custom Haulage Ltd's future ambitions are based upon their philosophy of providing customers (whether new or old) with the same great care and

reliable services. The company aims to emulate their success from the last 5 years, continuing to grow and become dominant in the haulage industry.

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# SPECIALIST DISTRIBUTORS

## E & C DISTRIBUTION ARE SPECIALISTS IN TIMED SENSITIVE DELIVERIES



company also specialises in collection and delivery of delicate and huge value consignments which are handled on a daily basis by our fully trained staff. E & C Distribution deliver and collect throughout the UK.

A multitude of goods are delivered by E & C Distribution, including palletised goods, kitchen equipment and food stuffs. The company is licensed waste carriers and specialise in the transportation in hazardous goods and are able to discharge chemicals from on board bulk containers from the customers own facilities. The company is more than happy to quote on any consignment.

**H**aulage Company E & C Distribution first began 25 years ago in 1990 by Director Ian Chadwick operating from a single Mercedes 16 tonne vehicle. After the first 12 to 18 months resulted in growth of the business, which created the need to expand both E & C Distribution's staff and fleet of vehicles. The family-run and owned business prides itself in its innate ability to provide a cohesive and reliable service to its customers. By collaborating with its clients E & C Distribution is able to create a bespoke service that embodies the company's exceptional high standards of customer service.

E & C Distribution operates from a wholly owned secure site within 5

minutes from the main M6 motorway- a highly beneficial geographical location that enables the company to cover a wide customer base and also where full refuelling and maintenance facilities on site for High levels of reliability. The business is a member of R.H.A. and you can be sure that your products are in safe hands when asked to deliver them. Currently the company owns and operate a core fleet that consists of nine 26t curtain sided vehicles all fitted with taillifts for self unloading. In addition to this the company has a fleet of large vans that can transport small consignments at very short notice.

E & C Distribution are specialists in timed sensitive deliveries and oversized consignments, items that need care when collecting and delivering. The



## DISTRIBUTION:

By been based in the North West of England the company's services are all available in the UK, with it being local or national. E & C Distribution employs diligent drivers (ADR trained) that are a highly professional team, taking pride in the delivery of your goods.

As the business continued to grow over the years, more vehicles were added to the fleet to accommodate the influx of business and more members of staff were added to the team to operate the vehicles.

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# GO PLANT – GROWING YEAR BY YEAR

**A**s the UK's leading provider of operated sweepers, Go Plant Limited has built its renowned reputation by consistently providing the best service delivery with the highest specification vehicles.

The privately-owned company, which operates a national network of vehicles across seven strategically positioned UK service centres, is positioned perfectly

for ongoing long term investment and growth.

The Go Plant brand began trading way-back in the 1980s and, since then, has enhanced its service offer in both the public and private sectors. Specialising in contract, short-term rental and operated hire solutions, the company offers tailored hire solutions to suit each of their customers' unique

requirements, which includes flexible hire periods, servicing and maintenance of vehicles outside of working hours, and mid-life refurbishment – to name but a few. What's more, all contract hire proposals are carefully designed to provide the most cost-effective and commercially-efficient package for customers, with a wide range of fleet management support services readily available.



The organisation's strong reputation is further reinforced by its proven track record, with the Go Plant team working closely with each and every customer to achieve common objectives. This close collaboration allows Go Plant to react to the ever-changing needs of its customers, creating solid relationships and mutually beneficial solutions which can be agreed without affecting front line services.

As members of many associations including the Road Haulage Association and the Construction Plant-Hire Association, Go Plant has attended numerous exhibitions and shows throughout the course of 2014, including the RWM Show in September, where it showcased one of its 53 brand new, 18 tonne truck-mounted road sweepers. Designed to handle a multitude of large-scale jobs – ranging from motorway and highway sweeps, to industrial and construction site work – the vehicle impressed visitors and exhibitors alike, who were able to inspect its technical features and fittings.

Clearly dedicated to demonstrating its ongoing commitment to product

excellence and customer service, Go Plant has invested more than £6million in new equipment this year alone, including 51 VT651 sweepers on Euro 6 DAF chassis, and 2 VT801 sweepers. The company has also implemented handheld PDA systems to benefit accuracy of job distribution, invoicing and customer satisfaction, as well as a Gritbuster system which enables it to recycle sweepings and – ultimately – reduce the amount of waste sent to landfill.

Moving forwards, Go Plant intends to grow both organically and by acquisition, retaining its national account status with large companies and expanding its geographical coverage, with aspirations to increase its customer base in new sectors.

For more information about Go Plant's range of specialist vehicles and hire solutions, please call 01530 265 000, or email [enquiries@gpl-hire.co.uk](mailto:enquiries@gpl-hire.co.uk). Alternatively, please visit [www.go-plant.co.uk](http://www.go-plant.co.uk).

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**Paul Langham**

# 7 DECADES OF DEDICATION

## ONE OF THE UK'S LEADING BULK HAULIERS

**J** & J Ward first began 68 years ago operating as a bulk haulier, providing fast and reliable services throughout the UK. Thanks to the diligence of its staff and efficiency J & J Ward organically grew and expanded via well-thought acquisitions.

The last (near) 7 decades of dedication has culminated in the current strong industry position of the company by adapting to the relevant market trends and becoming a specialist in the supplying, movement and

management of bulk products in the UK.

The Fertiliser Industry Assurance Scheme (FIAS) and Trade Assurance for Combinable crops (TASCC) accredited J & J Ward combined its assets and competencies to provide its blue-chip customers with high quality integrated solutions by utilizing its flexibility and integration makes for strong and mutually beneficial relationships with all of its business partners.

Currently J & J Ward operates a fleet of

over 100 vehicles, composed of bulk tippers, walking floors and powder tankers. Modern technology, such as a tracking system has been installed in the vehicles to benefit the company by monitoring fuel emissions, carbon footprint, speeding, harsh braking, idling and fuel efficiency. In addition to this, reversing cameras and auto weighers are also installed in the vehicles to aid the drivers. All of the company's vehicles are based at its depots throughout the UK.

