



SINCE 1973

Thompsons leads the UK tipper
bodybuilding industry.

**THOMPSONS
GROUP**

TIPPERS FOR LIFE

WWW.THOMPSONSUK.COM

WELCOME TO THOMPSONS

UK'S LEADING TIPPER BODYBUILDER

The majority of Thompsons' 30,000-plus tipper bodies are still in use, having been constructed since 1973.

Founded in East London over 40 years ago, Thompsons has grown into a genuinely national company with offices in Croydon, Blackburn and Dover as well as Edinburgh, the capital of the UK.



Besides the building industry, Thompson's customers include trash, environmental, motorways, utilities, and rental.

Thompsons offers customers the broadest possible product range, better in design and manufacture.

The Thompsons Group has centered around ten factories – 3 in Croydon, 5 in Blackburn, 1 in Edinburgh, plus Charlton in Dover.

Operating on a larger scale means we can maximize our efficiency and productivity.

To achieve this, our factories boast some of the most advanced and expensive production equipment and machine tool systems available anywhere in the world.

The result? Almost every component in our bodies is designed and produced in-house.

Only the Thompsons Group offers its customers a level of capability, quality, and assurance.

Providing truck bodies for the tipping and construction industry is the very core of our business.

For the most part, we're crafted from steel. The Loadmaster is the top-of-the-line rigid, with 15,000 units delivered in the last two decades. Thompsons has added trailers to its line of tippers as a key improvement. Some 250 to 300 skip and hook loaders are sent to us each year.



When it comes to online parts purchasing and true nationwide aftersales in the UK tipper bodybuilding industry, no one does it better than Thompson'. We're here to help. Multiple locations near each other allow us to delegate specialised tasks to each location, such as hydraulics installation on the chassis, body manufacturing, and final installation.



In Dover, we offer a 7-acre property for Charlton. We start with a bare chassis and finish with a vehicle that includes all of the components that we supply and install ourselves, then completely test, paint, and prepare it for use. Tipper bodies from Thompsons are available for rigid truck chassis weighing 7.5 metric tonnes up to 32 metric tonnes.

Built from the ground up in STEEL, they offer the best combination of strength, reliability, and payload capacity.



For a tipper body, it has to be Thompsons. As the UK's leading tipper bodybuilder, we make a full range of steel tipper bodies and other tipper products.

Every model delivering unrivalled performance, reliability and value for money.

LOADMASTER

LOADMASTER LITE

STONEMASTER



Full-featured, heavy-duty steel tipper. Inner skin and four corner posts. Built to withstand the most rigorous conditions. An iconic figure in the history of art.

As a loadmaster, only he has the rear corner posts and a single-skinned body. Highly potent and highly adaptable.

Reducing weight even further, Stonemaster is the lightest steel tipper body in the range, maximising payload without compromising operating reliability.

WASTEMASTER

SANDMASTER

WORKMASTER



A demount body for use with hookloaders, Wastemaster can be specified in various formats including a high cubic capacity bulk body for waste work or with conventional height sides for general site work. For carrying plant, a model with fully detachable sides and lashing rings is also available.

A Loadmaster Lite, in aluminium. Perfect for payload – max sand and gravel applications. Sandmaster a top choice whether for 18, 26 or 32t operation.

Workmaster is a dropside body, typically for 18t chassis working in highways or utility applications. A steel floor combines with spring – assisted aluminium dropsides to deliver long term strength, durability and safety / ease of use.

Which industries benefit from our products?

Tipping & Construction

Recycling Waste

Public Services



Providing truck bodies for the tipping and construction industry is the very core of our business. On any building site in the country, you will find trucks with Thompsons' bodies taking soil and old materials out while bringing aggregates and new materials in. How did we get into this dominant position? Simply by designing and producing tipper bodies that are better than any others.

As we consume, we throw away more and more of our resources. In addition, everything has to be shifted. When it comes to hauling wood, plastics, and scrap for recycling and rubbish disposal, large trucks are necessary. Vehicle specs can be acceptable – tweaked to be ever more productive in terms of cargo – when the physically demanding tipping out on garbage sites loses way to the purpose-built recycling centres.

