

## The Background

Gratte Brothers Group is one of the UK's leading independent building services companies providing from one source a complete range of electrical, mechanical, security and commercial catering facility services. Originally registered in 1946, today the Group employs over 650 personnel and has a turnover in excess of £100m per annum.

## The Challenge

Gratte Brothers had been running its own fleet for 60 years. Gratte believed however that with all the new legislation that has come into force their business needed more professionalism. Being cash-rich and with many good contacts that had built up over the years Gratte were reluctant to opt for Contract Hire as their means of acquisition; additionally their vehicle usage made it very difficult to accurately assess period mileage. With this background they decided to seek an organization to manage both their fleet and transport legislation leaving Gratte free to buy and sell its fleet as it saw fit.

## The Experience

From a list of five potential providers Gratte eventually produced a short list of two with Marshall Leasing emerging as the successful tender. It had proved to be an interesting and exciting project for Gratte which produced a highly satisfactory outcome.

The company had always budgeted its annual transport costs but Marshall's fleet management methodology and processes immediately produced savings in this area. Paperwork and administration were reduced to a minimum eliminating the multiple invoices Gratte had typically been receiving on a monthly basis.

Staffing was reduced as a consequence from one Manager to one Supervisor. Marshall Leasing also provided peace of mind via the updating (by Marshall) of Gratte's internal transport policy documentation leading to greater compliance from a duty of care perspective.