Alongside its own large fleet of vehicles J & J Ward utilise a variety of subcontractors whom share the company's strong work ethic and commitment to providing the highest





level of service. All of the subcontractors used by J & J Ward are annually audited for legal compliance, and they are also monitored for performance.

The company specialises in the transportation of bulk products that range from aggregates, animal feeds, road salt and biomass to ash, fertilisers, grain and waste.

As environmental awareness becomes an increasingly dominant trend, more and more hauliers are adopting greener initiatives. J & J Ward operate a modern fuel efficient and low emission fleet of vehicles; this has accumulated in its maintenance of its Green (1) VOSA scoring. Moreover the modern technology installed in each vehicle also aids the company in decreasing its carbon foot print via the fuel efficiency and emissions report.

Although the British economy may have been in decline J & J Ward flourished in the last 5 years, partially attributed to its securing of long-term contractual agreements and collaborating closely with its customers in order to secure ongoing business by offering bespoke solutions to its clients business.

Due to its (waiting for customer recommendation from Michael)

Recently J & J Ward has been successful in gaining new long term contracts for some of the country's biggest renewable energy companies. Moreover the company has also diversified into having walking floor operations.

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# MARKING 25 YEARS IN THE INDUSTRY

## WINNERS OF THE AGGREGATE INDUSTRIES 'SUPPLY CHAIN PARTNER 2014' AWARD

**E**stablished in November 1989, Jet Plant Hire Ltd has been a specialist road planer hire business for over 25 years. Throughout this time, the company has grown from a small contractor with just one planer to a national supplier with a fleet of 29 planers and an extensive fleet of auxiliary vehicles. Jet's growth has been achieved through keen market awareness, the ability to respond swiftly to changes in demand and through strategic acquisition. The key driver behind the company's longevity and growth has been its commitment to high quality workmanship, reliability and customer service. Being a well-known, family-run business, Jet's focus is to ensure that the highest level of care is taken when dealing with clients. Our extensive experience in the industry means we can work with clients to identify and achieve the best outcomes, from quoting to sign-off.

Jet operates an extensive fleet of vehicles. Currently the fleet is composed of 29 road planers: W35DC, W50, W100i, W100Fi, 1.5 metre & 2 metre, 22 Lorries: 2 x Mercedes (4w) Skip Lorries, 2 x Volvo (8w) Skip Lorries, 15 x (6w) Tippers – 5 x Scania & 10 x Volvo, 3 x Low-Loaders – 1 x Scania & 2 x Volvo and 40 Vans: 18 x VW Transporter, 20 x Peugeot Boxer, a Ford Transit and 1 a Ford Fiesta.

The company's General Manager, Matt Dare commented on the fleet saying, "We maintain a very modern fleet of vehicles, the servicing and maintenance of which is managed by our dedicated Transport Manager. We adopt and develop best practices (such as the bi-annual Safe Jet Driver Award) to keep the environmental impact of our operations to a minimum. This not only keeps our operatives safer but lowers our fuel costs".

Each of Jet's vehicles has multiple technologies installed such as TomTom GPS tracking, TomTom, for example, helps Jet's drivers to be more efficient



en route and allows the operations teams to optimise vehicle utilisation and thereby reduce fuel costs. In addition to this, forward facing and reversing cameras have been installed to enhance driver safety when driving but have also proven useful in providing video evidence of incidents occurring near the lorry, even when stood.

Over Jet's 25 year history, successful trading has resulted in its affiliation with several industry related associations such as the APC (Association of Planing Contractors), CPA (Construction Plant-Hire Association) and the FTA (Freight Transport Association).

Jet implements a comprehensive and



modern Health & Safety Policy thanks to the consistent monitoring & tracking of the training status of every employee, delivering HSE updates and a variety of formal & informal training methods from the Annual HSE meeting to Toolbox Talks, memos and on-site inductions.

The road maintenance industry on the whole looks quite healthy at present, as the government commits to a national programme of road repair & maintenance schemes. While many industry-related businesses have failed as a consequence of the economic downturn, Jet has been able to maintain its market-leading position by remaining faithful to its core values of quality, reliability and great customer service.

