THE MOVERS & STORERS SHOW 2015: INTRODUCTION

# The Movers & Storers Show 2015 **Exhibition Guide**

Silverstone Circuit, Northamptonshire NN12 8TN **Tuesday 15 and Wednesday 16 September** 

### A word from the organisers

Just in case you are currently shaking your head and looking at your calendar, no, you're not imagining things - the show is a whole month earlier this year. Our usual October dates were snaffled by another removals event, so we'll be at Silverstone next week on Tuesday 15 and Wednesday 16 September. The kids will be back at school by then, and so hopefully things at work will have calmed down enough for you to sneak off and have a brilliant day out at the home of the British Grand Prix.

We're back at Silverstone for a third consecutive year, as no other venue has come close to it for visitor satisfaction. The Truck Show in the Paddock, vehicle displays in the Pit Lane Garages, a fantastic central location close to the M1 and M40, stacks of free parking and the chance to see fast cars driving round the track each day – what's not to love?

Added to which, to mark our third year at the venue our friends at Silverstone are offering 15% off all of their driving experiences to people attending the show. Simply ask for the discount code when you pick up your badge. All of this fun adds to the social feeling of The Movers & Storers Show. It simply isn't quite like any other trade show, and quite right too - yours is a tight-knit industry full of wonderful people who help each other out on a regular basis, and your trade show should reflect that feeling of closeness and camaraderie. That's why this year we're opening up our evening

event on Tuesday, 15 September to show visitors – giving you a chance to continue your conversations, let your hair down, and do some more informal networking over dinner. Give us a call on 02392 736539 ASAP if you would like to book a ticket.

Of course, we have some amazing features lined up this year as well, ranging from a social media and website clinic, to the ever popular Packer of the Year contest, to some of the best speakers we have ever booked – just turn the page for more information.

And as long as you register in advance, it's all free.

It's free because of the support we receive from the exhibitors and sponsors, who are 100% committed to serving your industry, and are all leaders in their fields. We're really grateful to all of them, and to all of you for coming along and making this the best day out in the industry. See you there.

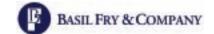












### THE MOVERS & STORERS SHOW 2015: WHAT'S ON?

## What's on at the Show?

We had a fantastic show last year, and we'll be building on that success this year with a completely new feature - the TwentyCi Web & Social Media Clinic offering free advice and support. We're also expanding our party night on Tuesday 15, which is always a great event, so book your tickets now if you want to come along!

As per last year, all the competitions are scheduled for Wednesday 16, so if you want to mix business with pleasure, that's the day to attend. The atmosphere on Tuesday will be a little calmer and more business focussed.

The event is open from 09:30 – 17:00 on Tuesday, and from 09:30 - 16:00 on Wednesday.

### **The Exhibition**

Once again this year we have increased the number of large-scale exhibits (trucks, forklifts, containers, etc.) on show in the Pit Lane Garages, and hopefully we'll get some nice warm September weather which will make it a pleasure to explore. Upstairs in Hall 1 we'll have a diverse range of exhibition stands showcasing a variety of industry-specific products and services. As well as checking out what's new and meeting some fantastic suppliers, this is your opportunity to enter the competitions that many of our exhibitors run on their stands – you could come away with some amazing freebies.

### The Basil Fry & Co Learning Zone

Our free seminar theatre is back on the mezzanine level overlooking the main exhibition hall, and this year it is kindly sponsored by Basil Fry & Co. Our programme is still being finalised as we like to put in as many up-to-date topical presentations as possible, but we know it will include sessions from digital marketing expert James Dearsley, a session on the legalities of self storage, a presentation on how to publicise your company for free by The Mover's own Steve Jordan, and a talk by Ashley Boroda about winning pitches. Several sessions were standing room only last year, so make sure you get a seat early.

