

Knowledge Transfer Partnerships - Case Study Belfast Metropolitan College



Ashcroft Trailer Hire specialise in trailer hire, external maintenance and repair work for clients who own their own vehicles in the specialised haulage, manufacturing and waste and recycling sectors.

The aim of the KTP project was to develop a structured and strategic approach to marketing and business improvement processes through implementation of effective operation systems for marketing, business development, information technology and new product development.

The partnership resulted in significant cultural transformation in relation to the Company's attitude, infrastructure and relationships both internal and external. It led to implementation of procedures for marketing which changed its business processes to such an extent that its product and service offering reflected a new way of engaging with both suppliers and customers. In addition, this approach permeated all aspects of internal staff training and customers which had not engaged with the Company for over 10 years began to use Ashcroft's services again. Knowledge transferred enabled identification, exploitation and maximisation of a range of growth opportunities.

Enabling technologies were identified and embedded resulting in an increase in market growth, revenue and profitability. The innovative use of social networking and web technology facilitated this.

The partnership embedded a culture which resulted in improvement to business processes within marketing, human resource and information management. This required change management which also resulted in two new appointments at the company. During a period of economic downturn, the KTP enabled the Company to overcome barriers within the ROI market where it achieved a substantial profit contribution from this market.

An excellent outcome of the KTP was a substantial increase in revenue generation within the hire facility of the Company's operations and a key aspect of this achievement was that this level of revenue was acquired during a period of economic downturn.

LLOYDS SCHOOL OF MOTORING
"The Key to Success."

SAVE up to 30% on Fuel Costs
LGV / COACHES / VANS / SALES REPRESENTATIVES

LLOYDS - F.E.D. Fuel Efficient Driving

Other Benefits include:

- Reduce Maintenance
- Reduce Insurance Premiums
- Reduced Emission

drivercpc Free CPC module

Our customers have told us that following our training they have saved up to 30% on their fuel costs

www.loydsmotoring.co.uk T. 028 9049 4000

EQUIPMENT FOR SALE

LIGHT UNITS TO FIT SUSPENDED CEILING



- 104 x light units
- fit suspended ceilings (used)
- All tubes included

POA

PORTABLE CABIN



- 50ft x 12ft
- 1 x reception
- 3 x offices
- Radiators and lighting in all areas

£4,000 ONO

DOUBLEDECK BOX VAN TRAILER



- V4703DD Wilson doubledeck box van trailer
- Tail lift

POA

Ashcroft Trailer Hire



ARTICULATED TRAILER HIRE | SALES | REPAIRS

Ideal Space Saving Compacting Solutions Available For Hire

If space is an issue, a Portable Waste Compactor can be the ideal solution. We now have available for hire mobile compactors with bin lifts capable of compacting waste into a 20 cubic metre receiver, which, when full the unit can be removed and emptied by a standard skip or hook lorry.



Cost Benefits

- Reduced collection costs
- Reduced material storage costs
- Reduced labour costs
- Secure container - no pilfering

Environmental Benefits

- No waste spillages
- Leak Free
- Minimised vermin or insects
- Reduced fire risk
- Foul smells reduced
- Environmentally Friendly



Applications

It is particularly suitable for commercial and food waste generated by office blocks, catering establishments, hospitals, nursing homes, hotels, construction, factories, retail outlets and many more.....

If you would like a quote for one of our compactors please contact Robert on Tel: 028 9083 2641 or Email: sales@ashcrofttrailer.co.uk

Trials for longer semi-trailers

Road transport operators wanting to run vehicles in the 10 year trial of longer semi-trailers launched this January by the Dept for transport must apply to the vehicle certification agency (VCA) for a vehicle special order (VSO) for each vehicle that participates.

VSO's are only issued when justifiable reasons for non-compliance with UK construction & use regulations have been given VCA.

The trial was organised in response to positive industry feedback to proposals to extend the permitted length of semi-trailers to match the length already permitted for rigid truck / drawbar trailer goods vehicles. Up to 900 articulated Lorries with semi-trailers of loading lengths of 15.65m (2.05m longer than the existing maximum of 13.6m) and up to 900 with 1m longer semi-trailers will be allowed to take part. While they will still have to operate within the existing 44 tonne weight limit, the DFT claims the 13% additional load space allowed by the longer trailers will provide a £33m boost to the haulage industry.

Road Charging Scheme For Lorries

All Lorries of 12 tonnes or more will have to pay a time based charge of around £10 a day at current exchange and inflation rates for using any road in the UK, under Dept of Transport proposals for a road charging scheme that would bring the UK in line with most EU states, which already charge lorries for using their roads. UK hauliers are consequently at a disadvantage because they have to pay to use most European roads, while their European competitors pay nothing to drive in the UK.