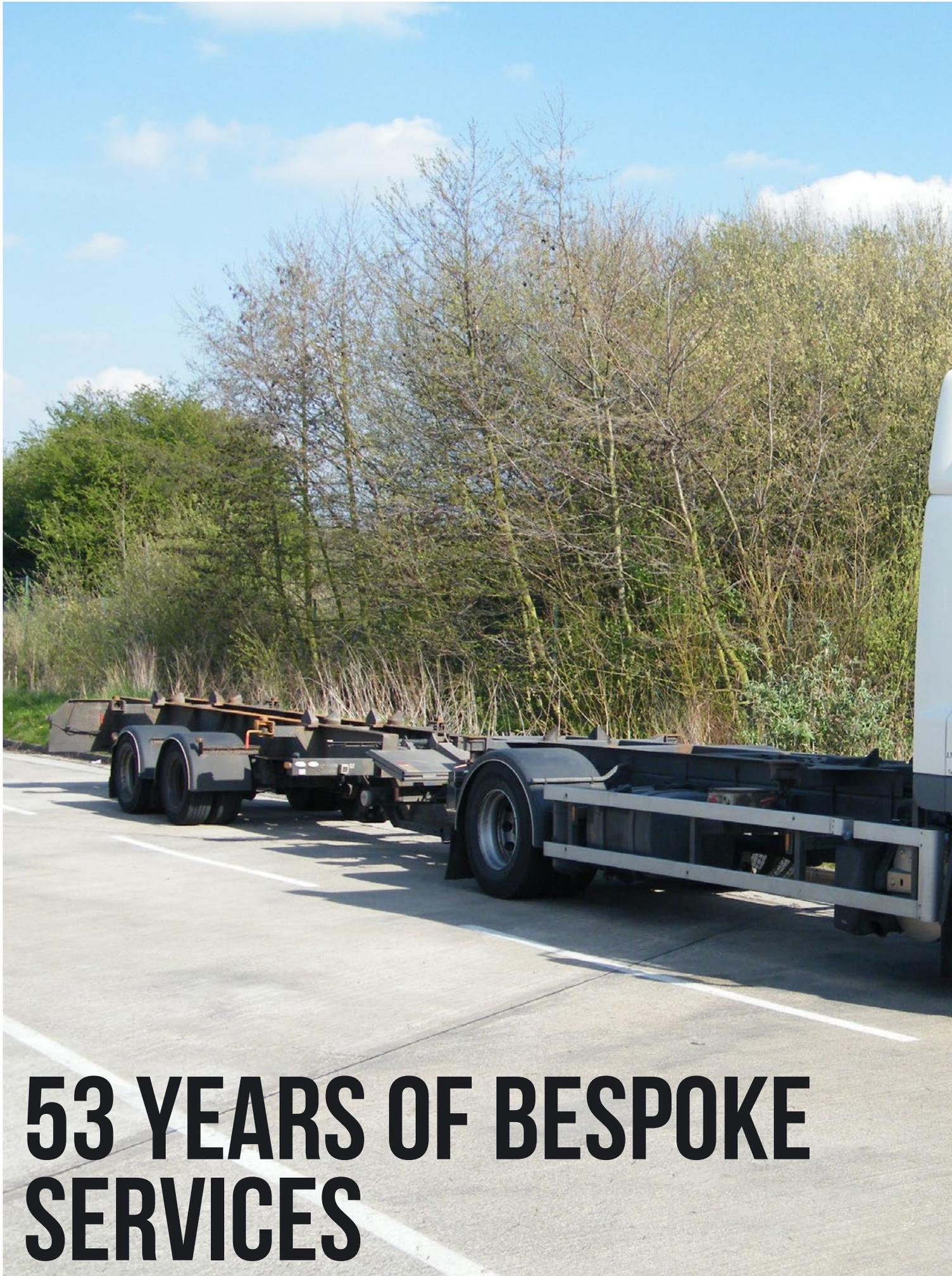
Also key to its continued success is a strong and wise hand on the tiller and robust financial management.

During the last year Jet has introduced a range of changes in the business. Having acquired the road planing division of RW Prince (Somerset) in 2013, they were able to commission their 80th planer (P80), demonstrating a commitment to the continued growth of the fleet. This acquisition increased Jet's 2metre planer fleet with the addition of 2 x 2mPs (one of which was our 80th planer purchase) and two Low-Loaders. Additionally they have appointed Matt Dare as the new General Manager to oversee the growth of the organisation. The company recently won the Aggregate Industries

Contracting, Southern Region 'Supply Chain Partner of the Year (2014)' Award for its work on Area 3 (Surrey).

Matt Dare discussed the future plans of the business, stating that it intends to build upon the successful business model already developed by maintaining keen market awareness and the ability to adapt/respond swiftly to market changes. Matt added, "Jet Plant Hire Ltd is always looking out for potential commercial acquisitions and business partnerships to bolster its market-leading position".

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# 53 YEARS OF BESPOKE SERVICES

## FAMILY RUN BUSINESS THAT OFFERS WAREHOUSE AND LOGISTIC SOLUTIONS TO THE CUSTOMER WITH A DEDICATED PERSONAL TOUCH



**E**stablished in 1962, J M Holling Ltd was the venture of Dennis Holling when he bought a Four Wheel tipping vehicle. He worked local contracts in the Doncaster area on the coal fields and road building. With the help of his wife, Joyce Mary, they secured enough regular work with all the local pits and road developers to expand and develop the business. By the early seventies J M Holling Ltd was running four, small tippers in a niche market. Over the next 30 years the business moved on and continued within the Holling family with the children of Dennis and Joyce taking over.

In 2000, Peter Holling became the sole Managing Director determined to expand and develop the business. With a professional approach and work ethic J M Holling Ltd were able to secure permanent contracts for the distribution of products for local companies such as included Kaye Aluminium, Case Tractors and Mining Supplies (GB) Ltd, with these he was able to expand and operate 15 Vehicles.

Around this time a new company to the area, Omega PLC, were having purpose built premises erected, in Thorne, for the manufacture of bespoke top of the range kitchens. They had been borne following the demise of Spring Ram Kitchens and had a very adventurous business plan for development and growth over the next ten years. To order to attain this they required a transport company that could give them assured quality of service. They approached Peter Holling and the working Partnership was formed.

Since then J M Holling Ltd has made considerable investment in demountable vehicles to facilitate the pre-loading of kitchens onto demount boxes. This ensures smooth running of the warehouse process as no vehicle waiting time is required and reduces downtime on the reloading vehicles. J M Holling Ltd have worked and grown with Omega PLC and now distribute

## LOGISTICS:

J M Holling

circa £45m of kitchens nationwide each year, on a total of 19 vehicles. These vehicles consist of 2x 32t Drawbars, 11x 18t Rigid, 2x 12t Rigid, 2x 7.5t Rigid and 2x Sprinter Vans. The Teams on these vehicles consist of a driver and a mate to facilitate both High Street store and Home deliveries.

In 2005 Peter Holling set up another company called 4Ls products, to import and distribute decorative heating systems. The obvious transport choice for the company was J M Holling Ltd. Today 4Ls products supply Panel Radiators and Heated Towel rails to names such as Homebase, Toolstation and Travis Perkins.

In 2011, J M Holling Ltd started to work together with DB Schenker. Initially 2 Rigid's were operating from the Immingham depot and as its relationship and working partnership has grown the number of vehicles has increased so that currently the company has 6 Articulated, 4 Rigid units on its contract.

