

ON THE ROAD

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uniloads

New Starters



Due to new business gains and ongoing commitment from existing clients, Uniloads has actively recruited additional Inspectors to support our operation.

We have also strengthened our recruitment process and appointed Steve McKevitt to the role of Recruitment Manager. Steve has recently organised nationwide Recruitment Roadshows and training events.

We are also reviewing our internal training, audit and quality areas to ensure an ongoing high level of customer service and satisfaction.

In the Headlights: Paul Ashby

Paul joined Uniloads in September 2010 as Customer Support Systems Director.

Paul has extensive knowledge of the automotive industry and a background in system improvement and business analysis. This will enable us to develop our product offering and continue to deliver innovation and excellent service to vehicle inspection and logistics.

Previously, Paul spent 19 years working for GE Capital in various finance and operations roles and in 2010 he worked as a business consultant for Inchcape Fleet Solutions, who are customers of Uniloads.

In a recent interview, Paul revealed a few hidden facts:

Place I'd most like to visit
Canada

Favourite movie
There's something about Mary

Favourite song
Mr Brightside by The Killers

Favourite meal
Chinese banquet

Favourite saying
'You can get a lot further with a kind word and a gun than you can with just a kind word'
Al Capone

Fascinating fact
Paul holds a UK Athletics Coaching qualification and coaches young athletes at Southport Waterloo athletics club.



Company News

IDG Holdings Limited, Uniloads' parent company, has announced a new management structure to drive the business forward.

The following appointments have been put in place:

Vice Chairman
Mark Roach

Group Managing Director
Sandra Ogden

Corporate Social Responsibilities Director
Darran Yates

Business Accounts and Systems Director Designate
Bill Cooper

Peter Roach will remain in post as Managing Director of Uniloads for the next 6 months until the handover to Sandra is complete when he will retire from this position.

Peter will continue as IDG Chairman and work alongside members of the management team to ensure the business' continued success.

Green Driving is Essential



The Institute of Advanced Motorists (IAM) is urging drivers to adopt fuel saving techniques or pay the price at the pumps, as the £6 gallon arrives.

Drivers are already using their cars less, with government figures showing a 3.4 per cent fall in petrol sales in the third quarter of 2010 compared to the same period in 2009. But there are also significant economies to be made simply by changing driving style.

IAM chief executive, Simon Best, said:

"Green driving techniques will improve fuel efficiency by up

to ten per cent. In other words, if the monthly price of filling up is typically two tanks at £70 each, an advanced driver can save £14 a month, or £168 a year.

"Advanced driving courses can also lead to significant insurance discounts; an important factor with insurance premiums set to rise by 35 per cent this year.

"Spain reduced its speed limit recently to save fuel but we don't think such radical measures are necessary. The best fuel-saver is a light right foot and anticipation of the road ahead - not a lower speed limit."

Source: Advanced Driving

The Steady Incline of HGV Sales

As most people are aware, there has been a significant reduction in HGV sales over the past 24 months.

However, 2011 has seen growth of new vehicle sales each month compared to previous years.

During this period, Uniloads has supported the marketplace and we will continue to develop our processes and ensure we have the resources available to meet customer requirements in all areas of our business.

Uniloads offers services that not only include our standard level of service; we also deliver

value delivery and collection products, across the UK and Europe, which support more urgent requests:

- Same day
- Next day
- Timed

We also supply real time web-based inspection data, which is date and time stamped and supported by a digital image if required, providing full visibility of the status and condition of the vehicle.

For further information please contact our HGV specialist Sid Taylor on **01925 650650** or email vmoves@uniloads.co.uk



Record Delivery

Uniloads has seen record high deliveries for the first financial quarter of 2011-12.

This is a great achievement for the business. It is challenging to manage variable volumes, which can fluctuate by 25% from week to week.



The increase during this period is a continuing trend with forecasts for the next quarter showing this to be ongoing.

Dave Whyte, Customer Relationship Manager said: "We have strengthened our position with our existing client base and continue to attract new customers. The key to our success is our people and the systems we utilise to manage our Inspection, Collection and Delivery service."

Hands Off

Uniloads has launched a complementary new digital software system to accompany vehicle surveys.

The system automatically captions photographs of vehicles taken during the collection process. This saves the inspector and end-user valuable minutes whilst eliminating the need for back office resources to check the captions and re-write if not appropriate.

The system has been a success with our inspectors not only saving them valuable minutes during the inspection process, but also contributing to a more standardised and professional survey output for our customers.

This software system is a great example of an innovative, quick and simple way to help improve efficiency and productivity across our business.



New Member

Uniloads is now a full member of the Vehicle Remarketing Association (VRA).

VRA is a trade body comprising of companies involved in all aspects of the remarketing of fleet and lease vehicles.

Working with key providers, it aims to improve standards, address issues and ensure full compliance with current legislation.

Uniloads

Leonard House
308 Winwick Road
Warrington
Cheshire
WA2 8JE

T: 01925 650650
F: 01925 652619

E: info@uniloads.co.uk
www.uniloads.co.uk