



complete
weed control



Complete Weed Control Hedges Bets with Public Sector Contracts and SDP

From first registering with SDP Scotland in 2019, Complete Weed Control has won work in 2020 with six local authorities, including South Ayrshire, Renfrewshire, Inverclyde, Scottish Borders, West Dunbartonshire and Falkirk Councils.

Based in Carlisle, Complete Weed Control employs 18 staff and is a market leader in the amenity and industrial weed control sector that supplies all forms of landscaping works for local authorities, highways agencies and private companies.



Keith Gallacher founded Complete Weed Control in 2005 as a sole trader and incorporated it as a limited company in 2011. Complete Weed Control operates across the Central Belt and South of Scotland. Since completing an introductory webinar on 'Using PCS and Other Portals' with the Supplier Development Programme, Complete Weed Control has gone on to win several public sector contracts with Scottish local authorities.

"We had some varied results within the public sector tendering before we engaged with the Supplier Development Programme, but nothing as consistent as we feel we have now. We felt the need to improve our submissions across the public sector, so we registered for free tender training," said Keith Gallacher, Director of Complete Weed Control. "After staff engaged with the online webinars, we connected further through networking events and met a number of the SDP representatives across councils who offered solid advice on every occasion."

Since attending SDP tender training, Complete Weed Control has changed its approach to public sector tendering.

"We feel we can offer a lot more in our submissions, and rather than just supplying the bare minimum, we followed SDP's expert advice and now break down each requested step and try to map out all the specifics for that step. This results in a much more comprehensive submission with a lot more valuable information being shared, Keith said. "The top tip we found most useful was to share more on the team behind the work, how the business operates and more focus on the staff that operate within it. By providing relevant experiences of our people, it speaks volumes about our approach to the works we are tendering for."

In 2020, Complete Weed Control successfully tendered for works on streets for weed control with Scottish Borders Council, Renfrewshire Council, Inverclyde Council, South Ayrshire Council and Falkirk Council, and for Rural Road Verge Grass Cutting with West Dunbartonshire Council.

"Restrictions from the COVID-19 pandemic has resulted in a huge backlog of work before this winter's frosts arrive. We have been working at weekends to meet demand and have had to hire two additional team members to cope with our workload," Keith added. "These contracts provide our business with stability in difficult times, and having received tendering support from the Supplier Development Programme, we now have the confidence to go for even more public contracts."