

Crown Flooring

Crown Flooring provides flooring solutions for a range of public and private sector clients throughout the UK. From their operational centres in London, Cheshire, Cardiff and Central Scotland, they employ a team of fitters who install a wide variety of flooring within commercial spaces.

The Challenge

As commercial flooring experts, Crown Flooring operates a mixed fleet of both cars and vans, using both unleaded petrol and diesel. Trying to control costs on a national scale had proved hard due to the range of vehicles and geographical spread.

In a bid to rationalise the number of fuel cards used throughout the company and to gain control over their fuel expenditure, operations director, Chris Malone wanted to work with just one sole provider. His other criteria included the continued supply of AdBlue to his drivers and to be able to provide a year on year saving on the purchase of fuel.

Upon taking up his position at Crown Flooring, he was inundated with offers from many fuel card companies to join their schemes.

The Solution

He chose to partner with Silvey Fleet because their network offered him what he needed. Silvey Fleet recommended a fuel card which ensured drivers had access to both unleaded petrol and diesel, with a good national coverage, plus it allowed the purchase of AdBlue.

Most drivers at Crown Flooring are assigned a vehicle. Unlike other fuel card competitors, Silvey Fleet did not levy an additional charge to provide each of the drivers with a fuel card. By issuing each driver with their own fuel card, it helped lower the number of expenses claims for purchased fuel. Moreover, at the end of each month Crown Flooring received an accurate log of all the fuel drawn throughout the company.



Silvey Fuel Card



Unlike some fuel card companies, Silvey has remained very competitive and has done everything they can to keep our fuel prices low. They will always communicate any changes, their customer services team has gone to great lengths to ensure that we have the best possible service.”

Chris Malone - Crown Flooring

Benefits of using Silvey Fleet

One of the key reasons Silvey Fleet was awarded Crown Flooring’s business was their transparent pricing. From the outset they explained there were no transaction fees or annual charges for their fuel cards, plus they promised to keep the company advised of the best fuel rate. Their consistent communication on fuel prices has helped reduce Crown Flooring’s fuel expenditure, since information can be passed directly to drivers advising them of lower pump prices.

Using just one fuel card company for all their fuel purchases has given Crown Flooring complete visibility of the fleet’s costs. From the monthly overview it is easy to see if a driver has refuelled at a more expensive rate, or if there is fuel assigned to a vehicle not registered with the company. These anomalies can be quickly investigated at a local level with the manager of the relevant operational centre.



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What do you value most?

During the transition to their fuel cards, the customer services team at Silvey Fleet worked alongside Crown Flooring’s drivers to outline where they could refuel. Crown Flooring has continued to rely on their support, including calling upon them to periodically plan new routes for fitters to highlight stations which offer the lowest prices.

The level of management information available has helped Chris demonstrate savings have been made. Silvey Fleet’s online system is both quick and easy to use allowing him to export detailed reports to review the fleet’s expenditures.

**For further information
call us on 01454 333022**