

Commercial Motor

AT THE HEART OF THE ROAD TRANSPORT



DECEMBER 2018

ONE-STOP SOLUTION

We visit MV Commercial's new Airdrie site

All under one roof



Sales, hire, leasing, maintenance, engineering and painting facilities have been brought together at MV Commercial's new Airdrie site

By **Roger Brown**

MV COMMERCIAL SUPPLIES purpose-built commercial vehicles, including crane-mounted rigids and tractor units, tippers and grabs, recovery vehicles, box vans, curtains, mainstream tractor units and LCVs.

The company, founded in 2001, recently opened a multi-million pound, 9-acre central hub in Airdrie, North Lanarkshire, formerly operated by TOM Vehicle Rental – bringing its sales, hire, leasing, finance, maintenance, engineering and painting facilities, all under one roof. The facility includes 90,000sq ft of internal work space with several fabrication workshops with 36 commercial vehicle ramps, HGV inspection pits, a paint and blast facility with eight booths, ATF test lanes, tacho bay and class 7 MoT testing facilities.

Group MD Steven Cairns says the one-stop-shop will improve the firm's effectiveness and raise standards to another level. "The presentation, clarity, space and scale of the site means the customer can visualise what they want," he explains.

"Customers will benefit not only from even better build times, but it also gives them confidence and shows the level and standards we work to. It's transformational and gives us the platform to kick on as a business."

Ready, steady, go

The facility, just off the M8 between Edinburgh and Glasgow, features 6.3 acres of vehicle storage and display space for the company's fleet of Ready to Go trucks for immediate hire, lease, or rent-to-buy.

New additions to the company at this site include a Fleet Factors parts company operating from a double-storey parts store, as well as a

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canteen designed to bring employees from different departments together in a social setting.

MV Commercial CEO Tom O'Rourke says: "We have an experienced and friendly team of great people here that can do everything to a truck on this site from fitting cranes to MoTs. Being a one-stop-shop, our range of services are provided under one roof meaning we can enhance our quality control."

The Airdrie depot houses most of the company's team of 120 staff and consolidates the group's three previous Scottish facilities in Livingston. It will operate in conjunction with MV Commercial's existing strategically positioned depots in Haydock and Luton, ensuring the company's nationwide reach. It is the company's largest investment in property and will create jobs, including several apprenticeships.

Special provision

O'Rourke says the facility will promote maximum efficiency, provide cost-effectiveness for customers and improve MV Commercial's specialist vehicle provision capabilities. "We can fly potential customers to Edinburgh or Glasgow, put them up at a hotel, and bring them here," he says.

"Customers get looked after really well, they can road test the truck if they want and test the

From strength to strength

Sales director David Patrick has a team of 10 people that in the past two years has gone from selling 35 to 75 vehicles a month. He says: "Key areas of growth for us over the next few months will be the hot box and skip loader markets.

"We also attend events such as Convoy in the Park and truck racing at Brands Hatch and host hospitality tents to entertain existing customers and win new ones."

The in-house ATF at Airdrie is TOM's old DVSA-approved site and means the company no longer has to drive its vehicles off-site for testing. Patrick says: "It will result in massive savings on fuel, mileage and driver man hours."

Top team: Tom O'Rourke (below foreground) with Steven Cairns in the cab



cranes under the watch of our highly trained specialists.

"Our background is truck hire and the mentality of hiring means you can't be late for the customer and have to be very focused on getting things done, which is what we do."

MV Commercial has more than 1,350 HGVs on hire in the UK and about 100 large crane trucks for sale or hire at any given time.

As well as its own deflected vehicles for sale it provides a range of late-registered low-mileage specialist commercial and part exchange vehicles ready to go.

Cairns says: "In stock is a range of ready to go specialist vehicles, in a market where lead times can be between three and six months. We look to run a fleet that is, on average, about 30 months old, keeping things fresh and with maintenance costs under control. It is about analysing and predicting the future market of our products to stay ahead of the game."

