

NORTHGATE



VAN MONSTER
Remarketing



FLEET DISPOSALS

Disposing of your vehicles doesn't have to be as costly or time-consuming as you might think. With the right approach, you could unlock the capital in your ageing fleet, however it's important to do this efficiently and obtain the best value for your vehicles. We can offer you two fleet disposal options, and can help you decide which method is most suitable for your requirements:

WE BUY YOU RENT

We'll provide a trade valuation on the mileage and descriptions that have been provided. We'll purchase at this price, guaranteed for 30 days from the valuation being completed*.

- ✓ Fixed price, driven by the market at the time of the valuation.
- ✓ We'll buy your existing vehicles for cash, releasing the capital back into your business.
- ✓ Any outstanding finance can be settled on your behalf.
- ✓ Choose from a wide variety of vehicles and select a hire option of 12months+, Flexible Hire or a combination of both.
- ✓ Gain peace of mind that your new vehicles are covered with 24/7 breakdown and assistance, full service, maintenance and road fund licence included.
- ✓ Any remaining capital can be injected back into your business.
- ✓ Once we have agreed a value, simply bring your existing vehicles to us and drive away with your new vehicles on the same day – leave the rest to us.

Alternatively, we can purchase your vehicle at a fair market price and rent the same vehicle back to you. Allowing you to boost cashflow and maintain business continuity, especially useful if there is a long lead time on a new Northgate hire. Simply reap the benefits of rental without downtime with full maintenance, service and road fund licence included.

A construction and engineering business.

The Challenge

Environment and Power Technology (EPT) needed an efficient method of getting their old vehicles off the road and replaced with vehicles with a fully maintained solution, including Telematics.

The Solution

We Buy, You Rent was an ideal solution for EPT, it allowed them to simply drop off their 10-year-old vehicles at a Northgate depot and swap for 10 new fully maintained Northgate vehicles with 12months+ hire.

The Outcome

- The disposal method freed up capital and allowed them to place their field engineers into newer, Euro 6 compliant vehicles.
- EPT have future plans to dispose of more vehicles and rent new with Northgate, injecting cash back into their business.



I'm happy with the desktop valuation initially provided. Unlike other providers, the valuation didn't drop once Northgate physically inspected the vehicle. We experienced minimal fuss with drivers swapping into their new vehicles with ease."

Best for a quick effortless transaction with minimal involvement, leave it to us.

VAN MONSTER REMARKETING

You'll allocate your vehicles to our online auction; you'll set the reserve, and the market will decide what your vehicles are worth.

- ✓ All allocated vehicles will be exposed to a national Trade buyer database. Auction fees are the most competitive in the auction marketplace.
- ✓ Upload images and details of your vehicles easily using the Van Monster Remarketing Upload App or we can do this for you.
- ✓ We'll help to value your vehicles and can advise on potential sales prices.
- ✓ Set the reserve price and experience the convenience of viewing your vehicle on auction 24/7.
- ✓ You can choose how long the sale lasts and we can arrange delivery and collection if needed.
- ✓ We'll endeavour to pay you within 24 hours* of a successful handover. We can even settle any outstanding finance agreements.

*Terms and Conditions apply.

A food business with 18 Northgate vans on hire, running a fleet of circa 100 vehicles.

The Challenge

Bobby's Foods Ltd, running for over 5 years required support with disposing of their old vehicles efficiently with little involvement.

The Solution

The VMR team provided end-to-end support uploading the vehicles details/images to the Upload App and managed the entire process on their behalf. The business disposed of 17 vehicles, replaced with 9 new Northgate vehicles with 12months+ hire.

The Outcome

- Received a higher sale value than expected.
- A healthy budget for renewing upcoming vehicles.
- Reduced administration and lower costs.
- VMR have built a great relationship with Bobby's Foods Ltd and have plans for future vehicle sales using the e-Auction.

“Communication between us and Van Monster Remarketing is great. We rate the whole process very highly.”

Best for gaining more control of your fleet and how it's sold.

To find out how we can help keep your business driving forward, contact a member of the team today.

0330 0969 383

info@northgatevehiclehire.co.uk

www.northgatevehiclehire.co.uk

NORTHGATE
for all vankind

