



Case Study

Short-term Leasing Solutions for Lafarge Canada During a Global Vehicle Shortage

Challenge

Lafarge is Canada's largest provider of sustainable construction materials and a member of the global group, Holcim. With 6,000 employees and 350 sites across Canada, our mission is to provide construction solutions that build better cities and communities. The cities where Canadians live, work, and raise their families along with the community's infrastructure benefit from the solutions provided by Lafarge consisting of aggregates, asphalt and paving, cement, precast concrete, ready-mix concrete and road construction.

When Lafarge approached Leaseplan Canada, they needed trusted professional expertise and a trusted partner in short-term leasing. Leaseplan Canada then referred Lafarge to Foss.

Their main goals were to:

- Access vehicles ready for specific duties that could be executed by seasonal workers
- Lafarge needed to streamline administration and reduce additional costs
- Have access to vehicles short-term to support various circumstances such as accidents, stolen vehicles and high cost of normal renting avenues.
- Lafarge needed access to vehicles during the global vehicle shortage



Strategy

Here at Foss National Leasing, our team of seasoned experts has the ability to assess your short-term leasing needs and provide expert program recommendations. We provided Lafarge with a fleet of vehicles ready for the job, as well as secondary fleet management services.

Our short-term leasing plans provide a solution for companies of various needs. We compiled a list of client needs including fleet management cards, upfitted vehicles for seasonal workers, and accident maintenance programs. We hand selected a fleet of short-term fully upfitted construction vehicles. These vehicles were mainly used for seasonal workers performing demanding tasks such as asphalt and paving.

Lafarge began their personalized short-term leasing program with us in January of 2021 after being referred through Leaseplan Canada. Lafarge chose short-term leasing due to the current vehicle shortage. Quickly the organization began to realize that short-term leasing was the perfect fit for the business.

Our strategic contributions streamlined organizational operations and saved Lafarge time and money.

Key Services



Short-term Leasing



Fleet cards



Fuel & Maintenance Solutions



Pictured: a Lafarge employee in a fully outfitted work vehicle provided by Foss National Leasing.

SHOWCASE #1

Effective Vehicle Outfitting for Seasonal Work

With heavy-duty construction jobs, it is integral to implement vehicles that will allow workers to perform their best. Foss National Leasing provided Lafarge with fully outfitted fleet vehicles that worked for heavy duty construction functions.

“The way companies budget and plan for seasons, they normally do not have the budget for long-term leasing. Short-term leasing solves both needs while giving businesses the opportunity to order built up vehicles.”

*Scott McLaren,
Account Executive,
Business Development*



SHOWCASE #2

The Benefits of Long-term, Without the Cost

Often, long-term leasing can lead to stressful and costly arrangements. Companies choose short-term leasing as a wise budget and operational decision. Foss utilized short-term leasing due to the vehicle shortage, and quickly realized it was best suited to their needs.

A wide range of Lafarge employees from managers, construction workers, and delivery workers utilized Foss's custom fleet of vehicles.

As professional fleet specialists, Foss National Leasing takes pride in providing customized care to clients across a wide range of industries. Short-term leasing has been extremely popular over the last 24 months, and serves as an excellent option for businesses seeking the benefits of long-term leasing, without the price tag.



"I came to Leaseplan Canada for fleet management solutions, and they referred me to Foss National Leasing for our short-term leasing needs. Kristi and her team exceeded my expectations. I have full trust in Kristi and her team."

Chris Rawji, ECAN Fleet Coordinator & GTA Aggregates Administrative

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