



**When you deal with TR Group  
you get a lot more than just a truck.**

**“** TR Group is made up of a group of people who understand the **unique requirements of the transport industry** and we are extremely passionate about the vehicles that we provide. **”**

**Andrew Carpenter**, Managing Director, TR Group

## **Company Overview**





**1992**  
Trailer Rentals was formed with the purchase of the 65 strong CHEP trailer fleet.



**1993**  
First new trailer additions.  
New Auckland property.  
First significant lease deal for 26 trailers.



**1994**  
Fleet reaches 200 trailers.



**1995**  
Trailer Rentals opens its first South Island branch in Christchurch. Move to the site in Penrose still occupied today.

**1997**  
Palmerston North branch opens.  
Christchurch branch moves to its own site. Fleet reaches 500 vehicles.



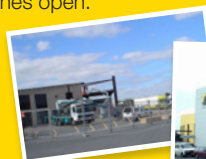
**1998**  
Truck Rentals is bought from Esanda Fleetpartners adding 110 trucks to the fleet, three staff and a Wellington branch. The two entities are combined to create what we know today as TR Group.



**1999**  
Fleet reaches 1,000 vehicles.

**2000**  
Napier and Mt. Maunganui branches open.

**2003**  
Fleet expands to over 2,000 vehicles. Introduction of TR Group's Maintenance Management System - Emdec.



**2006**  
Dunedin branch opens. Fleet Sales division established to sell ex-lease and rental vehicles. Office building in Auckland expanded.

**2007**  
With the purchase of Orix Truck Rentals, the fleet reaches over 2,500 vehicles.



**2010**  
Move to new Christchurch premises. TR Group's online customer web portal, "My TR", is launched.

**2011**  
Rental sees unprecedented demand following the Global Financial Crisis. Operational Support Services (OSS) is launched with the aim of helping customers operate their vehicles more fuel efficiently, safely and compliantly.



**2012**  
Fleet Sales Centre sells a record 400 vehicles. TR Group turns 20. Staff numbers reach 100!

**2013**  
The Rental fleet breaks 1,000.



**2015**  
TR Group completes the acquisition of Master Drive Services to compliment OSS. TR Group now owns 3,700 heavy commercial vehicles and a further 1,500 vehicles where maintenance is managed on behalf of customers.

**2014**  
The total fleet size passes 3,200. TR Group puts over 500 new vehicles on the road.



**2016**  
TR Group has 12 branches throughout New Zealand. Staff numbers reach 140. The fleet size passes 5,500.

**2017**  
TR turns 25!



# TR Group, THROUGH THE YEARS

When TR Group began in 1992, there was one simple goal - to become world class in truck and trailer rental and leasing.

## What you get

- ▶ **People with experience, expertise and focus.**
- ▶ **The right vehicles, ready to work from day one.**
- ▶ **Professional and efficient support in operating your fleet.**
- ▶ **Simplicity, no surprises, and minimal risk.**

This simple and important list is what our customers tell us is important to them. It's what we do all day, every day. So you can expect us to be working hard to make sure you are getting what you need, when you need it.

You have more important things to do than sorting out your truck issues. Having skilled people, that you enjoy dealing with, who will expertly attend to your vehicles and fleet, is invaluable. By making this part of your business easy for you, it gives you the chance to focus more on your customers and your success.

## What we do for you

**We provide you with the right vehicle, ready to work and matched with a contract to suit your needs.**

### ▶ **Rental**

From 1 day to 12 months, with over 1,350 vehicles in 93 different categories.

### ▶ **Lease**

Lease vehicles are provided brand new or from our existing fleet. They are purpose built to suit your specific requirements and branded in your company colours.

**Then we support you to operate those vehicles well, including all of your owned fleet too, if you like, through:**

### ▶ **Maintenance and Tyre Management**

To a large extent our real work begins the day you take delivery of your vehicle. Having the right vehicle operating at maximum efficiency and effectiveness throughout the term of its lease or hire is the most important thing that we can provide. Your vehicle will be managed by our maintenance team to ensure it is maintained effectively, running the optimum tyre configuration and all known issues are taken care of prior to their occurrence. The skills, knowledge and experience of our maintenance team is one of the biggest points of difference you will experience when dealing with TR Group.

### ▶ **Driver Training and Development**

TR Master Drive Services delivers professional driver training programs with over 50 courses available. Customised training is also an option where we can help you keep your drivers operating your vehicles to the highest recognised standards.

