

AET Transport Services

Business Sector: Transport

Business Size: 1-49

Region: South West

Business Profile: AET specialises in transporting heavy machinery and wide, heavy or difficult-to-move loads for clients including utility companies and large blue chip firms in the UK and across Europe



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Andrew Trotter
Managing Director

The challenge

AET Transport Services, of Hamworthy, Poole, is investing for expansion. The family-owned firm has grown steadily since it was set up in 1977 by Alan Trotter. Today the company is run by his son Andrew, and is focusing on expanding its fleet of vehicles, its premises and on training as it looks to take on ever larger contracts.

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The solution

One of the most complicated jobs it carried out in recent years was the transportation of a massive, purpose-built autoclave from Lincoln to Airbus' Broughton site. Today AET Transport Services has 18 specialist lifting vehicles and is this year moving to a new four-acre site.

Now 16 of its 23 members of staff are starting training on an NVQ level 2 in plant operations, something that the company believes will help it take on bigger contracts in future as customers increasingly put an emphasis on using well-qualified staff.

Training needs were identified by Train to Gain Advisers and the training was then carried out by a training provider, Quality Training Consultants.

The results

Andrew Trotter, managing director, said: "It shows how forward thinking this company is, investing the time in getting people qualified. Being one of the few companies in the industry to have people with these qualifications will give us a sales advantage."

What is Train to Gain?

Train to Gain is a service offering independent advice on improving the skills of your employees. The Service helps employers – of all sizes and in all sectors – to boost their business by training their staff.

Independent Business Link Advisers help you to find the right training and the right providers, and construct a training package tailored to each business.