Knights of Old Group Acquire A.E. Parker

Knights of Old have acquired A.E. Parker Warehousing and Distribution, increasing the group turnover to in excess of £50m, making us one of the largest privately owned logistics companies in the Midlands.

A.E. Parker located in Chichester on the South Coast, is a long established family business, with over 75 years experience in distribution and warehousing. Their distribution network covers the whole of the UK, with partners in Ireland and Europe.

John Parker, Managing Director of A.E. Parker, added “We have enjoyed a long standing and mutually beneficial business relationship and this is an exciting development. We will be able to offer enhanced services to our clients and are confident that being part of the Knights of Old Group will help us to deliver our future growth plans”.

The group will have the combined statistics of 500 staff, 200 trucks, 225 trailers and 300,000 sq ft of warehousing. Parkers will continue to trade under the A.E. Parker banner.

Director’s message

With the economic outlook remaining challenging, we must do everything possible to retain customers and win new business. With this in mind, we have continued with our sponsorship and advertising to make sure we are at the forefront of prospective and existing customer’s minds.

We have also made a major investment in the Getac handheld device which will be rolled out later this year. It will give customers real time POD information, as well as improving driver communication and we believe will put us in a strong position as the economic situation improves.

The acquisition of A.E. Parker will strengthen our network of depots within the UK and allow us to keep more goods on our own dedicated fleet.

Your continued hard work and support is very much appreciated.

News in Brief:

24 year gap
- Mike Bacon, Group Director on the Knights sponsored speedway bike, Mike last rode a speedway bike 24 years ago.

Training & Qualifications:
- Phil Hewitt has passed his combined road haulage CPC and Simon Bithell has passed his International CPC.

Words of Wisdom
- Our Words of Wisdom campaign is back for a second year! Focusing on H&S, Environment, Compliance and Quality, our posters hope to inform and educate all staff with real issues the business is facing whilst asking for your support in our mission of reducing emissions and accidents and increasing reporting, conformance and positive attitudes towards these topics.

Anything goes
- Warehouse admin team member Phil Watts played the role of Sir Evelyn Oakleigh in the musical ‘Anything Goes’ at the Lighthouse Theatre in Kettering and gave an outstanding performance.

Tributes
- We were saddened to hear of the tragic deaths of Donald and Margaret Knight. Mr Knight was the third-generation of his family to head Knights of Old and held the position of chairman up until he retired 15 years ago. A few of us had the privilege of knowing and working with Donald and Margaret and they will be sadly missed in the community.
- Donald Partridge (Mr Parts) who worked at KOO from 2nd July 1987 to 21st October 2004.
First in line for new Stralis Hi-Way

Knights of Old has become one of the first hauliers in the UK to take delivery of the International Truck of the Year (ITOY) 2013 – the Iveco Stralis Hi-Way. Stralis Hi-Way AS440S46TX/P heads a fleet of six new Iveco 6x2 twin-steer tractor units to be entering service with the transport and logistics specialist over the coming weeks, with the Hi-Way to be joined by five Stralis Hi-Road AT440S46TX/P models.

Knights of Old has specified all six tractors with Iveco's unique new Driving Style Evaluation tool which allows the driver to improve their driving behaviour in real time. Recognised as one of the key reasons behind the manufacturer's ITOY crown, it helps drivers to follow the most fuel efficient driving style and can generate savings of between 5 and 12 per cent, which Iveco claim is superior to any single technology solution.

The system works by processing data acquired by the engine, vehicle, and through an advanced Iveco algorithm to provide an ongoing assessment of driving style displayed on a dashboard mounted screen along with suggestions for steps the driver can take to reduce fuel consumption.

Ian Beattie, Managing Director of Knights of Old, says: "The new Stralis is a real head turner and the first time a lot of people see one it will be in the Knights of Old livery. It's been attracting a lot of interest from our drivers already; they're as excited as we are about its potential to nudge our fuel-saving performance up yet another gear."

Knights of Old acquired a large fleet of Ivecos when it merged with long-time Iveco customer Mainland Group in November 2011 and the company has continued to purchase Ivecos since – with approximately 13 new 7.5 and 18 tonne Eurocargos joining the fleet. Uniquely, the arrival of the Stralis Hi-Way marks the first Iveco heavy truck to carry the distinctive blue and red Knights of Old livery.

The new Iveco tractor units will be double-shifted up to five days a week and are expected to cover more than 160,000 km a year, with servicing carried out by supplying dealer Stormont Truck & Van.

Both the Hi-Way and Hi-Road models feature twin-bunk sleeper cabs and full aerodynamic kits to help reduce drag. Powered by 460 hp EEV-rated engines, they will be used with tri-axle curtainside trailers nationwide, operating a 24 hours a day logistics service for customers.

Metaltek – Knights of Old

A beautiful spring day with blue skies and warm sunshine set the perfect scene and tone for the Metaltek-Knights of Old Team Launch. The launch was held at Kettering Park Hotel, a neighbour to the Knights of Old Kettering depot.

Hosted by Anthony McCrossan, the fifteen riders were introduced along with Andrew Swain (Team Manager), Rachel Paling (Asst Team Manager), Bob ‘Rooster’ Rouse (Mechanic) and David McKie (Soigneur) to the invited guests, sponsors press and VIPs.

In contrast to many other UK teams, Metaltek - Knights of Old is proud to be 100% British, supporting its riders and giving them a platform to perform in the UK and overseas. The team will be competing in the Premier Calendar events, Tour Series, Elite Criterium Series and selected UCI European stage races.

