Cornish companies make a deal for a decade

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A Cornish heating contractor, started by two former British Gas engineers, has formed another 10 year partnership with local social landlord Coastline Housing.

Blue Flame, of Penryn, competed with other providers in a rigorous tender process to win the contract worth an estimated £17million.

Mark England, Head of Technical Services at Coastline Housing, said: “Blue Flame has provided our customers with heating and electrical services for the previous 10-years as part of our former partnership arrangement, but the latest tender process was by no means a foregone conclusion.

“The multi-million-pound opportunity was opened for tender throughout the European Union and several major companies took a keen interest, so this really is a tale of a local company doing incredibly well to compete against others within the industry nationally.”

Under the terms of the partnership, Blue Flame will provide round-the-clock breakdown cover, new installations and servicing for all heating and electrical systems within Coastline’s 4,200 homes across Cornwall.

Blue Flame director, Paul Smith, said: “We’ve enjoyed building a strong relationship with the Coastline team over the last decade. It’s been great to see both organisations grow during that time, and to have an opportunity to build on that over the next 10 years is fantastic.

“We have a team of over 100 people at Blue Flame and they have all played a role in us regaining the contract. Their dedication and expertise is key to our success.

“Our message is simple: we do. And we do like working with clients across Cornwall to provide heating, plumbing and electrical support.”

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Scan Me:

Company Contact:

Coastline Housing Ltd

T. 01209 200200
E. cheryl.houghton@coastlinehousing.co.uk
W. https://www.coastlinehousing.co.uk

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