In 2014, J M Holling Ltd purchased a small fleet of specialised vehicles. This acquisition was made to supply Bulk feeds and Wood Pellets nationwide on sucker / blower trailers. This a new venture for the company but it has proven, in the early stages, to be a sound investment. This will give the company more stability and scope to manage the fleet in an uncertain seasonal commercial market place.

Regarding the future, J M Holling Ltd is looking to expand with steady growth. The company has already been able to grow with its existing customers over the years by providing

a first class service at a competitive price. J M Holling Ltd is always looking for new business but not at the detriment of its existing customers. In addition to this the company is looking to continue sourcing and developing new equipment and vehicles to improve on the performance of the business.

J M Holling Ltd operates 42 Vehicles, incorporating Sprinter Vans through to 44 Tonne Artics. The Rigid Fleet are DAF and Mercedes Benz, with the tractor units being Renault, DAF and Volvo. The split of manufacturers has allowed J M Holling Ltd to develop excellent working relationships with the manufacturers ensuring any operational downtime is kept to an absolute minimum.

12 tonne Rigid vehicles gives us an addition to the fleet that allows us to access roads that the 18 tonne vehicles are restricted, due to weight or width. They were made to carry circa the same volume as the 18 tonne vehicles where the product weight does not come into play. Each of these is fitted with a Tailift.

18 Tonne Rigid vehicles are the core of the Rigid Fleet. They all have the straight lift Ray Smith demount system which allows them to drop and swap their bodies reducing vehicle loading and down times. The company has both Solid and Curtain sided boxes which offer more flexibility to the customer. Each of these is fitted with a Tailift.

The demountable Drawbars give J M Holling Ltd more flexibility within its fleet. They can either work as a standalone vehicle which takes 2 boxes, or it can work within the fleet supplying a box to another 18 tonne which has failed to return, but still have one box to deliver itself. This can save the customer valuable mileage and time. In addition to this J M Holling Ltd has 11 Artics in its fleet of vehicles, these pull both its own and customers trailers. Furthermore the company has 17 tautliner trailers and 4 bulk feed tipper blower trailers.

All Vehicles have a real time satellite tracking system installed giving greater security to load and equipment whilst providing more accurate logistic information. A restricted use can be given to the customer for the vehicles that are on their contract to enable them to track their own deliveries.

Vehicle Service is carried out by J M Hollings Ltd own In-House Qualified Vehicle Technicians. J M Holling has its own service garage where repairs and maintenance are carried out. The business also has an equipped Roadside Repair Van which is used for breakdowns to get vehicles back on the road and reduce downtime.

J M Holling Ltd also own a 75,000 sq ft warehouse based in Thorne. 4Ls products distribute 500,000 Panelled Radiators and 250,000 Heated Towel Rails per annum from this location. Omega Plc also use part of this warehouse for their redundant and slow moving stock to alleviate the problems with warehousing associated with their current growth rate.

Currently J M Holling Ltd employs 44 Full-time Drivers, 20 Drivers mates and 8 Warehouse staff. Staff turnover has remained low and many of the drivers have been in our employment for over 7 years. J M Holling Ltd employs surplus drivers to requirements. This helps with Holiday and sickness



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cover and keeps the experience behind the wheel for the customer.

In the event that a driver needs to be outsourced, J M Holling Ltd use a Driver Recruitment Agency called Talstaff, whom has supplied J M Holling Ltd with 497 shifts to date since 2001. The two companies have an excellent working relationship and they supply a good quality driver. The Agency warehouse staff to help cover Holidays / Sickness and peak business requirements are supplied by Meridian in Doncaster.

For Driver training J M Holling Ltd use TIR Training services based in Hull. Established since 2000, TIR has quickly become a leading provider of innovative logistics training solutions for many industries. They fulfil the CPC driver training by conducting training classes at our site. Many of J M Holling Ltd's drivers have also been trained to NVQ level 3 by TIR Training Services. The ADR requirement for its customers is also performed by this provider.



J M Holling limited is a family business that can offer Warehouse and Logistic Solutions to the customer with a dedicated Personal touch. The company is able to provide a flexible diverse service and will always endeavour to find

a cost effective solution to the problems that arise in the industry.

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# OVER 30 YEARS AND STILL GOING STRONG

**MARGARET STRIVES TO KEEP THE BUSINESS MOVING FORWARD MODERNISING THE FLEET ON A REGULAR BASIS TO SECURE THE LONG TERM FUTURE**

**M** & H Coaches was established on 1st March 1984 by Hefin Owen and Margaret with a Ford Transit Mini Bus. Bought from a friend of Hefin's Huw Raymond Jones. Soon after another one was bought due to the demand from the people of Denbigh and the surrounding district. The work mainly consisted of taking groups to Bingo sessions, evening parties and a home to school contract was won in the very early days.

The base was their semi-detached house and the office was the kitchen table, and soon taking over their lounge, but as business grew as well as the fleet an extension was built at their home for an office.

Initially the fleet grew with the addition of a 45 seater Ford Plaxton, and this meant that a depot was

established in an Industrial unit at Ruthin, but moved after 12 months, due to further expansion of the fleet, to where the existing depot is located in the village of Trefnant, some 3 miles from Denbigh.

The fleet soon grew in numbers, with six coaches and two mini buses when they celebrated 10 years in business.

By this time the fleet of Fords and Bedfords were gradually being replaced





by Volvo Goldliners Executive coaches, all of which were in demand from local groups as well as national holiday companies.

By this time they were also operating two public services for the local authority and several school contracts.

Tragedy struck in February 1998 with the sudden death of Hefin, but Margaret with support of staff, family and friends decided to carry on and led the business as a sole trader. The company became Ltd in 2012, with her son Ryan taking on more roles within the company. Her daughter Catherine has followed her own career outside of M & H Coaches.

By now several Local Bus services are operated on behalf of Denbighshire County Council, several school contracts as well as a busy Private Hire diary.

