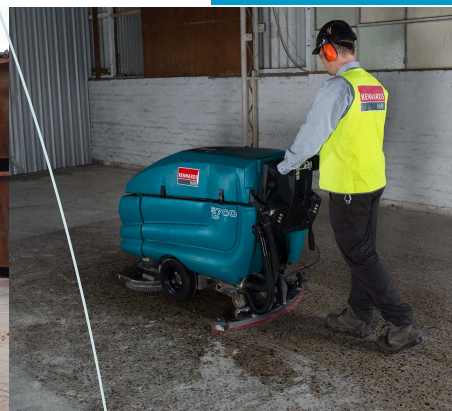


## CASE STUDY



## KENNARDS HIRE, NATIONAL ACCOUNT

### OVERVIEW

Kennards Hire is the largest family-owned equipment hire business in Australia and New Zealand. With over 180 branches and sites, across two countries, they support a huge range of customers, from the DIYer to multi-site construction and civil projects. They pride themselves on providing a large equipment range, reliable products, and expert advice.

### SITUATION

Not all tools and machinery on the market are suitable for hire. Hire products need to be able to withstand frequent usage and sometimes demanding conditions. Plus, machinery and equipment must be easy for users to learn quickly, and come with appropriate training and support.

*"We often have multiple operators in one hire or someone that has limited experience," said Cameron Murrin, Concrete Care Category Manager at Kennards Hire.*

Kennards Hire partnered with Tennant Australia back in 2009 to hire out a range of sweepers and scrubbers. At the time, they were looking for a well-known brand that had an extensive range of quality products and they could confidently hire out to their customers.

That industry-leading product quality and variety continues today and Kennards Hire holds a number of Tennant machines that are part of its equipment range, including the S10, 6100, S20, S30, M20, 5700, T600, T16, and T20. These machines come fit for purpose across a range of sites and applications, making it easier for Kennards Hire customers to get efficient cleaning products and technology on demand.

*"Tennant continues to innovate which gives us increasingly sophisticated products to hire out to customers. In recent times, we introduced the ec-H2O technology which provides a detergent-free cleaning option and machines that Pro-Panel touch screen technology with 28 languages built in, making it easy for anyone to operate the equipment, Murrin explains".*

When Tennant gets an enquiry for casual hire, it's referred directly to Kennards Hire because we know customers are going to have a positive experience. Customers can check availability and locations online, get a hire quote, and reserve their machine - it's all at their fingertips via the Kennards Hire website.

*"Tennant provides us with a reliable product that can stand up to the conditions of hire. Our customers love the machines because they are easy to use and our people love them because we are backed by national service and training," said Murrin.*

*"Kennards Hire have been a valued partner of Tennant for more than 10 years. We're proud to provide them with market-leading industrial cleaning equipment that can stand up to any hire environment. We look forward to continuing to partner with them so that they can provide their customers with reliable, safe, and quality products that get the job done." – Kylie Mobsby National Account Manager*

***"When Tennant gets an enquiry for casual hire, it's referred directly to Kennards Hire because we know customers are going to have a positive experience."***

— KENNARDS HIRE

**KENNARDS  
HIRE**