### The Movers & Storers Truck Show sponsored by Matthew James

### (Wednesday only)

Now, this is one for you petrol heads. This competition is your chance to show off any vehicle in your fleet that makes you proud from a vintage van to a pantechnicon. Entries will be displayed in the parking area immediately opposite the Pit Lane Garages on Wednesday, and judging will be overseen by Matt De-Machen from Matthew James Removals – last year's winner. There will be cash prizes and trophies available in several categories, plus a great PR opportunity for the winners. You can find more information on our show website, along with the competition entry form.

### **The Simpson Packaging Packer of the Year Contest**

### (Wednesday only)

We are pleased to announce the return of this extremely popular competition, which will once again be sponsored by Simpson Packaging. This year, the competition will be devised and run by Britannia Reeves who have worked extremely hard to produce a great challenge for you. It is completely free to enter the contest, but due to high demand we suggest that you pre-register – for the last two years running we have been fully booked with people wanting to have a go. The winners will receive a crystal trophy, a £100 cash prize and a £100 voucher to spend at Simpson Packaging as well as bragging rights for twelve months.

### **The Movers & Storers Show Party Night**

Previously known as the Exhibitors' Party, this year we're expanding our Tuesday night shindig and offering tickets to anyone attending the show. Those who have managed to get an invite in the past will already know that this is a fab night out - a relaxed and sociable business event, with great food and drink, entertainment, and usually one or two surprises! Tickets cost £60 per person (which includes a donation to Macmillan) and need to be booked in advance – see the bottom of the page for contact details.

### The TwentyCi Web & Social Media Clinic

Are you mystified by Instagram? Are you missing the point of Twitter? Maybe your website needs a refresh and you don't know where to start? Well don't panic – just book an appointment with our expert advisers at this year's new feature - the Website & Social Media Clinic sponsored by TwentyCi. We can set up your social media accounts for you, advise on how to maximise your online presence, and offer tips and solutions to help you get the most from your website - all completely free!

### The Manage My Moves Café & Networking Lounge

As always, the Networking Lounge is at the heart of the show in Hall 1, and this year it is sponsored by new exhibitor Manage My Moves. It's a great space where you can grab a coffee, take the weight off your feet, chat to your colleagues and enjoy great views of the on-track racing action.



Telephone: 02392 736539 Email: info@themoversandstorersshow.co.uk #MoverStorerShow

**The Mover** 





## **Exhibitor Information**

At the time of going to print, the floor plan and full exhibitor list was still being finalised. These will be handed out at the show and posted on the show website as soon as possible.

In the meantime, these are some of the great companies you can meet at the event.



### **Active Supply & Design (CDM) Ltd**

The long-term presence of Active in the self-storage industry has placed them as the market's leading provider of self storage solutions. The company's philosophy of concept to completion; based around design expertise, attention to detail and effective contract management, make them the perfect construction partner for projects large and small whether you are a new entrant to the industry or an established operator. Active successfully work with many removal companies across the UK by integrating self storage to work in tandem with their current removals businesses, allowing removers to benefit from the high demand for self storage.

T: 01270 215200

E: Richard@askactive.com

W: www.askactive.com



### **Administer Software Limited**

Administer Software Limited provides office software (IT) that enables removals and storage companies to successfully manage their business, improve customer service, and improve efficiency and profitability. The products are fully integrated and have been designed to address the specific needs of the removals and storage industry in the UK and with the understanding that no two movers are the same.

T: 0845 430 8901/02

E: colin.wynn@administersoftware.co.uk

W: www.softwareformoving.com



## A Haywood & Sons Ltd

Haywood are wholesale suppliers of packaging materials, work wear clothing and protective covers. We have been suppliers to the removals trade for over 90 years and have built a name for quality products and competitive pricing. Visit our stand and see a selection of our popular products most of which can be delivered next working day.

T: 0800 074 4101 / 0113 230 450

E: - sales@haywoodsltd.co.uk

W: www.haywoodsltd.co.uk





### The Alliance of **Independent Movers**

The Alliance of Independent Movers is the trade association designed with the modern removals company in mind. As well as marketing directly to the public, AIM offers its members support and advice to help them grow their businesses. AIM launched at the 2013 show, and is looking forward to another year of assisting its growing number of members.

