

# Renting quality

**ORIX Rental** has added five Dangerous Goods-rated 40' skel trailers from **CIMC Vehicle Australia** to its growing and versatile national rental fleet.

Rental and leasing giant, ORIX Rental, has been operating in Australia for over 35 years, offering a wide range of vehicles and trailers to meet the needs of businesses large and small.

Over the last decade, ORIX Rental has continued to grow with new locations and fleet additions for the light commercial and heavy commercial space, all while listening to its customers and understanding where their pain points are to tailor a rental solution.

"We're one of the largest rental and leasing companies in Australia for passenger, light and heavy commercial vehicles, and that allows us to provide a full-service solution to our customers," says ORIX Australia General Manager Rental and Mobility, Grant Harrison. "We can provide operating leases as well as options to buy, so there's long-term options as well as short-term options as part of a complete service for our customers."

Through its latest trailer delivery from CIMC, ORIX Rental has added

five new 40' skel trailers to its fleet which have been designed specifically with versatility in mind, making them suitable for a wide range of practical applications.

They join ORIX Rental's large rental fleet of CIMC skels built to its standard Dangerous Goods (DG) specification featuring three-way twist lock pins, Ringfeder couplings, side loader pads and shipping tie downs, with Performance-Based Standards (PBS) capabilities too.

"The DG rating is critical for us because it gives our customers the versatility to move different boxes around, using DG-rated equipment," Grant says. "They're designed to be as vanilla and versatile as possible to enable many applications as possible."

"The trailers can be used in various configurations such as singles, road trains and A-doubles. This flexibility not only enhances safety but also boosts efficiency, making them a valuable addition to our fleet."

Grant says the new trailers have

proven to be extremely reliable and worthy for ORIX Rental through their rental operations.

"We've been very pleased with their performance," he says. "They represent great value, and we've received very positive feedback from our customers. They handle exceptionally well and have resulted in improvements in safety and operational versatility."

"We've had CIMC trailers in our fleet for many years and they have been reliable in every application our customers have used them in, whether it be on-road and partial off-road applications or in general freight corridors from ports to distribution centres."

ORIX Rental's fleet of CIMC trailers have been heavily involved with the transport industry as well as the renewable sector and in operations across a variety of other industries. Therefore, Grant explains it is essential that ORIX Rental has an OEM it can rely on to supply a fleet of trailers that will deliver on a large scale.

"Acquiring trailers through CIMC supports our goal of providing high-quality and versatile trailers to our customers," he says. "We look at whole-of-life costs for these types of assets, and as a rental provider, we have high expectations to meet the demands of our customers."



The five new 40' trailers join ORIX Rental's fleet of CIMC skels built to specification.



The new skels feature three-way twist lock pins, Ringfeder couplings, side loader pads and shipping tie downs.

"CIMC understands these requirements and is always willing to collaborate with us. Their responsiveness and flexibility ensure we can provide our customers with reliable and flexible trailers, helping us maintain our high standards and meet industry demands effectively."

According to Grant, the efficiencies CIMC provides in terms of trailer configurations and its ability to work with ORIX Rental's own customers has also been key.

CIMC has a diverse range of trailers in stock, with a product portfolio of curtainsiders, flat tops and skels built to extremely high quality and in fast turnaround times – often for customers looking for new equipment within six months.

In addition to its dedication to building exceptional equipment at an affordable price, CIMC is also committed to serving its customers both before and after their purchases have been made – a factor which benefits ORIX Rental significantly.

"That's the type of support that we're after," Grant says. "It's the type of support that our customers expect from us, and it's the comfort we need to know we will be supported by our partners. It also gives us a lot of comfort knowing that our customers are getting the value out of their



The trailers were built to ORIX Rental's Dangerous Goods specification.

rental product.

"CIMC have also been highly responsive to our requests, and this adds to the CIMC value offered. We're here for the long-term, and as such, we're looking to develop long-term mutually beneficial relationships."

As ORIX Rental's most recent skel units prove their worth in fleets around Australia, Grant says the business will continue to place its trust in CIMC for its trailer offering. ORIX Rental is expecting another batch of orders from CIMC which will primarily include drop decks, flat tops, skels and B-double curtainsiders, ensuring it

continues to meet the diverse needs of its customers.

"With the support of CIMC, we can continue to grow our rental fleet and invest heavily to ensure our customers have access to safe, quality, modern and reliable equipment," he says. "This commitment allows us to meet the evolving needs of our customers and maintain our position as a trusted provider in the industry."

## Contact

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