

**D**oncaster Motor Spares Ltd has been one of the country's top vehicle dismantlers for a long time now, and the acquisition of 27 acres of derelict industrial land on the outskirts of Doncaster simply confirms that position. Managing director, Richard Martin has since taken this site and developed a dismantling operation befitting of the 21st century.

Nobody gets to this point without a great deal of effort and it's worth spending a few moments looking at the journey that brought Doncaster Motor Spares to their current position. The company was founded back in 1939, and during the intervening years has maintained a policy of steady growth with re-investment being a top

priority. Today the company operates seven licensed sites within the Yorkshire and Humberside region, employing just under 100 staff to process the 18000 plus vehicles handled each year.

The list of equipment is extensive with many de-pollution rigs, miles of car storage racking, two static car balers and a mobile one as well. Then there are the five delivery vans constantly in use between the licensed sites and 15 transporters. Doncaster can quite rightly claim to be the North's number one vehicle dismantler.

**So why the need for the new site?** Richard explained, "We were running out of capacity in our existing sites and with seven separate locations, it is easy to become disjointed. In Doncaster we had the opportunity to sell our main site in Toll Bar which gave us the push to acquire the new location".

The new site also means that they have been able to relocate what was previously on three individual sites in and



around Doncaster, bringing the salvage auctions, commercials vehicles and 4 x 4 vehicle sales onto the one base. In turn, this streamlines the management of the business whilst at the same time reducing the environmental impact of transporting vehicles and parts between sites.

It is important to stress, that the whole 27 acres is not dedicated to dismantling and salvage although the vast majority is. For example, thirteen industrial units are being erected on two acres of the site.

# ULTIMATE DISMANTLING

Take an abandoned 27 acre industrial site, throw in a boat load of concrete, make a wish list for the perfect dismantling setup, find a very large chunk of money and this is what you get...  
*...and it doesn't come much better than this!*

What you really appreciate when you visit the site is the sheer scale involved. We have all moaned and groaned about the amount of money that has been spent on concrete in our industry but Doncaster take it into a new league. The slab simply goes on and on. Then there is the cantilever racking that sits on top of the concrete. This has been supplied by DH Structural Services allowing vehicles to be stacked four high in a manner that allows vehicles to be moved and sorted very efficiently.

When you go inside the buildings it just gets better. The depollution bay is fitted with no less than eight SEDA rigs, in two bays of four units each. Supplied by DPE, these give the site the capacity to process up to 192 elv's per day. The parts stores are equally impressive with the latest state of the art racking system. None of areas are individual entities. The whole site has been designed to integrate the company's functions from salvage to auctions and depollution to parts, the assembly of this facility really is a site to behold!

**So what of business today and in the future?** Doncaster's current business is split 50/50 between salvage and parts and Richard doesn't see this ratio changing significantly in the near future. He does see growth in exports, Eastern Europe and Russia currently account for 10% of their turnover. He also sees great potential for their internet auction market which has been steadily growing for the last 3 1/2 years. Richard expressed concerns over what will happen to the dismantler when metal prices drop. "The car industry appears to have discharged its financial responsibilities for increased recycling and the dismantler is footing the bill. At the moment high prices are allowing us to do that but it won't last forever".

And what about expansion into the rest of the country? If I read Richard correctly I don't think that's part of the plan, "there's still plenty to develop around here". This was demonstrated by the latest announcement that they have bought Willingham Car Spares. This is an eight acre site

in Hull which should push their capacity next year over 25,000 vehicles. DMS are planning an open day when the new site is fully operational - I would recommend the trip to anyone interested in dismantling.

**Far left:** DPE have installed Eight SEDA de-pollution rigs to handle up to 192 elv's per day (3 per hour based on an 8 hour shift). In total the company has 16 depollution rigs giving a capacity of 384 elv's per hour.

**Left:** State of the art racking system minimises the time the customer has to wait so counter staff can deal with more customers per day.

**Below:** Computerised systems automate picking lists. DH Systems computer software link all sites together allowing each location to sell stock from all locations.

15 transporters are required to keep the business moving along with 5 vans transferring parts between sites.

Used 4 x 4 sales; another part of the business which has relocated to the new site.



**Above:** Receiving ISO 14001-R Richard Martin, George Guy Regulatory Compliance Manager DMS, Peter Stokes Vehicle Compliance Manager for Volkswagen Group United Kingdom Limited and CARE Group Chairman, Steve Townsend Operations Director Institute Assessment & Certification.

**Left:** DH Structural Services' cantilever racking. When you're dealing with this many vehicles, effective storage and accessibility are essential to maintain an efficient operation.

