



Scottish Power Signs Multi-Million Pound Solus Deal With Toyota

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Toyota has secured the biggest single deal in its history in the UK, with a multi-million pound agreement to supply all cars for electricity, water and telecommunications giant Scottish Power.

With a fleet of cars as well as some 3,400 commercial vehicles, Scottish Power is one of the biggest end-user fleets in Scotland. The Glasgow-based multi-national organisation, which includes among its divisions Manweb, Southern Water and Scottish Telecom, employs 15,000 staff in the UK.

Scottish Power's car fleet consists mainly of operational vehicles for engineering staff, as well as benefit cars for executives. For the past five years the fleet has been Ford-badged, but the company decided to put the business out to tender to ensure that the resource matched its current needs.

"It wasn't just a matter of price but of whole-life costs, and the Toyota range presented the best value for us," said Alan Smith, General Manager, Transport. "I had already seen evidence of Toyota reliability with the Hilux pick-ups which we had used in Scottish Power's commercial fleet. But what we have been really pleased with is the extent of the Toyota range."

The vehicles will be supplied, using a network of dealerships. "Toyota Fleet and its dealers have been first class – they've been efficient and show a definite eagerness to get going," said Alan. And although the first cars are only just being delivered, it seems the staff are equally keen.

Mark Hall, General Manager of Toyota Fleet, says: "This is a landmark deal for Toyota, and we are proud to be associated with such a high profile business as Scottish Power. This agreement demonstrates that our commitment to providing a comprehensive range with keenly competitive whole-life costs is paying off in a big way. We look forward to a mutually rewarding relationship with Scottish Power."

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