



WEYMOUTH & PORTLAND BOROUGH COUNCIL ON THE CREST OF A WAVE WITH SFS

Weymouth & Portland Borough Council has certainly been in buoyant mood of late, and it appears it is not simply as a result of the fact that Weymouth is the sailing venue for the 2012 London Olympic Games and Paralympic Games! No, they are equally keen to champion the relationship that they have struck up with SFS. For whilst in terms of time it is one that is metaphorically only just out of the blocks, so to speak, the Council has already committed itself to awarding SFS with its own Gold Medal for service.

The award revolves around the outstanding performance that SFS initially put in over a period of less than 12 months as a result of the company assuming responsibility for the maintenance of the Council's then 60 strong contract hire fleet towards the end of 2005. In fact, such was the magnitude of SFS's podium winning performance that less than a year later, Weymouth & Portland Borough Council elected to exercise the option to extend the contract for a further seven years beyond the remaining contract end date of October 2009. This now means that not only will SFS have the satisfaction of teaming up with the Council for the 2012 Olympics, the same will also apply when it is time for the 2016 games to come round, and it can all be put down to the winning formula that is teamwork!

So exactly how does Weymouth & Portland Council rank SFS in terms of them being a class act? Who better to ask than Roland Green, Depot & Parks Manager and Corporate Head of Procurement at Weymouth & Portland Borough Council? "If all contracts worked as well as the one we have in place with SFS then life would be significantly more trouble free. From day one, our relationship with SFS has been absolutely first class. Indeed, to say that we have a very good working relationship is somewhat of an understatement."

What's more, Roland is also keen to congratulate SFS on their flexibility when it comes to tendering. "SFS not only demonstrated a complete understanding of our

requirements by delivering an absolutely watertight proposal, they clearly appreciate what it takes to work in true strategic partnership. At this point in time, we couldn't have asked for anything more from SFS and everyone at the Council is looking forward to developing the partnership further over the coming years," he added.

When SFS took over the service and maintenance agreement on behalf of the Council, they initially assumed responsibility for a 60 strong vehicle fleet. In addition to providing a fixed price maintenance package covering 37 of the Council's own vehicles, SFS also purchased a further 23 vehicles from Weymouth & Portland's previous service provider, with the proviso that the vehicles would continue to be supplied on full maintenance contract hire. It was a mixed fleet incorporating some seven Faun RCV bodies on Seddon Atkinson chassis, four Schmidt Swingo sweepers, not to mention a number of DAF 7.5 tonne tippers and John Deere mowers.

To successfully deliver the maintenance and service agreement, SFS committed a team of four permanent staff to operate out of the Council's own four bay workshop, a first class facility that was purpose-built in 2002. In addition to featuring an advanced emission filtration system, it has a rolling road and full testing and calibration equipment. Additional SFS support also emanates from the company's own team of mobile fleet engineers.

Also, and as you would expect from one of the country's leading contract hire specialists, SFS has supplied the Council with additional vehicles such as a Linktip kerbside recycling vehicle and Geesink RL200 RCV. Additionally, having also recently ordered four new vehicles in the form of compact sweepers and additional RCVs, it looks like the partnership arrangement between both organisations will continue to be plain sailing!

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