



# THE SPOTLIGHT

BJ WATERS: SCANIA FLEET

It's Scania all the way for BJ Waters, a well-respected, fourth-generation, family-run business that was founded way back in the 1920s and which specialises in bulk and hazardous material handling

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## Commercial Motor

Bulk haulage operator BJ Waters has bolstered its fleet with a series of new Scania trucks from Keltruck, with more on order for 2024. The number of Scania in its mixed fleet of circa 67 vehicles has been growing since its first mid-lift R500 6x2 arrived in 2020.

James Waters, director at BJ Waters, says: "We trialled the demonstrators and had many meetings with Keltruck's sales team before adding the vehicles to the fleet, and we haven't really looked back since."

In addition to BJ Waters' new additions, its sister company Geo. Siddall is also exploring Scania vehicles. Its 36-strong fleet is currently 99% DAF, with the exception of a 26-tonne P320 6x2 rigid with rear steer and lift axle, which was delivered in April this year. And there are more on order.

## THE FLEET

Seven S500s have been added to the BJ Waters fleet this year. Similar in specification to its first Scania model, the vehicles are kitted out with full LEDs, premium driver's seat, leather steering wheel, fridge and plenty of storage space.

In April 2022, the firm switched to the larger, flat-floored S-cab instead of the R-cab. Waters says: "We're getting better fuel economy from the S-cab Supers, and Scania is leading on fuel across the different makes on fleet." The artic tippers are



**Growing the fleet:** Recently, the firm switched to the larger, flat-floored Scania S-cab instead of the R-cab

averaging around 8.2mpg, and are expected to travel 120,000km annually for around five years.

This time last year, BJ Waters was one of the first firms to put Supers on the road when it took delivery of three S500 A6x2NA tag axles. The Supers have Scania's new 13-litre engine, with a 14-speed overdrive gearbox and a lighter, more efficient rear axle. With the latest deliveries this year, Waters now has 10 Supers on the road.

For 2024, BJ Waters has a mixture of six mid-lifts and tag axles on order. Over at Geo. Siddall, there's an 8-wheeler, 32-tonne P420 XT with rear-steer and a lift axle on order, which at the time of writing was with Central Crane Technicians in Chesterfield. It will be fitted with a FASSI F365A.2.24 crane with a 2,480kg lift capacity at maximum reach of 12.25m. The 8-wheeler will be Geo. Siddall's first Super, and is expected to be

### NEED TO KNOW

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delivered before the end of the year. The firm also has two S500s on order.

The 8-wheel XT is equipped with a heavy-duty 150mm steel front bumper, ideal for site work. It has a 3-star DVS rating thanks to the good field of view offered by the P-cab, and a passenger door window. Waters says the whole fleet is DVS-compliant and “the whole process of kitting out a new vehicle with cameras and DVS equipment is very smooth with Scania”

Paired with the trucks, BJ Waters runs a fleet of aluminium, steel and stainless-steel tippers, predominantly from SDC and Wilcox.

## THE DEALER

The trucks are supplied by Keltruck’s Sutton in Ashfield facility. Keltruck is the largest independent Scania distributor in Europe. The dealer has 18 locations across the Midlands and south Wales. The company’s workshops cover service and repair requirements, as well as providing tacho calibration, brake testing, laser axle alignment, speed limiter test and installation, automatic chassis lubrication, security systems, emission testing, tail-lift facilities, paint facilities, MoT facilities, and specialised ADR and tanker service bays.

BJ Waters’ new trucks will be looked after at

## THE COMPANY

**BJ Waters is a** fourth-generation, family-run business that was founded in the 1920s. The company specialises in bulk and hazardous material handling and its sister firm Geo. Siddall provides general haulage as well as crane and tail-lift vehicles.

Based out of depots in Matlock, Ripley and Telford, BJ Waters and Geo. Siddall operate across the UK and the EU. The group employs around 120 staff, mostly located between the Matlock and Ripley sites. Within the UK around 8,000 tonnes of material are transported daily and an additional 2,000 tonnes go through import and export every week. The new trucks reflect a significant period of growth for the firm, so the fleet is expanding in response.

Although the fleet is mainly cared for in-house, BJ Waters has extended its factory repair and maintenance contracts on six 21-plate and six 71-plate Scania for an additional three years. Maintenance support from Keltruck means the fleet is able to grow without overwhelming the workshop.

the Keltruck Sutton in Ashfield depot. Keltruck account manager Calum Crooks says: “It is a privilege to deal with BJ Waters, a long-established professional family firm that is very well known in the haulage industry. We will continue to do all we can to make sure we are providing BJ Waters with the best service possible, and the working relationship continues to strengthen.” □

**Stand and deliver:** The team at family-run firm BJ Waters like to lead from the front

