

# NRG complete deal with Trio Hire Division

**N**RG Fleet Services has completed the takeover of Trio Hire Direct's assets and is adding new vehicles to the re-branded Trio Truck Rental fleet.

## NRG invests £12 million in new hire vehicles

This is the latest in a number of recent acquisitions made by NRG. Managing director Sid Sadique has stated his intention to build a group of companies capable of offering the very best service no matter where in the country that vehicles

are operated. The combination of Trio Truck Rental and



Riverside Truck Rental brings together two of the best known names in the recycling and waste disposal market.

Colin Lejeune, Hire Operations Manager at Trio Truck Rental, is already seeing the benefits of being part of the new group, as the

first of his new trucks arrived for the spot hire fleet.

NRG's investment in new vehicles for 2007 currently stands at £12 million. "This enables us to meet demand and target new business," said Colin.

The vigour that the new group brings to the market is exciting and the sales teams of both companies are looking forward to working together and supplying both existing and new found customers.

## New Vehicles for Hire Fleet

WE are bolstering our hire fleet with the following new vehicle purchases:-

- 45x DAF(6x2) XF105 Units
- 10 x MAN TGA440 XLX Units
- 8x 8x4 Hooklifts
- 10x 18t Telescopic Skips
- 6x Terberg Toploaders
- 2x Heil 31m rear end loaders
- 4x 12t refuse trucks

Additionally the following have been added during 2007:

- 9c 8x4 Boughton hooklifts
- 7x 6x2 Narrow refuse trucks
- 4x 6x4 refuse trucks
- 5x 18t Telescopic skips
- 12x Mercedes 2546LS Units
- 3x 6x4 Trade lifts
- 2x 12t Refuse trucks

## Introduction

**W**ELCOME to the first edition of the NRG Fleet Services Newsletter. "In a little over a year since our inception, we (NRG Fleet Services Ltd, which incorporates Riverside Truck Rental Ltd, and Trio Truck Rental Ltd) have demonstrated significant growth in fleet size.

### New depots in Northamptonshire, Lincolnshire & Middlesex

The depot network has also increased with new

facilities opening in Northamptonshire, Lincolnshire and Middlesex. More importantly we have increased our staffing levels with additional technicians, fleet engineers and customer support staff.

We have enjoyed a buoyant first eighteen months and as the following articles detail, we continue to develop relationships with new and existing customers.

I would like to take this opportunity to thank you for your continuing support."

Sid Sadique — Managing Director

## Bio-Diesel – High Blends Do Have a Catch!

HIGH blend bio-diesel offers the undoubted benefit of greenhouse gas reduction, principally CO<sub>2</sub>. Some manufacturers are developing their engines to accept up to 100% bio-diesel blends. However, operators should be aware that as CO<sub>2</sub> levels reduce, NO<sub>x</sub> levels increase and, subject to the mix, may neutralise the environmental benefits. Currently, high NO<sub>x</sub> emissions are not against the law on Euro IV engines because the type approval certification of emission conformity is undertaken using fossil low sulphur diesel. It is believed, however, that future roadside checks on NO<sub>x</sub> and particulates compliance, may jeopardise the benefits of a bio-diesel blend.

Perhaps of greater impact is that high levels of NO<sub>x</sub> produced by high blend bio-diesel can cause the NO<sub>x</sub> sensor on newer trucks to trip, causing the torque limiter to kick in.

The NRG hire fleet is minimum of Euro IV specification, with many Euro V vehicles added recently. Customers thinking of using bio-diesel must ensure that the blend does not exceed manufacturers' recommendations.

## New Facilities

NEW workshops at Corby, Boston and Ashford near Heathrow are continuing the growth of NRG. These facilities will enable the group to offer improved service to the local contract and spot hire customers.

The intention is that NRG will be the first choice of any waste and recycling company wherever they are based in the UK. If you would like information on your nearest depot please call.

**0151 423 3000**

# Vehicle Legislation

## Digital Tachographs

**T**HE introduction of digital tachographs last year has resulted in some serious issues because a large number of operators who still use analogue tachographs in current vehicles, are unable to operate any new vehicles fitted with digital tachographs. This can be for a number of reasons, like not having the relevant downloading equipment and software, or drivers who are not trained in this new equipment.



As all new vehicles were required to have digital tachographs fitted from May 1st 2006, it will become increasingly difficult for companies to hire analogue tacho equipped vehicles as older vehicles are replaced.

We can understand the reluctance to change if you have not recently brought a new vehicle, but if you are going to hire a vehicle in the future you will need to be prepared.

Riverside Truck Rental and Trio Truck Rental will assist operators with the introduction of this new equipment, with on-site driver familiarisation and onward assistance with its use.