Popular vehicles the firm stocks include ready to work DAF CF 460 and Volvo FH 460 rigid crane trucks with a range of crane and body options, Volvo FH 540 and DAF XF 510 crane tractor units, as well as premium specialist kit such as





hook and tipper grabs built on DAF CF450, Scania P410 XT and Volvo FMX 410 chassis.

The company supplies crane vehicles with flatbed, cheese wedge, beavertail and cabin-spec bodies fitted with, usually, Hiab, Palfinger, PM or Cormach heavy duty cranes.

Tipper bodies come from reputable manufacturers such as Thompsons, with selector grabs from quality suppliers such as Kinshofer.

Cairns says: “We provide very high-spec vehicles for the top end of the market, above the general rental spec with large cabs, comfort bunks, powerful engines, air con and the best running gear. Our trucks are for operators that want to go the extra mile to attract and retain the best drivers. Premium trucks like those we supply tend to be better looked after by drivers, which ultimately helps with residual values.”

Ready for inspection

MV Commercial provides rental contracts with full inspections and employs a team of mobile service engineers across the UK. This includes several of its own crane specialists, as well as 30 crane service partners.

The company also has an asset finance division that provides flexible finance packages with variable rates. Cairns says: “Rental periods can be anything from three months to five years, providing flexibility for businesses. A popular option is our rent-to-buy

More than just trucks

Lead project engineer at MV Commercial Scott Bishop (above) provides complete solutions for clients and manages the whole build. He believes the move to the Airdrie site means there is the potential to shave build times down. “It’s about ensuring all calculations are in place and accurate and building to market leading payloads and exactly to customer requirements. We work closely with the crane guys to reduce weight and have recently taken 700kg out of our trailer build through clever use of materials. We tailor make the package and paint rental trucks in customer liveries if required and there is also comprehensive training available for customers on crane products.”

What the customer really wants

MV Commercial recently designed and built three high-spec MAN TGL 12.250 crew cab trucks, with slide bed recovery bodies for Manchester-based recovery operator iRescue24. The vehicles, equipped with 250hp Euro-6 diesel engines, will allow iRescue24 to comply with the clean air zone (CAZ) legislation being introduced across the UK next year.

iRescue24’s new trucks are fitted with a 12-speed ZF TipMatic automated gearboxes and rear air suspensions and have 5,000kg capacity, 21ft-long steel slidebed bodies, which also feature 2,000kg-capacity second car lifts.

The standard MV Commercial specification also includes a 10,000lb hydraulic super winch, Bawer stainless steel lockers and a Hi-Pro hydraulic lever control block with auto-tilt facility. They also feature LED lights, Loadar remote controls for the winch, body slide and tilt operations, plus 12v and 24v jump sockets, a wrecker kit and side-winch capstan.

MV Commercial offers potential customers demonstration vehicles and cranes – typically for six-week periods – and before the order, it designed a demonstration truck for iRescue24 that performed well in tests.



scheme where customers can hire for a year and then buy at a sale price set by a sliding scale of depreciation.

“The fact that we are prepared to underwrite our products through our asset finance division shows the confidence we have in them.”

About 60% of the firm’s rental business is

conducted out of its two sites in England at Haydock and Luton and over the next few months the company will also upgrade facilities there.

Next year MV Commercial will take delivery of about 250 top-spec Scania, Volvo, DAF and MAN box trucks, curtain-sided vehicles, hot boxes and builders’ merchant trucks from 7.5 tonnes upwards.

The company employs 12 people on its service desk that, according to Cairns, provide a “top of the line premium level service”

He concludes: “This is a service-driven sector and we need to be at the forefront of that. With full dealer facilities, including low-rate funding through our asset finance company, MV Asset Finance, our staff make the whole process incredibly simple from point of contact. Offering an end-to-end service we pride ourselves on delivering fit-for-purpose commercial vehicles offering maximum versatility and competitive pricing, ready for work.” ■