

23 February 2016

Total Reefer trailer deal bears fruit for NV Transport

A history of excellent customer service has borne fruit for Total Reefer, after the company agreed a deal to supply NV Transport with a trio of new Schmitz Cargobull trailers on a three-year full-service contract hire agreement.

Total Reefer, part of the Asset Alliance Group and a specialist in temperature-controlled vehicle contract hire and leasing, furnished the Chichester-based firm with three new S.KO COOL tri-axle reefers, fitted with Thermo King SLXe-300 cooling units. The trailers will deliver fresh fruit and vegetables to supermarket chains around the country, including Lidl and Morrisons.

Steven Zwinkels, NV Transport Managing Director, says: “We’ve worked with Total Reefer for three years, and have come to greatly value the company’s commitment to honest, reliable and expedient customer service.

“Acquiring the trailers on full-service contract hire gives us access to a modern fleet which can then better serve our customers. Plus, the business stability offered by contract hire is definitely an advantage for our operations, as the fixed-per-month payments take the risks out of fleet management, and subsequently helps us better control our costs.”

Under the agreement, Total Reefer will retain ownership of the trailers – and shoulder the associated operational costs, including servicing, maintenance and repair requirements, tyre replacements, breakdown cover and safety inspections.

Total Reefer also ensures that annual temperature control testing and certification, plus full F-Gas regulation compliance, is included – guaranteeing total peace of mind for the customer. At the end of the term, NV Transport simply returns the trailers to Total Reefer – cutting down on red-tape and allowing the company to focus on its core business.

NV Transport operates a mixed fleet of 27 trucks and 35 trailers from its depot in West Sussex, with approximately 60 per cent of the trailers supplied by Total Reefer. This includes a small fleet of single-axle trailers which Total Reefer’s sister company, ATE Truck and Trailer Sales, comprehensively refurbished to suit a contract on the Channel Islands.

“Total Reefer’s ability to source trailers and tractors on demand has been immensely helpful as our business has grown – so much so that we can ring up, ask what’s in stock, and say ‘we’ll take it’ in one call,” Zwinkels adds.

Steve Barker, Sales Director at Total Reefer, says: “We’ve worked to ensure NV Transport gets the best in support for every trailer and truck we’ve provided, even going so far as to appoint a particular maintenance supplier which is known and trusted by the company.”

A second-generation family-run business incorporated in 2005, NV Transport has built its reputation on providing punctual delivery services, and a “can-do” attitude to road transport.

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About the Asset Alliance Group

Asset Alliance Limited was founded by Willie Paterson, former Managing Director of Alliance & Leicester Commercial Finance PLC with investment capital from one of the UK's leading private equity companies, Cabot Square Capital LLP.

In early 2010, a number of senior managers from within the commercial vehicle industry, who share a passion for delivering a high quality service designed to meet the individual needs of customers, were recruited and the company began trading in May 2010.

Sales and administration offices were quickly established in Scotland and then Wolverhampton, where the Asset Alliance Group was established in 2011 following a merger with ATE Truck and Trailer Sales Ltd, the UK's leader in used trailer and truck sales. In September 2013, the group purchased refrigerated trailer specialist, Total Reefer, and in January 2016 added specialist bus and coach finance intermediary Forest Asset Finance to the group portfolio.

Today Asset Alliance Group is financially robust and accesses its own funds provided by independent investors. With a strong client base, the number of assets under management has grown rapidly in recent years as the group provides flexible finance and funding solutions at times when other lenders are withdrawing such support the industry.

For more information please visit www.assetallianceltd.com

AAG/004/16