As the scheme cannot discriminate under EC law between UK registered vehicles and those from other EU states, both UK and European Lorries will have to pay the levy. In order to create a level playing field for UK hauliers, DFT proposes incorporating a compensation measure – probably based on a reduction in Vehicle Excise Duty (VED) – to cover the additional cost of the levy.

Under a VED-based scheme, UK hauliers would pay and annual 6 month road using charge for each HGV when they pay their VED, while foreign hauliers would pay daily, weekly, monthly or annually. DFT claims 94% of UK registered vehicles over 12 tonnes would pay no more than now, while 4% would pay between £50 and £79 more. Even these small increases could be avoided for many vehicles by re-plateing them to carry less weight.



Pallet Storage Facility

It can be difficult finding somewhere suitable for short term pallet storage, usually commercial warehouse space will be required and generally it is not possible to rent warehouse space on a short term basis. In addition, it is essential that wherever the pallets will be stored provides a secure environment with 24 hour a day monitoring.



Ashcroft Trailer Hire offers simple pallet storage of commercial goods that are paid per pallet per week. Our flexible solution offers you as much or as little space as you require and you only pay for what you use – simple.

We can offer:

- Forklift handling service
- As much or as little space as required
- Goods are stored securely

If you are interested in storage space please email cheryl@ashcrofttrailer.co.uk for more information and pricing.

Northern Ireland Hospice Walk

Ashcroft Trailer Hire would like to take this opportunity to thank everyone who supported Liz and Cheryl for their charity walk at the Belfast Castle on Saturday 31st March 2012.

£187.00 was collected for this worthy cause and the money raised will help Northern Ireland Hospice care for families living with a terminal illness.



Target The Right Audience With Ashcroft Trailer Hire

We are selling advertising space in our newsletter

Each month we reach 900 local individuals who work in the transport industry. For more information about advertising with us, please email us at cheryl@ashcrofttrailer.co.uk



Commercial Vehicle Inspections - A true reflection on the condition of your fleet

Ashcroft Trailer Hire Commercial Vehicle Inspections cover a variety of services on a range of vehicles including: trailers; HGVs; vans; tanker; specialist vehicles such as waste vehicles (walking floors & ejectors). These inspections will provide you with peace of mind that you are complying with your legal undertakings and in many cases will save you money overall.

As part of your operator licence obligations and the Road Traffic Act, your declaration to ensure your vehicles are maintained to a roadworthy standard means you have agreed to undertake regular inspections, including preventative maintenance inspections and daily driver walk around checks.

Failure to comply with these regulations can result in fines and prohibitions including licence curtailments, suspensions and revocations. For more information please see the Vehicle and Operator Services Agency (VOSA) Guide to Maintaining Roadworthiness.

We provide up-to-date truck and trailer fleet maintenance and administration management for your fleet of vehicles. With this service we provide the following:

- Maintenance agreements
- Servicing contracts
- Fleet administration

Government regulations require all vehicles from 3.5 tonne to have regular inspections. Our trained technicians will carry out a full VOSA standard inspection and inform you of any defects that require attention.

Some of the services we offer:

- Full MOT / PSV preparation and presentation
- Servicing and repairs
- 6/8 weekly safety inspections
- Body repairs
- Welding and fabrication
- Brake testing and repairs
- Tail lift repairs
- Accident repairs
- Alterations
- Fleet management
- Curtain repairs
- Tyre fitting and repairs
- Look after all the paperwork



We have 8100 sq ft workshop spread over 6 bays, which is equipped to service and repair all makes of light commercial vehicles to heavy goods vehicles. Let us deal with all of your vehicle management / maintenance needs and relieve you of the burden.

You can depend on Ashcroft Trailer Hire to provide you with a scheduled maintenance program that is suited to you. We offer full Service, inspections and maintenance programmes. We are constantly working hard to ensure you are completely satisfied and that means being satisfied with your vehicles routine servicing and repairs, and also the respect we show you as a customer to show that we are committed to you.

Vehicle Registration	Vehicle Type	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan
188888	Box Van										
TL6666	Tautliner										
XYZ 2316	Lorry										
T308	PSV Flat Tipping Trailer										
	Inspection										
	PSV Completed										

Taking your responsibilities seriously in all aspects of your adherence to the provision of maintenance, confirms to the Traffic Commissioner(s) of your intention of good reputre and that you as an operator are adhering to the conditions of your Operator License in full.