

## Ian Williams Group maintains success with Sale and Rentback.



Maintenance and building contracts are essential to Ian Williams Group, one of the UK's leading property services companies. The Ian Williams Group boasts sales of over £90million and a workforce exceeding 1,400. With expertise in the commercial, education and social housing sectors, the leading property services provider has an extremely successful history with 20% growth achieved over the last five years. It's hardly surprising then that Norwich Union awarded the company a large proportion of their building and maintenance contract in the Midlands area.

Following their success in securing the Norwich Union contract, Ian Williams Group needed to expand their fleet size quickly to cope with the additional workload. Andrew Blackmoor, strategic Buyer at Ian Williams, was also keen to reduce transport expenses across the group, with their existing ageing vehicles becoming increasingly costly to maintain.

Fortunately Northgate, the UK's leading commercial vehicle hire specialist, was on hand with a solution using Sale and Rentback,

Northgate offered to purchase Ian Williams' fleet then rent modern, reliable vehicles back at an agreed rate. Ian Williams Group would retain the use of a fleet but release the capital tied up in owning vehicles and operational expenditure. This would also minimise the disruption caused to the company and, more importantly, their customers.

Andrew Blackmoor recognised the potential for improving the Ian Williams Group fleet with Northgate Sale and Rentback. He initially agreed

to test the process with an initial order. The new vehicles immediately improved fuel efficiency, reducing costs and cutting CO<sub>2</sub> emissions. This supported Ian Williams' environmental focus, minimising the environmental impact of the work, whilst assisting in the creation of sustainable communities.

The successful integration of Sale and Rentback led to Northgate eventually supplying several hundred vehicles.

Visit [www.saleandrentback.co.uk](http://www.saleandrentback.co.uk) to download the Sale and Rentback brochure.

Or for a tailored solution for your business call Tony Anderson on +44 (0)1325 370 248 or email [tony.anderson@northgateplc.com](mailto:tony.anderson@northgateplc.com)