

# Ekeri Provides Versatility For Caldew Haulage

## UK's First Dual Side-Opening Trailer Sees Both Sides Of The Story

Caldew Haulage, the Penrith based general haulage operator, have taken delivery of a dual side-loading, temperature-controlled trailer from Ekeri – the first dual opening trailer to enter the UK market.

Caldew were looking for a transport solution that would not only enable fork-lift loading from both sides, but would also provide temperature control and thereby the optimum in load flexibility.

Director, Mason Wear, explains, "Owing to the diverse nature of this particular contract, i.e. temperature-controlled loads from Scotland and dry freight from Birmingham, we needed total flexibility that would combine the loading access of a curtainsider with the strength and temperature control of a reefer body. Thanks to the innovative specification of the new trailer from

Ekeri we now have a one-stop solution which clearly brings us operational and commercial benefits. Using the dual side-loading trailer enables us to provide a better quality service at the same time as improving our own efficiency."

Market-proven Ekeri trailers, with

double-deck option, patented load restraint (recessed into the floor along the trailer length), sliding roof, removable side posts and fast, one-man operation, allow operators the ideal transport solution to maximise opportunities in virtually all sectors of national or international commercial transport.



### Advantages with the Ekeri design

- Ease of loading and unloading
- Ability to backload a variety of cargo loaded through the side doors
- Can be used by removal companies for removals combined with backloading pallet goods
- Superb for long-haul distribution, timesaving in loading and unloading
- Secure and lockable sidedoors
- Body protects goods from moisture and water

### Types of products

- Truck bodies and trailers
- Dry freight
- FNA and FRC
- Load securing equipment
- All bodies and trailers custom made

### Variety of equipment

- Double decks
- Tail lifts

# 'Unprecedented Security And No Need For Double Handling' With Edgwicks' New Ekeri Side-Loading Trailer

Edgwicks Ltd, based in Tewkesbury, have recently purchased two Ekeri dry box freight trailers after looking at all available options and choosing the superior quality of the Ekeri side-loading trailer together with its unique securing system.

Edgwicks, who run a fleet of 30 vehicles throughout Europe, decided that they needed to expand their fleet to include side-loading vehicles in order to be able to keep up to date with their customer's needs.

"Our customers want the security that a box van provides but they don't like the double handling that is necessary with end loading." says Paul Milner, Transport Manager. "We researched the market to

see how we could get around this problem and had another trailer on demo but as soon as we saw the Ekeri side-loading trailer we were sold."

As Ekeri side-loaders open down the entire length of the trailer, pallets can be unloaded straight from the position they were transported in – there is no need to spend time and effort pumping up the pallets in order that they can be manually moved to

the end of the trailer where a forklift can then pick them up.

Another feature noted by Edgwicks was the unique securing system,

"Usually it is very difficult to find a system that can secure all types of loads - the Ekeri system is very good and we have never seen anything like it before." Continues Milner, "Everything gets strapped down individually and securely."

The Ekeri securing system is recessed into the floor along the length of the trailer. The simple Ekeri straps that slide along the bars in the floor enable fastening points to be changed easily and quickly.

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## New UK Service Providers For Ekeri Trailers

### Colliers Truck Builders Provide Top Quality Workmanship For Innovative Side-Opening Trailers

Colliers Truck Builders Limited, based in Maldon, Essex, have been appointed as the UK service providers for Ekeri, the manufacturers of dual-side-opening trailers.

Fifty years experience of building a wide range of body styles, together with a fully equipped workshop to carry out a high standard of accident repair to most other makes of bodywork, persuaded Ekeri that Colliers Truck Builders were the ideal candidate to become their UK service centre.

"We have appointed Colliers as we know that they offer a highly technical and speedy repair service" says Rob Wise, Ekeri's UK Sales Representative. "I have had strong links with Colliers over the past 30 years and they now carry a wide range of Ekeri spare parts.

Michael Gill, Works Director at Colliers says, "We at Colliers are proud to be associated with Ekeri. They have brought to the

industry a product that has been well thought out and extremely well produced. The completely opening insulated side doors must be of huge benefit to all operators."

Colliers build a variety of bodies, including box, mobile workshop, insulated, frail, brewery and specialist bodies, beavertails, curtainsiders, dropsides, loaders, small, medium and large tippers.

"We build 50 to 60 truck bodies per month to a very high standard for reliability in the most severe conditions throughout the life of the vehicle." States Kevin Cracknell, Managing Director. "Top quality workmanship and substantial after sales service have been our hallmark since we were established in 1959."

In addition to their truck building work, Colliers have extensive workshop facilities that enable accident repair work to be carried out at the same high standard. All work can



be carried out under one roof using equipment such as a modern well equipped work shop, a paint and spray shop complete with ovens for cabs, chassis and bodywork and a well stocked timber mill. Furthermore, many types of tailifts can be supplied and fitted and all necessary spares are stocked in house.

# Dawsonrentals Truck & Trailer Diversify Fleet With Order For 10 Ekeri Side-Loaders

## 'Ekeri Trailers Are Strong, Accessible, Versatile & Secure'

One month after taking delivery of their first Ekeri side-loading trailer, Dawsonrentals truck & trailer Ltd have placed an order for a further ten. Meanwhile, the trailer is being marketed to Dawsonrental's nationwide customer base as versatile, in that it can transport loads of all temperatures, shapes, sizes & weights, secure, built to last and generally 'the way forward' for many manufacturers, producers & hauliers.

