

Right Lines

NEWS AND INSIDE STORIES FROM THE CARTWRIGHT GROUP



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**The Cartwright Group
of Companies**

Cartwright Short-listed For Motor Transport Innovation Award...

We were very proud to be short-listed recently in the innovation category of this years Motor Transport Awards.

The 2011 innovation award went to DHL, one of our customers. We would like to congratulate them on their success in winning the award.

Being short-listed in the Motor Transport Awards

is always an achievement in itself as the awards are the most prestigious in the industry and in fact celebrate their 25th anniversary this year.

So, we hope for better luck next year, with our next entry. Well done to all our team for their help in creating a very professional award entry that reached the final stages.



New Range Rover Evoque Parts Distribution For Major Customer...



One of our major customers DHL Automotive has ordered 65 curtainsider trailers for its parts distribution contract for Land Rover and its new acclaimed Evoque product.

Of the 65 curtainsider tri-axle trailers 10 will be in plain

white and the remaining 55 trailers will be divided into two liveries – one to promote the 'green' slogan 'Mission Emissions' and the other 'Miles Less Travelled'. Both slogans have been created to promote the company's policy of reducing carbon emissions.

The curtainsiders come with a Cheetah rear scoop and a Cheetah front airfoil.

The livery promotes both Jaguar and Land Rover's commitment to the environment through the eye catching livery with their powerful messages.

DHL won the contract to move parts between suppliers and the Halewood plant where the Evoque is manufactured.

Steven Cartwright commented: *"The Evoque has been fantastically well received by the industry with major advance orders. We are delighted that DHL Automotive has selected Cartwright for its trailer requirements for this prestigious contract."*

Introducing Cartwright Taurus Ambulance...



We have recently announced an extension to our product range, with the addition of the Taurus ambulance range.

Taurus Bodies became part of the Cartwright Group in 2010 after over 40 years manufacturing ambulances and carrying out 'blue light' conversions. The company has built an enviable reputation in its field and has enjoyed repeat business with many of its customers from NHS Trusts to private care

homes for many years. The Cartwright Taurus Ambulance range includes modular front line conversions, rapid response vehicles, control vehicles, special incident vehicles and mountain rescue vehicles.

Bringing Taurus into the Group combines the manufacturing quality, experience and reputation of Cartwright with the established Taurus reputation in the ambulance market. We have been manu-

facturing on the same site for over 50 years and have an extensive service offering from manufacturing body panels, fabrications, electrical installations, paint and final finish in house at our 38 acre production facility.

Malcolm Hayes, the original Managing Director of Taurus Bodies, has had a close working relationship with us for many years and will continue to be involved as a consultant.



TNT Express Europe Orders Five Cheetah Fastbacks...

Fuel Savings of up to
12% Recorded



Our European customer TNT Express Road Network has recently ordered five more Cheetah Fastback trailers for its line-haul operation following successful trials of two Fastbacks between Holland and Switzerland.

The original two Fastbacks were put through rigorous

testing conditions, recording fuel savings averaging up to 12 per cent.

The new trailers are mainly being used between the Arnhem Hub in Holland and Switzerland and from the Vienna Hub to Milano and Northampton hubs.

Ralf Taeuber, Manager Fleet of TNT Express Road Network commented: *"TNT is a very satisfied customer of the Cheetah Fastback. The company in the UK has been a customer of the Cartwright Group for over 30 years. This fuel efficient trailer concept supports TNT's ambition in CO2 reduction and fuel saving."*

Steven Cartwright commented: *"The TNT Express Road Network in Europe had the first two of our new Cheetah Fastback trailers on order early last year."*

"Their rigorous testing has confirmed a fuel saving of up to 12 per cent that positions the Fastback as a market leading trailer at a time when fuel is a very serious item on many company agendas."

Introducing Our New Catalogue...

We are delighted to announce that we have recently published our new catalogue for 2011.

This 142 page publication contains details of every product we manufacture as well as the diverse range of services we offer.

The content also covers the history of the company, details about the Board of directors and Group directors, as well as an explanation

about our three operating divisions – Manufacturing, Rental and Finance.

Full colour pictures are included in this easy to read document which is an excellent reference guide to customers and prospect customers.

If you haven't seen a copy of our new brochure contact Stephen Maxwell on 0161 928 0966 or e-mail at stephen-maxwell@cartwright-group.co.uk



We Provide The Right Remedy For Boots...



We have just delivered 39 DAF 55 28 tonne rigids to Boots.

These are specially designed rigids with the Fastback aerodynamic rear roof profile and the new Cheetah airfoil system for the cab which features extended cab collars.

This is the second order from Boots after delivery of 9 urban double deck trailers recently.

The rigids will be used for deliveries to the UK network of Boots stores.

Other features include a wide

lath shutter door with maximum security lock for rear closure, plus a folding platform retractable tail-lift.

Capacity accommodates 44 Dollies and 18 standard pallets.

