



## SFS CONTINUES TO PROVE ITSELF WITH PETERBOROUGH

Since its inception in 1995, SFS, like most successful companies, has worked relentlessly in its endeavour to build up a strong and loyal customer base, and nothing typifies this more than the relationship the company has forged with Peterborough City Council, one of the country's leading local authorities within the field of waste minimisation and recycling.

Not only has SFS already supplied the Council with its second generation RCV fleet, but Director of City Services, Mike Heath, is now successfully tapping into SFS's experience of dealing with a wide and varied range of different vehicle types as a means of ensuring the operational efficiency across the Council's entire fleet remains maximised. As Mike enthusiastically states: "Our relationship with SFS has moved on from one that initially involved them satisfying our needs in relation to RCVs, as important as this continues to be for the Council. To date, for example, SFS has gone on to equip us with additional vehicle types, including sweepers, semi accessible buses and school buses."

What's more, it has even come to light that SFS are happy to work in the true spirit of partnership as a means of ensuring that Peterborough City Council benefits every step of the way. As Mike is quick to add: "The relationship that we enjoy with SFS is so open and honest that they are even prepared to provide advice and assist us in selecting specific vehicle types, despite the fact that they may not end up procuring them on our behalf. This can only exist in a business relationship where there is complete understanding and mutual respect."

Indeed, Mike remains equally upbeat about the levels of service he receives from SFS on an almost daily basis. "Not only do we have our own customer liaison contact in Mike Vernon, but SFS's technical team are always on hand and are extremely responsive to any issues that we may have. They are particularly effective at bringing pressure to bear on the vehicle manufacturers or suppliers should we experience any problems, which are understandably inevitable with anything that is mechanical," he added.

So what does the future hold for SFS and Peterborough City Council? Who better to comment than Mike himself! "We can only see our relationship with SFS going from strength to strength. And one of the drivers behind this is the fact Peterborough City Council stands in one of the Government's identified growth corridors. With some 25,000 new homes that we are anticipating will be built over the next 10 – 15 years, our fleet will need to increase in terms of both its size and diversity. Hence, we are looking forward to continuing working with SFS as a means of ensuring that it remains both flexible and effective, particularly in relation to the field of recycling."

With this in mind, it will come as little surprise that the Council has an additional four Dennis Eagle RCVs on order for delivery this year, two of which will be deployed to collect trade waste, the onus being on the Council's drive to encourage businesses to act more responsibly when it comes to commercial waste that is suitable for recycling. Featuring Dennis Eagle P2 20 bodywork and the Elite 6 X 4 chassis, the trade RCVs will be equipped with Zoeller Omega bin lifts and Wastetrax on-board weighing and ID systems. Whilst featuring the same Dennis Eagle specification as the trade RCVs, but with Zoeller Rotary bin lifts, the two additional fleet newcomers will serve as replacement domestic waste and recycling vehicles.

### STARTING OUT

SFS's relationship with Peterborough City Council started back in 1999 when they secured the contract to supply a 14-strong RCV fleet with maintenance sub-contracted back into the Council's own workshops.

In 2005, SFS was then successful in securing the tender for the supply of a second generation fleet of some 18 new RCVs, that once again were 100% Dennis Eagle. This contract also involved ten of the original vehicles being returned early in the process. Deployed to service some 71,000 properties across the city, the RCVs have already proved instrumental in helping the Council - one of the UK's leading authorities within the field of recycling and waste minimisation - achieve a current recycling rate of some 45%. What's more, the Council aims to increase this to a self-imposed level of 65%.

Today, and not forgetting the fact that SFS has also supplied four Scarab Major Sweepers, an equivalent number of LDV semi-accessible buses, three BMC school buses, and an Optare Slimline bus already this year, Peterborough City Council currently operates a 37-strong fleet of vehicles on contract hire with SFS. And as far as figures are concerned, by the time the current vehicles that are on order reach the end of their contract period, SFS will have clocked up an impressive 15-year association with the Council. Now that's what we call 'keeping it in the family!'

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