

Arval Fleet Funding

Case Study – Salomon



A corporate decision to switch to a solus contract hire with maintenance agreement with Arval from the complexity of using multiple suppliers is paying financial and service dividends for Salomon – particularly following the introduction of mileage pooling. The specialist manufacturer and wholesaler of ski (Salomon) equipment opted to source its 50-strong premium-badge fleet via Arval.

Human Resources Manager Susan Taggart said: "Salomon has leased vehicles for a number of years, but we wanted to simplify our fleet arrangements to optimise business efficiencies for ourselves and improve service levels.

Although we operate a relatively small fleet we are looked after very well by Arval with one point of contact. Any fleet information I require which is beyond the standard management reports is provided promptly."

Based in Basingstoke, the European headquarters of Salomon, the fleet is composed of Audi A6 diesel estates for the company's nationwide sales force with senior managers favouring BMW 5-Series models or a cash allowance following a policy controlled opt out of company cars. Vehicles operate on a three-year replacement cycle.

However, while 100,000 miles is the benchmark three-year mileage for vehicles the company was incurring hefty excess mileage charges on some cars. To alleviate those charges a system of mileage pooling has been introduced.

Ms. Taggart explained: "We were concerned at the costs being incurred by the company for excess mileage particularly when some of our cars were replaced at three years having clocked up less than 100,000 miles. We raised the issue with Arval and on their recommendation mileages are now being pooled across the fleet and that will reduce our costs."

In the near future the company hopes to further improve business efficiency by obtaining bespoke reports via Arval's online fleet management system.

Salomon also uses Arval's fuel card and its accident management service.