### ▶ **Fuel Efficiency and Safety Programs**

If you are looking for ways to improve the performance of your fleet, we can help you to set up a program for your business to achieve the fleet results that you want.

► **Overall Fleet Management**

Stepping back and reviewing the overall performance of your fleet is important. That is why we undertake a full fleet review at least every 6 months to ensure your fleet is operating at its optimum for you.

► **Fleet Sales Centre**

We can also help dispose of your assets at the end of their useful life through our nationwide retail network.



We have 12 branches throughout New Zealand.



And a team of 170 people who are ready to help you with your fleet.



We have over 6,500 vehicles under our care – a vote of confidence from our customers.

## **A culture and style that works for you**

Most importantly, you want to deal with people you like dealing with.

Through the years, the same basic values that we started off with have become a part of our company culture, and we believe you'll notice this whenever you deal with anyone from TR Group. Our values are non-negotiable and something we live by daily. Values always come first.

It's the TR way!

**Our people and our pursuit of quality connects everything we do with our customers.**

**Culture and Values**

**People and Quality**

**Fleet Management**

**Lease**

**Rental**



**Maintenance and Tyre Management**



**Driver Training**



**Fuel Efficiency and Safety**



**Fleet Sales**

**Customer**





# LEASE OPTIONS

*"At TR Group, our goal is to take the headaches out of heavy vehicle management from our customers so they can concentrate on their customers, their staff and their business."*

**Andrew Carpenter, Managing Director, TR Group**

Fully Maintained Operating Leases typically run from three to ten years depending on the useful life of the vehicle in question and what clients' needs are. A truck or trailer leased from TR Group will be delivered to you in your colours to your specification with all of the costs of running that vehicle fixed for the term of the lease (excluding tyres, Road User Charges, insurance, fuel, damage and neglect).

At the end of the specified term, you have a number of options:

- ▶ **The vehicle can be returned to TR Group with no further obligation.**
- ▶ **You can extend the vehicle for a further term.**
- ▶ **You can replace your vehicle with a new one from TR Group.**

LEASE OPTIONS

## The Benefits of Leasing with TR Group



- ▶ The best downtime cover in the business. If your vehicle is new (less than 12 months old with less than 200,000km travelled), we will credit you or provide a replacement for any time it is off the road, outside of scheduled servicing, no questions asked! Once your vehicle is over 12 months old we will credit you for any time it is off the road after 96 hours from point of breakdown.



- ▶ We've included free driver training with every new vehicle leased from TR Group. This unique service means your drivers will be trained how to operate your new vehicles in the safest, most compliant and efficient manner.



- ▶ As New Zealand's largest specialised heavy commercial vehicle rental and leasing company, we will provide you with a rental "fill in" vehicle at lease rates while you are waiting for your new vehicle to be built and delivered.



- ▶ We take responsibility for vehicle build up, specification, painting and sign-writing to your branding and livery. Your vehicle will be delivered to you ready to work from day one.



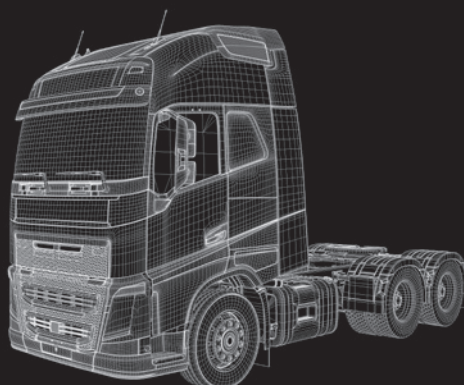
- ▶ We understand that businesses evolve, as do the needs of their customers. We'll work with you to change out any vehicles that aren't working for you due to a change in the work you need it to do, no hassle!



- ▶ One thing we know after all these years is that our clients hate surprises so we manage all servicing and maintenance, and the vehicle is simply returned, replaced or extended at the end of the term with no further obligations.



- ▶ In the event of a major accident, TR Group will immediately stop lease payments on the affected vehicle. This is a really valuable benefit meaning TR Group's clients won't need insurance with an expensive cost of replacement option.