Please contact us for any further assistance or information that you may require on 0151 423 3000

## Euro 4 / 5 EGR Versus SCR

**M**IXED publicity still surrounds the latest legislation on reduction of commercial vehicle exhaust emissions. Manufacturers are split on the route they will currently take to achieve the standard required.

NRG will keep its customer base informed of these changes and as always, work with operators to achieve the most effective solution. As NRG supplies both types of vehicle to its customer base, we have embraced the change and will be able to supply Adblue to SCR type vehicles.

Our proactive approach to the market place NRG has already taken on the supply of Adblue, for the "first fill" prior to vehicles being delivered to customers.

Riverside and Trio will advise and work with customers on the supply of, and availability of Adblue for these types of vehicles and NRG will supply information on Adblue. The supply of all rental and contract vehicle Adblue levels will ultimately become part of the drivers daily checks, so it is important operators adapt to this new technology.



# People Matter at



**T**HE formation of a new group can give you the opportunity to set standards and philosophies without having to worry about any historical baggage.

Managing Director Sid Sadique firmly believes in employing the right people and then providing the right support, "We know how competitive the market is so we will continue to maintain our commitment to be the number one Contract Hire and Rental company," said Sid.

Russell Markstein's appointment as Development Director and the

push into municipal contracts is a significant move in the long term strategy of NRG Fleet Services. Russell's invaluable knowledge will enable the group to expand its business further into the market, and although only with the company for a few months, he has wasted no time in winning a number of contracts. Russell has also taken responsibility for the hire desk at Riverside and the municipal sales team and shares his time between Widnes and Milton Keynes.

He can be contacted on: **07825 528295.**

**T**HE company name may be different but you will still be dealing with the same contacts you have come to know and trust. On the hire desk hot line in Widnes is Sam while at Milton Keynes it's Peter. Group Hire Manager Janet McGerty divides her time between Head Office, Milton Keynes and Trafford Park. Between them they have more than 20 years experience of vehicle rental in the Municipal and Waste Management Sectors.

Experience where it counts

Our Commercial Division, led by David Gates, will support all our locations and national customer base, with the provision of tractor



unit and rigid vehicles.

These vehicles will also be available from our strategically placed locations

If you would like further information on the NRG Group or subsidiaries, please call 0151 423 3000 or 01908 222700

## Some Familiar Faces

### The NRG Board of Directors



Sue Smith  
Finance Director



Russell Markstein  
Development Director



Sid Sadique  
Managing Director



Chris Snelson  
Operations Director



David Gates  
Sales Director

### NRG Hire Desk Staff



Sam McMahon



Janet McGerty



Colin Lejeune



Peter Nolan

### Riverside Truck Rental

Tel : 0151 423 3000

Fax : 0151 423 3444

### Trio Truck Rental

Tel : 01908 222700

Fax : 01908 222843





**NRG Fleet Services**  
**Fleet News**



# Designs on Success



The new Trio logo is starting to appear on new trucks as they arrive. A clever combination of the "R" in the Riverside logo and the "R" in Trio makes it distinctive, as well as in keeping with the group's image.

Although the name has changed it is still the same team who will be



looking after you. This is important to ensure that the high level of service for which the company was known is carried on with the same enthusiasm into Trio Truck Rental.



## Vehicle Re Marketing

NRG Group has a wide selection of used vehicles for sale, which include the following:

- Refuse Vehicles
- Rear End loaders
- Recycling Vehicles
- Hook Lifts
- Skip Loaders
- Cage tippers
- Commercial Vehicles

All vehicles are fully maintained in accordance with manufacturer recommendations

**Please contact us on  
0151 423 3000**

# Why Contract Hire your vehicles?

More than half a century of experience in the rental industry has been brought together by the acquisition of Milton Keynes based Trio Truck Rental's (formerly Trio Hire Direct) assets, and Riverside Truck Rental by NRG fleet services.

With the investment from NRG, Trio Truck Rental is well placed along with sister company Riverside Truck Rental to provide vehicles on long or short term contracts.

If you are interested in a quotation for a short term Rental or Contract Hire please call:

**Trio Truck Rental**  
**01908 222700**  
**Riverside Head Office**  
**0151 423 3000**

## Contract Hire Benefits

- Peace of mind as we manage your vehicles for you, leaving you free to run your business without worrying about vehicle availability.
- We will carry the residual risk of the vehicles.
- Use of groups' purchasing power
- You will benefit from a fixed inflation proof monthly rental over a set period, which can include maintenance and tyre options if taken.
- Aids your cash flow as it removes the need to tie up capital in depreciating assets.
- Reduced administration and overheads as maintenance, funding, purchase and disposal are our responsibility.
- Significant VAT and corporation tax savings can be made, subject to individual company circumstances.
- Contracts are tailored to suit individual requirements, including tyre and maintenance package options.
- Taking a maintenance package while using your own workshop facilities provides a new revenue stream