T: 0208 892 0369

E: scott@aimovers.org.uk

W: www.aimovers.org.uk



### **Allports Group**

Established in 1959, the Allports Group has a tradition of serving commercial vehicle operators throughout the United Kingdom with products and services. During our 56 years the Allports Group have developed successful operations in key business areas, including Authorised Distributors for Renault Trucks, Allports Rental and Contract Hire specialists, Bodywork Repair and Paint Centre, and more recently Deker Trailers.

T: 01543 420120

E: enquiries@allportsgroup.co.uk

W: www.allportsgroup.co.uk



### **Anglo Pacific World Movers**

Anglo Pacific offer frequent sailings on all routes to major destinations worldwide. With depots in London, Manchester and Glasgow we offer a competitive groupage solution wherever you are located. We'll arrange shipment on the vessel promised and nominate reliable FIDI agents at destination. We understand your business and will ensure that your goods are handled professionally from start to finish.

T: 0800 085 4105 or 020 8838 8078

E: trade@anglopacific.co.uk

W: www.anglopacific.co.uk



### The BAR

We are delighted to be attending the show this year and see real potential for attracting new applications for The Federation of Removers (FOR). We recognise that as the only properly constituted Trade Association for our industry, we have a duty of care to Members and clients alike to exert our influence over the wider industry to continuously improve on service delivery and customer care and see our attendance at the show as an opportunity to do exactly that.

T: Ian Studd, BAR Director General - 01923 699480

E: commercial@bar.co.uk

W: www.bar.co.uk



## **Basil Fry & Company Ltd**

Basil Fry & Company Limited is the recognised leading provider of removal, storage and self storage insurance products with over 1,500 clients nationwide. As members of both the BAR and SSA we have exclusive schemes that allow you to maximise revenue as well as providing you with the widest cover in the market place. These policies, partnered with specialist advice from our dedicated account handlers, make Basil Fry the perfect business partner.

T: 01372 385985

**E:** broking@basilfry.co.uk

**W:** www.basilfry.co.uk



## **Britwrap Reusable Mattress Bags**



**T:** 0151 934 1250

E: info@weirbags.co.uk

W: www.britwrap.com



### **BAR Services**

BAR Services supply all packaging and moving materials for the moving and self store industry and was founded in 1977 as a subsidiary and commercial arm of the BAR. We pride ourselves on offering a professional and efficient service and are renowned for supplying quality products at competitive prices. To discuss your packaging need please contact us on 01342 870087.

T: 01342 870087

E: miranda@barservices.co.uk

W: www.barservices.co.uk





### **Bespoke Bodies Ltd**

We design and build quality removal truck bodies. Only Bespoke Bodies guarantee to save you money and make your life easier. Challenge us at the show!

T: John - 01925 850 722

E: Enquiries@bespokebodies.com

W: www.bespokebodies.com



### **DKV Euro Service**

Are you looking for the optimal all-in-one solution for fuel, toll, refund and excise recovery as well as advanced online tools? Not just for Europe but also for the UK? DKV Euro Service offers you all you need for effective fleet management. Come and see us at our stand for tailor-made advice. You drive, we care!

T: Valerie Bamping - 07739 774111

**E:** Valerie.Bamping@dkv-euroservice.com





#### **Currencies Direct Ltd**

Currencies Direct has been partnering with removal companies since 1996, helping their customers make huge savings on their overseas money transfers. Find out how you can generate a significant additional income stream with minimal effort, whilst your staff benefit from some fantastic incentives. If your business has any involvement in deep sea or European moves please come and talk to us.

T: Rob James, Account Manager - 0207 847 9400

E: robert.j@currenciesdirect.com



### **Flame Recruit Ltd**

Flame Recruit Limited are a specialist recruitment consultancy that deal with finding experienced removals professionals for the industry.