There are two specific types of leases that TR Group offers:

## Fully Maintained Operating Lease – with Fixed Monthly Cost

Operating leases allow credit lines to be maintained, capital to be preserved or invested in more productive assets to fund growth. A fully maintained operating lease offers an attractive alternative to ownership along with providing the following benefits:



### Cash flow certainty

- ▶ All costs over the term of the lease are known, which means there are no surprises or changes. If the economics work for you on day one, they will work for you every day.
- ▶ Payments can be tailored to suit various revenue streams, including seasonal variations.



### Better economic cost

- ▶ With our buying power and expertise, TR Group can present a lower overall cost of ownership.



### Opportunity cost of time

- ▶ Have you ever estimated the cost of the amount of time spent on dealing with fleet related matters? These include breakdowns, paying invoices, organising servicing, divesting at end of useful life and querying the costs to keep your trucks on the road. We take this hassle away so you can focus your time on making your business as effective and profitable as possible.



### Opportunity cost of money

- ▶ What is the value of a dollar invested today into an appreciating asset like your business versus that dollar spent on a depreciating asset like a truck? Why not transfer that cost and risk to TR Group?



### Your risk is reduced

- ▶ TR Group takes on the residual value risk, the asset maintenance risk, the interest rate and inflation risk, meaning your outcomes are known and your costs are fixed through the life of the lease.

## 2

## Fully Maintained Operating Lease - Time and Mileage Lease

Time and Mileage is a unique fully maintained lease option created for customers who want the benefits that an operating lease provides, but also like the flexibility to adapt to the changing demands in their business. By billing monthly in arrears, based on the actual kilometres travelled, Time and Mileage doesn't lock you in to a predetermined monthly lease payment and only charges you for the kilometres you have actually travelled.

The advantages of Time and Mileage include:



### Improved cash flow

Your lease is billed in arrears with Road User Charges (RUC) and tyres (optional) included. This means that:

- ▶ Your commitment to us is more closely aligned with your own revenues.
- ▶ You don't carry any RUC inventory on your leased vehicles.
- ▶ There are no advance lease payments.



### Simplicity

- ▶ There is less need to monitor and adjust for differences between agreed mileages and actual mileages. The distance you actually travel is largely adjusted for by the structure of the lease (large variances may still need reviewing).
- ▶ Downtime, by default, is automatically compensated for. If you are not using the vehicle, there will be no usage costs associated with that period.








# RENTAL

**Renting a truck from TR Group is simple and easy.  
Smart operators with short to medium term transport needs use rental to maximise efficiency.**

Customers typically rent when they:






## The Benefits of Renting with TR Group

-  **With 93 categories and specifications, we will have a vehicle that can service your needs.**
-  **You set the term of the commitment with no long term obligation or the associated risks of ownership.**
-  **You get modern, fuel-efficient gear.**
  - ▶ We're constantly updating our fleet to offer the latest specification equipment with market leading technology, the lowest fuel consumption, and class-leading tare weight and payloads.
-  **You're covered 24 hours a day/7 days a week.**
  - ▶ Any gear that you rent from us is backed 24 hours a day/7 days a week by our 50 strong nationwide rental team.
-  **Our equipment is available nationwide.**
  - ▶ Our hire equipment is conveniently available from any of our 12 nationwide branches.

### Effective use of rental allows clients to set their core fleet more efficiently.

Renting a heavy commercial vehicle is an effective and simple way of meeting your short-term needs and fluctuating fleet requirements without the risks and long-term costs associated with ownership. It can also improve your fleet utilisation because you get the capacity you need, when you need it.

-  **▶ With TR Group, you get flexibility and choice. Our team will work hard to understand your requirements and provide a solution that, as near as possible, will meet your needs.**
-  **▶ Vehicles will most commonly remain in TR Group's neutral white livery but our rentals can be painted or wrapped in your company colours should you wish.**
-  **▶ To make things as simple as possible for you, your monthly rental bill includes tyres and Road User Charges.**

So whether you need a vehicle for a day, or for a year, our rental fleet is available. Our range of rental vehicles is extensive, covering over:

**1,350** Trucks and trailers 

**93** Categories and specifications 

We believe we have the solution for any project, and if we don't, we'll find one.



# FLEET SALES

## Peace of Mind

**Purchasing a used commercial vehicle isn't an easy decision to make.**

Let's face it, there are hundreds of places where you can buy a used truck or trailer. With all these possibilities available to you it can be a daunting task to choose the right vehicle that's set up to meet your needs. The majority of vehicles available from TR Fleet Sales Centre come direct from TR Group's lease and rental fleet.

