



# Getting to grips with tyre costs

Nathan Carr, Collections and Fleet Manager, Hills Waste Solutions



- Company  
Hills Waste Solutions
- Sector  
Waste collection and recycling
- Fleet size  
105+ vehicles
- Solution  
Repair and Maintenance contract – PPK
- Key benefits  
Potential issues spotted early  
Call-out reduction  
Reduced downtime  
Improved efficiency

Hills Waste Solutions (HWS) is one of the largest privately-owned waste companies in the UK and a wholly owned subsidiary of The Hills Group Limited, a family business established in 1900. HWS is SafeContractor accredited and offers a range of specialist waste management and recycling services to public and private sector clients in Wiltshire, central Southern England and across the UK.

With the HWS fleet of over 105 waste collection and recycling vehicles travelling over 3,500,000 kilometres each year, tyres can be a significant cost to the business – so Collections and Fleet Manager Nathan Carr led a review with the aim of minimising costs and improving efficiencies whilst maintaining the high safety standards and reliable service HWS are renowned for.

Following the review, Tructyre was appointed as the new supplier and a price per kilometre (PPK) contract was signed replacing the previous fixed monthly fee, meaning that HWS is only charged for the distances travelled by each vehicle.

Reflecting on the new working relationship between HWS and Tructyre, Nathan Carr commented: “Our customers rely on us to collect their waste and recycling on specific days and sometimes even at specific times so minimising downtime is crucial.

Tructyre has a preventative approach and having one of their tyre technicians on site every day to inspect the fleet and deal with any issues as they arise has certainly shown to be of a benefit to both parties.

Our drivers already carry out vehicle checks at the start of the day, but Tructyre’s tyre inspections give drivers the peace of mind that their tyres are in good condition and ready for the road.

**“ Tructyre’s proactive approach has seen the early morning call out figure reduced by around 90%. This has obviously brought significant savings in reduced downtime and improved efficiencies across the fleet. ”**

Early indications are that with this PPK contract in place, Hills Waste Solutions should be in a position to show a significant saving in its tyre costs for 2014/2015.”

As we go to publication, HWS are pleased to be trialling TyreWatch, the market-leading tyre pressure monitoring system, designed to eradicate preventable roadside failures.



Our thanks to Nathan Carr and Hills Waste Solutions for their hospitality and for sparing the time to put this case study together.

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