The local bus services is operated by a fleet of six Optare Solo's, the remainder of the fleet being Volvo and Mercedes ranging from thirty two to fifty five seater's, the thirty seater's only introduced in the last seven years and have proved extremely popular with our customers.

Maintenance is carried out in house within a twin bay garage with the office having being located at the depot for several years within a purpose built Porta Cabin.

The company employs over twenty people with all staff actively providing a highly reliable service to our customers.

The company has adopted all current environmental requirement, with approved contractors engaged in handling waste, oil recycling, cardboard and recyclable plastic.

Margaret said "When I look back I feel I have been very lucky with my staff from drivers to mechanics to managers and office staff . I would like to mention Hari Hughes who has been helping me since Hefin died in February 1998 and without him as my mentor I think things would have been very different. Hari has only recently retired (semi) but is still on call whenever I need advice or help.

"I think Hari has found it easier to take a back seat because

we were lucky enough to have Eifion Phillips join our team in March 2010 as transport manager and he has been a great asset to M and H Coaches since".

What of the future, Margaret strives to keep the business moving forward modernising the fleet on a regular basis to secure the long term future so that our customers keep on returning and enjoy travelling with M & H Coaches for many years to come.

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# MAKING YOU A PRIORITY

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**P**aul Oakley started Oakley's with wedding cars and limousines in 2003. He wanted to offer a limo service with more space so purchased an old ambulance and decided he was going to convert it in to a New York fire department style ambulance and thus the company's NYFD Party medic ambulance was created. When it was launched demand for it went crazy but as it could still only carry eight people Paul decided he was going to convert a coach so that larger parties could be catered for.

Oakley's Coaches 16 seat party coach was a huge success and was the first of its kind in the UK. The popularity of the coach did unfortunately mean the demise of the ambulance and it was sold to fund the build of the 21 seat Black knight party bus. Next was the introduction of the 40 seat VIP double decker, although the company did not build that one itself it did add lighting and alter some of the interior. As both of these buses were black Paul felt the need for something girlie to replace the purple and pink party coach which had moved on to pastures new, so Paul built the company's pink party bus which has seating for 28 and can also carry 6 additional standing passengers. As of yet there are no plans to build another party bus but the company is looking at giving the VIP an overhaul and re-launching it in the next few years.

The regular coach side of the business was born around the end of 2011 with the purchase of a silver 49 seat Scania. Oakley's Coaches has slowly increased its fleet since and now have around fifteen vehicles ranging from a 16 seat mini coach to a 68 seat double decker.

Paul has worked hard to maintain an exceptional reputation within the coach industry. Oakley's Coaches is proud to have won the contract to supply Oceana with a shuttle bus to their Plymouth nightclub and have recently been approached by Plymouth Life centre and then awarded with the contract to supply coaches for all their school swimming lessons. The company provides coaches for Plympton pools swimming lessons too. Additionally Oakley's Coaches has several rural school Contracts going to Tavistock College and two rural school contracts for primary school aged children.

Oakley's Coaches cover private hire trips for many schools within the Plymouth, Devon and Cornwall area and provide transport for many groups and organisations that come back to the company each time they plan a trip. Paul thanks every single one of his company's associates, customers and passengers for choosing Oakley's and hopes that it can continue to provide for all of your transport needs for many years to come.

The safety of the passengers is important to Oakley's Coaches, to which the company implements policies and procedures to ensure their safety. Firstly the coaches are fully safety checked to DVSA standards and are fitted with seat-belts and its drivers will give you a quick safety briefing before each journey, reminding you to put on your seat-belts and advising where to find the emergency exits.

Providing excellent customer care is another priority for Oakley's Coaches and it aim to meet your needs with efficiency, effectiveness, fairness and courtesy by; providing a friendly service, showing respect and sensitivity, treating you fairly

- demonstrating our commitment to equality and diversity and recognizing and responding to your particular needs. In addition to this the company strives to deal with your requests and enquiries accurately, promptly and efficiently, respecting your confidentiality and to offer an explanation if we can't answer your request /enquiry.

Oakley's Coaches employ a professional and friendly team of office staff and drivers at your service. All members of staff are trained and expected to give excellent customer service at all times.

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# TAKING OUT THE TRASH

## COMMITTED, RELIABLE AND EFFICIENT SERVICE

**P**eter Cole founded the waste management company P.J. Cole Southern Ltd in 1983, when he purchased two second hand vacuum tankers to empty local cesspits and septic tanks in the Horsham and Guildford areas. Operations were carried out from the farm where Peter grew up, and at that time, the liquid waste could be discharged on the land. Since then the business has expanded and the area covered has increased to include the whole of Hampshire, Kent, Sussex and Surrey.

In 2010 Peter purchased another company, BTS-Cole (formerly Birch Tanker Services), which now covers the eastern area (Kent and East Sussex) and these two Lorries operate from another yard, near to Gatwick Airport.

P.J. Cole Southern Ltd now employs a total of 18 staff members, 10 of whom are drivers. The company also has a dedicated engineer who services and maintains the mechanics of customers' domestic sewage treatment plants. In addition to this P.J. Cole Southern Ltd has installed new sewage treatment plants.

The company owns and operates a fleet that is made up of a total of ten vacuum tankers: five Volvos, two Mercedes, three DAFs, and there are further two DAFs on the way, one of which arrives in April 2015, the other, a year later. Additionally

P.J. Cole Southern Ltd's engineer uses a VW Transporter, and there is also a small Citroen Nemo support van.

Each of P.J. Cole Southern Ltd's vehicles has satellite trackers installed, provided by MATRIX Telematics. The trackers are a beneficial system that allows the company to have a constant location of the vehicles, and to monitor driving ability. All drivers also have an iPhone at all times, which can also be tracked.

