

Our objectives

Before the launch of HTS Group, the green fleet had been leased every year. With no long term investment and an ageing, uneconomical fleet the existing green fleet was being run into the ground.

Our objectives for a new fleet needed to be forward thinking and long term.

We needed to secure a high quality and reliable green fleet that would be cost effective and fuel efficient.

The new fleet programme would also need to:

- Deliver savings over the previous green fleet programme
- Have latest technology to ensure low emissions
- Run efficiently on the latest and cleanest diesel
- Include an externally run training programme for all drivers/operators
- Introduce tracking devices into all vehicles to improve driving standards

Our approach

We negotiated a 33 month lease/purchase programme with Tuckwell Ltd. for 27 tractors, hedge trimmers, mowers and shredders. Tuckwell Ltd. is a reputable dealer that offers a range of high quality brands including John Deere, Yamaha and JCB.

The deal included a 24% discount on RRP and monthly payments of £200,862 – an annual reduction of £9,138 over previous costs.

After 33 months: we will own the fleet and continue to maintain the vehicles, replacing them as required.

After 5 years: the vehicles will be written off but retain some residual value which we will use as down payment to reduce the monthly rental on replacement vehicles.

All vehicles were obtained in time for the start of the cutting season in the second week of March, including the used of a borrowed tractor for an interim period at no extra charge.



£174,902 discount

negotiated with Tuckwell Ltd.
on new green fleet



£476,257 saved

over 5 years compared to
previous lease programme



Managing the programme

The successful rollout of the 3-year programme has included:

- Phase 1 to address priority needs, and Phase 2 that will address ongoing requirements in line with the available budget
- Improved approach to the management of vehicle servicing. No longer based on how long the vehicles have been owned, our updated servicing plans reflect the number of hours a vehicle has been in use
- In-house servicing includes warranty services which are charged back to Tuckwell Ltd. Our on-site mechanics have been fully trained to maintain the green fleet models
- Vehicles are over-wintered on-site and under cover, where they are maintained until the new cutting season
- On-site fuelling with red diesel at 75% cheaper than standard diesel

Benefits

Our green fleet programme has:

- Enabled us to have full cost control over the fleet purchase and ongoing costs
- Provided transparent vehicle usage data due to on-board tracking devices, and full vehicle management records
- Improved reliability of green fleet and associated services for Harlow Council

6 months

period of daily use of green fleet during summer cutting season



8

number of times grass areas require cutting every year

