

Case Study



Ventilation and indoor climate system solutions developer, manufacturer and distributor Lindab, was left with an ageing fleet of 35 vehicles when its existing supplier exited the UK.

Prohire sourced and supplied brand new vehicles, including a bespoke build, on full contract hire and in line with Lindab's replacement programme.

Pre-contract hire vehicles were provided to support Lindab whilst their new fleet was in build, enabling Lindab's 22 branches to remain highly utilised and operational avoiding further unnecessary downtime and cost.

More vehicles are on order from Prohire which now manages Lindab's multi-site national fleet.

Challenges

When its existing supplier exited the UK, Lindab's fleet was automatically transferred to another fleet provider. Lindab was left with an ageing fleet of 35 vehicles comprising of different asset types including 3.5-tonne curtainside vans and 6x2 44-tonne articulated tractor units. The fleet was experiencing higher levels of breakdowns and VOR events.

Lindab was unhappy with the service provided by its new provider and the long lead times quoted to replace its current fleet.

Lindab was struggling to find a provider it could trust with its fleet requirements. It also wanted to increase vehicle up time and fleet efficiency. Lindab was also seeking a company that could provide additional vehicles and trailers to support its peak requirements.



Solution

Thanks to Prohire being proactive, and its agility in the market, Prohire had available stock and was able to source and supply brand new 3.5-tonne Mercedes chassis and brand new 3-star rated 6x2 DAF XF480 New Generation 44-tonne tractor units on full contract hire and in line with Lindab's replacement programme. The 3.5 tonne curtainside vans were a bespoke build to Lindab enabling it to carry the required lengths of product to its customers nationwide.

In addition to providing brand new vehicles, Prohire was able to supply pre-contract hire vehicles whilst their new vehicles were on order and in build. This alleviated the breakdowns and VOR of Lindab's current fleet and, crucially, enabled Lindab's 22 branches to remain highly utilised and operational avoiding further unnecessary downtime and cost.

The four 6x2 DAF XF480 New Generation tractor units and 19 Mercedes Sprinter 3.5 tonne curtainside vans with bespoke bodies have been supplied on full service contract hire. All vehicles have been painted in Lindab's striking blue livery and include names for each vehicle.

To improve efficiency, the new vehicles have been fitted with Geotab telematics which allow Lindab to monitor fleet driver behaviour, vehicle performance, journey planning and downtime. Included in the contract is a replacement vehicle to cover MOT, breakdowns and VOR. Prohire also provide full tyre management services including replacement tyres within the contract.

More vehicles are on order from Prohire which now manages Lindab's multi-site national fleet. The two companies have built a collaborative partnership and the next stage of the journey will be looking at supporting Lindab's sustainability strategy and their transition across to electric vehicles.

Results



23 new vehicles supplied in line with Lindab's fleet replacement programme



Pre-contract hire vehicles provided to support Lindab whilst their new fleet is in build



Fleet management services provided by Prohire help improve efficiencies



Lindab has been supported through the dehire process by Prohire's Fleet Logic Accident Management Team to minimise damage and repair costs



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We have been blown away by the team at Prohire, who are passionate to making a difference when it comes to our fleet and have become a valued and trusted part of our team.

Prohire are agile and responsive, making quick decisions and using their expertise to help our fleet to be the best it can be. Our fleet is now more efficient than ever and thanks to Geotab, downtime is minimised.

Their ability to supply pre-contract hire vehicles whilst our new vehicles were on order has been crucial in ensuring we can continue to deliver the high standards of service that our customers expect.

Prohire are brilliant at communicating proactively with us rather than waiting for us to contact them. They keep us updated and don't just disappear like previous suppliers. We speak to the same people regularly and we've built great relationships with the Prohire team.

Prohire come up with brilliant solutions and offer a high level of support. I would highly recommend them.

Chris Trapps, Lindab's National Project Manager





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We are delighted to partner with Lindab and become their preferred and trusted supplier of contract hire and fleet management solutions. We are an agile business, flexible in our approach and, more importantly, we listened to Lindab’s requirements and were able to provide the solutions they were looking for. We look forward to working with Lindab over the coming years.

Steve Williams, Group Sales Director at Prohire

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