In addition to its fleet P.J. Cole Southern Ltd's fleet the company uses sub-contractors regularly; in particular the business works with Agricom (Commercial & Agricultural mobile mechanics), A1 Drains (Impact Pipeline Molding Specialists) and Richard Field Groundworks (Installations of new Matrix Sewage Treatment Plants).

Both P.J. Coles Southern Ltd's founder Peter Cole and Manager Johnny Cooper felt that the recent decline in the UK's economic climate did not affect business due to the reliability that the cargo it carries will always be consistent and that the need for sewage carriers is paramount.

P.J. Cole Southern Ltd aims to continue providing a good reliable service to its customers by hoping to cement its current working relationships as well as establish more. Furthermore the company

aims to use its services to benefit the environment too.

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**COST-CONSCIOUS AND HIGH QUALITY ALTERNATIVES PROVIDER**

**F**amily-run retail business PoundWorld began in 2004 after a rebrand of the company Everything's a £1. The Yorkshire-based company has over 260 store open nationwide with plans to open a further 200 store in the next five years. To date PoundWorld is one of the UK's most widely recognised retail companies, employing over 5100 staff members in its distribution, office and retail team.

. Two years ago, Poundworld launched a brand new multi-price format store, Bargain Buys. Offering incredible value every day on over 10,000 items including groceries, toiletries and home wares, the new brand has expanded quickly and the company now has over 27 stores with plans to open a further 50 in the next year.

PoundWorld operates with a cost-conscious attitude providing high quality alternatives from other high street retailers. The Poundworld brand stock includes over 5,000 products including leading brands and it's offering ranges from cold drinks, snacks, cleaning products and stationary to toiletries, foods (tinned/packets) and gardening equipment. The extensive range in products and low price of £1



identifies PoundWorld as being a natural cheaper alternative to the supermarkets helping to lower the cost of its customer's weekly shop.

The business currently operates 24 articulated tractor units (17 of which are long-term contracts, and 7 short-term hired) alongside 54 associated trailers and 12 rigid trucks. Each of the vehicles has tachographs installed a compulsory requirement to provide a monitoring service for the company.

Another monitoring aid that benefits the company (and aid the driver) is trackers in its permanent vehicles.

In addition to its large fleet of vehicles PoundWorld regularly use subcontractors for Northern Ireland and parts of Scotland. PoundWorld can supplement its own vehicle with outside haulage where it is necessary. Recently the business is in the process of trying to maximise the usage of its existing fleet by recruiting more drivers.



## RETAIL REVIEW:

PoundWorld operates nationwide throughout the UK, from Northumberland to Southampton, Bristol to Norwich, the South and North coasts of Wales (plus Wrexham) and also in Scotland, from the Glasgow/Edinburgh corridor to Aberdeen and Inverness. The company also cover most of Northern Ireland.

The company recognises its responsibility to achieve economical and environmental efficiency by implementing procedures and projects that aid in the reduction of waste, decreasing of power consumption, lower the amount of fuel used and to reduce packaging requirements.

Since the recession in 2008 there has been a shift in the consumer's shopping attitudes towards a more value-driven shopping experience and the popularity of the discount sector has soared. Poundworld now serves over 2.5 million savvy shoppers each week and this is a figure we only anticipate will continue to rise. The company has plans to double its estate in the new five years to over 500 stores throughout the UK.

In the annual Zolfo Cooper growth report 2014 that identifies 'outstanding retailers' Poundworld Retail was named as one of the UK's fastest growing retailers (ranked 5th) alongside other major retailers including Aldi, The Entertainer and Whistles.

2015 will be a big year for the discount retailer with the launch of Poundworld online store this spring. Its online distribution centre will be based in Swansea. The retailer is also embarking on an IT overhaul with retail IT services provider PCMS to support its long-term growth plans. The 10-month project will see Poundworld implement a range of new IT systems to improve customer experience, efficiency and store management. Poundworld co-founder and managing director Chris Edwards said: "As our business expands geographically, we also want to expand our technological capability and create a platform to help us grow and achieve greater economies of scale. We're very excited about evolving our IT offer and seeing the benefits in terms of customer experience and estate management."

PoundWorld is currently recruiting HGV class one drivers full-time and part-time positions. If you want to kick start your career and join a leading retailer with exciting plans to double its store locations over the next five years then contact Poundworld at [hgvjobs@poundworldretail.co.uk](mailto:hgvjobs@poundworldretail.co.uk)

Tel: 01924 420260  
[www.poundworld.net/](http://www.poundworld.net/)

# Caroline Salt



8020 was established in 2003, with a simple criteria... to deliver exceptional retail recruitment solutions for both candidates and clients alike.

Working in partnership with our clients, means we become an extension of their business, fully understanding their business needs, their individual cultures and their recruitment requirements, to ensure long-term and successful relationships.

**Since July 2013 we have been honoured to provide retail recruitment solutions (Area, Store and Assistant Managers) to Poundworld.**

We work with a number of national retailers with whom we can deliver exceptional retail recruitment solutions to.

*"I would like to say that you have the most wonderful interviewing skills, you made me feel so comfortable and you came across as very friendly, whilst also still being professional."*

- Candidate Testimonial

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# STONEGATE

## LEADING COMPANY IN REFRIGERATION ELECTRONICS ALARMS CREATE SAFER WORKING CONDITIONS FOR COLD STORAGE

**R**efrigeration plays an essential role in our modern world, from prolonging the life of perishable goods to providing air conditioning. In industry, refrigerants are used across many sectors in processing, manufacturing, storage and transportation. However, there are hazards associated with refrigeration, most notably with the gases used. Many are highly hazardous to health and are therefore controlled under national and international regulations. Technologies, such as gas leak detectors, help employers comply with legislation by protecting employees against injury or death, as Shaun Evers, managing director of Stonegate Instruments explains.

When working in cold storage or industrial refrigeration, employees have to be aware of the dangers and precautions must be taken against potential incidents. By far the most hazardous incident would be the accidental release of refrigerant gases, which can occur through equipment failure, improper maintenance work or mechanical damage. These gases can be both harmful to the individuals who come into direct contact with them as well as the environment.