**T:** Ray Inskip – 01621 874999

**E:** ray@flamerecruit.co.uk

W: www.flamerecruit.co.uk



#### Gauntlet Relocation Insurance Brokers

Gauntlet Relocation Insurance Brokers are independent brokers based in Sussex. Managing partner Graham Puddephatt has worked within the removals and fine arts insurance market since 1996. We are very proud to be attending this year's show and look forward to meeting old friends and new contacts. We will have various underwriters on stand to discuss any issues directly.

**T:** 01825 890983

**E:** grahampuddephatt@gauntletgroup.com



### Janus International

Janus International is the global leader for self storage solutions. Our innovative and durable product range has been used to build over four million self storage units around the world. Working with the world's leading self storage brands we have the skills to assist with any self storage project. Janus International is the company to trust with your self storage project.

**T:** Graham Lomax - 0191 518 5830

E: sales@janusintl.co.uk

W: www.janusintl.co.uk



### **Jungheinrich UK Ltd**

Jungheinrich UK Ltd is the British subsidiary of the world's third largest suppliers of logistics solutions. Over the past 50 years, the company has evolved from a manufacturer of handling equipment to a logistics service provider offering supply chain management solutions covering everything from hand pallet trucks, fully automated warehousing systems and quality market leading refurbished forklift trucks.

**T:** Louise Turton – 01908 363184

**E:** louise.turton@jungheinrich.co.uk



## Kidds Services: Removals, Storage & Shipping

Removals, storage and shipping as well as training services. Contact Philip Kidd on user@kidds.co.uk.

**T:** 0800 252220 or 01964 537000

E: user@kidds.co.uk

W: www.kidds.co.uk



### **Mac's Truck Sales Ltd**

We have built and supplied furniture vehicles to the removal industry for over 35 years. We are at the forefront of the latest innovation in this market, despite the many changes the industry has faced. Please visit our website www.macstrucks.co.uk.

**T:** 01422 311999

E: martin@macstrucks.co.uk

W: www.macstrucks.co.uk



### **Manage My Moves**

- Maximise every lead
- Complete job management
- Simple document and invoice production
- Use on any device (PC, Mac, Android)
- Built by removers for removers
- Tailored for you

We know the industry inside out and can help with every aspect. Our team has helped dozens of clients achieve their goals and continue to enhance the system to help many more. For a free demonstration call 0800 533 5136.

**T:** 0800 533 5136.



### **Move Assured**

Move Assured is an organisation that specialises in promoting professional, independent removal companies. Members of Move Assured have been checked and accredited & are constantly monitored via their feedback. Consumers can have added confidence in the choice of removal companies knowing they are part of a professional trade body.

**T:** 07594 161 59

E: info@moveassured.com

W: www.moveassured.com



### **Mr Box Ltd**

Mr Box specialise in supplying containers for the self store industry. We are members of the Self Storage Association and supply containers to over 50 existing self store clients throughout the UK. With a network of depots and vehicles throughout the UK, we are able to deliver containers direct to your location and offload and position them. Containers are available for purchase

T: 0800 783 9885 or 01473 833775

**E:** sales@mrbox.co.uk

W: www.mrbox.co.uk





#### **Moveman Pro**

The MoveMan Pro suite of products provides removal office software solutions suitable for companies ranging from one user to multi-branch companies. MoveMan is designed to save you time and money through reducing administration and repetitive tasks, whilst increasing your professionalism. Unique features such as drag and drop, web data imports, mobile survey solutions can all help streamline your business

T: Chris Elson - 0845 543 8451

E: sales@movemanpro.com

W: www.movemanpro.com



## **Next Level The Removers Consultants**

Established 2015 by Mark Ratcliffe and Andy Pearson to help the small to medium-sized remover Move Up to the Next Level. With over 60 years' experience in the industry the duo are well placed to help other movers avoid the pitfalls, increase profitability and save money. Services include advice on: operators' licencing, warehouse planning, new concepts in furniture moving, training, vehicle selection and much more.

