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MUNIHIRE: A NEW NAME FOR A WELL ESTABLISHED SERVICE

“The Crème de la Crème! Those were the words that a lot of clients used when they were talking about T&M’s Operated Sweeper Hire service,” explains Craig Durrant, Director of Munihire Limited and a long term friend of Terry Beasley - the T in T&M, who at the start of this year sold the Operated Sweeper Hire side of the business to Craig and his co-director Lawrance Webster. Lawrance explains how this has all worked out. “By and large, the majority of the hire sector of our business is non operated - spot hire or lease contract, depending on what the customer requires. But of course that doesn’t suit everybody; for example, many construction and road contractors only need sweepers at specific times and within specific areas, as they don’t necessarily have the capacity within their own fleet, or the drivers. Therefore, Operated Hire is often the only sensible solution to support their operations.

“T&M primarily hire out fuel tankers and bowsers, often to large construction projects, and Terry decided that he would like to focus on this specific area of his business. However, he obviously wanted to make sure that his customer’s requirements regarding good, reliable sweepers could still be met. Munihire Limited has been in the municipal hire business for a fair time now and Terry had seen both the business and its reputation grow, giving him the confidence to trust Munihire to deliver the same level of service and reliability which he had become renowned for.

For us it was an easy decision, we already have our own hire fleet, and we are very particular about maintaining our fleet and delivering customer service to the highest standard - it makes sense from both a financial and operational view. Taking over the machines from T&M and making sure that we maintain their level of reliability and availability really just slots right in line with everything that we do here at Munihire Limited. It was a win-win situation, and has added another string to our bow; enabling us to offer Operated Hire to Terry’s customers, to our own customers, and indeed it has opened up a whole new area for us. Our plan is to still work closely with T&M on various projects going forward thus making both of us stronger within our fields.” Munihire Limited are establishing themselves as one of the top specialist Sweeper and RCV hire companies. Based in the South-east, close to where most of the equipment they use is manufactured, they offer a countrywide service, primarily to municipal authorities and their

contractors. The new Munihire Operated Hire service works in exactly the same way, available anywhere in the country for short or long-term commitments and now across even more sectors. Most of the sweepers that Munihire Operated have taken on from T&M are sleeper-cabs, allowing their operators to work at short notice and often over anti-social hours. They work mainly on large construction projects, consisting of road planning and surface dressing work in particular. The majority of Terry’s drivers at T&M came over to Munihire Operated when the transfer took place and as a result there is a great deal of experience within the team.

“We are already starting to see lots of interesting opportunities and synergies going forward - for example, we have already started to introduce Operated Compact Sweeping, supplying a solution for multi-story car parks, paths etc, with the added capability of transporting the compact machines on our own beavertails so offering a one-stop solution. This really is an exciting development for us.

“More importantly, because Munihire Limited operate our own fleet of Non-Operated Hire road sweepers, we have more machines available to cover special requirements, and even to provide drivers if need be. Munihire Operated can make sure that a high quality, highly reliable and well-driven sweeper is there and available when needed.”

For more information: www.munihire.com

As an example of their fully national coverage, Munihire has recently supplied their first Stock 6400 Sweeper to East Riding Council on a long-term Contract Hire. This demonstrates the company’s ability to provide service, support and back-up anywhere in the country, whether for lease-hire or operated hire. Munihire Limited are now a multi-capability supplier, and their focus on reliability and customer service make them one of the best.





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