

# One stop solution for trailers ensures fleets keep rolling

**Fleet Assess** gives *Roadway* the lowdown on trailer rental, and tells why many more businesses are turning to rental to help them maintain a consistent service to customers

**Q: How long has Fleet Assess been in operation? How would you describe your service?**

**A:** Fleet Assess is now coming into its fifth year, but this isn't where things started. The two company directors and owners of the business have more than 30 years' experience in the road haulage and trailer sector. With this much experience behind us, we've built up many fantastic relationships throughout the industry.

Our service is very much a one-stop solution for anything related to commercial trailers. We pride ourselves on a high quality, reliable, "can do" service which is embraced by our customers. We like to offer the customer what we refer to as a "guardian angel" service. This means that we are always there, ensuring customers' fleets keep on rolling, stepping in when necessary, with no delays, complications or hassle, as and when required.

**Q: What are the long term and short-term benefits of trailer rental – particularly at this time of year?**

**A:** There are key cost and operational benefits to trailer rental, both short and long term. In the short term, you can commence contracts with little notice. By utilising rental equipment operators can get to grips with the job before committing to purchasing equipment. Rental is also ideal to cover peak times in the year.

For long term contract hire, typically five years, rental rates are fixed, and liveries can be included. With no disposal worries at the end of the term, you can renew or return the equipment with no hassle.

For both short and long-term options, Fleet Assess treats the management of the equipment the same. The customer and the equipment are given full support during the duration of the hire and this is really where we believe the benefits to be.

We are coming up to a peak in demand



for our rental services, with traditional highs around the Christmas period for retailers and the like. The sooner customers let us know their potential requirements, the better we can respond to their needs and ensure that they have the right trailers for the job in hand.

**Q: What types of trailer rental contracts do you offer?**

**A:** Our trailer rental contracts always offer flexible solutions for our customers. Before any contract we aim to understand the customers' needs and operational requirements. Contracts generally come with the benefit of being fully managed with a maintenance package. We are always flexible, contracts can take account of existing relationships, for instance if a customer has an existing tyre contract, we can factor this in.

**Q: How are your trailers maintained?**

**A:** We plan scheduled maintenance work with our customers within their service cycle and in line with their O License, taking away the hassle factor.

We have a nationwide network of engineers, who can respond to any given incident or eventuality. With more than

“ Before any contract we aim to understand the customers' needs and operational requirements ”

50 engineering partners, we provide fully comprehensive coverage for any trailer rental issue.

This is backed up by our mobile workshop units, which can be deployed to any location for reactive works as required, taking maintenance to the trailers.

**Q: Do you offer other services, on top of rental? Are used trailers offered for sale?**

**A:** We appreciate not all customers want to rent equipment and would prefer to purchase. We offer trailers for sale, both new and used. Our used stock is fully approved, having undergone full service and maintenance procedures, prior to any sale, ensuring high quality and reliable trailers. With our fleet management package, our customers get the best of both worlds as we manage and maintain units.