

Stoke-on-Trent, June 24, 2020

BNP Paribas Rental Solutions appoints Michelin as its preferred tyre supplier

Michelin is now supplying tyres for BNP Paribas Rental Solutions' UK fleet, as part of a new agreement with one of Europe's largest asset finance, leasing and rental specialists.

The deal sees Michelin's Services & Solutions division supplying all tyres on a fully managed basis across a nationwide fleet of specialist mission-critical vehicles – each with individual policies tailored to meet the needs of BNP Paribas Rental Solutions' customers.

Fitting and maintenance will be carried out on Michelin's behalf by service partners ATS Euromaster and Tructyre ATS, whose mobile technicians are in the process of rolling out the manufacturer's tyres across the fleet.

Benoit Laflamme, Head of BNP Paribas Rental Solutions UK, says: "We are delighted to announce this new partnership offering quality and professionalism that will ensure delivery of first-class service to our customers.

"It's not a one-size-fits-all policy; Michelin is using the full extent of its tyre range to cater for our varied customer base, which operate everything from specialist vans to HGVs, including fuel tankers, cranes, car transporters, refuse collection vehicles and refrigerated trucks on intensive multi-drop work."

The partnership has already hit the ground running, with BNP Paribas Rental Solutions supporting fleets in the fuel, builder's merchants, traffic control, distribution, healthcare, fuel and waste sectors that have helped keep the nation on its feet during the coronavirus pandemic.

"Delivering maximum fleet uptime is one of our key value pillars and we pride ourselves on delivering a fast, efficient, market-leading service," says Ged Mellish, Head of Operations, BNP Paribas Rental Solutions.

"The early feedback we've had has been outstanding. One of our large national customers reported the level of service they have received is the best they have ever had. The Michelin product, as a whole, fits perfectly with what our company is all about – and that's quality."

Andrew French, Michelin's Director of Services & Solutions for the UK, Ireland and Nordics, says: "We have a track record for delivering customer-centric solutions backed by high-technology products, alongside quality customer service, and this reputation was key to winning this significant new contract.

"The team at BNP Paribas Rental Solutions were clear from the outset that they wanted a tyre management solution where the focus was on sustainable mobility, enhancing their green

credentials, and that's precisely what we've been able to deliver. It reinforces the shared values of both companies and it will allow us to partner on a number of different levels going forward."

For further information on the Michelin commercial vehicle tyre range visit <http://trucks.michelin.co.uk/>

Ends

Michelin, the leading mobility company, is dedicated to enhancing its clients' mobility, sustainably; designing and distributing the most suitable tyres, services and solutions for its clients' needs; providing digital services, maps and guides to help enrich trips and travels and make them unique experiences; and developing high-technology materials that serve a variety of industries. Headquartered in Clermont-Ferrand, France, Michelin is present in 170 countries, has more than 127,000 employees and operates 69 tyre production facilities which together produced around 200 million tyres in 2019. (www.michelin.com)



<http://twitter.com/MichelinTruckUK>



<https://www.linkedin.com/company/michelin-trucks-&-buses-tyres-europe>



<https://www.youtube.com/user/Michelintrucktyres>

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