

## Service provider reports positive first quarter

3 years ago



Hard FM services provider [Lorne Stewart Facilities](#) Services has reported a strong start to 2023. This has been driven by four contract wins in the first quarter of the year, in addition to extensions of existing deals.

The new clients operate across a diverse range of markets and include the corporate office estate of a housing group and a contract within the health sector.

It has also won contracts in the rail and education sectors; the combined value of the four wins is over £9 million. In addition, an extension has been agreed with one of the company's council customers, which extends a partnership that started in 2020.

The bulk of services across the contracts are hard FM, including mechanical and electrical maintenance and energy services. Cleaning and catering will be provided in the health care environment.

The company has plans in place for the second half of 2023 that will support its growth strategy and provide additional services to clients. This includes two new initiatives; an energy management and low carbon technology solution, and an asset management offering that will help businesses focus on their business critical assets at low cost and a time when pressure on resources is high.

Chief executive officer Mark Sutcliffe said: "Our strong start to the year shows the resilience of the FM sector, and is also testament to our local delivery teams. We hear time and again from clients that they truly value our local offices, both for the expertise those teams possess and the social value aspect of employing people from the local communities.

"It's an exciting time for us with our new initiatives underpinned by our core service delivery solutions.



Combined these will deliver essential support for our clients in helping them reduce their carbon footprint, increase asset efficiencies and cut costs. The target is to double the size of our FM division over the next three years, and these solutions will play a critical part in reaching that goal.”