Andrew Swain commented: “Rachel and myself started the new team for the 2012 season, building it on passion for the sport and wanting to give riders the correct environment to improve their ability and achieve their goals as elite cyclists. We are proud of what we achieved and now look to improve and grow the team further in the years ahead.

We have a very strong squad of riders who are excited and passionate about being part of this team for 2013. We have already had some amazing results this year overseas as well as in the UK which bodes very well for the rest of the 2013 season. We are thrilled that Knights of Old have continued their involvement with the team for a second year as a lead sponsor and are keen to grow and build on the relationship.

We also give thanks and gratitude to all our sponsors and partners for their contribution to the team and who all play an important part to the success of Metaltek-Knights of Old.”
Going urban

Knights of Old, is helping to reduce the risk of collisions between cyclists and drivers after taking delivery of a new, customised, urban trailer.

Featuring cyclists from the professional cycling team, Metaltek-Knights of Old, the eye-catching trailer was manufactured by SDC Trailers and is ideal for deliveries into urban environments and tight rural locations.

The rear of the trailer has a sign warning cyclists of the danger spots when overtaking, a feature that will appear on all new Knights of Old vehicles. This year will also see the introduction of a number of safety features on the fleet, including close-proximity sensors with cameras and full safety mirrors to make the driver aware of cyclists and pedestrians who might be hidden from view.

Knights of Old drivers are also undertaking their CPC (LGV Certificate of Professional Competence) training and one of the modules they cover is Roadcraft and Environment to develop effective driving styles and improve their awareness of vulnerable and other road users.

Ian Beattie, Managing Director of Knights of Old, added “As lead sponsors of the professional cycling team Metaltek-Knights of Old, we are keen to make drivers and cyclists aware of the dangers and minimise risk. Lorries have significant areas around them where cyclists are difficult to see by the driver and our aim is to reduce the number of cycling casualties caused by cyclist and LGV collisions.”

Ian Beattie, Managing Director of Knights of Old completed the line-up and spoke about the company’s involvement and enthusiasm with the team and the launch of their own new urban trailer. This eye-catching trailer manufactured by SDC Trailers, features cyclists from the team which is hoped will help to reduce the risk of collisions between cyclists and drivers. It will mainly be seen around London for the forthcoming six months.

32 New starters
FEB-APR 2013

- Andrew Alexander  Accounts Apprentice
- Moshaid Ali    Group Financial Controller
- Mark Bailey    Class 1 Nights Kettering
- Jeremy Brown  Class 2 Hitchin
- Lucy Buzikova  Irish Operator
- Greg Carter    Group Operations Director
- Will Cran      European Operations Manager
- Mick Cronin    Class 2 Pool Kettering
- Brian Daly     7.5T Kettering
- Steven Dixon   Class 2 Northampton
- Kelly Drew     Marketing Manager
- Kevin Fox      Night Traffic Manager
- Simon Harris   Class 1 Pool Colchester
- Josh Horne     Accounts Trainee
- Luke Jarvis    Sales Admin Trainee
- Edward Jones   Class 2 Northampton
- Wayne Livings  Class 2 Hitchin
- Ryan McColm    Warehouse Operative
- Ian Merritt    Class 2 Kettering
- Michael Pere   Class 2 Northampton
- David Ramsden  Class 2 Northampton
- Justin Rawlins Warehouse Shift Manager
- Mark Robinson  Class 2 Hitchin
- Piotr Rychlik  Warehouse Operative Hitchin
- Darragh Scully Class 1 Ireland
- David Shaverin 7.5T Northampton
- Tim Smith      Warehouse Shift Manager
- Andrew Stocker Transport Controller
- Alan Tipping   Class 2 Northampton
- Craig Walker   Class 1 Colchester
- Ian Walton     Class 2 Northampton
- Barry Wilson   Class 2 Hitchin
Twelve Scania tractor units have been supplied to Knights of Old as the company becomes one of the first UK transport operators to invest in Ecolution by Scania, a new business concept comprising a package of measures designed to help operators reduce environmental impact and operating costs.

As many transport companies are grappling with environmental issues and demands that they should provide “green transport” services, Knights of Old has seized the initiative and are now playing a key role in leading the industry forward.

The idea behind Ecolution by Scania is for transport companies to partner with Scania’s experts and put together a transport solution that includes products and services with the smallest possible environmental impact. This is basically a matter of combining existing tried and tested, commercially viable solutions that each help to lower fuel consumption and thereby lower environmental impact.

The four key elements in the Ecolution by Scania programme are:

**OPTIMISED VEHICLE SPECIFICATION:**
Whereby Scania works in conjunction with operators to ensure the vehicle and options specified are optimised for the transport task in hand.

**DRIVER TRAINING:**
Scania recognises that achieving maximum fuel efficiency is largely dependent upon driver-performance. The programme of driver development delivered by Scania’s in-house team of driver trainers therefore focuses on enhancing driver’s skills with a range of advanced fuel usage and efficiency-improving techniques.

**DRIVER FOLLOW-UP:**
Once trained, a driver’s performance is likely to fall back from its peak unless he or she receives regular follow-up training and coaching. Ecolution by Scania combats this in a number of ways, from the in-cab Scania Driver Support system to regular performance reviews, where fuel usage data and driving style information captured by the Scania OnBoard telematics system is discussed with drivers on a one-to-one basis.

**MAINTENANCE:**
A carefully constructed maintenance regime which takes a holistic view to ensure every part of the vehicle is operating to its maximum potential.