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MAN Financial Services helps Topline Solutions fulfil a recent contract win

South East-based Topline Solutions Ltd. specialises in the logistics and distribution of both fresh and ambient goods across the UK. The company was established in 2014 by Tony Mawby who ran the business himself until last year when he expanded the fleet and brought in additional drivers to help him fulfil the growing client base.

Just recently, Topline Solutions put into service one new MAN TGX 26.510 6x2/2 BL SA on a 36 month Contract Hire agreement with MAN Financial Services.

Tony explains the decision behind his recent order “As with many operators, keeping an eye on costs is paramount. This has usually led us to buying older vehicles and although this means smaller monthly financial outlay it can also mean an increase in maintenance costs”. Topline Solutions has recently won a new contract where reliability is key and they decided to have a look at a new lease option. “We looked at several other manufacturers but were convinced of the package on offer from MAN and MAN Financial

Services. We decided to look at MAN because the new MAN had been given excellent reviews and if we were to take the plunge into a new truck we wanted to get the most up-to-date model as possible”.

The new MAN TGX, which was launched early in 2020, has recently been awarded Truck of the Year 2021. It has been recognised as particularly advanced in terms of driving comfort, working and living conditions, safety, fuel efficiency and connectivity. Topline Solutions has certainly invested in a future-ready truck that meets the transport needs of today and tomorrow.

Here at MAN financial services, we were able to provide a fully maintained Contract Hire deal for Topline solutions, all via our south west Business Development Manager Simon Footner.

Simon said: “Tony knew what he was trying to achieve by acquiring the truck and what it can do for his business. I am delighted to have been involved with Tony’s plans to grow the business and it was a pleasure to work with him”

Tony was very pleased with MAN Financial Services service: “From the very start we felt reassured and helped for the process to run smoothly. Simon was in communication with our salesman from MAN throughout the process to ensure that the paperwork was completed in a timely manner”. Tony continues “The customer service was exceptional. We were expecting the process of buying a new vehicle to be very complicated but MAN financial Services made it simple”.

Topline Solutions have experienced, as many others, a very challenging year. Nevertheless they have managed to react to their clients’ needs and have come out of this turbulent year in a very healthy position. They are looking at a further expansion in 2021 and fleet update, and MAN is certainly on the cards.