### The Benefits of TR Fleet Sales Centre

- 1



New Zealand's largest selection of used heavy commercial vehicles.
- 2



The vast majority of the vehicles come with a full service history.
- 3



Nationwide coverage.
- 4



Unmatched after sales service.
- 5




Finance available.
- 6





All required modifications and alterations can be taken care of prior to sale.



This means you can be certain that:

- 

▶ Each vehicle has been comprehensively maintained throughout its entire working life.
- 

▶ All of our gear has been managed by our maintenance team who have overseen all repairs and maintenance in conjunction with our service providers throughout its operational life.
- 

▶ Nearly all of our Fleet Sales vehicles have had only one owner since new: TR Group. So you can be sure they have been really well looked after.



We take a great deal of pride in the presentation of our vehicles for sale, so we spend a lot of time and effort to ensure that they exceed our customers' expectations. Our after-sales service is second to none because we know how important it is to deal with a business that will stand behind the vehicles they sell.

Our Refurbishment Centres, in Auckland, Mt. Maunganui and Christchurch ensure that the vehicles you buy from us look great and are ready to work.

### The Biggest Selection

 From **5** to **50** Tonnes



With over 200 vehicles on hand at any given time, our selection is unrivalled and available for nationwide delivery. Our specialist sales team has an unmatched wealth of experience and know-how in the heavy transport industry, so they can assist you in choosing the right vehicle for the job. Every trailer and truck for sale has been thoroughly inspected by our skilled and experienced team to offer maximum reliability and great value for money.

From 5 to 50 Tonnes, we're likely to have an option on hand to suit your requirements. If we don't have what you need, we will find it.





# TR MASTER DRIVE SERVICES

## Creating measurable change through world-class driver training.

TR Master Drive Services is the only driver training company in New Zealand that can deliver measurable improvements in profitability, safety, efficiency, and compliance in heavy transport fleets.

Driver training can make a huge difference in the lives of the people we share the roads with, and of course, having your drivers working at their best is great for the bottom line too. Add in the positive environmental impact, and it becomes clear that a professional driver training programme is a huge advantage to the effective operation of any fleet.

### The Benefits of TR Master Drive Services

TR Master Drive Services offers heavy vehicle fleet operators and drivers a comprehensive range of services that realise substantial improvements in:

- 1
- 2
- 3
- 4
- 5



Driver Education Outcomes



Safety



Compliance Levels



Efficiency



Environmental Impact



### Improved Driver Education Outcomes

Getting drivers back home safely to their families is a top priority for heavy vehicle fleet operators.



Better trained drivers have lower driver fatigue and improved job satisfaction, which results in reduced maintenance bills and vehicle wear and tear. We cover all classes of driver licensing specialist courses (Swinglift, Truck Mounted Cranes, Elevated Work Platforms and more) as well as SAFED training.

### Increased Safety

We have helped reduce at fault accidents by 40%.



There's not much worse than an accident to disrupt your business. It affects staff morale, can have a heavy impact on the bottom line, and there are flow-on effects company-wide, especially when it's an at-fault accident. TR Master Drive Services' clients have experienced reductions in at-fault accidents by up to 40% in some cases.



Speeding related incidents are down up to 80%.



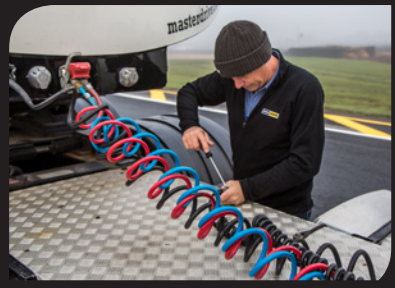
Our professional driver development and training programs affect every area of a fleet's operation, including compliance. Reducing speeding related incidents by an incredible 80% translates into fewer delays, more relaxed drivers, and noticeable increases in overall efficiency, safety and reduced environmental impact.



One of the most important factors that impacts on vehicle performance is how it is being operated on a day to day basis. TR Master Drive Services provides world class trainers to help you operate your vehicles in the safest, most compliant, and efficient manner possible.









TR Master Drive Services provides driver training, vehicle monitoring and fuel efficiency programmes to help you achieve measurable change in your drivers' and fleet's performance. This is done by implementing proven strategies that increase the efficiency of operating heavy vehicle fleets, delivered by a nationwide network of professional driver trainers.