Telecommunications, Gas, Electricity, and Water. In businesses like these, major PLCs and their suppliers operate hundreds of trucks ranging in weight from 7.5 to 32t GVW. Thompsons is well-positioned to provide Utility and Public Service operators with the truck bodies they require thanks to our unrivalled product line.

Highways

Rental

Defence



At Thompsons, we go further. Much further. It is a good thing because there is a wide range of applications for each specific vehicle when it comes to highway vehicles. Repairing road surfaces, digging trenches, expanding sidewalks, removing obstacles, putting up signs, upgrading street lights, and responding to emergencies are among tasks that Highways vehicles are tasked with.

When it comes to renting a truck, few are more difficult than a tipper. As a result, in this sector, the emphasis must be on usability, simplicity, and, most importantly, dependability. Rental vehicles must be able to operate 24 hours a day, seven days a week, and at a low cost to the owner.

We provide a wide range of option for the military industry.

How we sell our products ?

There are two types of distribution channels: direct and indirect. As the names would imply, direct distribution is a direct sale between the manufacturer and the consumer, and indirect distribution is when a manufacturer utilizes a wholesaler or retailer to sell their products.

80% of our sales are through indirect channel

The rest of our sales are through direct channel

Thompsons customers include anyone who owns, operates or supplies tippers and special purpose trucks. In particular, our clients include:

Owners & Operators

The fact is that more owners and operators use Thompsons bodies than any other brand when it comes to construction, demolition, building supply, waste handling, environmental services, utilities, roadways, and plant and mechanical equipment.

Truck Manufacturers

We also supply our bodies directly to the truck manufacturers, not just for their own demos, but often for their volume bank stock vehicles as well.

**VOLKSWAGEN GROUP -VOLVO GROUP-
MERCEDES-BENZ -Scania AB etc.**

Truck Dealers

In order to provide their clients with the best possible vehicle package, truck dealers specify Thompsons or Charlton bodies..

Rental & Leasing Businesses

Among the UK's major vehicle suppliers, we have had the most significant influence in the rental and leasing industry, where our bodies give the highest level of performance and dependability and the best potential residual value.

Additionally, tipper operators can order components from Thompsons and Charlton via the Internet, as well as pick them up at the store.

You may acquire anything from a set of hydraulic seal replacements to a whole sheeting system by visiting www.thompsonseparts.co.uk.

There are already more than 5,000 unique component lines available on our e-Parts site, which includes not only our own bodies but also leading OEMs like Edbro, Hyva and Binotto. Then there's a whole slew of additional accoutrements that may be purchased.

For the tipping business, Thompsons e-Parts is a true 'first.' When you need them, these are the parts you can receive right away.

We sell tipper bodies directly to consumers who want to swap out their old ones with one of ours via our marketing and advertising platforms.



Strategies for pricing our products

Price Strategy

- Firm demands and goals must be prioritized, as well as the logic and rules that govern the business (e.g., price distance to competitors)
- Analytics and forecasting for pricing
- Real-time market performance transparency
- Transparency on tactical budgets and transaction pricing in real-time, comparing anticipated and actual values
- Price-volume effects can be simulated.
- Keeping tabs on the prices of competitors
- Price crawling of competitor prices and advertising activities is included.
- Insights into local markets gleaned from a wider pool of public information.



Advertising



Brand awareness.

Marketing our brand online has increased customer loyalty and persuaded various stakeholders that we are the right firm to work with. Online marketing is a tried-and-true strategy.

Think of our company as a thought leader in our industry.

- *As a result of our commitment to thought leadership, clients see us as a go-to source for professional counsel, helpful information, and education.*

Email marketing newsletters allow us to keep in touch with potential customers by capturing their email addresses to send them emails regularly.

Effective PPC and Google Ads.



Investing for the Future

- Why is Thompsons the market leader? First and foremost, because we continuously invest in the future.
- Our resources, in whatever guise, give us greater capability. Over time, such capability translates into leadership, and profitability.
- By re-investing those profits into further resources, the cycle can continue.
- We do more because we can do more. So our leadership grows.

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Reffrence :

www.thompsonsuk.com

www.carlogos.org