

OGILVIE FLEET DELIVERS NEW VISION TO CARE HOME OPTICIANS AND EXTENDS ŠKODA PARTNERSHIP

Ogilvie Fleet is delivering a new vision to care home opticians after winning a contract to supply 10 white Škoda Yeti GreenLine II vehicles.

Delivery of the cars further extends a three-year partnership with Glasgow-headquartered Community Eyecare Ltd, which trades as Visioncall, and builds on Ogilvie Fleet's expanding relationship with Škoda which has seen customer demand for the marque rise rapidly.

Ogilvie Fleet has to-date supplied more than 20 models to Vision Call, which operates a company car fleet of some 100 vehicles.

The Škoda Yetis are being supplied this month on three-year full maintenance contract hire agreements and were selected after Visioncall staff praised the model's excellent build quality, design, handling and load capacity.

Ogilvie Fleet sales and marketing director Nick Hardy said: "Visioncall has a requirement for company cars that aren't too big but still have a decent load carrying capacity and also stand out. The Škoda Yetis were chosen because they ticked the boxes for suitability and also from a personal taxation point of view with emissions of 119 g/km they appealed to drivers."

Powered by a 107 bhp 1.6 TDI engine, the five-door Yetis return more than 61 mpg on the combined fuel cycle and will be driven by Visioncall opticians visiting elderly patients. Visioncall was established in 1994 with the aim of providing top quality home eye test and eye care services to those who are housebound and cannot attend their local optician. The company is now the UK's most popular provider of home visit opticians, looking after 120,000 patients a year.

Vehicles used by the eye experts must be safe and practical, enabling optometrists to visit patients in their home or care home whilst carrying specialist equipment.

The Visioncall team tested several vehicles from different manufacturers, but chose the Yeti following overwhelmingly positive feedback from staff who were impressed with the model's versatility and environmental-friendliness.

Visioncall Fleet Manager Rodney Harkins said: "We were immediately impressed with the Yeti. Many of our opticians clock up more than 20,000 miles a year, so excellent fuel efficiency and vehicle reliability is key. Most importantly, our opticians must feel confident and comfortable when out on the road – which we know they will in a Škoda."

He added: "Ogilvie Fleet is always there to help us and any issues we have the company always finds a solution."

Delivery of the 10 Škoda Yeti GreenLine II five-door models reflects Ogilvie Fleet's established business relationship with the motor manufacturer.

In the last two years the number of Škoda models - typically Octavia, Superb and Yeti - delivered to Ogilvie Fleet customers has increased by more than 300%.

With approximately 200 Škodas delivered to clients annually, it puts the marque among the top six of Ogilvie Fleet manufacturer suppliers.

Nick Geldart, Purchasing Manager for Ogilvie Fleet, said: "Many clients are looking to reduce fleet operating costs and the Škoda range delivers excellent value for money.

"Very competitive list prices, an excellent model specification, high build quality, low CO2 emissions, strong residual values and vehicle reliability are among the hallmarks of the Škoda range that appeal to our customers.

"Coupled with our confidence in the Škoda range an increasing number of our customers have taken delivery of vehicles from the brand over the last two or three years and we anticipate that trend continuing in the future.

"In the current economic climate Škoda can offer companies like Visioncall a vehicle that is affordable and practical. The Yeti GreenLine model delivers low CO2 emissions and excellent fuel consumption, which reduces the impact on both the environment and Visioncall's bottom line."

Martin Burke, Head of Fleet Sales for Škoda UK, said: "The Škoda Yetis have been leased to enable the team at Visioncall to keep up their fantastic service, and we're confident they've made the right decision - the Yeti is safe, affordable and has great build quality.

"We're always happy to demonstrate precisely how our vehicles perform in terms of whole life cost, and for Visioncall, Škoda made clear financial sense. The Yeti remains one of our best-selling models, thanks to its good looks and versatility - so businesses needn't compromise on desirability."

He added: "We are delighted that many of Ogilvie Fleet's other customers, in addition to Visioncall, are valuing the Škoda experience and reaping the benefits of our value for money proposition at both a fleet operator and company car driver level."

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