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Steel supplier Shawston tests Asset Alliance's metal with full-service contract hire deal

Asset Alliance has secured its first order from specialist steel piping supplier Shawston, placing two 7.5-tonne DAF LF 150 dropside and a Ford Transit van on a five-year full-service contract hire agreement with the company.

Key to securing the order for Asset Alliance, part of the Asset Alliance Group and a specialist in commercial vehicle contract hire, finance, rental and leasing, is its reputation for providing flexible, bespoke finance packages, and excellent customer support.

Steve Wilson, Group Operations Manager at Shawston, says: "Asset Alliance's competitive full-service contract hire rates made the company the ideal choice for our fleet expansion. The firm's full-service package works well for our business, particularly because of the flexibility it brings to our fleet, compared to purchasing vehicles outright. The fixed-price monthly payments also make it easier to manage a vehicle's lifetime costs and effectively provide us with a warranty on the vehicles for the full five-year term."

The two new trucks, one of which replaces an older vehicle, and the new van will operate from the company's site in High Wycombe, delivering a range of steel piping products to building sites across London, and on occasion as far as the West Midlands and Dorset.

The steel supplier expects the new trucks to cover up to 28,000 miles each year, working five-and-a-half days per week. The new arrivals join a fleet of 11 commercial vehicles, ranging from vans to 26-tonne rigids.

Shawston specified the trucks' dropside bodywork from Bevan Group for the contract to facilitate easier loading of its range of steel fittings, pipe supports, tubes and valves, which are used in mechanical engineering and fire protection products. Both vehicles are also fitted with a fall protection system to maximise operator safety for the FORS-accredited fleet.

Asset Alliance will retain ownership of the vehicles under the agreement, and will take on all the associated costs, including tyre replacement, breakdown cover, safety inspections, servicing, and repair and maintenance requirements.

When the agreement ends, Shawston will return the vehicles to Asset Alliance, avoiding any of the stresses associated with used vehicle disposal.

With its four strategic locations in London, Manchester, Birmingham, and Glasgow, and almost 50 years' operational experience under its belt, Shawston is an expert in supplying steel piping equipment for the UK's mechanical engineering and fire protection products' industries. The firm can also offer bespoke fabrication services, thanks to its 8,000 ft² fabrication facility and its 20,000 ft² steel tube processing division.

ENDS

Note to editors:

Asset Alliance Group is redefining the way companies acquire commercial vehicles, through its brands [Asset Alliance](#), [ATE Truck and Trailer Sales](#), [Forest Asset Finance](#) and [Total Reefer](#).

The Group occupies a unique position in the market, as it uses its own funds and significant buying power to supply multi-brand vehicles on any combination of contract hire, operating lease, finance lease or hire purchase. This flexibility, combined with a transparent and consultative approach, helps customers drive maximum efficiency from their fleets.

Asset Alliance Group also stands out for maintaining full control of residual risk through its retail arm ATE Truck and Trailer Sales, which protects customers from overly strict return conditions commonplace in the industry. Its modern workshop facilities also keep end-of-life costs to a minimum and provide the opportunity to refurbish vehicles in-house for an additional life in service.

The Group is headquartered in Wolverhampton and was founded in 2010 by Willie Paterson, former Director of Commercial Finance at Alliance & Leicester plc.

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