The most common gases used in refrigeration are ammonia and halocarbons. Ammonia is classed as a hazardous substance due to its toxicity and explosive nature. It is also considered a high health hazard because it is corrosive to the skin, eyes and lungs. Exposure to 300 parts per million (ppm) is immediately dangerous to life and health. Ammonia (R717) is used mainly in large-scale applications and has been since the 1930s. It is generally acknowledged as the most efficient refrigerant. From an environmental perspective ammonia (R717) is difficult to beat as it has zero ODP

(ozone depletion potential) and zero GWP (global warming potential).

Halocarbons are organic chemical compounds containing hydrogen and one or more atoms of carbon, fluorine, bromine, chlorine or iodine. Although halocarbons have a lower toxicity than ammonia they still pose a major health risk. They are especially dangerous when used in high concentrations in confined or poorly ventilated spaces. These refrigerants also produce toxic decomposition products if exposed to fire; a further risk to health.

In addition to chemical accidents, the potential for lock-ins in walk-in refrigerators is also a significant danger for employees. Hypothermia, frostbite and a lack of oxygen, especially in such confined places as small freezer rooms, are the risks faced if an individual is not discovered quickly. All may result in death.

Employers have a legal duty to ensure their employees are working in a safe environment. This means that potential hazards have to be recognised and preventative measures put in place to reduce the risk of accidents.

The general principles of prevention under the Management of Health and Safety at Work Regulation (1999) are to avoid risks, evaluate the risks that cannot be avoided and combat the risks at source.

There are many layers of legislation designed to protect employees. For example, ammonia, as a hazardous substance, is covered by the 1999 regulations, as well as the Health and Safety at Work Act, the Control of Substance Hazardous to Health (COSHH) legislation, the Dangerous Substances and Explosive Atmosphere Regulations (ATEX/DSEAR) and the Pressure Systems Safety Regulations (PSSR). Compliance

is designed to reduce the risks to not only the employees but also visitors to a site, essential for drivers working in the haulage industry who deliver to cold storage facilities.

The ability to detect a potentially deadly gas leak plays an essential part in the reduction of potential risks. Gas leak detectors with a sensitivity calibrated to a 1,000ppm gas to air mix using the customer specified refrigerant gas should be fitted to ensure compliance with the Health & Safety Executive (HSE) Occupational Exposure Limits. Detectors have audible and visual alarms, via a sounder and an array of LED lights, if a gas leak is detected. They can identify a wide range of refrigerant gases, including CFCs, HCFCs, HFCs and CO<sub>2</sub>, as well as ammonia.

Gas leaks are not only potentially very damaging to health but are also expensive as they reduce the ability of the refrigeration unit to efficiently maintain the correct temperature. A detector serves many purposes by allowing for compliance with legislation, ensuring the health and safety of employees and by reducing energy wastage.

Alarms can also be fitted to walk-in refrigerators to combat the risk of injury or death from accidental lock-ins. Devices, which can be door or wall mounted, can give an audible and visual alert if someone is trapped inside. These alarms often have the capability of repeating the call to a siren, dial-out, or other remote alarm, to ensure a quick release.

Many goods, often foodstuffs but also chemicals and pharmaceuticals, need to be kept at a constant temperature, even during transit. This creates the need for a chain of refrigeration in transportation and storage, which means that hauliers have to fully understand and comply

## REFRIGERATION:

with the health and safety requirements of refrigeration, during transit and at each end of the journey.

There are major hazards involved in working in cold storage and industrial refrigeration. Nevertheless, through compliance with health and safety legislation, by understanding the risks and putting in place policies and technologies to reduce them, employers can ensure the safety of their employees, as well as visitors to their premises. And it works. Taking into consideration all sectors of the UK's industry there has been a 19% reduction in the overall rate of workplace fatalities in the last five years. This should not breed complacency, however, but instead a desire to reduce the number of avoidable accidents even further.

Stonegate Instruments provides simple solutions to complex problems. It is one of the UK's leading companies in the design, development and manufacture of electronics for the refrigeration industry. This Leeds-based company has developed a range of practical products providing effective solutions, including gas leak detectors, trapped personnel alarms, as well as high visibility thermometers, temperature probes and door open alarms.

Tel: 0113 224 4440  
[www.stonegate-instruments.co.uk](http://www.stonegate-instruments.co.uk)





# TRUCKING ALL THE WRIGHT WAY

# CELEBRATING 25 YEARS OF DEDICATED SERVICE



**D**istribution company Truckwright was established in September 1989, with one tractor unit along with great ambition to expand the company, by husband and wife team Tim and Julie who still run the business today along with their dedicated team of 24 drivers, a general Manager and UPN (Pallet Network) Manager.

Centrally based in Corby, Truckwright is ideally situated to reach any part of the UK thus increasing its customer base. Truckwright's geographical advantage presents a natural edge over its industry competitors.

Truckwright's aim is to provide a cost effective productive transport system, which is both flexible and adaptable to each customer's changing requirements, supported by its philosophy to work diligently alongside the customer to provide a bespoke transport service.

Over the years Truckwright has significantly grown whilst adhering to these basic principles the company has established an enviable service reputation in the haulage industry. After expanding its fleet of vehicles to

meet increasing demands, the company now offers services in England, Wales, Scotland and Ireland, and internationally if required.

Truckwright offers a range of vehicles, from a high cube van through to 44 tonne vehicles with either box or curtain sided trailers. Many of its vehicles are equipped with tail lifts. For larger consignments Truckwright offers a full load service covering the UK.

The company is a member of UPN (United Pallet Network) which enables its vehicles cover the postcodes NN8-10, 14-18, 29 & MK 40,41,42 & 44 and pallets for deliveries across the country are delivered / collected by the relevant UPN member's depot covering the required delivery postcode.

