



Volvo Trucks. Driving Progress

VOLVO USED TRUCK CENTRES



Buying a used truck? We're here to help.

In thinking about buying a used truck we understand that there are many options to choose from. It's difficult to know if you're comparing 'apples with apples.' Not only is there the truck itself, but the funding, insurance, maintenance, running costs, risk, plus other factors personal to you. Obviously we'd like you to buy your trucks and services from us at Volvo, but if you're looking around for the best option we'd like to share some thoughts with you. You might find them useful when comparing us to others and in making your decision.

What does **SELECTED** mean?



A Selected Volvo used truck has been identified from our stock as being one of the best. When you choose to buy a Selected used truck it will come with 24 months Volvo Driveline Warranty included in the price, the next due service completed, a 200 point mechanical inspection, a full cosmetic check, minimum 6 months MOT, minimum 7mm tyre tread depth, tacho calibration

completed and certified, top-end engine setup, a spare key, HPI check, a full high quality valet, and a known history.

In essence the truck will be in peak condition when you take ownership. Ask about preparation standards and history if you're looking elsewhere.

Why is a Volvo Driveline Warranty the best choice of cover?

The Volvo Driveline Warranty product is a manufacturer backed cover that has a number of advantages over an insurance product.

For instance there is no VAT to pay on any claims. Claims will not be subject to a loss adjuster. Claims will be judged and authorised by Volvo people based on the physical nature of the fault – not by a third party loss adjuster.

There is no claim limit and no limit on the number of claims. Breakdown cover is included if the fault is covered, and you can add European cover if you want to. Wherever you choose to buy make sure you understand the cover that's being offered otherwise you could risk unforeseen expenditure.

Why should I buy a Volvo truck in the first place?

If you've already been running Volvos, and are returning to replace them, then this question will need no answering. The strengths of the Volvo product are legendary. First and foremost it's almost certainly the safest truck working environment on the road. Accidents do happen, and when they do you need maximum protection.



Throughout the range Volvo trucks are reliable, durable, comfortable, enjoy healthy residuals, and are good on fuel. Together with a comprehensive dealer network and Volvo Action Service the back-up is also second to none. There are many other trucks that may appear cheaper at the point of purchase, but when you take into consideration whole life costs and the cover that we give, we believe that the Volvo offer is the best available.

Used Volvo Trucks for sale in the UK

The new Volvo Used Trucks website is the quickest way to find used Volvo trucks and trailers for sale in the UK. It is designed to simplify the buying process whilst meeting your exact requirements.

Visit www.volvousedtrucks.co.uk for further information.

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Why should I buy a Volvo truck from you?

When buying a used truck of any kind the main considerations must always be the maintenance history, preparation and the warranty. Nearly all of our stocks come from our own contract hire portfolio, which means they've been maintained by Volvo from new. If you add to this the comprehensive pre-sale preparation that we do then you can be comfortable in the knowledge that the truck you're buying is ready for work and covered for a long time by the manufacturer.

Buy a truck elsewhere and you could be buying someone else's problem. It will probably be a bit cheaper on the sale price, but you could risk immediate unforeseen costs, or have to take it hundreds of miles back to where you bought it from, rather than to a local dealer.

Let's talk about risk

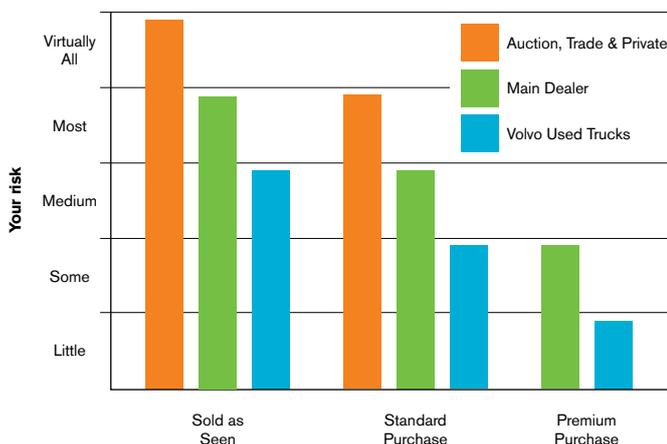
Whatever you buy, wherever and however you buy, you'll be taking on some risk. The question is how much extra risk are you actually taking when you make your purchase. Very often this is not clear when your main focus is on buying a truck, and it could be that because it's not clear you're unwittingly taking more risk than you bargained for. In the end risk boils down to cost – if the truck you're buying isn't mechanically correct then there could be a lot of repair costs together with breakdowns and down time.

If the 'warranty' cover you've got is short, insufficient, an insurance policy, or subject to a loss adjuster, then that could be a problem. If your maintenance provider hasn't the proper diagnostic tools then that could cost you in repairs and higher fuel consumption. If you're an owner driver and you're in an accident how quickly can you get into another truck?

The flip side of risk is of course reward, and you may well be able to buy a truck at a knock-down price and run it for years without ever having a problem.

Then again...

Assessing your risk when buying a truck



Maintenance

Trucks are complicated precise machines these days and, to keep them in peak condition ensuring maximum fuel economy, they need to be serviced with the right tools using correct diagnostic equipment. At £1.45 inc. VAT per litre of fuel, a 1mpg difference equates to around £8,500 per year on a 150,000kms annual distance, which if you're running with say a 5% profit margin equates to over £170,000 worth of extra revenue to make back on a single truck.

It's only when we look at it in this context that we understand the risks taken in using seemingly cheap maintenance suppliers fitting factor parts and filters. We recognise that not everyone wants a full maintenance package from a main dealer, which is why we offer service packages which protect you and your 'O' licence properly whilst giving you the flexibility to repair your vehicle where you like.

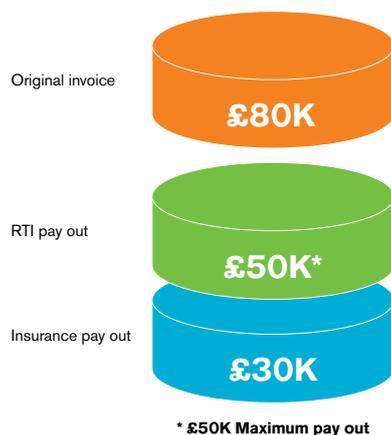
It's easy to assume our prices are not going to suit you, but they're probably less than you think, and could be even more attractive when buying a truck at the same time.

Money

Cashflow is the life blood of any business so financing vehicles can often be an attractive option even if you can afford an outright purchase. Not all finance companies are the same though, and easy credit could come with strings attached. Everyone accepts there are terms and conditions, but with Volvo Financial Services we're lending against our own product, which gives us a little more insight if times get tough.

We're also pretty competitive, but if you are borrowing from another lender then remember to check out what happens if things go wrong. Think also about protecting your investment if the truck is written off - Return To Invoice protection can be of significant benefit. See the chart below as an example of how you could be protected somewhere under the line after purchase. Again, it's probably cheaper than you think.

RTI Example



Volvo Used Trucks Hotline
0844 579 1210



email: usedtrucks@volvo.com
web: www.volvousedtrucks.co.uk
search: [volvousedtrucks](#)

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