Downton Add 75 Curtainsiders To Fleet...



Gloucestershire based Downton, one of our biggest customers, has recently ordered a further 75 curtainsiders.

This latest order takes the total number of trailers ordered by Downton from us to over 600.

The latest order is for standard tri-axle curtainsiders with a Cheetah S front and rear roof scoop.

We Are The New Official Bodywork Supplier To Scania.....

We have just been appointed the official supplier for Scania bodywork for its curtainsider and rigid trucks throughout the UK.

Scania has appointed us as its bodybuilding partner for its Complete Box and Curtainsider range. Box and Curtainsider bodywork options include a comprehensive selection of interior and exterior fitments and load restraint systems.

We will be providing our full range of bodywork designs to complement Scania's chassis building expertise for their Complete Vehicle programme.

Customers have the flexibility of choice whether a Complete Box for urban multi-drops or a Scania Complete Curtainsider

for the distribution of palletised goods.

Each model in the Scania Complete Vehicle family is being created by Scania and ourselves working together in close co-operation, having taken into account the experience and comments of a broad group of

distribution operators.

Steven Cartwright commented: *"This is a very prestigious contract for our company and we are delighted to be working in partnership with one of the world's leading manufacturers."*



DHL International Choose 10 Rigid...

DHL has confirmed a repeat order for a further 10 rigid bodies for use in its air freight division.

This follows the successful implementation of 9 rigid bodies earlier in the year.

The vehicles feature a roller floor consisting of 5 air operated tracks. Each body can carry up to 6 C.M.P pallets.

The new order of 5 is due for completion mid October.



We Are Selected As Partner In Specialist Commercial Vehicle Solutions Contract...

We are delighted to have been selected to act as a partner in a landmark specialist commercial vehicle solutions contract to provide over 400 custodial cell vehicles to GEO Amey PECS Limited (GEOAmey).

GEOAmey is a joint venture between The GEO Group Inc. a global provider of correctional, detention and treatment services as well as secure transportation and Amey, a leading UK public services provider. GEOAmey has been awarded three contracts by the Ministry of Justice in the UK for the provision of Prisoner Escort and Custody Services (PECS) for England and Wales with the exception of London and the East of England commencing on 29 August 2011. This will include escorting prisoners between courts and



prisons, transfers between prisons and managing court custody suites and dock areas.

At the core of the contract will be the design and build of 401 dedicated custodial cell vehicles which will be responsible for daily prisoner movements requiring contract lead company Fraikin along with ourselves to deliver an

innovative and sustainable solution.

John Cartwright commented: *"We are delighted to be a part of such a high profile and prestigious contract.*

"It is a substantial task but is one which is testimony to our capability as a body builder and reputation in the marketplace."

New Fleet of Liveried Service Vans...

We are pleased to announce the launch of our dedicated fleet of liveried service vans from July.

The new vans, resplendent with cut-away Union Jack livery, will be the new vehicles for Cartwright Assist. Services will include 24-hour breakdown service, as well as trailer maintenance, servicing and product support.

The vans will complement the large number of sub contractors that we use for our breakdown service and trailer



servicing requirements across the UK.

The new service vans are based on the Vauxhall Movano and initially 15 of the support service vans have been ordered.

Steven Cartwright commented: *"The new Cartwright Assist service vans will increase our customer and product support. As well as trailer service and maintenance offering to our customers."*



Rentals

Latest News Update

Rentals Records Exceptional Growth In First Six Months Of 2011



Phil Rodman
Cartwright Rentals
Operations Director
Commented :

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Our customer base has grown more in the first six months of this year, than during the same period in the previous four years. The new contracts are mainly with larger manufacturing companies, national logistics companies and retailers.

“There is no doubt the rentals business is entering its busiest period yet and demand is high. In fact we are actually in the fortunate position where, with some fleet types, on the odd occasion demand has actually outstripped supply!”

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The rentals arm of the Cartwright Group has enjoyed exceptional growth in the first six months of 2011, with business increasing by nine per cent year on year.

In fact, demand for rented trailers has seen such a rise among firms across the UK that the company has expanded its fleet by 200 trailers since the start of this year. The total number of vehicles now stands at 4,650.

The growth is the result of several contracts both with new and existing clients. Of the new contracts, many are as a result of third party recommendations from existing customers. There has also been a steep rise in the number of enquiries via the Group website.

Over the past six months the long term rental of high-quality

refurbished trailers has increased in particular. Also during the same period the rising fuel costs has prompted added interest in double deck, urban and other fuel saving equipment. As a result of the endless increases companies across the UK are now wising up to various measures they can take with their trailer kits in a bid to shave fuel bills.

We believe the continued high level of enquiries is a strong indication that there is no sign of a slowdown in the rentals market. Companies are moving towards a trend of operating a mix of build and rental with the latter now more commonplace than ever before as firms look to cut unnecessary costs during slower markets.