Dawsonrentals truck & trailer Ltd is one of the market leading rental and contract hire companies of commercial vehicles and trailers with 30 branches located throughout the UK.

"Each year Dawsonrentals make significant investments in order to expand and update our fleet, therefore ensuring our customers receive premium equipment with the latest technology to help reduce operating costs." Says Andy Dodge, Fleet Operations Director, "As customer's requirements change we look to satisfy their needs accordingly and side-opening refrigerated trailers are yet another step forward to achieving this. These trailers will have both single and dual-side openings, which will offer customers maximum flexibility, with the full-side opening capabilities of a curtainsider trailer, and the thermal



efficiency of a conventional refrigerated trailer."

"There are many beneficial features of the Ekeri designed trailers" says Rob Wise, UK Sales Manager at Ekeri. "Firstly they are built to a very high standard – they look like they are built to last. Secondly, their ability to open up along the entire length of the trailer will make the loading problems experienced by so many companies simply disappear. Every company that handles bulky, heavy loads will now have the option of a completely accessible trailer – even more so with one of the Ekeri trailers that open completely down both sides of the trailer." Wise continues, "The third benefit is that

of versatility. The Ekeri side-loaders can transport refrigerated, chilled and ambient goods, therefore providing the potential to maximise use of the trailer with return loads. Finally, Ekeri trailers are constructed of hardened lockable panels ensuring load security."

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### TRY IT OUT!

Call Rob Wise tel.

**07966-203640**

and rent our demo for a week!

[info@ekeri.fi](mailto:info@ekeri.fi)

[www.ekeri.com](http://www.ekeri.com)



# The Ekeri Factory

In order to maintain the Ekeri ethos of providing customer-specific, quality box and refrigerated trailers of a high standard, Ekeri have thought ahead and undergone a number of strategic production changes over the years.

The factory today, in Kolppi, Finland, is mainly an assembly factory due to strong resources in the planning and construction departments, which allow the company to buy the necessary quality components from 15 sub-contractors at competitive prices.

This streamlined start to the production process continues through four production departments. The first department is the panel factory, based 4kms from the main factory, containing a materials preparation station, vacuum tables for gluing front walls, side and rear doors, a sawing line and an assembly line. Ekeri have a large and efficient side-door line, producing between 5500-6000 doors per year!

Next comes the chassis department where trailer and truck body sub-frames are manufactured. Components are welded together by hand on an assembly line that produces 350 trailer bodies, all with folding side doors, and 150 truck bodies per year.

The chassis shot-blasting and painting line, brake assembly and coach building department is the third stage, where brakes are assembled, electrical cables are installed and boxes are mounted onto the trailer chassis or sub-frame.



Finally, in the assembly department, the box and sub-frames are lifted onto the truck and both the trailer and truck bodies are finished by being painted and adding double decks, mud guards, side guards, storage boxes, spare wheel carriers, pallet boxes, tail-lifts etc.

Also at the Kolppi factory Ekeri have a department for product development which has produced a few patented products such as the Ekeri Fastening system and a front wall ladder, which is recessed into the front corner. A central locking system is currently being developed.

The 2000 sq m factory was built in Kolppi in 1982. Since that time the factory has expanded threefold and a second floor has been added for use as office space.

2001 saw expansions at two other sites. Firstly, the original Ekeri factory, was again put to use as a service repair workshop for used vehicles and secondly, door production was moved to a rented facility of approximately 3000 sq m.

Ekeri's sales have grown by over 400% in the last 10 years, from 7.5 million EUR in 1995 to approximately 30 million EUR in 2005.

## A History Of Ekeri

Eklund's Snickeri (Snickeri being Swedish for 'carpentry') was founded in 1945, after the second world war, by Bror Eklund. Later the name was abbreviated to Ekeri (the first and last letters of 'Eklunds Snickeri').

Starting off with carpentry products, such as doors and furniture, for which there was a great demand after the war, the company then diversified into caravans, horse trailers and kiosks in the 1960's as well as boxes for lorries and trailers. These trailers and boxes were mainly made of wood, with plywood walls and steel plate outer surfaces.

In the 1970s Ekeri decided to focus solely on truck superstructures and trailers. Management was passed on to Bror's sons Lars and Henrik.

During the 1980's the present factory was built and exports to Sweden and Norway began.

In the 1990's Ekeri dispensed with the production of curtainsiders and other types of trailers/superstructures to concentrate on the production of only one product sector; box bodies and box trailers with full opening side-doors. At this point management was passed further on down the family line to Henrik's sons Mikael and Tom Eklund.

At the beginning of the 21st century



Ekeri started exporting to countries outside Finland, Sweden and Norway, to the Baltic States, Russia, Iceland, Denmark, Holland and the UK. The focus on side opening box trailers and box bodies has proved a success and today Ekeri is the market leader in the Nordic Countries with approximately 11 units delivered per week, all built to customer's specific requirements. Total production at present is approximately 500 units per year.