

NORTHGATE

**We buy,
you rent**

A better way of managing
your capital expenditure.



Is your LCV fleet slowing you down?

In a fast moving, highly competitive marketplace, purchasing and owning your own fleet of vehicles can slow you down. The capital you put into each vehicle starts to depreciate the minute the rubber hits the road. You could use that money to invest in building your business. That's what capital expenditure is for.

Let's be honest; your fleet is an operational element of your business, so why not treat it as such? That's the fundamental principle behind our WE BUY, YOU RENT solution. We created it because our customers told us they wanted a better way of building and running their fleets; one that enabled them to make better, more productive use of their capital.

Simply owning a fleet can slow your business down. It's a paradox, but one that's easily remedied.

Of course, there's also the fact that the longer you own your fleet, the more your maintenance, servicing and repair costs rise. You have to work hard to keep your fleet looking good as well as on the road. Customers don't like dealing with trades people who have scruffy or obviously damaged vehicles.

That's what the surveys tell us.¹



¹ A Populus survey said two-thirds of consumers said that the state of a tradesman's vehicle influenced their buying decision

From a burden to a benefit:

Our approach transforms that situation, and gives you the best of both worlds: selling your fleet and renting your LCV's from us. Your fleet is no longer a burden, it becomes a true benefit.



This is how:

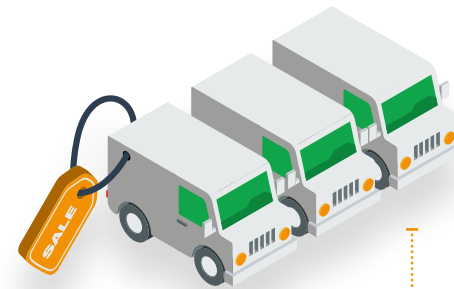
First: you sell us your vehicles – however old they are, we'll buy them. That releases the capital that's locked into all that metal and rubber.

Second: you rent however many light commercial vehicles you need from us, and do it flexibly or on a fixed basis, whatever suits your needs.² Our aim is to enable you to match the needs of your marketplace, your customers, and your ambitions.

The longer you own vehicles, the higher the costs of maintaining them. They breakdown more often, and when they're off the road they're not earning you revenue. In fact, the RAC says that it can cost small to medium sized business up to £500 a day*. Of course, as the months and years pass, the value of your vehicles decreases, lowering the value of your capital assets.

Selling your vehicles to us allows you to spend more time building and running your business. Doing what you do best.

It's a hassle free solution that can save you money from day one.



²You are required to rent at least half the number of the vehicles that we purchased from you. The minimum number we'll buy from you is 4 vehicles. There is a minimum rental term applied depending on how many vehicles we buy from you.

*The cost of vehicle downtime to SMEs is £500 per day - Source RAC in 'Fleet news' 2016.

northgatevehiclehire.co.uk

Rent from Northgate anyway that suits

When you rent from us, the benefits begin immediately. That's because our Northgate choice allows you to rent your fleet on terms that suit your business. We've worked hard to provide a wide range of options and services to keep your business on the road, day in, day out.

It doesn't matter how large or small your operation is – whether you need a small number of vehicles, or hundreds. We deliver the benefits of our UK-wide infrastructure and teams of experts so that you can drive your growth.

Most importantly, we support the vehicles throughout their whole lives. We save you money by providing flexible rental terms and options. It's an all-inclusive offer that covers everything: servicing, maintenance, tyres, breakdown and emergency cover, replacement and courtesy vehicles. We even pay the road tax.

Northgate choice

You can rent from us flexibly using Norflex: That gives you the ability to keep pace with seasonal or market trends – some of which you can predict, and those that you can't – so that you've always got the right capacity to serve your customers. It also means you can rent vehicles for shorter periods of time without committing yourself to long-term costs.

Or, you can go fixed with Norfix: We've designed the option to enable you to get the benefits of fixed-term rental over a wider range that most other hire companies offer. You can rent your LCV fleet for just 12 months, or 18 months, through to 2, 3, 4 or 5 years.

And both choices come with optional vehicle repair packages that enables you to budget for end-of-hire repair costs.

You can also mix and match the two options: whatever suits.³

³ Terms and Conditions apply

It's easy to get on the road

We've also made it easy to get started. All you have to do is open a Northgate account, then tell us about the vehicles you own and want to sell. We will value the fleet, and by using our extensive experience and industry knowledge, we'll agree to a fair price.

When you're happy, we sign on the dotted line. We buy the vehicles and transfer the money to you.

Now, you're free to rent from us. All we ask is that you rent at least half the number of the vehicles that we purchased from you. So, if we bought 20 from you, you'll need to rent a minimum of 10 from Northgate.³

That gives you the ability to downsize your fleet in the short-term, get new vehicles on the road to serve your customers, and then build from there.

We keep you on the road

There are no hidden or unexpected costs. The vehicles you get from us are fully managed. What you pay us, covers everything:

- » All servicing and maintenance events.
- » Legal maintenance compliance (MOT, Tail-lift and Tachograph inspections).
- » Replacement worn tyres, windscreen wipers and bulbs (unless driver damage).
- » Replacement vehicle provided for service and maintenance events taking more than 2 hours.
- » Mobile technician service (subject to availability).
- » National breakdown and recovery service (24/7/365) 84% of vehicles are fixed at the roadside - you will never be off the road or away from your business for more than 2 hours.
- » Replacement vehicle provided ('like for like' replacement where possible in case of breakdown or non-fault accident).
- » Road Fund Licence.
- » Dedicated Account Manager.

**Our customers think it's
a great proposition**



³The minimum number we'll buy from you is 4 vehicles. There is a minimum rental term applied depending on how many vehicles we buy from you.



NORTHGATE

Call us now to talk about how we can help you make the most of your capital and build your business.



 Northgate Vehicle Hire

 NorthgateVHire

 Northgate Vehicle Hire

info@northgatevehiclehire.co.uk | northgatevehiclehire.co.uk | 0330 0969 383