By utilizing a tracking system Truckwright are able to provide its clients with accurate updates throughout the journey of their freight and with a team of drivers with a wealth of experience coupled with extensive geographical knowledge this allows deliveries to be made using the most efficient routes. In addition to this, Truckwright's vehicles have hands-free capabilities which

allow the driver to communicate with customers without compromising their safety while driving or adding more time to their route.

Many of Truckwright's vehicles run on dedicated contracts which the company is more than happy to discuss should this be an option its customers may be interested in. Truckwright's continuous improvements to its procedures and equipment allow the business to strengthen the services that it can offer. The company transports mostly general haulage commodities but does also obtain an international operator's license which enables Truckwright to distribute internationally; this effectively widens its customer base. In addition to this the business currently has a waste carrier's license that broadens the variety of goods that are transported.

Truckwright maintains a very proactive attitude in regards to Health & Safety by employing an external professional company to implement all relevant procedures and ensure that they are updated regularly.

Despite the decline in the British economy Truckwright has managed to





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maintain its strong position in the haulage industry via an extensively diverse customer base (throughout the UK), and by not concentrating on a singular sector in the industry.

Managing Director, Tim Wright offered an insight in to the future ambitions of the company. Expansion is the main focus for Truckwright with plans to increase its current fleet of 23 vehicles therefore expanding its amount of deliveries and to also build a 5000 square foot warehouse on its site in Corby, both of these expansions would result in further growth of the company in terms of service capacity, customer base and efficiency. Additionally the business may need to recruit a Business Development Manager to assist with the eminent growth of the business.

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# GOING THE EXTRA MILE FOR THEIR CUSTOMERS



**CONTACTABLE 24 HOURS A DAY AND ARE FLEXIBLE WITH THEIR OPERATING TIMES**



**A**fter several years of working within the haulage industry as a driver/mechanic/fitter, William Wooster felt that he had become stagnant, so he embarked on a more ambitious project that came to fruition in the form of Wooster Transport in the early 1970's.



Wooster Transport as it was originally known started with William operating as a "one man band", owning and running one vehicle from a base in Waltham Abbey, Essex. The original lorry was a small second hand Bedford TK flat-bed vehicle, and the main freight carried was steel and sheet metal. Within the space of two years William had purchased another vehicle and moved onto a larger site, also in Waltham Abbey. Wooster

Transport now employed two drivers and William took the roll of Haulage Manager whilst also still occasionally driving at night and at weekends or when the drivers were off. A number of years rolled by with Wooster Transport getting even busier, the fleet size and vehicle size increased and the taking on of more staff was inevitable.

Eventually in the summer of 1980 the business had outgrown the space available in Waltham Abbey and a much larger site was purchased just six miles away in Nazeing. After Wooster Transport purchased the land it was then developed in to a purpose built road haulage depot. A large warehouse was built for the purpose of storing goods, loading and loading in adverse weather conditions and for secure vehicle parking. This warehouse also included a fully operational workshop so on site maintenance and vehicle repairs could be carried out, helping to keep running costs down allowing the company to be even more competitive with its pricing. To further help with the ever increasing amount of storage and goods that were being carried another two slightly smaller warehouses were then erected.

The site at Nazeing has now been fully operational for over two decades and has moved with the trends of business to stay competitive yet still offer that small family business feel and personal touch. They like to think that what sets them apart from other haulage companies is that their customers and clients are all treated as if they are part of the family and partners in business. Their customers are treated not just like account numbers or data like in large corporate organisations, but real people and are treated and respected as so. Every job is looked on with the utmost importance whether it is one carton or box, one pallet or a full articulated vehicle load. They are contactable 24 hours a day and are flexible with their operating times, they try to accommodate their customers special needs by working out of hours when other haulage companies would either be closed or just refuse the work.

The premises at Nazeing have adequate handling and storage facilities, pallet racking and secure warehousing. They have fork-lift trucks, hand pump up trucks and sack barrows, electronic scales that can handle goods up to 6000

kilos in weight and permanent fully trained warehouse staff. They can handle and store not only palletised goods but anything from loose small boxes and cartons to industrial machinery and oversized goods. All of their warehouses are protected by way of CCTV cameras and a National Security Inspectorate EU approved alarm system. The site is also manned 24 hours a day and protected by a number of other security measures including a razor wired perimeter wall and guard dogs. They feel this amount of security gives their customers the satisfaction in knowing their goods will be safe at all times.

Whether you are a business or private customer W J Wooster will be able to tailor a storage solution to suit any needs. All of their warehousing is fully secured and access friendly. Goods can be stored in racking or open floor space is available for larger or heavier products. They can provide a pick and deliver service, stock rotation, labelling and sorting to suit your desired requirements. They also provide re-packing or re-stacking services for customers who have goods unsuitable for point of sale, plus a Transshipment service for customers in need of quick fix solutions.

Running a number of heavy goods vehicles wooster have a great concern on fuel emissions and noise pollution. They are always looking at ways of reducing their company's CO2 footprint, and the noise pollution that comes with operating large vehicles. All of their vehicles are fitted with exhaust and break silencers and their exhaust systems are fitted with specialist filters that minimise emissions and are Euro 4 compliant. They also work closely with London Councils and are members of the London Lorry Scheme which looks closely at routes and times of travel. Their drivers are trained on methods of driving using Department for Transport freight best practice on fuel efficiency which also greatly cut down fuel emissions. Wooster also hold a waste licence that enables them to carry various waste produce for disposal to the proper and correct waste disposal sites. Wooster are also have bronze Fors membership and have drivers that are ADR trained.

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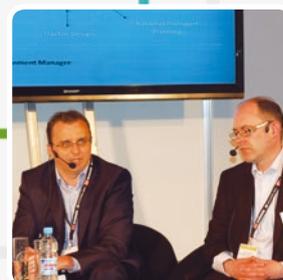


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