

## Challenges:

Cross Rental Services stock a range of chillers, boilers, heaters, Air conditioners and de-humidifiers. All, of their containerised boilers are manufactured in Andover along with service and maintaining their hire fleet, delivering pristine hire equipment to customers across the country.

The company’s operations and financial directors whom working alongside the technical and engineering team will ensure the facilities and fleet remain sustainable throughout any and all applications they are used on.

As a new growing company Cross Rental Services are currently working on producing more policies and a policy based on sustainability is in the pipeline to be created.

Cross Rental Services are using the Supply Chain Sustainability School to gain knowledge to develop these policies further.

## Impact:

Cross Rental Services has benefited using the School in the following ways:

- **Benchmarking Knowledge:** By completing a self-assessment Cross Rental Services were able to benchmark their knowledge and identify any gaps in knowledge.
- **Increasing Knowledge:** Cross Rental Services have mainly used E-learning modules within the School. The company has found them very useful as the modules have a lot of details while using both visual and written aids in which helps everyone to learn as not everyone finds it easy learning from just one form of teaching.
- **Improved relationship with customers:** Engagement within the School has brought value to Cross Rail Services as they have customers that use the School, therefore utilising the school will allow CRS to work more closely with their customers.

## Value gained:

Cross Rail Services has gained value from being a Supply Chain Sustainability School member through:

- **Increased knowledge**
- **Accessible Learning**
- **Increased opportunities of winning business**
- **Upskilling staff**
- **Networking Opportunities**

## Fact box



### Company

Cross Rental Services

### No of employees

30-50

### Turner Over

£1.3 Millon

### Website

<https://crossrental.co.uk/>

### Main contact

Matt Moore – Sales Coordinator

### Services

Hire support, fuel management

### About

Cross Rental Services is a UK heating and cooling rental specialist. The business works with a wide variety of different businesses from a small contractor to a large corporate.

## Future Proofing:

Once Cross Rail Services achieve Gold membership, they will be promoting their membership through their marketing and sales teams to assist with promoting the school as well as the company.