T: Mark Ratcliffe -01323 644207/07437 414589 Andy Pearson - 07879 653721

W: www.nextlevelremovers.co.uk

NATIONWIDE TRANSPORT BREAKDOWN SERVICES LTD





## **Nationwide Transport Breakdown Services Ltd**

NTBS operate a PAY ON USE breakdown service with coverage throughout the UK and Europe. Operating from our own 24hour bespoke control centre in Denton, Manchester which is manned by helpful, professional and knowledgeable staff who provide support to any type, age of vehicle, plus all ancillary equipment when in need of urgent roadside assistance, at competitive

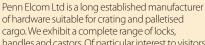
**T:** Stuart – 0161 336 8752

E: stuart@ntbs.co.uk

W: www.ntbs.co.uk







**Penn Elcom Ltd** 

cargo. We exhibit a complete range of locks, handles and castors. Of particular interest to visitors will be our 'Klimp' fasteners designed to secure crates in transit, allowing quick access and speedy storage. Additionally our air dampened Pallet Cushions easily attached to pallets and crates for shock vibration protection are shown.

T: Graham McGrath - 07730 498626

E: graham.m@penn-elcom.com

W: www.penn-elcom.com



#### **PHS Teacrate**

PHS Teacrate is a leading crate rental company moving over 20 million crates every year in the UK, offering the largest selection of plastic crate products available on the market. Our crates, handling equipment and packaging products are suitable for removals and storage. With rental and outright purchase options, complimentary custom logo branding and over 20 years of experience, we're able to offer a versatile and reliable service for a range of industry sectors.

**T:** Michael Dalaimo - 07958 766856

E: michaeldalaimo@phs.co.uk



### **Pound Gates**

We are an insurance broking and risk management organisation delivering amazing outcomes for our clients. We look beyond pure insurance, delivering certainty through a commitment to understanding your business and using our expertise to provide tailored risk solutions.

**T:** 01473 346046

**E**: info@poundgates.com



### **PPS Crate Hire**

PPS Crate Hire provides the best solution for office and commercial moves with the rental of plastic removal crates and handling equipment across the industry. Offering competitive weekly rental rates, excellent customer service and efficient delivery and collections, PPS are here to help your move run smoothly. You can visit www.ppscratehire.co.uk for more information or call 01283 821 502.

**T:** Lucy Allsebrook - 01283 821 502/ 07960 042 719

E: lucy@ppsequipment.co.uk

W: www.ppscratehire.co.uk



### **Quickfit Container Accessories**

We offer a wide range of shipping container accessories and modification parts for retail and wholesale. This includes windows, doors, vents, lockboxes and stacking pins, all designed for fast and easy installation. We also have our newly available Extra Strong Shipping Container Shelf Brackets idea for organising your container or renting to your customers!

**T:** 0207 1188 373

E: sales@quickfitcontaineraccessories.co.uk

W: www.quickfitcontaineraccessories.co.uk



### **Reason Global Insurance Ltd**

Reason Global are the only Lloyds of London broker dedicated solely to the moving and self storage industries. We offer extremely competitive rates and a wealth of experience to ensure you are fully covered with expert advice should a claim arise. If you would like advice on your insurance requirements, please visit us at Centre 1 and come to have a try of our F1 style simulator to win a prize and help us support our company charity, Macmillan Cancer Support.

**T:** Malcolm Pearson - 01273 739961 07789 486919

**E:** enquiries@reason-global.com

W: www.reaon-global.com





### Reallymoving.com

Reallymoving.com is the UK's leading website for home moving services. Thousands of movers use our website to get quotes for removals, surveys and conveyancing each month. Removals firms can receive leads for moves in their local area for 1 and 2 bed moves or 3 + bed moves. Free trials available, free Ombudsman and free feedback system.

**T:** 01727 238010

**E:** Sam@reallymoving.com

**W:** www.reallymoving.com



### **Removals Manager Ltd**

Removals Manager is an intuitive online software platform for running your removal and storage company wherever you are, compatible with tablets, smartphones, on 3G, 4G and Wi-Fi. You can do surveys, quotes, chase jobs and send multiple documents to clients. Removals Manager will also manage your containerised storage. Streamlining the way you work in the industry and importantly saving you time.

