

## Cory Awards Landmark Contract to SFS

In January 2012 Specialist Fleet Services (SFS) announced winning the UK's largest ever municipal vehicle hire contract, awarded by Cory Environmental, to provide vehicles for an 8-year contract with Cornwall Council to carry out recycling and weekly black bag collections, as well as beach and street cleansing services.

Established for over 20 years and part of Paragon Bank, SFS is a leading vehicle partner for local authorities and the private sector, providing a comprehensive range of services from leasing & contract hire, to fleet management and workshop management.

Previously ten different providers were responsible for carrying out Cornwall's waste and recycling collections and cleansing services, under the operation of the six former district councils. With the majority of these contracts due to end in March 2012 Cornwall Council took the decision to move to a unified and integrated contract for the whole of the county.

In a contract worth over £14m SFS was tasked with supporting Cory Environmental by specifying and sourcing over 200 vehicles for refuse collection, street cleansing and grounds maintenance, all required for a simultaneous start date of 1 April 2012.

The vehicles provided by SFS included: 35 Dennis Eagle RCV's including 23 new 6x2 rear steers (among the first rear steers in Cornwall); 12 x Isuzu chassis Garwood trucks; 71 x Iveco chassis vehicles; 43x Glasdon Orderly Barrows for litter collection; 12 x Glutton Electric vacuum cleaners; 1 Scarab Aquazura; 4x Johnston 7.5 tonne sweepers; 1 x 15 tonne Johnston sweeper; 4 x Vauxhaul Vivaro vans; 2 x large Iveco panel vans for engineers converted by Bott Ltd; and 2 x Iveco vans with Trafalgar graffiti removal cleaners.

As part of the contract, due to the diverse seasonal demands across Cornwall, specialist recycling vehicles were required to cope with differing loads from each town. The design, by local company Exeter Coachworks is a purpose-built body system that enables compartments to be tailored depending on the

waste streams being collected. SFS supported the design project and structured the financial terms to make sure the new vehicles were a viable option.

Mobilising a fleet of this size was a complex project, especially as Cory only had access to one site in Truro before 31 March 2012. In essence this meant a 48-hour period to go from ten service providers to one.

SFS played a pivotal role in putting together a contract start strategy to make sure the right vehicles were in the right place at the right time, in a joint collaboration with the vehicle manufacturers – Dennis Eagle, Isuzu and Hendy

Iveco – who played an invaluable role in helping with preparations. Even driver training was carried out in advance, with Dennis Eagle arranging for crews to practice on rear steer RCV's to ensure a smooth transition.

Vehicles were moved down to Newquay airport for storage 2-3 weeks prior to the contract start date, where they were checked, labelled, equipped inside and lined up in batches ready for delivery to one of six depots on 31 March.

The manufacturers provided teams of additional drivers to assist with the huge task of re-distributing over 100 vehicles in one day, and engineers were on hand to deal with any last minute niggles.

Nigel Carr, General Manager for Cory Environmental Municipal Services Ltd said: "SFS provided added value at every stage of the delivery of this contract, going far above and beyond their remit of financing vehicles. This is one of our most significant contracts and having the right kind of partners on board is crucial. SFS is a professional organisation and shares our commitment to delivering the highest standards of service in Cornwall."

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