# MAINTENANCE AND TYRE MANAGEMENT

When you put your heavy commercial vehicle on the road, you expect it to work hard, be reliable, and cause you no surprises. The reality can be very different which can cost you a lot in time, money and frustration. Even if the vehicle is an excellent performer it still takes constant vigilance and proactive management to ensure it stays that way.

## The Benefits of TR Group's Maintenance & Tyre Management

- 1  **Reduce fleet costs per km.**
- 2  **Provision of accurate reporting and preventative maintenance plans.**
- 3  **Increase the safety and compliance of your fleet.**
- 4  **Improve downtime management.**
- 5  **Optimise tyre performance and configuration.**
- 6  **Eliminate the costs associated with administering maintenance on your fleet.**
- 7  **24/7/365 breakdown and service support.**
- 8  **Monthly reporting.**



And that's where TR Group's maintenance team proves to be so valuable in making life easier for our customers.



With over 6,500 heavy commercial vehicles under TR Group's care across our lease, rental and managed maintenance fleets, our maintenance team's sole focus is to ensure all vehicles are on the road working at their most efficient and effective all day, every day.



Should your vehicle suffer an unexpected fault, TR Group also holds a stock of spare parts overseen by our parts manager to minimise downtime.



TR Group can leverage greater efficiencies and apply economies of scale to maintain our customers' heavy commercial vehicles more cost effectively than a single customer can on their own. This allows you to cut repair and maintenance costs over the full life of your heavy commercial vehicle fleet.



Part of optimizing vehicle performance involves choosing the correct tyre configurations for each vehicle, determined by its area of operation and application. The correct tyres operating at the correct pressure can have a significant impact on the overall running costs of your fleet.



By utilising our expertise and experience, our customers can be secure in the knowledge that uptime will be maximised for the entire life of the vehicle. We work closely with our nationwide network of service providers and the Original Equipment Manufacturer so that preventative maintenance plans are in place to ensure your vehicle is working at optimum performance levels at all times.



# TRUCKS & TRAILERS RENTAL & LEASE

**Making heavy vehicle fleet  
management easy for you**

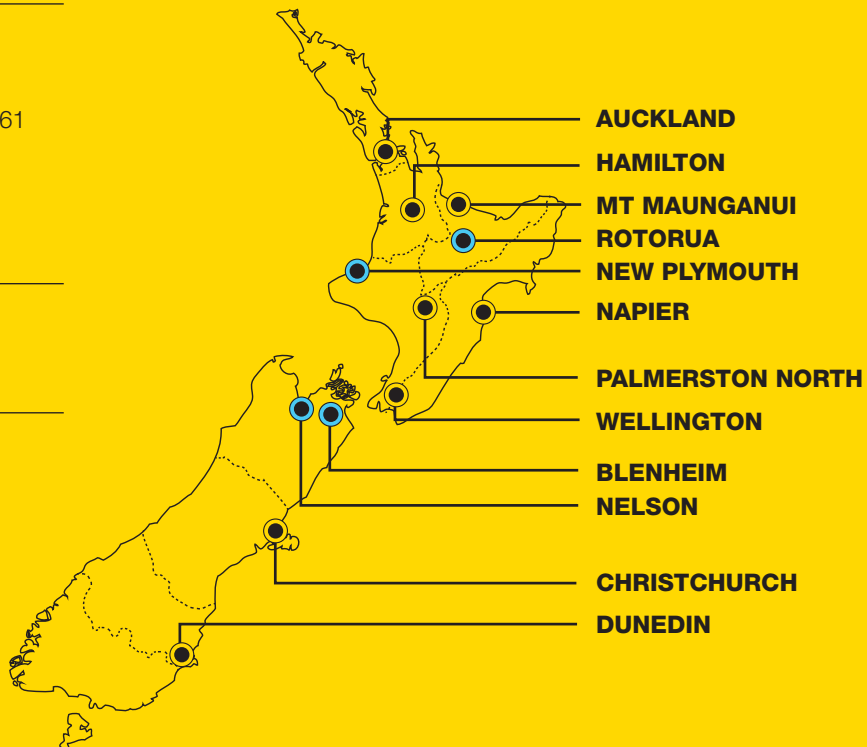
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[www.masterdrive.co.nz](http://www.masterdrive.co.nz)

- TR Group & Master Drive Services
- TR Master Drive Services



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