**T:** Olly Sampson - 07872 551744

E: olly@removalsmanager.com

**W:** www.removalsmanager.com

RemovalsManager

### **SBR Specialist Coachbuilders**

SBR Specialist Coachbuilders is a family run business, specialising in high quality removal van bodywork and cab top sleeper pods. We also carry out chassis modifications, body refurbishments and paintwork.

T: Chris Seville - 01772 785966

E: info@sbr-msv.com

W: www.sbr-msv.com



### Simply Shredding Ltd

Simply Shredding Ltd is comprised of a network of independent shredding companies throughout the UK. Over the past three years the group has grown to over 50 branches and is now the largest shredding collective in the country. The purpose of attending the Movers & Storers Show is to meet with existing member branches and to offer an exciting business opportunity as a bolt-on to people's existing business, for a very small annual fee.

T: Andy Dickerson - 01482 330791

E: info@simply-shredding.co.uk

W: www.simply-shredding.co.uk



## **Simpson Packaging Group**

Simpson Packaging is the UK's leading supplier of packaging materials, handling equipment, and work wear to the removals and storage industries. Our group company Dependable Packaging is the UK's leading manufacturer of paper blankets and covers.

**T:** 01924 869010

**E:** sales@simpson-packaging.co.uk

W: www.simpson-packaging.co.uk





### StorMan Self Storage Software

Looking to get into self storage? Perhaps you'd like to better-manage your existing facility? Come along and see what our award-winning self storage management software can do for you. StorMan is designed for facilities of all sizes and integrates with your website, popular access control systems, payment providers (CardSave and GoCardless) and much more

T: Chris - +44 800 228 9784

E: sales@storman.com



### **The Mover Magazine**

The Mover is the independent magazine for the global moving industry. It's distributed free to the UK moving industry, by e-mail to a further 7,000 industry professionals overseas and can be read online at www.themover.co.uk. If you're in the moving industry The Mover is essential reading; if you're a supplier, it's the place to advertise your products and services.

T: Steve Jordan - 01908 695500

E: editor@themover.co.uk

W: www.themover.co.uk

## **TheMover**

### **Toyota Material Handling UK**

Toyota Material Handling offers a single contact for all your materials handling need with products and services to be a strong business partner. Toyota offers new and used trucks, short-term hire, operator training, parts and service support. Products include: counterbalance forklifts, hand pallet trucks and powered warehouse trucks.

T: 0370 850 1409

E: we.deliver@uk.toyota-industries.eu

W: www.toyota-forklifts.co.uk



### **Twenty Ci Ltd**

Owners of moveme.com, TwentyCi are specialist providers of new business leads, known as our MoverAlerts, to the removals and storage industry. We hold the most accurate and comprehensive file of homemover data in the UK, capturing 99.4% of the market. Our services range from straightforward targeted lead provision through to full campaign management including postcard design, content advice and fulfilment.

T: Matt Hawkins - 01908 829300

E: data@twentvci.co.uk

W: www.twentyci.co.uk



### **Unique Van Bodies**

We are an established commercial vehicle bodybuilder offering all types of vehicle bodywork, including new vehicles, rebuild and accident repairs. We build long-term relationships with our customers whilst providing exceptional bodywork exceeding expectations. Our commitment to innovation and advanced technology makes us an industry leader - to find out more please visit our vehicle exhibition at the show.

T: 01925 846464

E: info@uniquevanbodies.com

W: www.uniquevanbodies.com

### **Wanna Limited**

Wanna specialises in packaging solutions for the removals and storage industry. We hold huge stocks of standard modular removal boxes, e.g. pack 1, 2, 3, 6 and wardrobe boxes. Whether your order is large or small we can deliver next day using our own fleet. We are also bespoke cardboard box makers, printed or plain to your specification.

T: 0800 32888 34

W: www.wannapack.co.uk

