



# Fleet Management

The service partnership  
of the future



**GEESINKNORBA** is highly experienced in all aspects of organizing and carrying out maintenance and repairs, on a diverse variety of commercial vehicle chassis and specialized chassis mounted equipment.

We have the people; management experience; processes and procedures, and a successful track record of taking over the complete servicing operations of our customer's fleets.

From refuse trucks including the chassis, to electric vehicles including battery maintenance, no matter what the equipment – we can offer a tailored solution to meet your servicing needs.

### **GEESINKNORBA approach**

Our approach to Fleet Management is unique in that, unlike other suppliers, we focus on the needs of the waste collection industry. We know your business and what is important to you, and we have developed our Fleet Management experience to serve these needs.

We understand that a high service level, including safety, adherence to maintenance schedules, commitment to providing an agreed number of vehicles for each shift, low fixed costs, information to manage your fleet, and the flexibility to change at short notice as your operations require are fundamental to our partnership.

Our core business is servicing specialist vehicles and our underlying approach is to exceed your current service level. Our remit is to take away your problems of managing the reliability of the fleet and allowing you to concentrate on your core business.

We want to create long-term partnerships with our key customers. By managing the servicing and maintenance of your fleet we can create a deep understanding of your needs, now and future, and we can then develop the products and services to meet those requirements.

### **GEESINKNORBA - unrivalled experience**

We have been developing our Fleet Management skills and expertise for over 15 years and are now leaders in the field. Fleet Management accounts for 15% of our parts and service sales, and is the fastest growing part of our business. We have over 500 vehicles under contract, at 12 locations, and we have never lost a customer.

Although we focus on the refuse collection industry, we can also repair and maintain any other equipment, and of any brand. Today the following products are covered under our Fleet Management contracts:

- Refuse collection vehicles (various brands)
- Vehicle chassis (various brands)
- Hook loaders
- Sweepers
- Skip lifters
- Recycling and multi compartment bodies
- Electric vehicles
- Tipper
- Gully cleaners
- Vans and light vehicles
- Containers

Throughout Europe, we have a pool of over 200 experienced service employees to call upon as well as 22 service workshops and over 50 service partners.



## The benefits for you

### Concentrate on your core business

- Do what you do best, and allow us to do what we do best – providing you with Fleet Management.

### High service level

- Our remit is to provide a higher level of service than your current provider.

### Low down time

- A vehicle not being able to work when needed is one of the biggest costs and headaches for our customers. We understand this and go the extra mile to ensure the required numbers of vehicles are always available.

### Low whole of life costs

- Good maintenance, by a highly experienced service provider leads to lower whole of life costs.

### Fixed costs

- Allowing you to improve budgeting and easily price new opportunities.

### Potential to reduce the size of the fleet

- Lower down time, excellent planned maintenance and a commitment to provide the required number of vehicles may allow you to reduce the size of your fleet, thereby freeing up funds for other investments.

### Chance to break old working practices

- Some of our customers have used Fleet Management as a way to break old working practices and hours of work, and to organize the servicing of their fleet in a way and at a time that suits their changing business. Our flexible approach means we are always able to work in a way that meets your business needs.

### Potential to use a GEESINKNORBA workshop

- If we can carry out the Fleet Management within our workshop, there may be an opportunity to reduce your investment in land and buildings, freeing up significant cash for investment elsewhere.

### Focus on Safety

- All GeesinkNorba products are approved as being compliant to the NEN1501 standard. Our involvement in the CE committees ensures that we are fully aware of forthcoming legislation changes, and we ensure that all our engineers are trained accordingly. Our high attention to these standards ensures superior operator safety.

## How can Fleet Management work in your organization?

- No two Fleet Management contracts are the same. We adapt to meet your needs.
- We can take over as much, or as little of your fleet maintenance as you require, from the whole fleet, to only the refuse vehicles.
- We can take over your workshop, use existing facilities or find new premises.
- We can take on some or all of your existing employees.
- We can agree the service level and number of available vehicles.
- We can offer fixed prices for the life of the fleet and the contract, or we can charge for each job we carry out.
- We can offer monthly or quarterly reporting to allow you to manage the overall condition and replacement of the fleet.



### Can we show you more?

Fleet management often requires discussions at a senior level. We would be pleased to arrange a meeting to discuss your needs. Please contact our Branch Manager to arrange an appointment.

Our satisfied customers are open and willing to tell you of their experiences. They can tell you directly from their own experience, what has worked well for them, how and where they have reduced costs and improved the service level, and above all, how GeesinkNorba performs as their service partner. They can directly answer your questions with first hand experience. Allow us to arrange a meeting.

## **GEESINKNORBA Fleet Management**

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